

Publication of Tandem Sport, Inc.

# The Tandem Times

**Welcome to the first issue of The Tandem Times. This quarterly newsletter will be your source for all of the latest news at Tandem Sport. With Tandem Sport, superior products and service are always the name of the game.**

## Tandem Sport: The Background

Tandem Sport was founded in 1989 and is a privately held corporation. Tandem Sport is based in Louisville, Kentucky at 440 Baxter Avenue with the main offices occupying over 12,000 square feet. Tandem's 10,000 square foot warehouse is located at 445 Baxter Avenue. There are 15 full-time and 8 part-time staff members at the company's headquarters and Tandem has fifty-five independent sales representatives throughout the United States.

The primary business operation of Tandem Sport is wholesale sporting goods distribution. Tandem Sport has manufactured and distributed quality sports medicine and accessory items to the sporting goods market for the past 16 years. Tandem Sport is currently distributing the following product lines: Active Ankle, Pro-Tec Athletics, Swede-O, Pocket Pump, Contour Pak, Clean Swipe Sock, Security Equipment, and Skids. In addition, Tandem manufactures its own line of sporting goods equipment and accessories. The Tandem Sport accessory line features the finest in volleyball equipment and training devices, as well as coach's and official's accessory items for all sports.

Tandem Sport is renowned in the industry for providing unparalleled service and accuracy in order fulfillment. Tandem is committed to its customer base and is dedicated to maintaining stock to fulfill the customer's needs. Our goal is to maintain a quick turnaround on all orders. Customer satisfaction is the com-

pany's main priority and we will go the extra mile to ensure that the customer's needs are met.

Tandem Sport takes pride in its superior reputation in the Sporting Goods Industry. Retailers have turned to Tandem Sport for the past 16 years to offer unique sports medicine and accessory items that perform well at the retail level. Tandem Sport guarantees their products sell through and strives to maintain long term relationships with its customers.



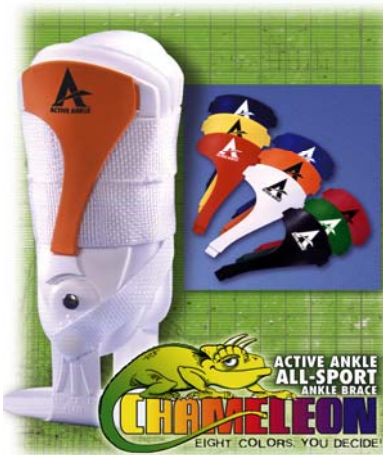
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## Meet the Tandem Sport Starting Line-up

|                 |                             |  |
|-----------------|-----------------------------|--|
| Anne Brown      | President, Owner            | <a href="mailto:anne@tandemsport.com">anne@tandemsport.com</a>       |
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The latest from Active Ankle: the All-Sport Chameleon.

## Product Profile: The Active Ankle Chameleon

Active Ankle Systems is proud to introduce the latest innovation in ankle protective gear....**The All-Sport Chameleon.** The *Chameleon* provides the same exceptional protection of the current Active Ankle products with an innovative twist, interchangeable color strap covers that allow the athlete to play in style! Each brace comes with 8 color strap covers.

Athletes will love customizing the *Chameleon* to match their team colors! In addition to the new color strap covers, the *Chameleon* utilizes a single web strap with **dual** fastening ability to allow for a more

customized fit. The custom molded, fabric lined EVA padding is lightweight and durable allowing for easy movement and comfort. The brace is available in black or white, clamshell or bulk.

**Show your true colors on the court or field with the *Chameleon* from Active Ankle!**

## And the Assist goes to...Harry Rentz, Jr.

**Tandem Sport is pleased to honor Harry Rentz, Jr. as the Featured Sales Rep in the inaugural Fall 2005 Newsletter.**

Although Harry Rentz, Jr. has only been with Tandem Sport for one year, he's had extreme success with the Tandem Sport product lines. When asked what the keys were to his success, Harry stated, "There are no real secrets to the success that I have experienced selling the Tandem line. I've just applied the same principles that I was taught and continue to learn during the 30 years that I have been in the sporting goods business."

Although Harry has achieved most of

his successes on his own, he is quick to point out that he's had a little help along the way. "When traveling with Tammy (Allgeier), it was funny to see how quickly the doors swung open wide even at the end of the day at some dealer accounts." He went on to say, "Tammy's approach makes it easy to get ample time to present the line, and even find time to have lunch with the owner of a 16 store chain!"

While citing compassion and organization, Harry also credits hard work for his accomplishments. "Work hard and have fun doing it, but always make time for your family and friends!"

*"Work hard and have fun doing it, but always make time for your family and friends!"*

### Contacts

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### Event Calendar

**October 9-10:** Crown Athletic Conference, Myrtle Beach, SC

**October 22:** Rusty Michalski's Wedding Day

**October 29-30:** Southeastern Sporting Goods Show, Atlanta, GA

**November 4-5:** TAG, Orlando, Florida

**November 7:** Kessler's Vendor Show, Richmond, IN

**November 11-13:** ADA, Palm Springs, California

