

TRIBUNE

Monthly Newsletter of TRIB Group
VOLUME 18 ISSUE 6 June 2017



FROM THE EXECUTIVE DIRECTOR

Greetings from Atlanta and Welcome to June, the unofficial start of summer. Yes, I know, summer does not start officially until June 21st, but with schools letting out and vacations beginning, that tells me it is summer.

With summer comes our second big event of the year, Meeting of the Minds & Buy Fair on August 28-30 at Caesar's Palace in Las Vegas. Registration for members and vendors is now open and for members to get the best rates, June is the month to take action. With a schedule full of meetings, seminars, and workshops, Meetings of the Minds is always the most information packed event of the year. The TRIB Group MOM committee and staff are working hard to bring you the best meeting possible. Oh, and don't forget the awesome Hot SHOW with amazing deals and show specials. Savings on purchases at the Hot Show more than pays your attendance cost. Plus remember, all member companies receive a \$400 registration rebate and 5 \$200 vouchers to use on purchase orders written at the show.

Continued

A New Look For TRIB Group!

As you may know, TRIB Group decided it was time to refresh our logo to something more modern and adaptable. We asked our Marketing Vendors for help with this project. Entries were viewed and discussed at the recent Board of Directors meeting and a winner was chosen!

Each participating company had their own creative design and the choice was very difficult. In the end what was chosen is both clean modern and is also a look back to a design TRIB Group used years ago. The new choice is pictured here, features our message "Strength through Unity" and sports a new color



scheme of gray and red. The design will look fantastic on embroidered items, on social media and on printed materials.

The new logo was designed by Ad-Pro. We'd also like to thank ColorAd, Imagine Advertising, Central file and Imagery Marketing for submitting fantastic entries.

Calendar of Events

TRIB Group Summer Marketing Think Tank

June 14 - 15
St. Louis, MO

TN Rental Dealers Assoc.

June 20-21
Nashville, TN

Missouri Rental Dealers Assoc.

June 26-28
Lake Ozark, Missouri

Meeting of the Minds

August 27-30, 2017
Las Vegas, NV

INDUSTRY NEWS

The TRIB Group produced hot show at the APRO Convention was a huge success! We were pleased by the level of participation at this buying event. Many thanks to vendors and members who took part.



TRIB GROUP



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Karl Wicker, Services Coordinator

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CURRENT MEMBERSHIP COUNT

192

“Success is getting what you want Happiness is wanting what you get.”
- Dale Carnegie

KARL'S KORNER By: Karl Wicker

A PARABLE

Not so long ago there was a TRIB Group member. They did well and prospered and they were very, very busy. In fact, they were so busy they felt they had no time to deal with filing their quarterly reports. They asked themselves, “how important could that be?”

A few years past and that member looked at their books and noted the rebate checks they received, and asked themselves, “Are we missing some money from the widget vendor we’ve been using?”

So, the member called and asked the helpful Member Services Coordinator, “should we have received money from the widget vendor?” The helpful Member Services Coordinator quickly called the widget vendor and, as it turned out, the TRIB member had not only

been overlooked for the past year, but also for the year before that! The widget vendor was alarmed because they had overlooked the TRIB member and didn’t catch the error, even though the widget vendor diligently filed their quarterly reports. They were sad because, had the TRIB member filed their reports this would have been caught and the TRIB member would have received their proper rebates.

Moral of the story, you cannot be sure of what you have coming to you unless, TRIB Group knows what and from who you bought your widgets. PLEASE remember to do your quarterly reports! This applies to both TRIB Group members and ye ol’ widget vendors. *-Karl*

Executive Director Continued.....

Another important event of summer is TRIB Groups participation in our industry’s APRO scholarship program. This year, TRIB Group will be awarding a total of a\$14,000 in scholarships (a record for TRIB). I encourage every member that has children in college, has employees enrolled in classes or have employees with children to take advantage of the potential benefit offered by TRIB Group and APRO. All TRIB scholarships are selected by a TRIB Appointed committee and are selected anonymously—solely on the merits of the application and supporting essay and documents.

You can find a link on our website as well as on the APRO site at www.rtohq.org for all of the scholarship info and guidelines. The approaching deadline is June 30th. We look forward to seeing all of the applications. See everyone in Vegas for Meeting of the Minds.

Dennis



August 28-30, 2017

Upcoming Events



REGISTRATION NOW OPEN!

Visit tribgroup.com

Registration is open for Meeting of the Minds & Buy Fair, a premier buying event for TRIB Group members. Attendees will receive a **\$400** registration reimbursement as well as up to **\$1000** in vouchers for orders placed at the show!

EARLY BIRD discounts on registration end on **JUNE 30th**, so go ahead and complete the registration. A link to register is available at tribgroup.com as well as registration instructions. **Vendors**, the link to book booth space is available on our website as well.

GET THE BIG PICTURE

TCL Hisense SAMSUNG

D&H

TRIB GROUP
 800.340.1007
www.dandh.com/TRIB
 email inquiries to rto@dandh.com

**VENDOR SPOTLIGHT:
RES ACCESSORIES**



OK let me state this straight out, “Everybody should know this vendor”. RES is an old friend, one of the longest serving TRIB Group approved vendors.

They started with us way back in 1995. RES has those things you gotta have: washer hoses, dryer vent tubes, furniture pads, HDMI cable and any number of odd small accessories for connecting appliances and electronics. Did you know that besides all that, RES stocks cleaning supplies; everything you need to refresh and get your previously rented items back to looking new and ready to rent again. Also, RES is now doing mattress protective products.

There are tons of products I could go on about, many things that you may be going to the store and buying at retail. If you have been sending employees out to shop for supplies and paying for their time and retail you might want to contact RES. In fact, practically anything you need for maintaining your store and items can be found at RES. Our contact is: Leonard Alonzo lalonzo@resacc.com Phone: 800-444-7304 Ext 323

Welcome New Members

PTN Group, LLC / Tampa, FL

Contact: Paul Schaller

813-241-0607

Artisan Consumer Services / Grapevine, TX

Contact: Adrian Rosales

915-422-6401

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