



NMG Members....do you need help managing your POS reporting and paying your reps in a timely and accurate manner?

Introducing NEMRA's newest service provider, Budde Marketing Systems.

Endorsed by the NEMRA Manufacturers Group (NMG), BMS has been managing

the point of sale reporting needs of manufacturers since 1996.

Processing monthly POS reports for over 110 clients in the United States, Europe, and Asia, our offices receive POS data from more than 500 distributors and process over 3000 POS reports each month. Industries served include the electronic, electrical, industrial automation and high tech markets. BMS, Inc. specializes in start-up programs, and we pride ourselves on delivering customer reporting needs in a concise, timely manner, typically within 25 days of the previous month end.

Budde Marketing Systems, Inc. plays a vital role in providing our customers with up to date commission information so they have the ability to pay reps in a timely and accurate manner. Some of our services that benefit the rep



NEMRA is pleased to announce that John Vrablic and his firm, T.I.P.S. 4 Reps, is a new business service provider focused on Tax, Investment, Pension and Succession Planning for Reps. John has been specializing with manufacturer's representatives for over 15 years and has grown to represent reps in numerous industries and has become widely known as a leading expert in those financial and succession planning areas where our members need professional counsel.

As member benefit to NEMRA, T.I.P.S. 4 Reps will provide the following:

- Monthly newsletter with Tax, Investment, Pension and Succession planning strategies.
 - Webinars on timely and specific financial and tax issues
 - One hour free consultations
 - Field calls from members at no fee
- Additionally, they will produce a white paper on succession planning and business valuation
- John will also be attending the Annual Conference in Atlanta and in addition to speaking on the topic of "Succession Planning", will be available for consultations.

NEMRA members are encouraged to take advantage of this new member benefit by contacting John at T.I.P.S. 4 Reps

jvrablic@tips4reps.com

<http://www.tips4reps.com>

(440) 937-4242

community include customer name cleansing, split commission reporting, customer tracking, customer ranking, DTAM (Distributor Total Available Market) information, and SIC/NAICS code reporting.

Please visit our website
www.BuddeMarketing.com

or contact Mike Budde Jr. or Mike Budde Sr. for more information

Budde Marketing Systems, Inc.
13231 West 143rd Street
Suite 102
Homer Glen, IL 60491
mlbudde@buddemarketing.com
(708) 301-2111

*Give back to the Industry
that has given so much!*



Creating powerful opportunities

To be successful requires a commitment to continuous improvement and the ability to adapt to the complexities of

today's market.

To keep pace and confront the current market challenges, we need to be better educated and more highly trained.

NEMRA is leading the way with programs and services to ensure that our members continue to thrive in the future.

To ensure the growth and strength of our industry, the NEMRA Educational Foundation has created the Empower Tomorrow Fund. Your generous tax deductible contribution will help us broaden our educational offerings for

ENERGIZE YOUR CONNECTIONS

at the 44th NEMRA Annual Conference

Registration for the 2014 NEMRA Annual

Conference will open on September 16, 2013

We encourage you to register early as we expect another record turnout in Atlanta February 5-8, 2014.

The joint NEMRA-NMG Conference Committee has planned an amazing conference with outstanding educational content, dynamic general session speakers, and additional opportunities for networking.

Look for the registration announcement

on September 16, 2013

2014 - Atlanta Marriott Marquis

265 Peachtree Center Ave

Atlanta, GA 30303

Tel: (404) 521-0000

February 5 - 8, 2014

MRPAR Results Are In



All NEMRA Representative Members who participated in MRPAR will receive a free Highlights Report summarizing the results of the data submitted by all participating firms.

manufacturers and representatives, fund important industry research, and attract and mentor the next generation of outsourced sale professionals.

Empower Tomorrow Donation Form

Thank you for your support!

NEMRA would like to recognize the following companies/individuals for their generous contributions:

Allied Tube & Conduit
Alternative Sales Associates LLC
Cleaves Bessmer Marietti
Electra Products
Electra Sales of North Texas
Electrical Products, Inc.
Encore Wire
Ewing Foley Inc.
Flynn & Reynolds
Fulham
Gregory Industries, Inc.
Hammond Manufacturing Co.
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Lachut Electrical Sales, Inc.
Legrand
Leviton Manufacturing Co., Inc.
Locust & Company Inc.
Nelson & Associates
New Century Sales
NSI Industries, LLC
Renmark
Rouzer Group
Service Wire Company

Data Management Services

(DMS)

*NEMRA's IT Division is now
Processing 151 Sales and
Commission Reports Monthly*

You also have the choice of purchasing your own Personalized Report for \$275. The Personalized Report breaks the data down by agency size, warehousing vs. non-warehousing, by geographic region...giving you a good comparison to firms with similar characteristics as yours.

If you have any questions about MRPAR please contact the Profit Planning Group (PPG) at surveys@profitplanninggroup.com or (303) 444-6212



Be sure to update your company profile in the NEMRA Locator

It is important for both Reps and Manufacturers to keep your locator listing updated. By doing so, NEMRA is able to reach its members with important communications regarding the annual conference, new member benefits, industry announcements and other important topics.

Please take a moment to update your company listing.

If you require assistance the NEMRA Staff are here to help!

Please call or email:

(914) 524-8650

nemra@nemra.org

NEMRA[®]

DMS is a subscription service that takes over the responsibility and burden of loading monthly sales data into your back office system, converting the myriad of spreadsheets you are currently wrestling with into valuable concise information. To manually load sales data it would take 2-3 hours on average per line per month.

DMS eliminates that burden.

DMS subscribers have the added benefit of professional assistance in building, generating and disseminating the reports you and your sales force find most beneficial.

NEMRA currently imports 150 manufacturer sales reports monthly for various representatives. Product weights can now be loaded as part of the DMS import process.

IRIS QuickBooks Interface (IQ)

NEMRA IT showcased its new interface with QuickBooks at the NEMRA Conference in Chicago. Since then IQ has been rolled out to a group of field testers who have reported excellent results. IQ allows reps to maintain inventory, create and process orders in the IRIS system and upon completion seamlessly pass the order to QuickBooks for customer billing. A full roll out of IQ is expected by May 15th.

If you would like additional information or to see a demonstration of IQ

please contact:

Jim Bannon at

NEMRA is pleased to

announce that the following

**firms have recently joined our Association.
Please extend a warm welcome to these leading firms:**

NEMRA

Cooper Electrical Sales Inc. - St. Louis, MO
West Texas Quality Electrical Lines LLC - Canyon, TX

CEMRA

Electrical Sales Network - Mississauga, Ontario
LumiGroup - Montreal, QC

NEMRA Manufacturers Group (NMG)

Espen Technology - Santa Fe Springs, CA

iToolco - Knoxville, TN
Venture Lighting International, Inc. - Streetsboro, OH

RepFiles Keeps Getting Better



During the Month of June, RepFiles delivered 6,132.3 GB of sales and marketing material to over 1,000 mobile devices. That is the equivalent of 3 million e-books, 60 million single page PDF files or 245,000 3 minute videos! This content was delivered to the Android and Apple phones and tablets used by sales representatives from Manufacturers, Rep Agencies AND Distributors.

Branded Applications

Companies have come to us for solutions and we have responded! RepFiles now designs branded applications for manufacturers and distributors who want their content

(914) 524 8660 ext 201 or
jim@nemra.org

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Linkedin and Twitter!



delivered under an application customized specifically for their company. These custom apps are available in the app store with the company branded logo. What's the benefit?

It gives a public face to the company and brand recognition among internal users, while still having the strength, reliability, and support of the RepFiles system.

These companies are able to deliver content to their internal sales team via their branded application, and with the magic of RepFiles system, can simultaneously deliver content to the NEMRA and Distributor Editions. This

allows content administrators to manage all of their important sales and marketing content in a single location, deliver content through a secure unified system to all channel partners, and control who has access to what.

Pretty robust.

[For the full story](#)

NEMRA Future Conference Venues

2015 - Hilton San Diego Bayfront

1 Park Blvd.
San Diego, CA 92101

Tel: (619) 564-3333

January 28 - 31, 2015

2016 - Hilton Anatole

2201 North Stemmons Freewy

Dallas, TX 75207

Tel: (214) 748-1200

February 3 - 6, 2016

2017 - Marriott Orlando World Center

8701 World Center Drive

Orlando, FL 32821

Tel: (407) 239-4200

February 1 - 4, 2017

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NEMRA | 28 Deer Street | Suite 302 | Portsmouth | NH | 03801