

September 2014

New Products / Promotions / Programs



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Did you download and install the Agent Toolbox update?	1 LABOR DAY Offices and warehouses are closed for holiday.	2	3	4 Google First Incorporated (1998)	5	6 Pilgrims set sail in 1620
7	8	9 California becomes 31 st state in 1850 CALIFORNIA REPUBLIC	10	11 We Remember	12	13
14 Star Spangled Banner written in 1814	15 MID-MONTH Commission Statements Mailed	16	17 In 1787, the U.S. Constitution was signed.	18 The New York Times was first published in 1851	19	20
21	22 Band-Aid Invented in 1920	23 FIRST DAY OF AUTUMN	24 Rosh HaShanah Begins at Sundown	25	26	27 First Steam Locomotive Run (1825)
28 First Airport Opened (1909)	29 The U.S. Army was established in 1789	30 END OF MONTH Commission Statements Mailed	"The only thing worse than starting something and failing, is not starting something." — Seth Godin			Congratulations on your anniversaries! - Darren Neely 15 years September 1 st - Ellen Sheetz 28 years September 15 th - Meg Denton 9 years September 16 th - Keith Hohl 23 years September 30 th

AUGUST 2014						
S	M	T	W	T	F	S
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24	25	26	27	28	29	30
31						

OCTOBER 2014						
S	M	T	W	T	F	S
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19	20	21	22	23	24	25
26	27	28	29	30	31	



New Products

- Sandwich Eraser Sponge**28238, 28238-10
- Industrial Melamine Cleaning Tool
• **Sell Sheet (1 pg)** **LIT28238**
- Bi-Metal Reciprocating Saw Blades**
- 9", 6 TPI, CIC200™ Recip Saw Blade 19424
- 8", 10 TPI, CIC200™ Recip Saw Blade 19427
- 9", 14 TPI, CIC200™ Recip Saw Blade 19429
Tray Assortments – Bi-Metal Recip Saw Blades
- Metal Cutting Recip Saw Blades 17660
- Wood Cutting Recip Saw Blades 17661
- Stud/Metal Cutting Recip Saw Blades 17662
Tube Assortments – Bi-Metal Recip Saw Blades
- Wood Wizards 17656
- Metal Magicians #1 17657
- Metal Magicians #2 17658
- Heavy Duty Hybrids 17659
• **Brochure (4 pgs)** **LIT19424**
- Multi-Toggle Assortment** 17664
- Installs in seconds (works in walls 3/8" to 2-1/2" thick)
- Red Lion™ Red Grease Hi-Temp** 74415
- Professional Red Grease Lubricant
• **Sell Sheet (1 pg)** **LIT74415**
- Fire & Rescue Recip Saw Blades** 19421-19423
- The blades preferred by most professional fire fighters
• **Sell Sheet (1 pg)** **LIT19421**

Reminders and Extras

- Sandler Training Sales Tip**
- Sandler Sales Tactics - Weeks 45 to 48**
- Double Header Gas Card Quota Contest
- Obsolete Product Program (OPP)
- Customer Loyalty Discount Program
- Let Us Work For You (Email Blasts)

Marketing Material (Promos / Programs / Literature)

- NEW! Recip Saw Handle Promotion (P/N 30385H)**
Buy Any Recip Saw Tray Assortment (P/Ns 17660-17662) or Tube Assortment (P/Ns 17656-17659) and You Get A FREE Handle! EXP 12/31/14
- NEW! CIC 200™ Pro™ Drill Under-Mount Organizer Specials** EXP 12/31/14
• P/N 7880, 45 Piece Drill Set
• P/N 7884, Starter Drill Set with 3 Cans RL Tool Cool II
- Special Value Tray and Bin Assortments Promotion**
\$55 Tray Assortments, \$195 40 Hole Bin Assortments, \$295 80 Hole Bin Assortments ONGOING
- GO RED Program**
Maintenance Efficiency Center (MEC) ONGOING
• **Sell Sheet (2 pgs)** **PF-GORED**
- FREE Slide Rack Promotion**
Buy Any 3 Tray Assortments and Get A FREE Slide Rack! (Slide Racks: P/N 7928 or 50004) ONGOING
- Combo Paks "Promos" (P/Ns 8833 – 40004)**
Great deals on our most popular product combinations! Cutting Tool and Lube & Electrical ONGOING
- Seasonal Product Overview "Summer"**
• **Brochure (4 pgs)** **PF-SUMMER**

Customer Incentives (Programs / Promotions) (Commercial Accounts Only - See Rules & Procedures for details)

- Christmas/Holiday Program**
- Use Order Form / Check Christmas Club Accounts!
- Clothing Program (Brochure & Order Form)**... ONGOING
- Customer Promos (Introduced in July)**
- Auto Sun Shade 162956
- BBQ Tool Set 162957
- Cornhole – Bag Toss Game 162958
- Giveaways 2014** (See Agent Toolbox for all Giveaways)