

UMAPP The Navigator

May/June 2014

Upper Midwest Association of Promotional Professionals

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Did You Go “Fishing for Ideas?” 2014 UMAPP Room Show May 15 Embassy Suites Bloomington

Distributors who attended the 2014 Room Show received a boatload of ideas from the 14 suppliers they invited to exhibit. Suppliers were reeling with tips and selling ideas to make the rest of 2014 quite profitable for those who attended. A live well of samples, catalogs, creative designs and marketing strategies were heard being launched and cast out during exhibitor presentations.

“This is a great show and others are missing out if they’re not here,” said one distributor who attended.

“Every presentation I went to was informative and well worth my time,” said another.

A special thanks to the exhibitors that provided fun, informative, interactive, and educational ideas to our attendees: Ariel Premium, Beacon Promotions, Bullet Line, Crown Products, Dubow Textile, ETS Express, Fields Manufacturing, Garyline, Illini, Larlu, S&S Activewear, San Mar, Tomax, and Vitronic Promotional Group.



As always, UMAPP’s Annual Meeting of Members is held during the Room Show at the luncheon. Thank you to SanMar for sponsoring the delicious meal and also thank you to those members who were in attendance!

See photos inside.

President's Column, by TODD POTTEBAUM, MAS+, MASI



I had a little windshield time last week driving through rural Minnesota. The not-so-scenic drive provided me with nice opportunity to think about my business.

I began to think about my sales goals and how I've measured up in the second quarter. And there it was, a mental trigger, muddy farm fields. Whether it's a song that transports us to a different time or a smell that reminds us of a place, we all have mental triggers. I know it's strange, but occasionally farm fields remind me of prospecting. Why? **David Blaise**, a sales trainer for the Promotional Products Industry, authored a piece many years ago that resonated with me and reprinted here with his permission.

Over the years, many industry salespeople have told me how hard it is to find time for prospecting...

"I'd love to find time to go after new prospects," they tell me. "If I only had the time!"

I've had others in the industry tell me that they'd like to make more presentations each day, but they're often just too busy.

And forget about finding adequate time to follow up as effectively as we'd like with our prospects and clients!

"There are just not enough hours in the day," they lament.

This is like the farmer saying, "I know I need to do the planting, but it's really hard to find the time!" Or, "I'd love to water these crops and maybe even fertilize them, but I'm just too busy." Or, "It'd be great if I could get around to harvesting these plants before they dry up, but there are just not enough hours in the day."

If the world's farmers took this approach, we'd all starve!

So just remember this:

- Prospecting is planting. If it doesn't get done, nothing grows.
- Making presentations is watering and fertilizing. If it doesn't happen, everything dies.
- Following up and closing sales is harvesting. It is the reason we plant, water and fertilize in the first place.

If we refuse (or fail) to make time for the bare-bones essentials of our business, our other activities are wasted.

Driving from field to field is not a substitute for planting.

Spending hours researching the perfect grain does not feed or water your crops.

And harvesting can never be put off in favor of filing and paperwork.

We all know that prospecting is important, but this metaphor serves as a simple reminder of how important it really is. What's more? Prospecting is far more effective when you're armed with sales knowledge and creative ideas. Check out UMAPP's Booth Show, Room Show, professional development events, and the Holiday Expo to gain an edge on your competition and maximize your opportunities while you're out planting.

Highlights from Promotional Products Work! Week

April 21-25, 2014

Promotional Products Work! Week - It is all about building--and preserving--your business. This annual event (initiated by PPAI) serves as a cornerstone for recognizing the importance of working with promotional products professionals while creating awareness for promotional products as a powerful and effective medium.

UMAPP made a big splash with PWW!W by encouraging factory tours, advocacy events, and the Association also recognized two distributor members for their community service outreach programs.



1. Factory Tour at Sanmar (Brock Holbert, Chris Orcutt (Sanmar), Rich Oberfeld - Brock and Rich are from Noble Wear);
2. Factory Tour at Hotline Products: Timm Lovvaas (Brown & Bigelow), clients, and Melinda Marr (Hotline);
3. More from the Factory Tour at Hotline;
4. Factory Tour at Winning Edge, Inc. with distributors from Rapit Printing;
5. Factory Tour at Winning Edge, Inc.;
6. Factory Tour at Dubow Textile;
7. More from the Factory Tour at Dubow Textile.

Continued on page 4.

Promotional Products Work! Week

Continued from page 3



8. For Advocacy Day, Dave Malek (Edwards Garment) attended the Anoka Area Chamber of Commerce Connections and the Anoka/Ramsey-Business Networking International meetings. He was able to discuss the benefits of using Promotional Products, encourage businesses to reach out to a Promotional Products Distributor during PPAI! Work Week, and

he distributed a flyer offering more details about how Promotional Products can help grow their business.

9. UMAPP recognizes Business Impact Group of Chanhassen MN during PPWW! Community Outreach Day for their commitment to help individuals and families in need whatever their circumstances. They partner with the STAR foundation to provide ongoing time and resources to help improve the lives of individuals, families and children who need it most. Their goal is to lead quietly by example and create an easy model for giving back that other companies can follow.

10. UMAPP recognizes Quality Resource Group during PPWW! Community Outreach Day with an award for enriching the lives of others through their acts of philanthropy. QRG earned this recognition by donating time and resources to more than 200 worthwhile causes within the last two years. Carter Sharp, Rena Ashfeld, Denny Pottebaum, Paula Coomer, Todd Pottebaum.

11. During Community Outreach Day for #PPWWeek! Quality Resource Group and Vitronic Promotional Group partner to donate hundreds of Paws 'N Claws Cinch Bags to Gillette Children's Hospital. The bags will be used for their Camp Get-A-Well-A program that allows children of all abilities to experience the fun of summer camp while they are patients at the hospital. <https://www.facebook.com/campgetawella>. (Pictured from left to right is Todd Pottebaum, MAS+ with Quality Resource Group, Wendy Paulson with Gillette Specialty Healthcare, Monica Schober with Vitronic Promotional Group, JoLanne Hanson with Gillette Specialty Healthcare).

12. As part of PPW!W, four promotional products companies in Newton, Iowa, partnered together to host an end-user event. "Promos Work 2014" was held on April 30 at the Iowa Speedway Garage, Newton, Iowa. Newton manufacturing Company, The Vernon Company, Variety Specialties and Maxim Advertising hosted the event in celebration of Promotional Products Work! Week. The event featured more than 25 promotional suppliers representing a wide variety of product lines. End users were invited to test drive hundreds of new, fun and useful promotional items and apparel. Over 100 business professionals from Central Iowa attended the show.

Part of your UMAPP membership goes towards resources for the Association to promote the promotional products industry to the general public and this is also what PPW!W is all about -- getting the word out! Are you interested in being part of this event for next year? We're looking for volunteers to compile UMAPP's Public Relations Committee, which will coordinate the events for PPW!W in 2015. Send a note to: umapp.sue@comcast.net.

“The Shortest Path to Peace” Guest Article by Elizabeth Dickinson

There's a common myth that floats around the idea of peace and being peaceful. It's the idea that some people naturally have it (like saints) and others do not. While we all have natural tendencies to be more or less peaceful, everyone can increase their sense of peace through learning calming techniques like meditation, etc.

Peace is a space we can return to again and again, without it being a final destination. It is said that the mark of spiritual masters is not how long they can stay in a place of peace, but how fast they can return when they notice they are no longer there!

If you notice you are out of peace (and you want it back!), simply take a moment to breathe and ask/invite peace (or your most peaceful self) to return. Give yourself 15-20 seconds to stay in this request.

If you are in an extreme state of anxiety/panic/pain/frustration/anger, it may not feel like much has changed. But simply asking is a way of announcing your intention to yourself (and to the world), that you want something to change and that you are open to change.

Over decades I have become more and more peaceful under more and more circumstances. It's not that I am never angry, frustrated, or pained by circumstances. It's just that I remember more often how to return to peace.

May we pursue our paths, remembering to contact the space within us that is peace.

Elizabeth Dickinson is a life/executive coach. If you would like to receive her weekly emailed coaching blog entry (from which this came), please go to her website at <http://pursueyourpath.com> or send an email to elizabeth@pursueyourpath.com.

The advertisement features a man with short brown hair and a light beard, wearing dark sunglasses and a grey striped button-down shirt. He is looking off to the side with a slight smile. The background is blurred, showing what appears to be a beach or waterfront area. On the left side of the ad, there is a vertical column with the Burnside logo (a stylized bird icon inside a circle) and the text "BURNSIDE®" followed by "B9259 Stretch-Stripe Shirt". At the bottom, the slogan "RELAXED LOOKS FOR CAREFREE DAYS." is displayed in large, bold, white capital letters. On the right side, the S&S Activewear logo is shown in large white letters, with "ACTIVWEAR" in smaller letters below it, and the tagline "If it's hot, it's here." in orange. Below the tagline, there is descriptive text about the apparel, mentioning it's surf and skate-inspired, made of cotton/poly blend, micro-striped fabric, and includes contrast stitching and white matte buttons. It also highlights the company's focus on carefree living and fast shipping. At the very bottom, there is a call to action for ordering the catalog.

BURNSIDE®
B9259
Stretch-Stripe
Shirt

S&S
ACTIVWEAR
If it's hot, it's here.

Burnside surf and skate-inspired apparel makes looking good look effortless. Cotton/poly blend, micro-striped fabric complements your every move, while contrast stitching and white matte buttons create a look that's as welcome as a summer breeze.

Carefree is also the hallmark of S&S Activewear. Ordering is fast and easy with one of the industry's largest one and two-day shipping zones.

For a copy of our new 2014 catalog, call us at **800-523-2155**, or visit our website at ssactivewear.com.

RELAXED LOOKS FOR CAREFREE DAYS.

Education Extravaganza

May 6, 2014 - Mall of America Boundary Waters Room

Each year, UMAPP's professional development committee hosts an "Education Extravaganza." This power house program gives attendees up to 4 CEUs towards their industry designation. Plus, a delicious lunch from CRAVE was catered for all attendees.

For 2014, the Education Extravaganza lineup included:

"12 Technology Tips" presented by Geiger's Shawn White, MAS. With as much as we have to accomplish in our business and personal lives, it is imperative we use technology effectively. It starts by using simple technology to remove time-wasters from your day. By leveraging tools and methods strategically, you'll gain time to play more or work more. This session covered the top 12 technologies anyone can use to make their day more efficient.

"Selling Awards: WHY It Can make You Money and HOW to Get Started" presented by Crystal-D's Chuck Dahlgren. An interactive session that was designed to teach how business can grow by capitalizing on current employment trends in corporate America. The biggest challenge in corporate America is retaining and attracting qualified workers. Companies overcome this challenge using a concentrated marketing endeavor called "B to E™ – "Business to Employee" marketing. This opportunity allows distributors to leverage their existing customer base by going deeper and wider instead of having to look for new customers. In addition to learning more about this exciting opportunity, attendees learned to create a plan to take advantage of "B to E™ trends.

"Government Relations/Lobbying for the Promotional Products Industry" presented by Geiger's David Hawes, MAS+. Since 2009, UMAPP has represented your best interests both in Washington, DC, and with our region's local elected officials. During this brief session, attendees got updated on the progress we have made protecting and promoting your industry, and an overview of the proposed legislation that could threaten your business.

"Product Safety: Undue Influence" presented by PPAI's Anne Lardner-Stone. At The PPAI Expo 2014, PPAI introduced the Product Safety Awareness Program. Developed by the Product Responsibility Advisory Group (PRAG), the program is designed to foster an industry-wide commitment and a culture where companies like yours are not only aware of product safety but are also engaged in the discussion—a discussion we believe will lead to confidence across every level in our channel. Ultimately, PPAI wants to help you by giving promotional products buyers confidence not only in the power of the medium, but in its safety as well. PPAI presented two of the four sessions required to become a Product Safety Ambassador.

"Product Safety 101" presented by PPAI's Anne Lardner-Stone. In this 90-minute session (a core requirement for CAS certification), attendees learned about current federal regulations with CPSIA, compliance beyond CPSIA, the PPAI Code of Conduct and how to get started embracing product responsibility.

Watch UMAPP's website in 2015 for the date and topics of the next Education Extravaganza.



1. Speaker David Hawes playing a video from a staffer at Rep. Erik Paulsen's office;
2. Speakers Anne Lardner-Stone, Shawn White, and David Hawes;
3. Professional Development Chair, Scott Mueller, introducing speaker Anne Lardner-Stone; and
4. A view from the meeting room overlooking Nickelodeon Universe Amusement Park at the Mall of America.

“Fishing for Ideas” Highlights from the 2014 UMAPP Room Show



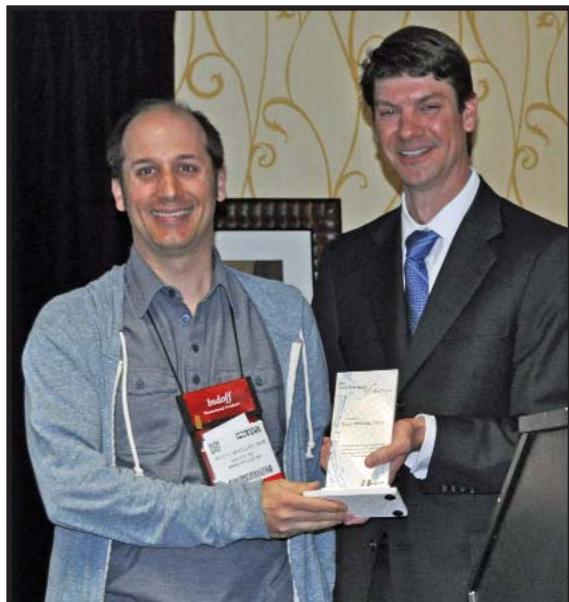
The 2014 Room Show once again lived up to its reputation as one of the most unique, innovative, and educational shows around. First-time attendees were heard to say that they had never experienced any show of this type before and were so glad they registered and attended. Others mentioned how they’re surprised more reps aren’t taking advantage of this show; that there is so much more that can be learned there than at a booth or table top show. We hope word gets around because every sales rep should have the chance to experience this type of event and gain the amount of expertise that others are getting.

During the Room Show, attendees and exhibitors take a break for lunch and go to the main hotel ballroom for a sit-down lunch and presentation. This presentation and lunch also serves as UMAPP’s Annual Meeting of Members, so every member is invited to attend. Many thanks to the attendees, exhibitors, and members who were at the meeting! UMAPP’s President, Todd Pottebaum, announced the Collegiate Scholarship Winners and noted current Association news and status. Treasurer and Golf Committee Chair, Paula Coomer, announced the new location of the 2014 Golf Outing held on August 19 at Edinburgh USA Golf Course in Brooklyn Park, Minnesota. Scott Hareid, Immediate Past President, spoke on the benefits of attending UMAPP’s First Annual Holiday Showcase and End Buyer Expo on August 20, held at the same location as the Golf Outing. A reminder was given that the Holiday Showcase is for distributors to view the latest products for that all-important 4th quarter of selling. An added bonus is distributors who are interested in bringing their clients are welcome to invite them. Also, clients are invited to attend the Golf Outing with their distributor. Online registration for both events is opening soon.

As part of the luncheon presentation, UMAPP announced the 2014 **Volunteer of the Year Award**, which was given to UMAPP’s professional development chair, **Scott Mueller of Indoff**. Scott has been involved for a number of years with UMAPP. Congratulations, Scott!

Many thanks to **SanMar** for sponsoring the lunch.

SANMAR®



Left: Scott Mueller (Indoff) accepting the Volunteer of the Year Award from President Todd Pottebaum, MAS+ (Quality Resource Group).

Make plans for May 2015 to attend the UMAPP Room Show - the exact date will be announced soon. See more on the Room Show on page 8.

The 2014 UMAPP Room Show Continued



Thank You Volunteers!

Tom Donlin, Room Show Chair
Melinda Marr, Co-Chair
Barry Dresser, Committee
Michelle Altobelli, Committee
Loni Spence
Scott Hareid
Paula Coomer

Thank You for Donations!

Fields Manufacturing - Lanyards
Bullet Line - Notebooks and Pens
Pentel - Pens
Gemline - Show Bags

Product Pavilion Participants

Ariel Premium
Crown Products
Fields Manufacturing
SanMar

Prize Winners

Ingrid Rieppel (epromo), iHealth Activity Tracker; Kelley Benyo (Karmic Circle), ear buds; Michelle Altobelli (Altobelli Advantage), cordless phone; Bridget Resig (Creative Resources), headphones; Jacob Karras (Bertelson One Source), headphones; "Chris" Rinkenberger (Aallways Associates), iHealth Activity Tracker; Scott Mueller (Indoff), Soda Stream; Dennis Heinze (Vernon), DVD Player; Anne Jones (Corporate Advertising), DVD Player; Loni Spence (Corporate Advertising), Blu-Ray Player; Sarah DeJarnett (Printz), Blu-Ray Player; Mark Fyten (Fyten Marketing), Bluetooth Speaker; John Hartmann (Go Hart Merchandising), ihome clock radio; Lezlie Greene (The Promotion Group), Product Pavilion Items; Jim Hejlik (S&S Promotional), UMAPP t-shirts; Dawn Lucchesi (Vernon), Product Pavilion Items; Marlys Sturm (Promotions of Stillwater), 29" TV - GRAND PRIZE.

New Members

BIGBANG Corporate Apparel Supplier

Dave DeGreeff, MAS
8601 Fawn Trail, Building 4
Conroe, TX 77385
936-273-8218

Greater China Supplier

John Lundberg and Mark St. Peter
14205 SE 36th Street
Suite 210
Bellevue, WA 98006
425-643-6576

Hammer Direct LLC (d/b/a Printz) Distributor

Sarah DeJarnett
1499 W River Road N
Minneapolis, MN 55411
612-436-0007 x 113



Merrill Corporation Distributor

Andrea Maanum
4110 Clearwater Road
St. Cloud, MN 56301
320-656-3038

Providence Supplier

Teresa Johnson
530 Wellington Avenue, No. 43
Cranston, RI 02910
800-556-6860



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STRAPPY DRESS



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Collegiate Scholarship Winners for 2014-2015

As just one of UMAPP's valuable member benefits, 2-4 collegiate scholarships in the amount of \$1,500 each are awarded to members or their immediate children who are in college or getting ready to attend for the first time. A third party, Scholarship America, designs the applications, monitors the process, checks transcripts, and coordinates the awards as they make their recommendations for the winners of these valuable scholarships. How does one apply for these scholarships? It's easy. Watch your email or check the UMAPP website around January 15 to locate the application, print it off, and get it ready to mail by April 1.

UMAPP is pleased to announce the winners of the 2014-2015 Academic Year Collegiate Scholarships:

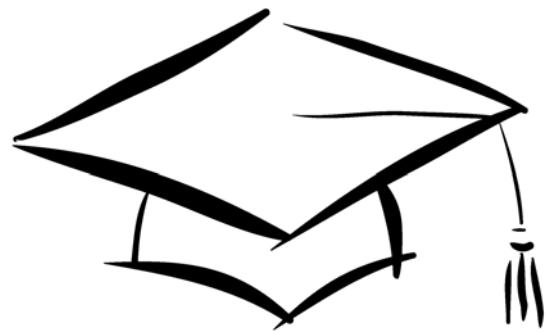
Meg M. Floersch

Daughter of David Floersch of UMAPP member Quality Resource Group

Brandon J. Landowski

Son of Lisa M. Landowski of UMAPP Member Image Builders

Meg will be a third year student at the University of Wisconsin-Stout and majors in Apparel Design and Development. Brandon attends Iowa State University in Ames, Iowa, is in his second year, and is majoring in Industrial Engineering.



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Membership Committee Contest @ the Fire & Ice Show

Congratulations Dan Hare from Laser Graphics. Dan is our winner of the iPad Mini from the UMAPP Fire and Ice Show Success Stories drawing.

Who says “Good deeds go unnoticed”? When we ask Dan Hare for a success story, his was a bit different from what we anticipated. However, his story aligns perfectly with what UMAPP is trying to accomplish.

UMAPP is in the process of collecting various industry stories to build a repository of information our members can access to generate ideas. I’m sure most of us have stumbled across the common question from a client, “What’s new and unique in the industry?” Occasionally, we get stuck in a rut and don’t have an immediate answer. Wouldn’t it be nice to have a resource to tap into to help you move forward?

Eventually, UMAPP intends to consolidate all of the success stories they have received and load them to a common location on the UMAPP website for members to access for ideas. UMAPP is striving to ensure our members are successful.

So how does Dan’s story tie into our approach? Dan has been a part of the industry for many years. He values the notion of helping others to become successful. His coaching and guidance with new distributor representatives throughout the years has resulted in some of the more successful distributors in the area. Dan believes in sharing case histories, samples and leads. Using these tools and encouraging others to do the same, has led to much success. Dan is giving back to the industry so others can benefit through growth. This is exactly what UMAPP is striving to accomplish.

Once again, congratulations to Dan Hare. In addition, the UMAPP Membership Committee thanks all those members that participated in the contest and took the time to share their great stories.

Joe Eckert, Membership Chair

Editor's Note: Dan stopped by the UMAPP booth during the Fire & Ice Show to share his success story (along with many others). Names of those who participated were put into a hat to draw for an iPad mini. Dan's name was drawn and he is the lucky recipient of the prize.

Did you know that . . .

. . . hotels are creating fees just like airlines? Convention, resort, and luxury hotels are especially likely to charge travelers extra for amenities, such as use of a business center, in-room safes, and parking valets.

Joe Sharkey, author and columnist for *The New York Times*

. . . one in 10 of the nation's bridges are rated "structurally deficient?" And only 38% of the pavement on roads is in “good” condition. It would cost about \$85 billion annually to improve US roads and bridges.

Analysis of the Federal Highway Administration's most recent data by transportation research group TRIP and *USA Today*.

. . . a little stress can be good for you? Rats under stress for three hours released fibroblast growth factor 2 (FGF2), which triggers the development of new nerve cells in the part of the brain needed for memory. *Caution:* too much stress can lead to obesity, depression, heart disease, and brain-cell damage.

Animal study by researchers at Helen Wills Neuroscience Institute at University of California-Berkeley, published in *eLife*.



Left to right: Stephanie Johnson, Joe Eckert, Dan Hare, Kristi Lewis, and Todd Pottebaum. The membership committee and Todd Pottebaum (UMAPP's President) presented the award to Dan in March.

Government Relations Advocacy Tools

Interested in being more involved with industry legislation? Here are some tools to help.

- Go to www.ppai.org, and click “Inside PPAI.” “Inside PPAI” includes the following:

- 1) PPAI LAW (Legislative Action Watch)
- 2) PPAI L.E.A.D. (Legislative Education & Advocacy Day)
- 3) The Little Black Book of Legislative Success

- Breakfast with Your Senators in Washington, DC:

Senator Amy Klobuchar

When: Every Thursday morning when the Senate is in session.
Time: 8:30am - 9:30am
Location: Senator Klobuchar’s Office, 302 Hart Senate Office Building
RSVP: Call 202-224-3244

Senator Al Franken

When: Every Wednesday morning when the Senate is in session.
Time: 8:30am - 9:30am
Location: Senator Franken’s Office, 309 Hart Senate Office Building
RSVP: Call 202-224-5641

The collage consists of several images showcasing UltraClub products:

- A logo for "ULTRACLUB" with a stylized swoosh icon.
- A white tote bag with blue accents and a matching blue strap.
- A red golf bag standing upright on a green surface with golf clubs inside.
- A pink cloth item, possibly a cap or towel, next to a green cloth item with white polka dots.
- A woman smiling while wearing a pink drawstring backpack.
- A bulldog sitting on grass next to a wooden post holding three hats (blue, white, green).
- A wooden chair with a white cloth draped over its backrest and a blue cloth draped over its seat.
- A baseball glove containing a baseball, resting on a chair next to a blue cloth.
- A blue baseball cap and a red visor resting on a wooden surface against a chain-link fence.

GET YOUR LOGO SEEN AT ANY SCENE

All these great UltraClub accessories available at www.bodekandrhodes.com

Nicole Nary of Hub Pen Company is a recipient of Newton Manufacturing's Supplier Customer Service Representative of the Year award.

HandStands PROMO is pleased to announce the acquisition of **Jason Fogg** as General Manager of the division.

Pioneer® Balloon Company has announced that two of its senior executives, **Wayne and Norma Roberts**, are retiring this May. As 33-year veterans of Pioneer, the Roberts' have made a far-reaching impact in their careers.

St. Croix Promotions and Retail is pleased to announce that **Dan Livengood** has joined the company as Vice President of Sales and Marketing.

Midnite Snax is proud to announce that it has relocated to a brand new, state of the art 75,000 square foot manufacturing and production facility in Bethpage, New York.

Prime Line® (Prime Resources Corp.) announces the hiring of industry veteran **Michael Reisbaum** as a National Account Manager.

Marc Held, an 18 year sales veteran known as "the face of **Bodek and Rhodes**", was promoted to the position of Vice President of National Sales.

The **Advertising Specialty Institute® (ASI)** released its annual sales analysis for the promotional products industry, showing total sales of \$20.5 billion for 2013, up 5.3% from 2012, with continued strong sales forecast throughout 2014.

Prime Line® (Prime Resources Corp.) announced today the acquisition of the **Points of Light** product line. This acquisition comes on the heels of Prime's acquisitions of factory direct sourcing lines Source Abroad and Get It Global earlier this year.

Beacon Promotions is announces that **Effie McKinney** is the newest addition to the sales team as an Account Executive for IA, IL, KS, MN, MO, ND, NE, SD, WI. **Brett Olsen** has been appointmented to Vice President of Manufacturing for Beacon. **Carrie Forstner** has been hired as their new Customer Service Manager.

Webb Company is very excited to announce the addition of **Dan Ball,MAS** to their Sales & Marketing team. He has been hired to be their National Sales Manager. He

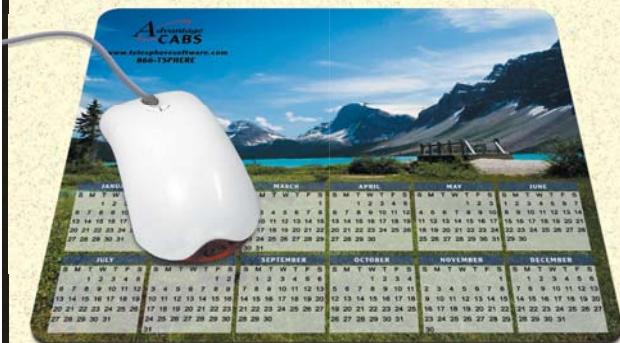
brings a wealth of knowledge and years of experience with him.

Fields Manufacturing, announced it is among the first to achieve 'Product Safety Aware' status in the Promotional Products Association International (PPAI) Product Safety Awareness Program. This means Fields has met or exceeded the PPAI product safety training and education requirements.

Showdown Displays announced the promotion of two of their employees. **Pete Langdon** was promoted to National Sales Director and **Darryl Holleman** was promoted to Vice President of National Accounts, both taking on the responsibilities previously fulfilled by Pete Nutty, who resigned in May.

Hub Pen Company is pleased to announce the hiring of **Colleen Bibby** as a customer service representative, **Letia Anderson** as a customer service representative., **Sally Zhao** as staff accountant, **Glenn Walker**, Web Systems Administrator, and **Carolyn Price** to the customer service department

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Calendar

August 19, 2014

Annual Golf Tournament

Edinburgh USA, Brooklyn Park, Minnesota

This event is open to staff of UMAPP member companies and their significant others; new for 2014, distributor members are invited to bring their clients.

Designed and created by Robert Trent Jones II, Edinburgh USA is one of the top public golf courses in the country. It has been named to the top 100 places to play in the US by "Golf Magazine," and one of the top 25 affordable golf courses according to "Golf Digest."

August 20, 2014

UMAPP's Holiday Showcase & End Buyer Expo

Edinburgh USA

Show Hours: 10 - 2:00

This is a great opportunity to view the latest products for the 4th quarter Holiday selling season. Distributors - attend the show yourself or bring your clients.

March 10, 2015

UMAPP's Fire & Ice Show

RiverCentre, St. Paul, Minnesota

UMAPP is partnering with PPAW and PPA Chicago to offer the "Midwest Spring Showcase" - three shows in a row held March 10 (UMAPP), March 11 (PPAW) and March 12 (PPA Chicago).

2014 Board of Directors

President

Todd Pottebaum, MAS+, Quality Resource Group
toddp@quality-resource.com

Vice President

Rena Ashfeld, CAS, Winning Edge
rena@winedgeinc.com

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pcoomer@starline.com

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Carter Sharp, Bertelson One Source
csharp@be1source.com

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Scott Hareid, Hareid Marketing
shareid@hareidmarketing.com

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(Distributor)

Barry Dresser, Artco Promotional
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