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Reps on the Road – Barry Beller

Houston, TX (September 7, 2010) – Eagle Distributors' Barry Beller is definitely a 'Rep on the Road'. Houston-based Beller blankets that city plus San Antonio, Austin and south Texas to the border.

"We have some great 12volt lines at Eagle. Working closely with our dealers, face-to-face whenever possible, is a win/win for all" Beller told 12voltnews.com.

Beller recently hosted an evening Sony training session at the Acoustic Edge facility in Houston. A total crowd of nearly 30 attended. Rocky Haurte, a Sony advocate based in Texas, was on hand to demo the features of Sony's newest models. The TuneTray DSXS100. plus update details on two new TuneTray models, captured the attention of those in the audience. The DSX 200 & 300 will feature Bluetooth and front panel USB input. Availability for both units is slated before October 1st. Sony's 'Sense Me' and 'Zap-in' technologies, featured in double DIN indash units, were on the agenda too.



Eagle's Barry Beller knows the road.

Just prior to the Sony meeting Beller spent a few days with Chuck McLennan (Prolific Sales) in south Texas. The pair were working Got2BWireless, Blaze Lighting and Fusion – lines represented by McLennan's Prolific Sales and distributed by Eagle Distributors.

Beller continued "Dealers appreciate the one-on-one attention. Walking into a dealer's store with products in hand beats a catalog sheet in the mail or a web page. Discussing programs and merchandising ideas is so much more effective sitting across from the dealer."



Rydeen OEM replacement mirrors are a new addition to the Eagle lineup. Beller hit the street immediately and made sales calls with Rydeen rep Alan Wojtas. "This is a hot new product in an emerging category. Dealers 'get it' when they see a store demo."

Reps on the road can hit bumps occasionally. A recent car accident didn't keep Beller off the road a single day. "A Kia rental was good but I certainly missed by Got2BWireless setup" Beller concluded.

A big 12oltnews.com 'hats off' to Barry Beller of Eagle Distributors.

NOTE: The Acoustic Edge facility in Houston is available at no charge to industry manufacturers for training sessions. Classroom setups plus multimedia equipment is available. Roger Hill and Damon Hill of Acoustic Edge relayed to 12voltnews.com "Our facility is available to the industry. Sony, Kenwood, Audison and Alpine have hosted workshops at our facility." Acoustic Edge also offers business development classes for store owners, sales staffs and installation techs." Acoustic Edge can be reached at 281 893 7755 or on the web at www.stereoschool.com.

