

MARKETING THROUGH MANUFACTURERS' AGENTS

by Edwin E. Belkrow

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Marketing Through Manufacturers' Agents Edwin E. Bobrow, 1976 The Manufacturer's Agent as a Marketing Institution Thomas A. Staudt, 1952 Selling Through Independent Reps Harold J. Novick, 2000 Managing an independent sales force can be a major challenge but if it is done right it can also be a powerful and lucrative sales strategy Now in its third edition this classic guide uncovers a wealth of proven tips and strategies for developing and maintaining a successful independent sales force that will dramatically increase sales and profits The book explains how to Decide if an independent rep force is the right choice Find hire and support a highly productive rep group Integrate reps into a total market segmentation strategy Manage reps without controlling them and more Plus it includes completely new information on the changing relationships between customers and suppliers and the impact these changes have had on sales channels

Census of Business, 1948: The Manufacturers' Agent as a Marketing Institution, Census Monograph. 1952 United States. Bureau of the Census, 1952 **Effective Distribution Through Manufacturers' Agents** Walter Amory Allen, 1939 Marketing Executives' Series American Management Association, 1929 *Harvard Business Reports*, 1928
Marketing Handbook: Marketing practices Edwin E. Bobrow, Mark David Bobrow, 1985 **Class and Industrial Marketing**, 1929 **The Rubber Age**, 1921 Market World and Chronicle, 1924 **Class**, 1928 Textile World Journal, 1919 Transatlantic Trade, 1920 **Electronics**, 1945-07 June issues 1941 44 and Nov issue 1945 include a buyers guide section **The Metal Worker**, 1897 Pulp and Paper Magazine of Canada, 1922 **Report of the Mayor's Market Commission of New York City** New York (N.Y.). Market Commission, 1913 **America's Textile Reporter**, 1901 **The Advertising Yearbook**, 1925 Issue for 1921 22 contains a digest of papers and addresses presented before the 17th annual convention of the Associated advertising clubs of the world

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