

## FROM THE EXECUTIVE DIRECTOR

Good day to all from Atlanta! Spring has arrived and I hope everyone is looking forward to this wonderful time of the year. The Winter doldrums are behind us and fresh and colorful blooms and green grass is coming alive.

Speaking of alive, just weekd ago we finished up a lively and successful Meeting of the Minds in Nashville. Having been there these past two springs at the beautiful Gaylord Resort, it is time to move to a new venue next year.

We have been going through the post show surveys and we are happy to see that the majority of you found a great deal of value in the program, and we also received great feedback in ways we can improve. A summary of our findings is below:

The meeting received high marks overall. This show ranked quite well when compared to past shows. A majority of members were happy with the specials and find the Specials Book and emails very helpful. The quality of buying time also received good reviews. When asked to rate the overall event experience as to how productive and worthwhile it was, the majority indicated it was extremely worthwhile.

Some of the comments were:

**“We would like to see more breakout sessions.”**

**“Show was really good; Lynn’s seminar was great as was the part about QHDTV’s and tires. These guys sharing their experiences was super.”**

**“The featured vendor breakout offered good content, and I usually don’t care for vendor presentations.”**

We had some negative comments too, the most of which focused on the timing of the event (weekend, first of the month). We get it. We knew it would be an issue **and it’s one that we will avoid in the future. Some consideration will also be given** to helping newer members mix better with legacy members. Most of our TRIB Members are friendly and welcoming, but we will work to include in our future programs ways to facilitate making it easier for existing members to meet with and interact with those just joining us. TRIB Group was built on the principle of networking and supporting each other and we are going to actively engage in a campaign to go back to our roots and refocus on this great aspect of our organization.

*Continued...*

## Calendar of Events

APRO Legislative  
Conference  
April 9—11, 2019  
Washington DC

Kansas Rental Dealers Assoc.  
April 23-24, 2019  
Wichita DoubleTree

Pennsylvania State Meeting  
April 30, 2019  
Harrisburg, PA

Think Tank  
May 21-22  
Hosted by Ashley Furniture  
Memphis, TN

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### TRIB RETREAT

Join fellow TRIB Group members and sponsoring vendors at our 3rd Annual TRIB retreat at Cata-maran Resort & Spa, San Diego, May 5 -9, 2019. Visit our website for details.

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**TRIB GROUP**



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**CURRENT MEMBERSHIP**

**192**

*“Success is not final; failure is not fatal: It is the courage to continue that counts.”*

- Winston S. Churchill

**Karl's Korner**

Taking Note of What You Say

**Over the course of my now 63 years I've been made aware that I often “shoot from the hip” in my conversations. This is a trait I am not proud of, and though I'm aware of this trait, I often discount the effect it has on people. Sometimes it's just reactions to situations, sometimes it's just speaking without much thought, but it is certain that what is said has more of an impact than I initially thought.**

Recently I had a conversation with a **member of the church choir where I've been singing for the past 20-years.** She said she finally got up the courage to approach me about something I said in jest but was taken as an offence two years prior. I had no idea that what I had said those years ago had stayed as a wound for this person. We talked for a while and I apologized for the hurt my words had

caused. The words that emanate from the tongue has been described as a spark that can light a devastating fire. In our present world there have been many things that we see in the news, social media and in conversation that are harmful and hurtful, and we have almost become oblivious to the destructive nature of words.

**I have been reminded of the “Three Gates” my Grandfather taught me:** Before you speak think of these 3 gates: 1. Is it true, 2. Is it necessary and 3. Is it kind. My being made aware of what I said caused me to remember my 3 gates and be mindful of what I say. Maybe we would all be better off, and the world be a better place if we all took note of what we say.

*Karl*

*From The Executive Director ...*

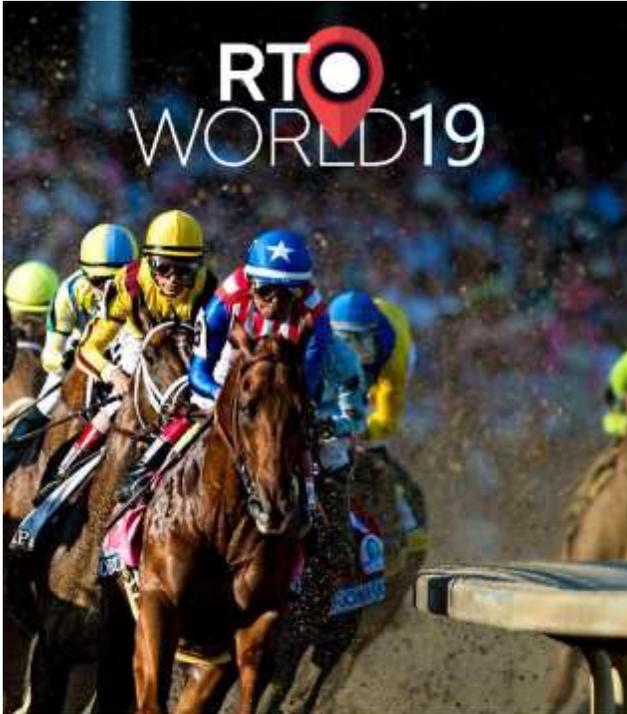
One thing that was interesting to me as I talked to members in Nashville and from surveys was the interest in learning from our peers and one another. That is a TRIB Group trait and we will continue to build on that. Throughout the next few months, members will have plenty of opportunities to do just that. Many of us will convene in Washington DC next week for the annual APRO Legislative Conference. Following that TRIB Group will host two events in May offering more networking opportunities. First will be the third annual TRIB Retreat trip. This year in San Diego, members and vendor sponsors will enjoy time together while getting to know what San Diego is all about. Following shortly after will be our Summer Think Tank in Memphis, Tennessee and

northern Mississippi hosted by Ashley. For information on these outings, please contact me for details.

Closing out this four month period in August will be the second annual RTO World Convention and Trade Show in Louisville, KY on August 6-8. This convention will be loaded with seminars, breakout sessions, Hot Show, Buy Fair and of course an offsite networking event. This is a convention everyone should attend as we get our minds and attitudes in tune for the balance of 2019 and place orders for product to boost everyone's success in Q4.

Have a great spring and I look forward to seeing many of you at the events above as well as the state and regional events scheduled for the months ahead.

*Dennis*

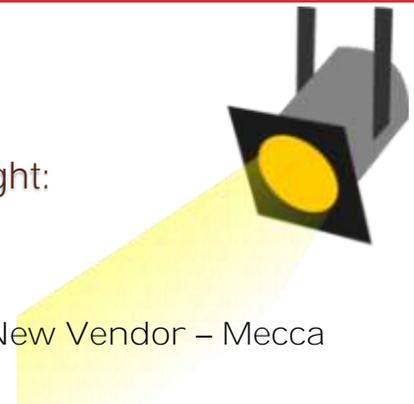


August 6-8, 2019  
Louisville Kentucky



**Happy Easter**  
**Sunday, April 21**

## Vendor Spotlight:



### Vendor Spotlight: New Vendor – Mecca Electronics

Mecca Electronics is part of the incoming new vendors for 2019. Located in Long Island City, New York they are a leading full-service direct video game distributor and have been in business over 40 years. Mecca has all the major gaming systems: X-Box, PlayStation, Nintendo as well as the gaming software suppliers like EA Sports, Activision with all the latest releases. Mecca is part of Alliance Entertainment a distributor that also has an extended line of consumer electronics brands like Audio Technica, JVC, Sony, Alsop and many more. They also have toys and media (DVD, BluRay and 4K media). As part of Alliance, Mecca has the resources of Alliance's vast 660,000 square foot distribution center in Shepardsville, Kentucky, (near Louisville) conveniently situated in the Midwest. This facility boasts a controllable fill rate of an incredible 99.5%. So, whatever you need they'll have and can ship immediately.

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