



TCA MONTHLY JANUARY 2023

TRI-COUNTY AUTO SUPPLY COMPANY



TRI-COUNTY AUTO SUPPLY COMPANY – JANUARY

FROM THE DESK OF THE PRESIDENT

Dear Valued Clients,

On this occasion of Lunar 2023, on behalf of Board of Directors and all Tri County Auto Supply team members, I wish you a New Year with Health, Happiness, and Prosperity! I would like to express my heart-felt Thank You for your trust and cooperation throughout the year.

In 2022, TCA has achieved significant business results with adding 15 new clients. We welcomed Tatiana Santiago as a new partner. The team that we have at TCA is by far the best team ever put together in my 38 years at TCA. Our office continues to be run efficiently through the direction of long-term Office Manager Therese Tweet.



Our distribution department that is managed by Samuel Hernandez and continues to exceed expectations. We also have added an additional purchasing agent who is working with another long-term employee Phil Peraino. They continue to embrace and come up with solutions to help our fulfillment goals. I would like to thank my amazing Sales Team as they continue to achieve the success and affirm our strong position in the Automotive Industry.

Living by our motto “Making Dealerships More Profitable”, we are committed to providing our clients the highest quality products, competitive pricing, and outstanding service. Thank you to our vendors who help complement our operations and our business mission. With my utmost respect and gratitude, we look to your continued and sustainable cooperation in 2023. I wish you and your families a Happy New Year full of Happiness, Peace, and Prosperity.

Gary Finkelstein
CEO/President

Welcome Back

On behalf of all Tri County Auto Supply, we'd like to take a moment to welcome back **Garden State Honda** to the Valvoline service chemical program. We missed you while you were away, but we're thrilled to have you back. We'd also like to welcome **Jaguar/Land Rover Brooklyn** to the TCA team. We excited to have you both on board and look forward to building long, prosperous relationships.

NEW YEAR, NEW TCA

A new year is a time for new beginnings and new opportunities. TCA is really taking that sentiment to heart this year and has big plans to hit the ground running in 2023 with both new and revamped product offerings.

Bag-In-Box Oil – One of Tri County's main focuses last year was to solidify our bulk oil product line and delivery system. Using that as a starting point the next logical step is to expand our bag-in-box offering as well. These six-gallon boxes are the definition of convenience and ease of use. With storage and dispensing racks available, the right oil you need for any job is always within reach. Multiple brands based on quality (good, better, best) and grades of oil are available, including but not limited to: 0W20, 10W30, 15W40, 5W20, and 5W30. Contact your sales rep today for more info and never worry about running out of oil again.



Wheel Weights – As always TCA will continue to offer the full line of hammer/clip-on wheel weights. However, we also recognize the increasing popularity and demand for the adhesive wheel weight rolls. While we do already carry the 3M brand wheel weight rolls, TCA will be bringing on a full line of "off brand" rolls as a more price driven alternative. Whichever way you decide to go Tri County will have the proper weight for all your wheel balancing needs.



Tire Repair Products – With more and more heavy **electric vehicles** running through tires and the general condition of US roadways getting worse, the tire repair business is booming. To make sure your dealership has every tool it could possibly need to complete any job, we're excited to announce the addition of a new product to the line: tire supply cabinets. These cabinets come equipped with everything necessary to perform tire repairs, and once installed are incredibly easy to restock. Having everything you need in place will be extremely helpful in insuring you don't get caught off guard with the increased demand for tire repairs.



Embroidery – 2022 was a great year for our embroidery line, and our goal is to make 2023 even better. We've mentioned it before but it's worth repeating, TCA carries a full line of embroidered apparel. With everything from Polos and t-shirts to sweatshirts and hats, if it's a piece of clothing Tri County can put your name on it. There are few forms of advertising more effective at getting your business seen than our embroidery line. Contact your sales rep today and give us a chance to make sure you're getting the best price and quality product possible.

**We do have to squeeze one last congratulations in. January marks warehouse associate Angel Cabrera's first year at TCA. Perhaps the most reserved member of the Tri County team, Angel comes in every day with his head down ready to put in a hard day's work. We're glad to have you as a member of the team.*

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