



Veritas Instrument Rental Incorporated

# QUICK NOTES

A Monthly Resource for Veritas Affiliates



**Headline News**  
A Quick Look at This Month's Industry News & Network Updates

## New Year, New You

With the new year come all of the resolutions we make in an effort to better ourselves. In addition to the promises of eating better, exercising more, losing some weight, being a little nicer, we should also be making a few business-related resolutions! Here are a few suggestions that can help get the wheels turning:

- Change up your displays. Move things around. Shift the focus on products that fit the season or that have been sitting & need to be turned.
- Speaking of turns, look at last year's reports. Pay attention to the things that are turning over quicker. Those are your key products. Dump what's not working. Find other products that complement those high turn items.
- Nourish your brain. There are a lot of great books and training materials out there that you can use to build on your existing knowledge. Always be observing other businesses and always be learning!

Need more help? We're glad to help. Our Market Development Specialist, T.J. Waicul, can be reached by email at [tj@veritasrental.com](mailto:tj@veritasrental.com) or by phone at 434-941-6025. He is happy to make suggestions or schedule a visit to help merchandise, organize and plan.



**AFFILIATE SPOTLIGHT**  
A Tribute to Those Going Above & Beyond

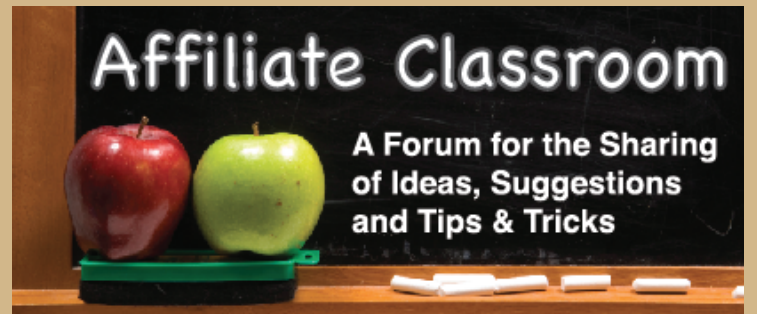
## Organization is Key

The folks at Shiloh Music Center in Mt. Juliet, TN have come up with a great way to monitor their stock while making the storage of inventory easy. In the past, they had stored their stock in a room off the main show floor, making it hard to see during the heat of season. To combat this, they now keep an accordion file at the front of the store. Each slot is labeled by instrument type and contains a rental agreement for each instrument in stock. A quick look through the file will tell them how many of each instrument they have on hand. Great job guys!



**ACTIVITY CALENDAR**  
Upcoming Events & Affiliate Planner

- February 5-7** South Carolina (SCMEA)  
Columbia Convention Center
- February 11-14** Texas MEA (TMEA)  
Henry B. Gonzalez Center
- February 19-22** California MEA  
Fresno Convention Center
- March 25-27** Pennsylvania MEA  
Hershey Convention Center



**Affiliate Classroom**  
A Forum for the Sharing of Ideas, Suggestions and Tips & Tricks

## Proper Use of Repair Tags

Our Receiver & Grader (Jeremy & John) are receiving an increasing number of instruments from Affiliates with the wrong paperwork completed/included. Specifically, we're seeing instrument returns (customer returns, return to stock, exchanges) with Repair Tags attached. Please use Repair Tags only if you are sending an M&R Repair or a Billable Repair to VIR for service. These are the only two instances where you'll implement a Repair Tag. When a Repair Tag is used to document a return, it creates confusion & delay at our facility. The easiest way to remember what to do is to know there are only two reason why you're shipping something to us: The instrument is either a REPAIR or a RETURN. If it's a repair, use a tag. If it's not, don't.

While on the subject of shipping, please be sure you're properly completing & including an Affiliate Transfer Sheet (ATS) with the shipment. Do not fax & or mail it separately. Include it with the shipment. Please refer to your Affiliate Manual or complete related Veritas U course within Affiliate Resources for complete details.