

# ERA Today



## Newsletter of the ERA Southern California Chapter November 2002

### Chapter Meetings

are the "big events" that draw a lot of members together at once to enjoy meaningful and educational programs, spend some social time, have a nice dinner and still head for home by 8:00.



**RAY HALL & DAN PARKS** at April 2002 Chapter Meeting where Ray told members about the many things happening to affect ERA and the electronics representative business at the national and international level.



**EAGLE SCOUT, EVAN HUNSBERGER** with his father, Don Hunsberger at the April meeting where Evan described his armed forces prayerbook distribution project to chapter members.



**MATT HILL AND VAN GOTT** during the June 2002 meeting where members of NEDA and MANA were invited to share the fun and information about How To Make Big Bucks At Trade Shows.



**HARRISON FRANK** was awarded the second-ever Sullivan Award at the June meeting, for his ongoing contribution to the improvement of the ERA Southern California Chapter, including serving for many years as an unofficial but very effective senior advisor to Chapter leadership and chapter members.



**DR. ESMAEL ADIBI OF CHAPMAN UNIVERSITY AND DAN PARKS** at the It's The Economy! Meeting in October. He made the national economy sound almost simple.



### OWNER'S FORUMS SELL OUT 1995 innovation is still popular

For close to seven years forums continue to generate enthusiastic response on topics of interest to rep firm owners. The concept came from noticing benefits members gained from working on ERA committees. Some of each committee meeting would be spent on the member problems of the day. Add to that a table for twenty-four participants, a moderator to keep it moving, and you have a very popular event.



**ERA SOCIAL MEETINGS** were tried for the first time this year and are liked by many. Dozens of chapter members and guests comprising a cross section of the electronics industry in Southern California participated in the local 5:00 PM informal gatherings held in Westlake, Torrance and Irvine.

### Distributor Members

ERA SoCal has distributor members for the first time this year. Some have participated in our ElectroTech tabletop shows for many years. Membership makes us even more like partners.



**DISTRIBUTOR MEMBERS** have the ERA logo on their tablecloths at tabletop shows. Membership provides a strong sense of comraderie and member rates on ERA provided services and shows.



### BREAKFAST AT MIMI'S

From left are Jay Ownby, favorite waitress - Jen, Bill Perry and Gary Schoenbachler. The empty chair and bowl belong to the writer.

### COMPUTER PROJECTOR

It is available for your presentations and meetings. It's still \$100 per day. Call the office. 949-551-5200

## OCEE 2002



**THE OCEE RECEPTION** was enjoyed by exhibitors and attendees alike. It is a pleasant event for casual conversation.



**STEEL THE BAND** played soft music at the OCEE reception, including a version of God Bless America which drew a round of applause.



**OCEE EXHIBITORS** really got into the Hawaiian Islands theme. Each attendee was given a lei as they entered.

### OCEE Is Changing to Southern California Electronics Expo

The new name reflects the fact that future promotion will include all of Southern California. The show will be held September 24, 2003 in the Orange County Fair and Exposition Center. For exhibiting information call 949-551-2890 info@occe.net

## ERA Friday Breakfast

with your ERA friends continues to be a fun and productive way to share information and solutions to problems. You enjoy people who share your interests and still get to the office at a reasonable time.

### \* ORANGE COUNTY: Tustin

Every Friday at 7:00

Mimi's, 17th Street at 55 freeway

### \* SOUTHBAY: Manhattan Beach

First Fridays at 7:30

Luigi's 5267 W. Rosecrans

### \* THE VALLEY: Chatsworth

Second Fridays at 7:30

Lampighter, DeSoto & Nordhoff

## Chapter Directory

The ERA SoCal chapter directory remains the standard for the industry. This chapter resource provides the one way prospective customers and principals can find you via the web. Members enter and update their own data without intervention by the office. Data entry is quick and easy. Users can easily use the cross references and find members by product, manufacturer or company name. [www.erascal.org](http://www.erascal.org)

### Chapter Officers:

- **President**, George Gibbons
- **Chairman of the Board**, Dan Parks
- **Vice President**, Bob O'Brien
- **Treasurer**, Steve Goldman
- **National Delegate**, Jay Ownby
- **Membership**, Tom Felts
- **Government Affairs**, Ron Schwartz
- **OCEE Show Director**, Gary Smith

### Trustees:

- Bill Sullivan,
- Harrison Frank,
- John Buffa,
- Rich Grenn

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### Association Office:

**Executive Director**, Dennis McGillis

**Assistant Director**, Frances McGillis

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