

ERA - Spirit of St. Louis Chapter Meeting, Monday, March 5th 2018

Minutes:

- Minutes approved from the January meeting
- Treasurer's Report (Jim Amberg) – current balance of \$18,812.29.

Old Business:

- ERA Chapter Leadership Council Meeting and ERA Board of Directors meeting at ERA Conference last week. Mike Long attended both on behalf of our chapter. Mike presented a summary for both meetings:

2018 ERA Chapter Leadership Council Meeting

- 34 people from 18 Chapters attended
- Multiple Chapters Have DTAM Projects
 - Walter will talk to Arrow, Avnet, Future Corp to get their buy-in, allowing branches to share this data.
- Good Speakers are Available for Chapter Meetings or Events.
 - Suggestion for ERA National to get recommendations and negotiate rates for Chapters.
 - TX Chapter has a cyber security expert speak which was a popular topic.
- Other Ideas
 - Breakfast Meetings w/Distribution?
 - Use ERA Tele forums for ideas for subject matter.
 - Conference Breakout sessions, too. Copies of presentations are available on ERA Website, <http://era.org/era-events/era-2018-management-marketing-conference/era-2018-conference-presentation-downloads/>
 - Promote Chapter meetings and events to non-members.

2018 ERA Board Meeting

- Walter and Gerry Neumann are working on re-instating the Rep Insurance Trust.
- ERA is opening a Chapter in Mexico
- ERA is working to open a Chapter in Asia
- ERA will attend Electronica again in 2018 to promote the rep function.
- 2018 Conference was Tess Hill's last rodeo. She has officially retired and retained as a consultant for 30 days to wrap up 2018 Conference.
- 2019 Conference – Feb 25-26, 2019. AT&T Conference Center in Austin
 - This will also be the location for the 2020 Conference
 - Increasing meeting space and will reserve a larger block of sleeping rooms.
- National Sales Rep Attorneys - <https://www.nationalsalesrepattorneys.com/>
 - Many states (but not all) have Sales Rep Protection Statues.

- Be careful signing contracts that select, for example, Delaware's laws to govern contract. Delaware does not have rep protection statues. Be suspicious if there is no other connection.
- EDS – Undercurrents about continued viability.
 - Major source of funding for ERA.
 - What is EDS' purpose? Meaningful business meetings or social event?
 - Many manufacturers are beginning to waiver. Some beginning to alternate between EDS and Electronica.
 - Cost is becoming prohibitive.
 - Educational aspects of ERA Conference are making it a very popular event.

New Business:

EEE&M Show – 4/11/2018

- Website – Thanks for your patience – up and running as of 2/13
 - Please continue to review for errors.
 - Issue with emails sending to each rep firm – Tom working on this.
 - New floorplan & new schedule updated weekly.
 - Budgeted \$1500 for 2018 show. Have so far spent \$658, so we will be well below budget.
- ERA National booth at the EEE&M Show – Walter Tobin is no longer available to participate at the show. Offered to be a sponsor. \$3K is too much for food sponsor, but they can provide \$250. I have invoiced Walter for the amount. Walter is tentatively planning to attend our chapter meeting on 9/10.
- Exhibitor update – Dave & Jeff
 - 38 booths filled, 21 still open
 - Exhibitor personnel names needed for badges & food count
- Attendee update – Carrie (absent) & Jeremy
 - Only 10-11 attendees signed up at this point. Need all to push with their customers.
 - Jeremy to provide updated flyer to the chapter. May use show program guide from show website.

- Seminar Update – Rich – six of eight filled. Need seminar descriptions from TDK, Microchip & MO Enterprise. Encouraging ZF to provide more detail.

- Show Program Guide
 - We are including the seminar descriptions in the Show Program on website – updated weekly
 - Show Program Guide Chairperson – need someone to get copies printed prior to the show. Can use document on website.

- Show Promotion – Chris Robertson
 - Need all to continue to push show with any potential exhibitors and keep encouraging customers to attend.
 - LinkedIn page was suggested. Any volunteers to take on this effort?
 - Facebook page also suggested. Would like to ERA National Facebook page. Jeremy checked out the ERA National Facebook page and only a few connections, so would not be worthwhile.

GOLF 2018 – Mike Kunz delegated Chris Robertson as the new Golf Tournament

Next meetings – all Mondays: 5/7, 7/9, 9/10, 11/5