



The Tandem Times

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www.tandemsport.com

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Louisville set to host 2012 Volleyball Championship

All eyes will be on Louisville, KY as the volleyball world descends upon the River City for the 2012 NCAA Women's Division I Volleyball Championship. The semifinal matches will be held on December 13, 2012 with the championship game on December 15, 2012.

The annual AVCA convention will also be held in Louisville in conjunction with the volleyball championship. The convention is a unique opportunity for coaches to network, educate, learn, and inspire each other through on-court and classroom sessions. There are also plenty of social events to make sure the coaches have some fun while in town.

The Volleyball Marketplace is part of the AVCA convention and is the single largest exhibit show geared towards volleyball in the US. Over 100 vendors will be on hand exhibiting to an estimated 2,400 attendees. Exhibitors will have all of the latest volleyball products on display. Volleyball courts are

scattered throughout the exhibit hall offering on-court demonstrations for the coaches and players.

Tandem Sport is proud to call Louisville home and looking forward to welcoming the coaches, players, and fans to the city. Tandem will have a strong presence at the Volleyball Marketplace. They will be exhibiting their products and will also have their volleyball equipment featured during an on-court session for the coaches and players during show hours.

Tandem Sport President Anne Brown thinks the exposure that this event will bring to the city is great. "Louisville is a big volleyball town and we are all excited about having the finals in our city."

Louisville and Tandem Sport will be ready to "serve up" some hospitality when the volleyball world comes to town this December.

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In the huddle with Tandem Sport

* Tandem Sport was featured in the 2012 August/September issue of Coaching Volleyball magazine. For the full article, visit www.avca.org.

* Tandem Sport recently upgraded their website to a more user friendly format. The website is now iPad and iPhone compatible. Visit www.tandemsport.com to check out the upgrades or to place an order.

* Tandem Sport is now on Facebook and Twitter. Be sure to like us on Facebook and

follow us on Twitter so you can receive the latest product information and specials!

* 2013 will be a big year for Tandem. Several exciting new volleyball products will be introduced. Be on the lookout for the 2013-2014 catalog in January.

* For the volleyball player on your holiday gift list, remember that Tandem Sport Volleyball Novelties and T-shirts make great gifts and stocking stuffers!



Be on the lookout for the 2013-2014 catalog in January!



Need Support? Thermoskin has you covered.

Thermoskin Thermal Supports are medical grade supports made for athletes. Made from a unique Trioxon lining that is clinically proven to increase skin temperature, the support lining increases blood flow and promotes healing.

Thermoskin has products for many common injuries that athletes face. One of the most common injuries is Plantar Fasciitis. The Plantar FXT and the Plantar FXT Ultra both provide nighttime relief in a low profile design. The Heel-Rite provides the same relief in a convenient daytime design that fits in your shoe.

Thermoskin FXT ULTRA



Thermoskin Calf/Shin

Thermoskin products available through Tandem Sport:

- Plantar FXT
- Plantar FXT Ultra
- Heel-Rite
- Calf/Shin Support
- Hamstring Support
- Ankle Wrap
- Sports Shoulder
- Thumb Splint
- Tennis Elbow Strap
- Hinged Elbow
- Lumbar Support

The Rep Report...an interview with Jimmy Duff

Congratulations to Jimmy Duff for being selected as the feature rep for the October 2012 newsletter. Jimmy works for Bob Wood & Associates in Texas.

How long have you been a sales rep for Bob Wood? 27 years

Do you have a motto? I have always tried to help my customers grow their business versus growing my sales. I have found that if I do this, my sales usually grow as well.

Any tips for selling the Tandem line?

I push the volleyball line with all of my team dealers as Tandem has a very complete product offering.

How big is volleyball in Texas? Volleyball at both the school and club level is a big and growing market. New clubs are starting up every year.

Any special memories with the Tandem girls? The first day we started representing the Tandem line we were at a trade show in Las Vegas. Bob (Wood) and I went out to dinner. We sat down at our table and within a few minutes some drinks called "Sex on the

Beach" arrived at our table. The waiter tells us that two ladies across the room had sent them over. Of course Anne and Tammy had sent them over and my first thought was, why did it takes us so long to find this line?

I have really enjoyed representing Tandem and working with Anne, Tammy and all the team at Tandem. You feel like you are part of the family and of course Anne always likes to have some fun along with the work.

Thanks Jimmy for your hard work and dedication to the Tandem line!

Contacts

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Event Calendar

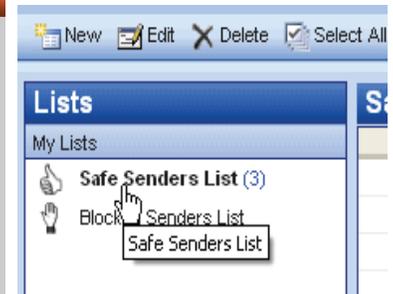
November 3-4, 2012: NBS Show, Indy, IN

November 8-9 2012: TAG Show, Charleston, SC

November 13-14, 2012: ADA Show, Las Vegas, NV

November 18-20, 2012: Sports Inc Show, Las Vegas, NV

December 13-15, 2012: NCAA Women's Division I Volleyball Championship and AVCA, Louisville, KY



Please be sure to add Tandem to your safe senders list so you do not miss out on email specials and promotions!