

October 2013

New Products / Promotions / Programs / Training



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Did you take advantage of the "Flash Sale" during the 1 st week of September to increase your commission?		1 DISTRICT MEETINGS - Terry Stahl - Lonnie Baldwin - John Trundle	2	3 DISTRICT MEETING - Armand Fiorucci	4 DISTRICT MEETING - Terry Stahl Ohio Warehouse	5 Ray Kroc born, 1902. Mastermind of McDonald's franchise.
6 Thomas Edison shows first motion picture in 1889.	7 DISTRICT MEETING - Kevin Montegary	8	9 DISTRICT MEETING - Chris Graham	10 TRAINING WEBINAR Building Your Business - Bob Heiss -	11 TRAINING WEBINAR District Training - Lonnie Baldwin -	12
13	14 Columbus Day	15 MID-MONTH TRAINING WEBINAR Building Your Business - Bob Heiss - Commission Statements Mailed	16	17	18	19 Final battle of the Revolutionary War (1781).
20	21	22	23 	24	25 Keep your eyes open for the next flash sale!	26
27 NAVY DAY	28 Statue of Liberty dedicated in 1886!	29	30	31  Halloween	AGENTS: PLEASE CONFIRM DATE, TIME AND LOCATION OF YOUR DISTRICT MEETING WITH YOUR MANAGER.	

SEPTEMBER 2013						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

A successful individual typically sets his next goal somewhat but not too much above his last achievement. In this way he steadily raises his level of aspiration.
- Kurt Lewin

NOVEMBER 2013						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

New Products

CIC 200" Sheet Metal Hole Cutter 8901

Cutters

- 5/16" Diameter 51800
- 3/8" Diameter 51801
- 7/16" Diameter 51802
- 1/2" Diameter 51803
- 9/16" Diameter 51804
- 5/8" Diameter 51805
- 3/4" Diameter 51806

Arbor, Pilot Pins, Misc. Parts

- Arbor Assembly 51807
- Pilot Pins (3 pack) 51808
- Stop Washer 51809
- Spacer Washer 51810
- Hex Key 51811
- Center Punch 51812
- Empty case 8901C

• Brochure (4 pgs) LIT8901

Sandler Training Webinars!

District Training

- Lonnie Baldwin**
Date: Friday, 10/11/13
Time: 3 pm - 4 pm
- Lonnie Baldwin**
Date: Friday, 11/15/13
Time: 3 pm - 4 pm

Building Your Business – All Agents Welcome!

- Bob Heiss**
Date: Thursday, 10/10/13
Time: 4 pm
- Bob Heiss**
Date: Tuesday, 10/15/13
Time: 4 pm

To register, check with your manager or email Susan Villamena at svillamena@chromate.com

Product Promotions

- SMART BUYS** EXP 10-31-13
- Organizers / Indexes "Cutting Tools"**
• Brochure (4 pgs) PF-INDEXES
- Special Value Tray and Bin Assortments**
\$55 Tray Assortments, \$195 40 Hole Bin Assortments, \$295 80 Hole Bin Assortments ONGOING
- GO RED Program!** ONGOING
Maintenance Efficiency Center (MEC) with Go Red Bonus!
• Brochure (4 pgs) PF-GORED
- Autumn Highlights**
The best CIC products for the Autumn season!
• Brochure (4 pgs) PF-AUTUMN

Customer Promotional Programs

- (Commercial Accounts Only - See Rules & Procedures for details)
- Navy Full Zip Fleece 162934S - 162934XXXL
 - Royal Blue Windbreaker 162935S - 162935XXXL
 - Camo Collapsible Cooler 162932
 - NFL Bling Tumbler 162933+TEAM

Marketing Material/Literature - Updated

- Marketing Materials Line Card (2 pgs) LITMKTG

Reminders and Extras

- Q4 Agent Contest
- Sandler Sales Tactics - Weeks 1 to 4
- Christmas/Holiday Gift Program
- Turkey Give-A-Way Sales Builder
- Combo Paks
- Obsolete Product Program (OPP)
- Customer Loyalty Discount Program
- Let Us Work For You (Email Blasts)

