



FROM THE EXECUTIVE DIRECTOR

It's December and we are just wrapping up our annual committee meetings with vendors. For those of you new to TRIB, we meet each year with our vendors to go over their programs for the upcoming year, and we also interview potential new vendors whose products and services would be of benefit to our program. This year our meetings have been very productive and in the weeks ahead you will hear about the new vendors. I'd like to thank our members who participate in these committees. They spend their time coming to Atlanta for meetings and are great advocates for the group.

Now on to Meeting of the Minds. We are excited to return to Nashville as last year's event was very successful and the Gaylord and the city of Nashville has so much to offer as a meeting venue. Our meeting last year was well attended and proved to be productive, prosperous, and a lot of fun. This year we are developing content for our meeting breakout sessions that we feel will offer a great deal of value to you, and we are encouraging you to send store managers to Meeting of the Minds, as we are offering programs designed for that audience as well as programs for owners. We are also pleased to offer networking opportunities at the Wild Horse again this year, as last year's event was extremely well received. Registration information is available at www.tribgroup.com.

A Bit About Christmas

During the recent Board of Directors meeting, it became evident that once again TRIB Group has been very financially responsible with the flow of income and expenses. TRIB will be sharing the benefits of this fiscal responsibility with you, our members, (just as we have the past 3 years), with a little extra in the Christmas card you receive from TRIB Group. A member MUST be in good standing with TRIB Group in order to receive this financial gift. Being in "good standing" means you are current with your TRIB Group dues and/or joining fees. We will give notice on the date the cards, (with the "little extra" inside), are mailed as to give you a time frame to expect your surprise. You should have already received an email that shows you what address we have for you. If you didn't receive it, email Laurel with your corporate address so that we can make sure we have the correct one.

Continued...

Calendar of Events

TRIB Committee Meetings
Atlanta, Ga

Marketing Dec. 5—6



REFER SOMEONE TO TRIB GROUP!

Do you know a RTO dealer who would benefit from joining TRIB? Ask about our Member Referral Program.

TRIB GROUP



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Karl's Korner

**“Let us not curse the darkness.
Let us Kindle little lights”**

—Dada Vaswani

There is an old saying, I'm sure it has showed up on inspirational posters and the like, “It is better to light one candle, than to curse the darkness”. It's a bit corny I suppose, but it is a truth that can help mend many tears in the fabric of our society. I was looking back on past Karl's Korner's I've written for the December TRIBune and most have a theme of light over darkness. After all December gives us the longest darkness of the year and then the hope of lengthening daylight.

With all the darkness spread by social media and our constant feed

of information, it is understandable that we could sit in the darkness and complain how overwhelming it's become. We curse the darkness of hate, bigotry, injustice... Can we by our words and actions light a candle of hope to drive the darkness away? When we all light our candles, we lighten the world and show the true nature of goodness that can be found in the human heart.

May the light in this season shine on you and yours throughout the coming year.

-Karl

From The Executive Director ...

We are also looking forward to hosting meetings at the Las Vegas Market in January. Called Think Tank, attendance lets you hear from our TRIB Group furniture vendors and visit their showrooms. You also get two (2) \$500 vouchers for product ordered from our vendors at the show! Visit www.tribgroup.com to register. If you haven't attended before, the Las Vegas Furniture Market is the perfect opportunity to view the extensive collections of our furniture vendors. Coaster, Furniture of America, Ashley, Serta Simmons, Martin Svensson, Symbol Mattress and Million Dollar Rustic, plus others all have showrooms. TRIB Group is offering you two \$500 vouchers to use with our vendors.

CURRENT MEMBERSHIP COUNT

189

“Blessed is the season which engages the whole world in a conspiracy of love.”

-Hamilton Wright Mabie



REGISTER FOR THINK TANK

The perfect opportunity to view the showrooms of Coaster, Furniture of America, Ashley, Serta Simmons, Martin Svensson, Symbol Mattress and Million Dollar Rustic, plus others. On Sunday, Southern Furniture Industries, parent company of Southern Motion and Fusion Furniture will be hosting a reception from 5—6:30!



January 28—29, 2019
Tribgroup.com

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2019

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Vendor Spotlight:



D & H Distributing

It is rare that a company survives to reach 100 years. This year D&H turned 100. What started as a tire retreading company soon became a distributor of radios (the first mass media device). Over the years the products expanded to early gaming systems. (Remember Atari?) the first computers and things like VCR decks (remember those?). D&H grew to include computers, TVs and practically every form of consumer electronics.

What most don't know is that D&H also distributes the cutting-edge consumer products, home automation, smart wearables like FitBit and even home small appliances like KitchenAid culinary products, Shark and Hoover vacuums and a plethora of items beside consumer electronics. This is important to know as many of our dealers are branching out into offering new and different RTO products. With six regional warehouse hubs and a dedicated returns center they offer fast delivery of product anywhere in the USA.

Our contacts are: Mike Dour mdour@dandh.com 717-236-8001 ext. 7679 and Erin Fischer efischer@dandh.com 717-236-8001 ext. 7597



Join us for the TRIB Group Retreat, May 5 - 9, 2019 Catamaran Resort San Diego

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