

## Itinerary for ERA - Spirit of St. Louis Chapter Meeting, Monday, May 13th 2019

### Let's support our local friends and businesses.

- Introductions of members and guests
  - Buse Industries – Clark Hurrell - President
  - Gems Sensors and Controls Adam Truesdell
  - Jim Loosier-formerly with Spec-Tech, Carol Borgmeyer-formerly with Carlton-Bates/Wesco , Jennifer Grimm-formerly with Basler, Mike Jett-Spec-tech, Tom Grieve Fizz Creative (our website guy)
- Treasurer's Report Mr. Mike McElhone ZF Electronics/Cherry <http://switches-sensors.zf.com/us/>
  - We have a balance of \$16, 352.97
  - National Chapter sent \$100.00 per member. Asked for \$150.00
- By Law Changes. Current by-laws dated 1998. Received new ones from ERA National.
  - By Law changes to be reviewed with the old for next meeting in July.
- Chapter officers – 2019-2020
  - President Chris Robertson Heartland Electronics
  - Vice President Mark Bowers RW Kunz
  - Secretary David Wright Allied Electronics
  - Treasurer Mike McElhone ZF Electronics/Cherry
  - National Delegate Mike Long Seltec Sales
- We have reached out to these companies to join our organization: Mink and Associates, IRI, Harris Hanson, El Sales, Johnson Company, Beyond Components, and others.
  - We have two new member – Johnson Company and Beyond Components.
- Chapter website [www.erastl.org](http://www.erastl.org) – all new information has been updated by webmaster. Eight new members added and show information is updated. 28 members 14 reps, 11 distributors and 3 manufacturers.
  - Web site maintenance has been completed. Looking at a new Web provider. Clark Hurrell recommended JWeb in St. Charles. They use them for their Web site. The chapter officers visited in July and have move the web site and its maintenance to JWeb.
- Buse Industries Presentation
  - Clark went through the history of Buse and his personal history with the company. Talked about their capabilities and where they see the business going.
- Golf Tournament

- Chris is looking for someone to organize the golf tournament.
  - Need to set date
  - Marshell volunteered to help collect prizes from distribution
- Blues Hockey Tickets
  - Chris proposed that the Chapter buy a season or part of a season ticket to the Blues or Cards. More discussion about this next meeting.
- Colt Training (possibly Mike Lodes) and others
  - The fee is \$500.00 Mike Lodes has volunteered to attend.
- Dues –raised local dues from \$100 to \$150. Does not include April 2020 table top show rate
  - Does not appear to be any push back from the dues increase from chapter members
- **ALL ERA members are provided with the discount for the ERA show. So if our show booths cost \$450, then all ERA members pay \$350 for their booth, and pay \$350 for any number of booths that they want. This goes for distributor, manufacturer and rep members. All pay the discounted rate including distributor members.**
  - **Mark Bowers leading the show effort**
  - **We were sent a contract and Mark is going to sign and reserve a date**
  - **Target date is April 21, 22, 23 2020.**
  - **Location will be Orlando's**
- Golf Tournament (Mike Lodes-Markline and others TBD) and Christmas Dinner (Ron Covelli)
  - See note above for the golf tournament
- Organize Show committee. Mark Bowers from RW Kunz to lead. Update on progress.
  - Target date in late April 2020
  - Looking to put an Ad in the National Magazine
  - Mark to get costs for that
  - Develop a show directory
    - Map with location of the show vendors
    - Schedule of seminars
    - A “Bingo” card for showing all exhibitors
    - Must complete the “Bingo” card to be eligible for the door prizes.
    - Charge for a square in the booklet to help defer the cost of the prizes of \$25.00
  - Cutoff date of three weeks ahead of show date to sign up for exhibitors
- New business CPMR – Certified Professional Manufactures Representative
  - Well done meeting in Austin TX
  - Looking into leadership role

- Three year program with attendance in Austin one week a year for the three year program length.
- \$3000.00 per session
- A big deal in other industries

## **Membership Summary Data**

### **Reps:**

<b>National</b>	<b>350</b>
<b>Branch</b>	<b>68</b>
<b>Chapter</b>	<b>28</b>
<b>Total Reps</b>	<b>446</b>

**Distribution** **21**

**Manufacturers** **112**

**Expert Access Members** **23**

**Total** **602**

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**2019 meetings all at Spiro's – 7/8/2019, 9/9 & 11/4**