

Minutes ERA Board of Directors Wednesday April 2nd. 2014.

President Henry Henke called the meeting to order at 6:30pm CDT.

Attendees: Art Glass, Scott Scharrer, Jerry Kieffer, Bill Ernst, Henry Henke, Tom Barrett, Mike Schroeder, Kenny Turner, Mike Dietrich, Ronnie Charnes, John Brillman, Wes Grueninger, Lynn Gross, John Prinvale, Bob Thomas, Ken Plourde, Daren Roggentien.

1: Treasurers Report:

- a. Mike Schroeder reported that he is still receiving information from Chris Thompson. As of April 2nd the ERA had a balance of \$21,375.20 in the ERA checking account with 2 cd's still in place.
- b. A question was brought up the invoice that is payable to Polly Shea from the 2012 ERA Trade Show. After discussion a motion was made by Ronnie Charnes to pay \$3,020.11 in one installment. A second was made by Jerry Kieffer. All ayes. Motion approved.

2: Membership Report:

- a. Henry Henke reminded attendees that the ERA is in need of a volunteer to chair the Membership Committee. A question was asked on the amount of time needed to spend per month? Mike Schroeder explained that it varies but mainly it is working with Darlene at the ERA Office and making occasional phone calls.
- b. Mike reported that the ERA current membership is 448.

3: Technical/Training Committee Report:

- a. Howard Gore was unable to attend the meeting.
- b. Bob Thomas reported that the Technical/Training Committee discussed the seminars that were held at the ERA Trade Show.

4: Exchange Newspaper Report:

- a. Bob Thomas informed attendees that the April issue of the Exchange Newspaper went out shortly after the 2014 ERA Trade Show. Bob informed that he is always looking ahead to the next issue. A question was asked on the delays with subscribers receiving the newspaper. Bob explained that the paper is mailed out 3rd class mail any other way of delivery would be cost prohibitive. Bob added that his goal when taking his position with the Exchange Newspaper was to get the issue in the hands of the subscriber the first week of the month. This is often not doable as the advertisers and columnists do not get the information to him in a timely manner. Bob went on to say that most of the delay was with the Postal Service and 3rd class mailing.

- b. Ken Plourde asked if the accounts receivables were current? Bob reported that some advertisers pay on 60 days but added that for the most part the advertisers are good about paying.

5: ERA Trade Show Report:

- a. Wes Grueninger informed that all the stops were pulled off for the 2014 ERA Trade Show. Wes reported that the seminars had very good attendance. There were a few mistakes but notes were taken to correct these for the 2015 ERA Trade Show. Wes informed that he had projected to be \$10,500.00 in the black for the Trade Show but as of the meeting the profit was \$8,500.00. There were extra expenses with the ERA subsidizing the Sunday morning breakfast and extra costs with the reception before the floor opened for the Trade Show Friday evening. Henry Henke thanked Wes and Bob for the exceptional job they done with the ERA's first Trade Show.

6: Old Business:

- a. There was no old business discussed.

7: New Business:

a. Status of Lester/Kwikfinder: Bill Ernst.

- 1: Bill Ernst informed attendees that he had been approached by several rebuilders at the ERA Trade Show on the status of Lester/Kwikfinder. Bill explained that Chris Walters who was Dennis Jacintos right hand man at Lester and is in charge of Lester at this time. Ronnie Charnes asked who would be taking phone calls or returning phone calls? Bill responded that would be Chris's responsibility. A question was asked on discounts for Lester/Kwikfinder for rebuilders? Bill responded that he is working on a discount program. Bill added that WAI would be coming out with new Starter and Alternator catalog as well as an Application Guide. Chris Walters joined the conference call at 7:15. Chris explained that Lester/Kwikfinder is still up and running and WAI has no intention of shutting it down or not supporting it. A question was asked on who updates Lester/Kwikfinder? Chris responded that WAI's R & D Department does the updates. Bob Thomas asked about parts not listed on Lester/Kwikfinder? Chris responded that although a lot of time is spent on research they still rely on input from rebuilders and suppliers. Chris added that anyone with information is encouraged to email him at cwalters@lestercatalogue.com. Mike Schroeder asked if anything was being done with the WAI Fast Find program? Chris replied that there was not anything being done on the Fast Finder program but thought something was in the works to look up WAI products. Chris went on to inform attendees that he is the driving force behind Lester/Kwikfinder to keep it up to date.

Mike Schroeder asked about other vendor's part numbers being listed on Lester/Kwikfinder? Chris replied that they would be. Vendors pay a fee to have their part numbers included on Lester/Kwikfinder. Mike Dietrich questioned if parts were not available from WAI would these part numbers be listed on Lester/Kwikfinder? Chris answered that they would be but they would have to have accurate information. If there was no Pic # for the part Chris explained that it would be researched and a Pic # would be assigned. Chris added that the print Pic books are not going away. Application data is first for Lester/Kwikfinder with Alternator Pic books and then Starter Pic Books. Chris wrapped up about the importance of Lester/Kwikfinder to rebuilders and he plans on continuing as it was developed.

b. 2014 ERA Trade Show Thank You's:

- 1:** Mike Schroeder asked about thank you's or plaques being sent out to Vendors that helped make the ERA's first Trade Show a success. Wes Grueninger replied that he is putting together a letter endorsed by the President of the ERA. Bill Ernst responded that Vendors feel that attendance is the best award.

In closing Henry Henke informed attendees that he had received an email from Chris Thompson thanking the ERA for the award he received at the Annual Meeting of the ERA Board of Directors. Henry added that Chris plans on staying in contact with everyone.

Being no further business a motion was made by Ken Plourde to adjourn the meeting. A second was made by Mike Schroeder. All ayes. Meeting adjourned at 7:45 pm CDT.

THE NEXT ERA BOARD OF DIRECTORS MEETING IS SCHEDULED FOR MAY 7TH, 2014 AT 6:30PM CDT.

Respectfully submitted.
Daren Roggentien.
Secretary.