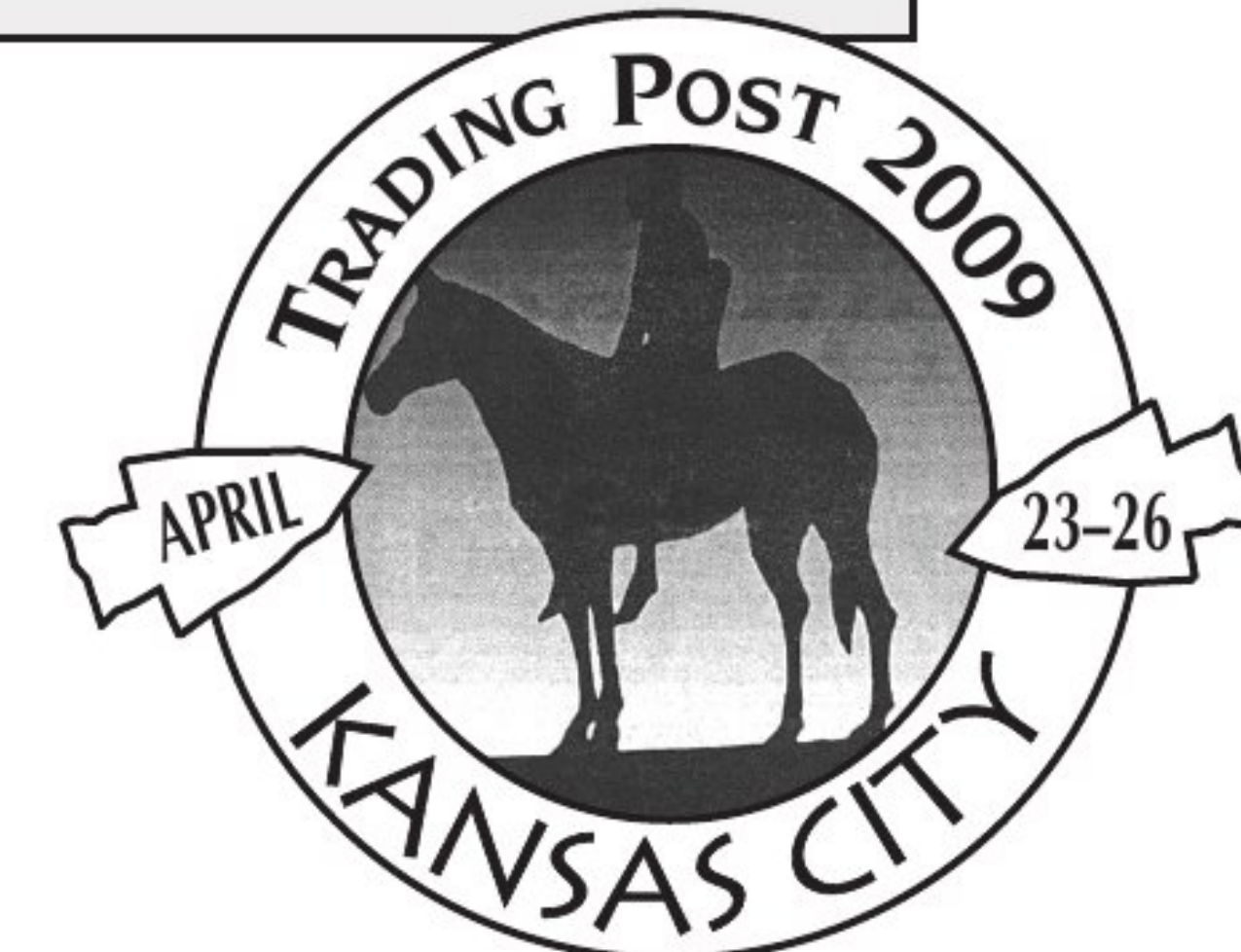


ERA 2009 North American Trade Show—April 23–26

Schedule of Events

KCI Expo Center • 11730 N. Ambassador Drive, Kansas City, Missouri 64153
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ERA Trade Show

Seminar Program Designers:

Ronnie Charnes, Wes Grueninger,
Hank Henke, Ken Plourde, Dan Poremba,
Polly Shea, Bill Skillings and Bob Thomas.

Sponsored by
Accumax Auto Parts
Romaine Electric
WAglobal

Thursday, April 23

ERA Technical Education Seminar – 6:30 to 9:30 p.m.

Joe Davis—*Component Testing & Troubleshooting*. Learn the best ways to quickly and accurately evaluate individual component parts, how to reclaim some of the parts you are currently scrapping, and troubleshoot the finished unit if it fails the final test.

Friday, April 24

ERA Technical Education Seminar – 7 a.m. to 1 p.m.

Joe Davis—*New Starting & Charging Systems*. Learn all about late model alternators and starters, what makes them different, and how to rebuild them profitably. This information-packed class will help you stay abreast of the latest changes. Pick up valuable rebuilding tips for saving time and money. Be prepared to efficiently rebuild late model units before they arrive at your door. Handout included.

Lunch Break – 1 to 2 p.m.

QuickBooks Seminar – 2 to 3 p.m.

Elisa Waldman—*Improving Business Efficiency: An Introduction to QuickBooks*. Learn the value of using QuickBooks to manage finances, customers and inventory. Gain a basic understanding of the architecture and functionality of the QuickBooks program: Customer, vendor and employee tracking; generation of invoices; bill payment and check writing; tracking credit card purchases; reconciling your bank account; and customized financial statements and reports.

Testing Computer Activated &/or

Controlled Late Model Regulators Seminar – 3 to 4 p.m.

Alan Melton—The history and problems of testing this type of regulator on the test bench.

On-vehicle Testing Seminar – 4 to 5 p.m.

Joey Cline—*From the Test Bench to the Car*. Coordination between the rebuilder and installer, covering GM RVCs, Ford regulators, general testing, TSBs and wiring diagrams.

EXHIBITION/LIVE DEMOS – 5 to 8 p.m. (KCI Expo, Hall B)

Demos include: Ground fault testing, new method of solenoid testing, silver soldering copper to steel, starter/alternator parts cleaning, testing/troubleshooting alternators; web site pricing on-line; and Voss regulator testing.

Saturday, April 25

Roundtable Discussion – 8 to 10 a.m. (Show Floor)

Alan Melton, moderator—Tech questions answered by panel of industry experts. Topics to include: RVC regulators, alternator decoupling, error codes/resetting computer, repaired unit service vs. rebuilt; and ERE technical articles reviewed with hands-on examples such as 6G brush conversion, 50MT shift forks, replacing Bosch slip rings and others.

EXHIBITION/LIVE DEMOS – 10 a.m. to 3 p.m. (KCI Expo, Hall B)

Demos include: Ground fault testing, new method of solenoid testing, silver soldering copper to steel, starter/alternator parts cleaning, testing/troubleshooting alternators; web site pricing on-line; and Voss regulator testing.

ERA Web Site Seminar – 1:30 p.m. to 2 p.m. (Show Floor)

Wes Grueninger—An exciting new benefit for members will be announced. Plus how to make the most of the ERA Web site.

Upgrading Shop & Work Station Design Seminar – 3 to 4 p.m.

Richard Vensel—Looking at re-designing your shop for increased efficiency and profit. (For maximum seminar benefit, bring a floor drawing of your shop with equipment locations).

Iskra New OE Applications Seminar – 4 to 5 p.m.

Bob Hopko—New applications found on Duetz, Perkins, John Deere and Case New Holland. Cross reference information, service tips, different family unit types, and spare parts to rebuild Iskra units.

Reception – 5 to 6:30 p.m. (Holiday Inn)

Hors-d'oeuvres & cash bar.

Sunday, April 26

ERA Board Meeting and Breakfast – 7 to 9 a.m. (Holiday Inn)

Making Money and Your Bottom Line Seminar – 9 a.m. to 11 a.m.

Hank Henke, Jim Thomas, Larry Hagemeister—What really successful business owners know: Pricing and sales strategies; co-existing with parts houses; computer/Internet opportunities; heavy duty market; profitability through flexibility; warranties; selling scrap; computerized shop management and more.

Training Topics:

- Iskra OE applications, cross reference;
- testing computer activated &/or controlled late model regulators;
- on-vehicle testing;
- heavy duty market;
- RVC regulators;
- alternator decoupling;
- error codes;
- repaired unit service vs. rebuilt;
- dual diode testing;
- testing rectifiers & stators together;
- heavy duty market;
- pricing and sales strategies;
- co-existing with parts houses;
- computer/Internet opportunities;
- profitability through flexibility;
- warranties;
- selling scrap;
- core market;
- shop/work station design;
- QuickBooks; and
- making the most of the ERA Web site.

Live Demos:

- Ground fault testing;
- new method of solenoid testing;
- silver soldering copper to steel;
- starter/alternator parts cleaning;
- testing/troubleshooting alternators;
- web site pricing on-line; and
- Voss regulator testing.

Questions?

Call Polly Shea at (913) 642-4682,
fax (913) 642-6743, or
e-mail polly@erenewspaper.com.

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