From the president's desk

Are you using all your tools?

COLUMN BY HANK HENKE



I have been seeing advertising recently for the Automotive Parts Remanufacturers Association (APRA) Reman Toolbox. The benefits listed seem identical to the Electrical Rebuilder's Association (ERA) website features! It is one of the most helpful tools our members have. Ask a question and someone is right there with an answer.

Need to know how to do something? Check the video library of 30 subjects with more being added all the time. Need to find how an alternator is wired? Check out JIMCO manuals on the site. Looking for the test procedure for a regulator? It can be found on our website in the Transpo VR manual courtesy of WAIglobal. You may be working on a Prestolite unit and need to find a part number or a picture. Yes, you can find it on the ERA site, along with a technical library and service manual library for equipment we use each day.

It's quite a toolbox—however, there's more! The Buying Group offers great savings from some 20 companies like Grainger, Lifelock identity theft protection, and OfficeMax. All this at your fingertips. If you can't find your answer on a technical question just pick up your phone and call the Technical Help Hotline. If Bob Thomas can't answer your question you will most likely be given a phone number of a fellow member that can help you.

Just $200 a year, or 77 cents a working day, is a small price to pay for all the help you can get. But as Ron Popeil would say, "But wait! There's more!" Being a member of the ERA you receive the *Electrical Rebuilder's Exchange* newspaper at no charge and a discount when you attend the ERA Trade Show.

As you can see, the officers and board members of the ERA are trying very hard to bring you a great return on your $200 investment in yourself. By finding the answer to one or two questions online or with a phone call, at today's labor rate you will quickly recoup your membership cost.

So you, as a member of the ERA, have a *big* toolbox with the ERA label on it. How you use the tool is up to you. I have always found having the right tools made my job much easier and put more dollars in my pocket.

If you're not a member, please consider joining our group. If you are a member and not using all the ERA has to offer I encourage you to spend some time browsing the Web page to see what you have been missing. Anyone with questions or suggestions, please give me a call!

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