

TRIBUNE

Monthly Newsletter of TRIB Group
VOLUME 18 ISSUE 4 April 2017



FROM THE EXECUTIVE DIRECTOR

This year's annual APRO Convention will be held on Galveston Island, Texas, May 9-11 with a notable, exciting change. APRO has recruited TRIB Group to produce and administer the APRO Hot Show on Tuesday afternoon May 9th. This event, formerly known as Turbo Mania or Turbo Auction will look very familiar to TRIB Group vendors and members as the entire TRIB team including the TRIB Board, Lynn Leach and Karl Wicker will be running the show.

We are currently busy soliciting the vendors for buyer Hot deals and expect to bring the best for the buyers.. So members, we encourage you to attend and be prepared to take advantage of this rebranded event, HPRO Hot Show. Values will be worth it. Monitor your purchasing accordingly in April and be ready to order at tremendous savings in May at the PROO Convention and Hot Show. **On another note, this will be Bill Keese's last APRO Convention as retirement looms this Summer.** This is a great opportunity for you to attend and show your appreciation of the many years that he has supported our industry. Continued...

Dennis

Why Join the TRIB Connections Facebook Group?

Why join our Facebook Group when you have already liked the TRIB Group FB page? First of all, groups allow like-minded people to share content with a targeted, willing audience. By participating in our Group, your posts about issues related to RTO or TRIB are not interspersed among those not associated with our business. Also, it's a closed private group for TRIB Members only. It's a private forum and a great way to discuss relationships with vendors, marketing ideas, or issues related to our industry. The Group, called TRIB



Connections, is a good way to quickly reach members of the TRIB Board and to engage with the entire TRIB team about your ideas.

It may take a bit of time or effort to get participation going, but the format makes it really easy to start a dialog among us and other members.

Calendar of Events

TRIB Group Dealer Meeting
April 2 - 6, 2017
Punta Cana, Dominican Rep.

APRO Convention
May 9-11, 2017
Galveston, Texas

TRIB Group Summer Marketing Think Tank
June 14 - 15
St. Louis, MO

Meeting of the Minds
August 27-30, 2017
Las Vegas, NV

*Wishing You a
Happy Easter*



TRIB GROUP



2775 Cruse Road, Suite 2401
Lawrenceville, Georgia 30044

Dennis Shields, Executive Director
Laurel Whitmire, PR & Admin Coordinator
Karl Wicker, Services Coordinator

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Babers, Inc.
shannon@babers.com

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dan.fisher@majikrto.com

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mtissot@r2o.com

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martya@rentall-inc.com

DAVID P. DAVID
Full-O-Pep Appliances
david@americanrentals.com

BEN BOST
Smart Way of the Carolinas
bbost@gosmartway.net

JEFF LEBAKKEN
Lebakkens Inc of Wisconsin
lebakkens@charter.net

MARK WILLIAMS
Rent One
mwilliams@shoprentone.com

CHRIS KALE, JR.
Happy's Home Center
chriskale115@gmail.com

CURRENT MEMBERSHIP COUNT

182 as of
February 2, 2017

“Believe you can and you are halfway there.”
- Theodore Roosevelt

KARL'S KORNER By: Karl Wicker

Quarterly Reports

Ask any one of our vendors; I can be brutally honest. Part of my job is to make sure TRIB Group members are being served by our vendors and that they get the benefits of the programs offered by our vendors. A big part of this is working with vendors to report the sales made to our members via the quarterly reports, that are required to submit. I am pleased to say that in 2016 our vendors have done a better job than ever fulfilling their obligation in filing **quarterly reports; our members...** well, not so much. Our members are flat out miserable faithfully filing quarterly reports.

There is no mystery in filing quarterly reports; they serve one and only one purpose. That is to assure our members receive the rebates and/or benefits of being a TRIB Group member. Even is a **vendor doesn't offer a rebate**, there is something they offer to **TRIB Group members they don't** for their normal clients. Some-

times it's lower pricing or special terms or shipping cost, but there is always something they offer that caused TRIB Group to make them an approved vendor. If your company fails to file your quarterly reports we have NO WAY of verifying that you are being included by our approved vendors to receive the rebates and benefits you deserve. Dennis personally takes on the time consuming task of chasing down missed rebates, and far too much time is required to verify for members who did not file reports. The reports are the only verifiable means to assure that are getting their full share of membership benefits in TRIB Group. As we close the first quarter of 2017, please make it your priority to keep on top of the quarterly reports. If you **don't know how to file them email** or call me, karl@tribgroup.com 770 -451-4302 extension 4 then the # **key. Let's make 2017 our best year** as a group filing reports for both vendors and members.

-Karl

APRO CONT..

A vast majority of the vendors exhibiting are TRIB approved vendors who support our industry and would love to have your support and attendance in Galveston. The exhibit floor will be open all day Wednesday. Thursday will be a day of educational seminars. There will be ample time for networking and socializing at the Hot Sow reception as well as two other evening receptions. Looking forward to seeing everyone there.

- ADPRO Advertising
- American Technologies
- Ashley
- Benefit Marketing
- Boyd Specialty Sleep
- Captive Management Services
- Central File
- Coaster
- Color AD
- D & H Distributing
- Expert Warehouse
- Florida State Games
- GBS Enterprises
- GE Appliances
- Gemini
- Generations Jewelry
- Glideaway Sleep High
- Touch Technologies
- I-Deal Electronics
- Ideal Software System
- IRE
- L2
- Leopard Mobility
- Medlift/KidzWorld
- Microbilt Corp
- Million Dollar Rustic
- MTD Products
- National Coverage
- Noctova Sleep
- Oasis Outsourcing O'Rourke** Sales Company
- Peg Perego USA
- Progressive Furniture
- Protect-A -Bed
- PTS Financial & Benefit Services
- RES Accessories
- Rivero, Gordimer & Company P.A.
- RTO Solutions
- Sealy Inc.
- Serta Simmons Bedding
- Symbol Mattress
- United Furniture Industries
- Whirlpool Corp.
- Whitsell and Company PC

Summer Think Tank Registration is Open



This year's Summer Think tank will be held June 14 & 15 in St. Louis MO. Hosted by Imagery Marketing Group, the event will have a marketing focus, but also may cover topics such as hiring, onboarding new hires, planning for succession of family owned business, and a host of other topics. Visit the TRIB Group website to access a

link to a survey of possible topics. We really want to cover the subject areas that are of most interest to each of you, so we have made the survey available to fine tune the content of the meeting.

On a fun note, the group will be treated to a Brewers / Cardinals game in this great baseball town.

VENDOR SPOTLIGHT:
KANGAROO TRADING & MILLION DOLLAR RUSTIC



Kangaroo Trading, distributor of Mossy Oak upholstered furniture and children's furniture has announced a partnership with Million Dollar Rustic for shipping of their product. Gidget Simmons, who reps both lines, says that Kangaroo needed a reliable shipper to assure their product arrived undamaged and in a timely manner. This had been a problem with the carriers being used by Kangaroo in the past. Million Dollar Rustic maintains their own fleet of trucks and are manufactured near where Kangaroo is made. The advantage of this partnership allows much more reliable shipping of their product. This new partnership will apply only to **Kangaroo's adult products and not to their children's line.** Also as part of this partnership both Million Dollar and Kangaroo will be instituting a "quick ship" program keeping items that are popular in stock and ready to ship with a 2-week delivery. This quick ship program will officially start May 1st. Contact Gidget Simmons at GidgetLSimmons@gmail.com for more details.

ENTERTAINMENT IS IN THE HOUSE!

PS4. Hisense

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