

I^{PRO}

The Professional
Sales Force

Professional Sales Representative Organization

The organization that makes a difference

What we would like you to know... September 30, 2014

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CONGRATULATIONS!

We congratulate the following representative firms which were recognized for professionalism and sales performance at CEDIA:

Atlantic Integrated	"Pakedge – Largest Revenue Volume"
Brad Crawford, Pro West Sales	"IC Realtime I-Sniper Award"
C&E Marketing	"Autonomic Controls Rep of the Year 2014" "Dana Innovations 2014 Rep of the Year"
Dobbs Stanford	"IC Realtime Hard Drive Award"
Joe Carona, Tandem Marketing	"Sony Rep of the Year"
LK & Associates, Inc	"Qmotion 2014 Sales Achievement Award"
Network Sales	"IC Realtime Zoom Award"
Pro West Sales	"Russound Best Field Support"
Roberts & Associates	"Pakedge #1 Peak Performer 2014"
Sapphire Marketing	"Middle Atlantic Products 2013 Rep of the Year"
Scowcroft & Associates	"Seura Rep Firm of the Year"
Tandem Marketing	"Sony HI RES Rep of the Year" "Sony 4K Rep of the Year" "Sony Rep of the Year"
Wayne Augustin, C&E Marketing	"Dana Innovations Individual Rep of the Year"

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David Thomas

CEDIA Manufacturer's Representative of the Year!

Congratulations to David and to the entire staff of The Momentum Group for this industry recognition of professionalism and performance!

The award was announced by CEDIA's Executive Director and Chief Operating Officer Don Gilpin at the CEDIA/IPRO Manufacturer's Representative Reception on September 11, 2014 in Denver.

In his all too brief and halting acceptance speech, David said that he was very humbled by this recognition. He was then loudly applauded by all in attendance.

David is a Past President of IPRO, and he and Momentum are known for their commitment to customers, manufacturers, and our industry.



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Congrats to C&E

Mike Sajecki, Principal of C&E Marketing, writes that C&E won the following awards at CEDIA 2014:

Autonomic Controls – 2014 Rep of the Year



Dana Innovations (Sonance, iPort, Trufig) - 2014 Rep of the Year



C&E Marketing's Wayne Augustin won the Dana Innovations 2014 Individual Rep of the Year.



Congratulations, C&E!

Readers, please keep these announcements and pictures coming!

I PRO



Not a Member? Come Anyway!

Come to what, you ask? It's the I PRO Conference in Scottsdale on October 28, 29, and 30, and if you want your manufacturing or representative firm to be more successful, you should attend!

I PRO has never required that you be a member to attend the Conference, stating that the purpose of the event is simply to have representatives and

manufacturers work together to become more efficient and effective - so that both can do more business.

Conference Chair Frank Culotta states, "When you have that many industry veterans networking and learning, it produces an amazing amount of information to help each company achieve more success. This Conference has really become 'the grad school' of our industry."

The location of the Conference will be The Talking Stick Resort and Casino, and information is available from the IPRO website www.avreps.org or by calling IPRO at 1-800-420-4268. Registration forms are also available on the website.

Contact us today!

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Newest Members

Welcome To Our Four New IPRO Members!

In Phase Marketing - Dan McMillan

LP Hench Company - Mike Hench

Nova Marketing - Michael Doperalski

Western Energy Control Systems - Jimm Reifsnnyder



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Who Are These Guys?



Many of you will recognize the faces in this photo as some of our industry veterans, both representatives and manufacturers. They form an informal group which is aiming at promoting a higher quality music listening experience to the largest group of music listeners in history.

The have named themselves The HiFi Rangers.

Greg Ford and Walter Scofield explained that the millions of people who listen daily to music on their smartphones and who have new music instantly available have probably never heard a non-compressed version

of their favorites on a more quality system.

Greg Ford explained, "If manufacturers, installers and retailers would offer a simple means of comparison on equipment from earbuds to systems, people would want more, and we would all benefit."

IPRO commends the Rangers for their enthusiasm and commitment. While their task is monumental, we remember that IPRO began twenty-six years ago with two people and a first class postage stamp! It can be done!

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Board Members for 2015-2016



Our Board of Directors members serve for two-year terms, each member being nominated and selected by a committee formed by the existing IPRO President.

During the first week of October we accept nominations for these Board positions from all IPRO members, and the selected candidates then assume their duties beginning on January 1.

A formal email request will be sent to all members in a few days requesting their nominations and input. Feel free to contact the IPRO office by email at

ray@avreps.org or by telephone at 800-420-4268.

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IPRO Communications

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