

Minutes May 17, 2017 SSIA Conference call 8pm EST

Free Conference number is [712-432-6100](tel:712-432-6100) and enter code [15151347#](tel:15151347#)

Attendance: Paul Angelos, John McLoughlin, Sandra VerBruggen, Jim McFarland, Pat McCabe, Laurie McPherson, Shannon Embry, Mitch Lebovic, Phil Picard, Eddy Gitlin
Notes: Gina Berman

Quorum: Yes

Vote on adoption of old Minutes from April 2017. *John Motioned to except the minutes with the correction of OHIO Travel 7 with no concerns and 5. Shannon Seconded and all approved.*

Presidents Report: Sandra-

Vice President: Paul- Going to meet at the Queen Mary to go over last minute questions.

Treasurer Report (Money in the bank) John McLoughlin

We ended April with a balance of \$97,328. We have open checks totaling \$6,342 The balance, therefore is \$90,986.

Old Business:

Convention 2017- Queen Mary

Mitch- Things are running a little behind. 61 tables to date sold. Its Much smaller than usual. The Folks not coming usually take 3-5 tables. Need to work with the 2 wholesalers Burten and Saderma on getting more folks to come to the show.

SEMINARS

Ronald Knight will do a seminar again.

Suppliers that are wanting to do their seminars on Saturday instead of Friday because of more people.

43 coming in on Thursday 122 coming in on Friday Think about letting them do Saturday and Sunday.

Supplier * Sourcing for you (new supplier application), board needs to vote (Phil and Pat have some input from suppliers and wholesalers members)

There is concern from Suppliers that they don't have a brick and mortar location and they don't meet the definition of a supplier.

Sandra emailed the wholesalers about it and none of them had concerns. Eddy's concern is that they won't open it up to others.

They make things for the wholesalers with their name on it.

Paul said that the supplier's feelings are that he will be saying "I can make it for you cheaper by getting it overseas"

John- that the bylaws say that if you sell 3 wholesalers you would be considered a membership supplier. There are 4 wholesalers that buy from him.

Shannon- that there is an applicant that meets the bylaws so they should meet membership. At this moment in time they have filled out the application and meet the requirements.

Phil - that the bylaws say that there is no written specific statement for suppliers qualifications and needs to be discussed and put on the bylaws. (Lack of 'verbiage) To be addressed at the annual meeting.

They are a "finder" and make things for the wholesalers. They need to offer products to everyone.

Pat- this an item that we need to discuss in the annual board meeting and get the opinions of the outgoing members who have experience of clarification on suppliers.

Some ex-board members should be welcomed in to that portion of the meeting for discussion.

Paul- The Rules should be put in place with for board discussion.

Shannon- makes the motion to allow Sourcing for YOU to be a member and Sandra seconded. All approved except for Paul. 3 did not approve Paul, Phil and Eddy. 6 to 3

WAIVER * John McLoughlin talk about Waiver.

Repairer members had the discussion about having 2 experienced members leaving the board and there is also several other new members filling in spots for other members, thus leaving the board with a very new board. He suggests that Sandra stay on another year to help the Board have leadership. There are 5 members that have been on the board a year or less.

The letter needs to be sent to all the members of the association to be voted on at the annual meeting.

Paul suggests that Jessie take his supplier board position and will be nominate him at the meeting.

Phil made the motion to let the letter be sent to the association and Paul seconded. All approved.

NEW BUSINESS

President:

Bill Konomos / casali letter Requested that Sandra ask the board he thinks that a letter be sent out that states that Casali product be available to him. Balter said that he would sell it to him. This is not as SSIA issue. We cannot make some business sell another.

Boris & AGS / wholesalers booth? Boris suggests that all wholesalers be allowed to have a table.

Eddy feels that it's a fine line. Laurie feels the purpose of the show is for the suppliers to show new product.

Gene Burten / discount for convention attends?

Suggests that Suppliers punch a card or give a sticker. Gene can give discounts for showing the badge. He can encourage customers to come to the convention and use their badge for the discount. Suppliers don't have the time to punch every card.

Saderma- Open House- From 1-5pm on Sunday following the show. There will be a free shuttle going from QM to Saderma every hour and returning. 10% discount only on purchases that day. The free shuttle will start at the end of the show. Others that attended Saturday or early Sunday will go early.

* SSIA plastic bag order for June agenda.

May Task:

Exhibitor Registration List, Exhibitor Report to board

Determine needs for electricity and other

Door prizes

Seminars: Determine needs and arrange for A/V

Order give-a-ways (shirts, pennants)

Recruit new Board members, Recruit volunteers for registration

Newsletter print and send

JUNE Tasks:

Exhibitor Report

Determine A/V needs for annual board meeting and plan

Notice to board on annual deaths in industry

Order new board member shirts

Order volunteer shirts

Order Plaques for outgoing board members

Plan menu, Print badges

Meeting adjourned at 9:53