

January 2014

Calendar



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy. – Martin Luther King, Jr.			1 Happy New Year Offices & Warehouses Closed	2	3	4 Isaac Newton born, 1643
5	6 Sherlock Holmes born, 1854	7 First U.S. Presidential Election held, 1789	BUSINESS DEVELOPMENT SEMINAR ASM 2014			11
12 Author Jack London born, 1876	13	14 Revolutionary War ends (1784)	15 MID-MONTH Commission Statements Mailed	16	17 Benjamin Franklin born, 1706	18
19	20 MLK Day Offices & Warehouses Closed	21 First flight of the Supersonic Concorde (1976)	22	23	24	25 First Winter Olympics held, 1924
26	27 National Geographic Society Founded (1888)	28	29 Baseball Hall of Fame established (1936)	30	31 Jackie Robinson born, 1919	

DECEMBER 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	31				

February 2014

Calendar

Make sure that you take advantage of **FLASH SALES** and **MISSION COMMISSION** Promotions.

These pop-up promos will increase sales and earnings!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Always bear in mind that your own resolution to succeed is more important than any other. – Abraham Lincoln						1 First meeting of the U.S. Supreme Court (1790)
2 GROUNDHOG DAY	3	4 Facebook first launched in 2004 as thefacebook.com	5	6 Babe Ruth born, 1895	7	8
9 Hershey's Chocolate Founded in 1894	10	11 Thomas Edison born, 1847	12 Lincoln's Birthday	13	14 Valentine's Day MID-MONTH Commission Statements Mailed	15 Susan B. Anthony born, 1820
16 Nylon Patented by DuPont in 1937	17 PRESIDENT'S DAY	18	19 Phonograph Patented by Thomas Edison in 1878	20 John Glenn is the first person to orbit Earth in 1962	21	22 George Washington born, 1732
23 Flag raised at Iwo Jima (1945)	24 Steve Jobs born, 1955	25	26 Levi Strauss born, 1829	27 John Steinbeck born, 1902	28	

MARCH 2014						
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	31					

New Products

Safety LED Lights

- Intrinsically Safe Headlamps
 - Waterproof (115/60 Lumens)..... 66318, 66319
 - Sell Sheet (1 pg)**LIT66318
- Intrinsically Safe Pen Lights
 - Waterproof (50/30 Lumens) 66316, 66317
 - Sell Sheet (1 pg)**LIT66316
- Intrinsically Safe LED Dual-Light (**New and Improved!**)
 - Waterproof (120/120/240 Lumens)..... 66339
 - Sell Sheet (1 pg)**LIT66339
- Headlamps, Spot/Flood & White/Red/Green Flood
 - Waterproof (115/100/90 Lumens) 66315
 - Waterproof (150/100/9/18 Lumens)66323
 - Sell Sheet (2 pgs)**LIT66315

Cold Weather Gloves

- Mechanix Wear™ "The Original Insulated Glove"
 - 59213SMALL / 59213MED / 59213LARGE
 - 59213XL / 59213XXL
 - Sell Sheet (1 pg)**LIT59213

3M™ and Scotch® Brand Products

- Fire Barrier Sealant "Caulk"..... 74580-74584
 - Sell Sheet (1 pg)**LIT74580
- Fire Barrier Moldable Putty 74585, 74586
 - Sell Sheet (1 pg)**LIT74585
- Quick-Lok Surface Conditioning Discs...45683, 45684
 - Assortment - 2" & 3" (Medium/Coarse)17740
 - Assortment - 2" & 3" (Very Fine/Medium/Coarse) 17076
 - Sell Sheet (1 pg)**LIT45683
- VHB™ Heavy Duty Mounting Tapes28762, 28763
 - Sell Sheet (1 pg)**LIT28762
- Vinyl Electrical Tape - Nine Colors..... 28750-28758
 - Assortment - Electrical Tape17077
 - Sell Sheet (1 pg)**.....LIT28750
- Glass Cloth Electrical Tape 27 & 69.....28772, 28773
 - Sell Sheet (1 pg)**.....LIT28772
- Temflex™ Cotton Friction Tape 1755.....28774
 - Sell Sheet (1 pg)**.....LIT28774
- Roloc™ Discs..... 45600-45609
 - Assortment - 2" Discs.....17078
 - Assortment - 3" Discs.....17079
 - Assortment - 2" and 3" Discs.....17080
 - Sell Sheet (1 pg)**.....LIT45600
- Spray Adhesives, Series 20
 - Multi-Purpose 27.....74605
 - Foam and Fabric 2474606
 - Woodworking 20.....74607
 - Sell Sheet (2 pgs)**LIT74605

Promotions

- SMART BUYS** EXP 2-28-14
- New! Special Value Tray and Bin Assortments**
\$55 Tray Assortments, \$195 40 Hole Bin Assortments,
\$295 80 Hole Bin AssortmentsONGOING
- GO RED Program!**ONGOING
Maintenance Efficiency Center (MEC)
• Brochure (4 pgs)PF-GORED
- FREE Slide Rack Promotion!**
Buy Any 3 Tray Assortments and Get A FREE Slide Rack!
(Slide Racks: P/Ns 7928 or 7928BRSS).....ONGOING
- New! Safety LED Lights**
• Brochure (16 pgs)PF-LEDLIGHTS
- New! Intrinsically Safe LED Lights**
• Brochure (4 pgs)PF-INTRINSIC
- Seasonal Product Overview – Winter**
• Brochure (4 pgs)PF-WINTER



Customer Incentives

(Commercial Accounts Only - See Rules & Procedures for details)

Clothing 2014 (See Brochure and Order Form for details)

- Men & Women's S/S Polo Shirt / Embroidered Logo
 - Men's..... 162944 + Color + Size
 - Women's..... 162945 + Color + Size
- Men & Women's S/S Polo Shirt / Laser Etched Logo
 - Men's..... 162951 + Color + Size
 - Women's..... 162952 + Color + Size
- Men & Women's Oxford Shirt / Embroidered Logo
 - Men's..... 162947 + Color + Size
 - Women's..... 162948 + Color + Size
- Black Cardigan Sweater / Embroidered Logo
 - Women's.....162946 + BLK + Size
- Navy Blue Fleece Vest / Embroidered Logo
 - Men's 162950 + NAVY + Size
- Black/Red Lightweight Jacket / Embroidered Logo
 - Unisex..... 162949 + BLK/RED + Size
- Burgundy/Black Heavyweight Jacket / Embroidered Logo
 - Unisex..... 162953 + BURG + Size

Continuity Program

- 50th Anniversary Knife Set 162938-162943

Customer Promo & Giveaways

- Fleece Blanket (Customer Promo).....162937
- Microfiber Wipes (Giveaway)167666
- Hot/Cold Gel Ice Pack (Giveaway)167667

Agent Incentives

- Annual Achievement Awards.....PF-AWARDS
- Annual Trips

Sandler Training Webinar!

TO BE ANNOUNCED!
WILL BE HELD IN FEBRUARY.

To register, check with your manager or email
Denise McKenna at dmckenna@chromate.com

Reminders and Extras

- Flash Sales and Mission Commissions!
- Combo Paks
- Obsolete Product Program (OPP)
- Customer Loyalty Discount Program
- Let Us Work For You (Email Blasts)