

MARC TIMES

Mid-American Research Chemical Corp.

Columbus, Nebraska

Volume 43

2015

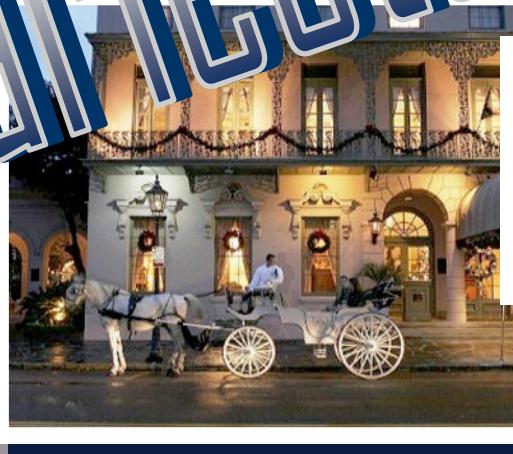
New Orleans



LA

2014

Charleston



SC



Jeff Fremarek
President



Jan Fremarek
Owner



Chuck Micek
Chief Executive Advisor



Chick Micek
Vice President
of Marketing

A Word from the President:

Opportunity is knocking and I thank you for looking into a career with MARC as a Sales Representative.

Our success over the last 45 years has been achieved in large part by our Sales Representatives; and they continue to be the economic engine for the future growth of our company.

At the beginning of each year we introduce a theme to challenge and motivate our Sales Representatives. Our theme for the year 2015 is "**ATTITUDE**". Attitude is the difference than can transform a good salesman into a great salesman!

A quote from William James on Attitude says, "The greatest discovery of my generation is that a person can alter their life by altering their Attitude". I believe this to be true. Attitude is Everything!

One of the key elements for sales success at MARC, is to implement the proven four step selling strategy of **Barrier Break, Demonstrate, Promote and Close**. As a Sales Representative I successfully used this method to consistently produce three or more sales a day. A winning attitude goes hand in hand with this strategy.

When a Sales Representative can engage customers with a positive "can do" attitude in identifying the appropriate products to meet each customer's specific needs, and show the added value of how MARC products make their jobs easier and more productive; the Sales Representative will accomplish success in selling MARC products. At MARC you will be part of a winning team that focuses on equipping you with an ever growing understanding of the benefits of using MARC products, so that you can successfully meet the needs of your customers.

Again, I thank you for your career interest with MARC as a Sales Representative, and wish you a bright and rewarding future.

Sincerely,
Jeff Fremarek, President

MARC



Chuck Wiley
Western Division

Jeff Tollefson
Northern Division

Columbus, NE

Scot Skipper
Southern Division

Jay Ham
Southeast Division

MISSION STATEMENT

At MARC, our mission is to be a leader in creating environmentally responsible, economically effective maintenance products for our customers.

We will do this through the continued research and development of innovative chemical solutions.

In the pursuit of our mission, we will strive to attract, develop, retain and reward the best people in our industry.

Awards Banquet in Tempe, AZ



SALES REPRESENTATIVE OF THE YEAR
Jay Ham & Jennifer



1st Runner-Up
Scot Skipper & Debbie



2nd Runner-Up
Jeff Tollefson & Stacy

SCF AWARD 2nd EFFORT



Scot Skipper



Jan Fremarek, Julie Hoffman



**OUTSTANDING
IMPROVEMENT**
Jason Wier



**OUTSTANDING
IMPROVEMENT**
Gregg Meidinger



**EXPANDING
THE GLOBE**
Gregg Meidinger



WORLD OF THANKS
Ron Van Veghel



ROOKIE OF THE YEAR
Jake Martin

NEW CENTURY CLUB II



Pat Parks, Bob Olson, Gregg Meidinger,
Brian Hottel, Jason Wier

NEW CENTURY CLUB III



Michael Pochop, Steve Meguire,
Larry Kauffman

New 2014 MARC Millionaires

\$4 Million



Greg Ventura

\$4 Million



Scot Skipper & Debbie

\$2 Million



Steve Wiltse

\$1 Million



Stanley Lee and Annetta

\$1 Million



Steve Meguire and Bruce Gebauer

2014 President's Award Winners

\$5,000



Jason Wier

\$4,000



Gregg Meidinger

\$1,500



Mark Bertuzzi, Billy Perry, Larry Kauffman, Scot Skipper

\$1,000



Ken Steger, Jr., Pat Parks, Bob Olson,
Steve Meguire, Michael Pochop

\$500



Dave Empfield, Bruce Tesky, Brian Hottel, Jay Ham,
Paul Swanson, Bruce Gebauer

Winter Meetings

- New Products
- Training
- Demos
- New Theme
- Contests
- Q & A



- Welcome Dinner
- Spouse & Guest Breakfast
- Awards Banquet



Summer Meetings



• More New Products
• More Training
• More Demos
• More Contests
• More Q & A

IGNITE
MARC

\$200,000 Club

Benefits Incentives



Century Club II Dinner



Century Club II
Golf Open



Gifts



Barrier Breaker Discount



Increase Commission & Reimbursable

INCENTIVE TRIPS



Maui '00



Quebec '01



San Francisco '02



Puerto Rico '03



Vancouver '04



Cancun '05



Montreal '06



Las Vegas '07



Providence '08



Clearwater '09, '13



Washington DC '10



Savannah '11



Disney World '12

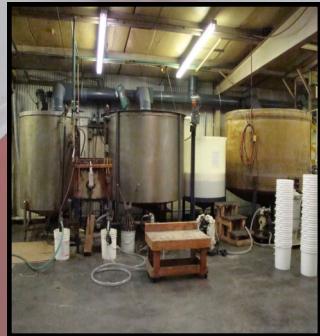


Charleston '14

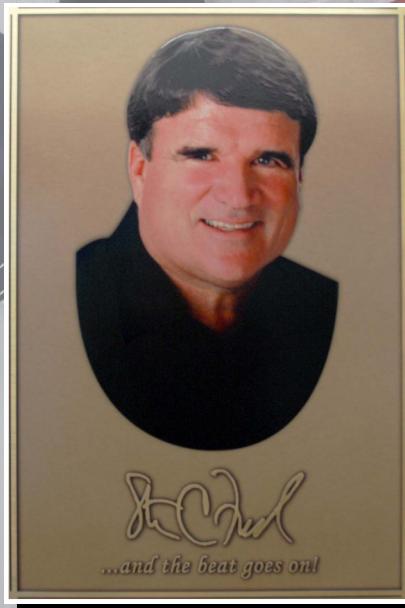


New Orleans '15

HOME OFFICE & PLANT Columbus, NE



Celebrating 45 Years of Service!



MARC



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