



Chapter News reports the local activities of the 22 chapters of ERA. The chapters sponsor educational and training workshops, local trade shows, legislative and industry projects to enhance the professionalism of individual members and to advance the goals and mission of the national association.

CAROLINAS

The Carolinas Chapter is continuing its monthly networking breakfasts throughout the spring.

The chapter recently held the annual DTAM meeting. More than 25 reps and distributors were in attendance. ERA Conference Committee Chair Holly Myers, CPMR, of Wallace Electronic Sales presented a review of the recent conference where 15 chapter members were in attendance. The chapter also held a drawing to determine three \$1,000 scholarship winners.

Buzz Reynolds of Performance Technical Sales was recognized at the DTAM meeting for receiving the Jess Spoons White Pin Award and for his efforts in the Chapter of the Year award for membership services.

CHICAGOLAND - WISCONSIN

In January, the chapter held a largely attended round table with MANA CEO Charles Cohon. The discussion was about reps adapting to changes in the industry. More than 40 members attended the session. Cohon provided a podcast from the event, which is available on ERA's social media pages.

The chapter's April 7 round table was an ERA RepProtect update. The session offered networking with peers over breakfast and provided details about the new ERA member service. Byron Spencer, CEO of Norman-Spencer International, was the guest speaker.

EMPIRE STATE

The chapter is pleased to have been recognized as Chapter of the Year in the marketing services category based on the delivery of the DTAM report and program. The chapter thanks the chair, Rick Wray, and the chapter board for continuing to make this a must-attend annual event with relevant content.

Empire also co-hosted a Hockey Night at the Rochester Americans AHL game in March. The chapter sponsored the event for the first time with the local chapter of the SMTA. Empire's members have requested new events and are looking forward to mingling with colleagues at SMTA.

FLORIDA-SUNSHINE

The chapter is planning a DTAM presentation in April, with a possible combined program to include a presentation from a member of the ERA consulting staff.

INDIANA KENTUCKY

Indiana-Kentucky's recent program in March was titled, "The Future of the Industry and Its Impact on Reps, Manufacturers and Distributors." ERA CEO Walter Tobin was the guest speaker and gave a presentation on the topic.

NEW ENGLAND

The chapter has big news, besides another Super Bowl victory. New England ERA recently elected the following to the chapter board: Vice President Adam Anderson of Norris Associates; Vice President Fiscal, Mike Walsh of Coakley Boyd and Abbett; and Vice President Member Services, Julie Carr of MacInnis Company.

The chapter says that their collective energy and enthusiasm is already resulting in positive plans for the remainder of the year. The new members were instrumental in planning the first in decades 2016 chapter holiday party. Members gathered at Waxy O'Connor's, in Lexington, Mass. Waxy's will be the chapter's new home for future events.

The chapter's next event is planned for May 3. The "Technology Swap Shop Update" breakout presentation from the recent ERA Conference will be presented to reps, distributors and manufacturers. The chapter also will be honoring Norman MacInnis, who was recently awarded the honor of ERA Life Membership at the National ERA Board Meeting.

NEW YORK

The chapter's own Art Rea was recently awarded Life Membership in ERA at the national board meeting in Austin, Texas.

The 13th annual IEEE Long Island Systems,

Congratulations, ERA Chapters of the Year!

Four ERA chapters have been selected as the Chapters of the Year for their 2016 activities and projects. The award recipients and their entries, by category, are:

- **Education** – **INDIANA-KENTUCKY** for its program on cyber security;
- **Membership and Member Services** – **CAROLINAS** for its re-establishment of the Dixie chapter;
- **Marketing Services** – **EMPIRE STATE** for its annual Rep-Distributor Forum and DTAM reporting project; and
- **Special Projects** – **NEW YORK** for its first annual industry golf outing.

Each award recipient receives a full-tuition scholarship to ERA's Chapter Officer Leadership Training (COLT) program. The Chapter of the Year judges, who reviewed all entries and selected award recipients, are: George Alecci, national delegate (Pacific Northwest); Ben Barden, past national delegate (Northern California); Mike Kunz, CPMR, national delegate, (Spirit of St. Louis); plus ERA CEO Walter Tobin. The Chapter of the Year program is coordinated by Bob Evans, CPMR, chair of ERA's Chapter Leadership Council.

Applications and Technology (LISAT) conference will be held on Friday, May 5, at Farmingdale State College in Farmingdale, N.Y. IEEE has invited New York ERA to participate in the exhibition portion of the conference.

NORTHERN CALIFORNIA

The chapter held an event titled, "Engineers and Supply Chain ... Preferences and Perceptions of Sales Professionals" in February, drawing 62 attendees. ERA CEO Walter Tobin was a guest speaker along with a panel offering insight on the topic.

PACIFIC NORTHWEST

The chapter's own Larry Brown and Art Henderson were recently awarded Life Memberships in ERA at the national board meeting in Austin, Texas.

SOUTHERN CALIFORNIA

On March 23, the chapter hosted an event with Sasha Strauss as the guest speaker. The topic was related to branding.

SOUTHWEST CHAPTER

The newly re-established ERA Southwest

Chapter conducted a meeting at the ERA Conference in Austin, Texas, on Feb. 28. At the meeting, the chapter confirmed four officers and two directors, including: President Jim Moore; Vice President Eric Zepp; Treasurer Mike Boswell; Secretary Tobi Cornell; Director of Austin Rob Curtiss; and Director of Houston Jeff May. The chapter planned for two events to be held in June and November for all ERA members (including reps, distributors and manufacturers).

Southwest also plans to hold a few informal breakfast meetings. The chapter held an officers/directors meeting on March 14 to discuss and begin planning the upcoming events. This newly formed chapter looks forward to growing.

SPIRIT OF ST. LOUIS

At its March meeting, the Spirit of St. Louis Chapter honored Bob Dillon for his 58 years of service to ERA. Bob has held numerous officer positions in the local chapter, as well as a position with ERA National. He has been the chapter administrator for the past 27 years, after his retirement from the rep industry. Bob retired as chapter administrator in January. The chapter thanks Bob for all of his years of service to ERA.

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