

FROM THE EXECUTIVE DIRECTOR

This year's meeting was another successful Meeting of the Minds! Our Hot Show was fun because every now and then something unpredictable happens. This year Wade West of You Name It entered a product that will be a perfect giveaway item this Spring and Summer. It was a group of branded sunglasses, a Frisbee, and a Coozie, all packaged and ready for the beach or pool. Our Members loved this item and continued buying, driving the price down and orders up until over 21000 units were sold! It was fun to see the incredible demand for this product **as well as the look on Wade's face, who was thrilled to get this big order for his company.**

After the Hot Show, we attended a networking event at the Wild Horse, which is a fantastic venue for in Nashville. A bbq buffet, a few cool beverages, music, pool tables and plenty of room for socializing made this another fun Meeting of the Minds event.

Our awards were really special this year, and we'd like to talk about the winners and why they were honored.

First, the Presidents award was presented to David P. David for his significant contributions to the rent-to-own industry. David has been a member of TRIB Group for 18 years and has served on the Board of Directors for 3 years. Daniel



The TRIB Hot Show



Dan Fisher (right) presents President's Award to David P. David

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

TRIB RETREAT

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

Save the Date

RTO World 2019 | Aug. 6-8 | Louisville, KY



TRIB GROUP



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193

“The first responsibility of a leader is to define reality. The last is to say thank you.”

-Max de Pree

Karl's Korner

Well Deserved

We just completed another Meeting of the Minds, (can you tell by the theme of **this month's TRIBune?**) The vendors have packed up and gone, the Hot Show pile of spent order sheets have been sent to the trash bin and we can chalk up the events as part of our collective memories. However, there were, for me, two notable events that jumped out as noteworthy: The winners of the Lowry Shrader Award for Outstanding **Vendor and the President's Award.** Both went to persons who have given much to TRIB Group and RTO in general.

Paula Allison of GE has an unassuming personality, she doesn't call attention to herself, but she is certainly known for the care and service she provides to our members who purchase GE products. As Dennis and I were looking over the results of the voting a smile came over both our faces when we realized Paula had won.

From The Executive Director ...

Fisher, President of TRIB Group says *“David has been a staple in the RTO industry since I joined APRO and TRIB. He was a long-time member of the APRO board and since joining the TRIB board has been a true asset to the TRIB Group. He has offered valuable insights into the formation of the RTO World show. As with so many people within our industry, David selflessly offers his time and support on an ongoing basis and is well deserving of this award.”*

We also presented GE's Paula Allison with the Lowry Shrader People's Choice Award. This is awarded to the representative of a vendor who best exemplifies customer service and industry support. Paula has supported TRIB with GE for 23 years and we were pleased to present the award to her because she goes above and beyond to support our members. She greatly appreciat-

I've come to know David David over the years and certainly better as I've interacted with him since his election to the board. After the show was over and Dennis, Laurel and I were packing up and moving things, David was there to offer a hand. There he was picking up boxes and making the trek with us to load up the trailer hitched to the **back of Dennis' Yukon. Not every-**one would have offered to help after an exhausting few days.

The two people who we honored, Paula and David were deserving of the accolades because they are who they are; people who love interacting, helping and sharing with others. Their awards are well deserved.

Karl

ed this honor and is excited because moving forward she is pleased that she will be also representing the Haier brand to our members.

Other awards were given to Sachin Rama of Impact RTO who received the James B. Barber Vendor's Choice Award. Ashley Furniture received the Top Gun Award. GE Appliances received the Soaring Eagle Award, and United Lane received the Rising Star Award.



Dennis Shields presents award to Paula Allison of GE



Vendor Spotlight:

Vendor Spotlight: AMPTAB

We welcome our new approved vendor AMPTAB. They are a **unique service in that they provide a “one stop” solution** to management of your product orders, tracking and inventory management.

AMPTAB has teamed up with most of the vendors we use in RTO (and the list is growing) to allow the writing of POs, tracking of merchandise shipments and management of purchases from one online platform. This is unique in that the one login platform will allow you to access various vendors from differing categories. So, whether you are purchasing electronics from D&H or O'Rourke, furniture from Ashley or Southern Motion or appliances from ALMO or Whirlpool; you will be able to do that at one sitting from your computer or digital device using one login.

The system works by tying the product catalogs of the participating vendors and allowing the purchaser to shop that catalog and order product, then move to another vendor shop and order all in one login and in one unified system. This saves **time since you don't have to login and out to separate ordering systems for each vendor you shop**. The AMPTAB systems allows you to track your order shipments so you can manage an order as needed inventory.

Our contacts for AMPTAB are Patrick Henley, Patrick@amptab.com 425-220-2576 and Jesse Roark, Jesse@amptab.com 206-819-6227.



Michelle Jackson, Kathy Windsor, and Tammy Timmerwilke of National TV RTO



Hot Show bidding and decision making



Dennis Shields and Chris Kale Jr. give rebate checks



Daniel Singh and Jen Morellano of Dial RTO



Buying at Meeting of the Minds

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Large Enough to Serve. Small Enough to Care.

Comfort, quality, and value.

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symbolmattress.com



A club program provider
that leaves its client holding
the bag when there are
compliance and regulatory issues
isn't much of a partner.



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