

ELECTRICAL REBUILDER'S ASSOCIATION BOARD OF DIRECTORS MEETING
Wednesday, January 17, 2007

The meeting began at 7:40 pm EST via conference call. Dan Smith, Chris Thompson, Mike Schroeder, Blaine White, Hank Henke, Scott Fureman, Dennis Jacinto, Larry Hagemeister and Bob Thomas were in attendance.

The first item on the agenda was 2007 seminars. Bob reported that the seminar schedule was on the website, along with sign-up information for the first two events. He also said a 2/3 page ad ran in the January ERE.

Mike reported the engine for Joe's motorhome was purchased earlier in the week from a Chevrolet dealership in Jacksonville. Bob confirmed it was delivered to his shop on January 16. The cost of the new 454 long block was \$3999.

Dennis announced the ERA book, titled *Auto Parts Professional's Guide to Selling Rebuilt Electrical Products*, is finally complete. Bob noted that Wes Grueninger did the final cleanup, creating new diagrams for all of the testing procedures.

The book started as a resource guide for sales counter personnel, but evolved into a charging and starting system service guide. Among the subjects covered are common causes of warranties, installation tips and warnings, pulleys, belt tension, testing batteries and testing for voltage drops. Dan, Bob and Dennis, all involved in the final proofing, confirmed the value of the publication to anyone working on a charging or starting system.

Dennis suggested printing the 24-page book in color. He said the difference between color and gray scale would be minimal. Pricing was thoroughly discussed as all present tried to consider the purpose behind the book and how members might best utilize it. Pricing was set with deep discounts for ERA members when purchasing the book in quantities, to help get the book exposure. Most of those present believed that even small shops could benefit from selling or giving the book to their customers. The cover price of \$25 is for non-members. Members may purchase single copies for \$20, with 5-9 copies \$11 each, 10-49 copies \$9 each, and 50 or more for \$7 each. An initial order was placed for 300 copies with advertising to begin as soon as copies are available.

The next item to be discussed was the Portland show. Since Alan was unable to make the meeting, discussion was limited to the show packets. Chris and Dennis both confirmed they had received theirs.

Dan began discussion of the next topic, the ERE mailing list. Everyone agreed it was in need of attention but several doubted there was anything we could do about it. Bob pointed out that the mailing list belongs to Polly, not the ERA. Dan said Polly had agreed to provide us with a copy of her mailing list, so ERA regional supplier members could help by identifying known errors such as closed businesses. Bob suggested the list

be provided by state. All agreed it would be worth the effort if non-rebuilders could be removed from the mailing list.

The progress of the nomination committee was discussed next. Dan said he had spoken to Alan that morning, and noted that several members had volunteered to serve on the committee.

Lastly, Bob brought up a thread on the Forums concerning the idea that a special membership category be created for retired rebuilders, who were no longer in business but had the desire to keep in touch and share their experience. He noted that any such changes would involve an amendment to the bylaws. Mike suggested that the membership committee should take the topic into consideration and bring their suggestions back at the next board meeting.

The meeting concluded at 10:00 pm. The next meeting is scheduled for February 21.

Respectfully Submitted,
Bob Thomas, secretary