

Southwind

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Association of
Electric Motor Repair Shops
for Co-operative
Self-Improvement

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GOLD FOUND IN MYRTLE BEACH!

One of the privileges I have had as your president was to serve as the Chairman for our 70th S.E. Fall Conference. In planning for this conference several challenging questions needed to be considered. Due to our nation's economic situation, should I commit us to a conference which could potentially place a financial burden on our chapter and or its members? Equally, because our industry is facing new environmental and motor legislation challenges, what best way could we inform and train our members to meet these challenges together. The logical answer came. "We can't afford NOT to have a conference." Previously you had responded to my conference survey with the results that there should be fewer days to a conference, more technical and managerial topics, select Friday and Saturday as our meeting days so you could have Sunday available for your family or as your travel day, and to have a less formal more casual event. Our technical committee lined up an incredible technical program and our managerial guest speakers pushed aside their own personal schedules to meet our conference dates in their commitment to share with us the latest and most critical information affecting our industry and our businesses. We had fewer conference days and all our events were casual. We did away with the formal evening banquet finale and chose instead a nice lunch finale overlooking a spectacular view of the ocean. Members, family and guest speakers upheld our Southeastern Chapter's beach volleyball tradition. (A couple of family members drove in especially to play volleyball with their parents.) No injuries were reported and so I pass the mantle to the next president.

There was GOLD found in Myrtle Beach for all those who attended our 70th Fall Conference. Gold found in the form of information, training and relationships. Our vendors, associates and members as well as members from several of our fellow regions supported our conference not only with their financial sponsorships and their willingness to share their valuable time with us, but also in their commitment to add value to our industry and to our businesses. Many friendships were renewed and new friendships were created. The level of knowledge our guest speakers imparted was astounding and the hands on training exceeded expectations.

If you did not have an opportunity to come to your conference, I encourage you to start planning now to attend the next one. We have regional conferences and International Conventions. You will not want to miss "Meeting the Challenge Together," EASA's 2010 Convention June 27-29 in Orlando, Florida. Our conference had a glimmer of this upcoming event, as our Chairman, David Griffin shared with us his vision for our industry. Our next regional conference

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GOLD! *continued*

in 2010 will be chaired by Charlie Brown, our president elect. Now is the time to let him know a location and the topics you are most interested to have included in your next conference experience.

I would like to take this opportunity to extend my deepest appreciation to all who encouraged, supported, attended and who worked endless hours to make our conference successful. I am especially grateful to the conference committee and Lenwood for their assistance during my Mother's illness. They amplify the true nature of EASA members.

I have never come away from a conference without a new idea, plan of action or a new friend. This conference was no less- I did find GOLD and it can be found by you as well. Just like the gold rushes of the old west, you 'gotta' GO to get the GOLD.

God Bless you and God Bless America!



Robin S. Ireland
President
Southeastern Chapter

"ALL HANDS-ON DECK!"

We all work with our hands every day at our jobs, so doesn't it make sense to attend training that involves using your hands? That's the way the Southeastern Chapter's technical training seminars at the 70th Annual Fall Conference in Myrtle Beach, S.C. were conducted. Classes for submersible pumps and gearboxes were held where attendees worked with their tools on these machines as if they were in their own shops. Under the supervision of the instructor, they disassembled and analyzed a variety of units and took home valuable information on how to approach and repair the conditions they found. Then they reassembled the units and learned how to test and adjust them. Pumps, gearboxes, hammers, screwdrivers and pry bars were on tables and floors throughout the room as guys worked together, at times on their hands and knees. This was an unusual sight in a hotel ballroom! You can take the guys out of the shop, but you can't take the shop out of them.

I and the other members of the EASA Southeastern Chapter Technical Training Committee are planning to host more of the "Hands-On" seminars at future meetings, so if you didn't attend this one, maybe you can plan to come to the next. We encourage and invite you to do so. Afterwards, you might say what we heard some of the guys at the 2009 Fall Conference say: "this was the best 'hands-on' EASA meeting I've ever attended!"



Chris Raines
Chapter Secretary/Treasurer

Voting Results

In May 2009 the Southeastern Chapter conducted a mail ballot to determine the fate of a bylaws amendment proposed by the chapter Board of Directors. This amendment clarified the manner of nomination and substantially modified the process of election and terms of office for state directors. This was the first bylaws vote held since the chapter modified the amendment process in March 2006. Following are the results:

Members voting "Aye"	50	88%
Members voting "Nay"	3	5%
Members abstaining	4	7%
Needed for a Quorum	25	10%
Affirmative needed to pass	38	67%

The "ayes" have it. Thank you for participating in the governance of your chapter!



EASA Southeastern Chapter Update 2009 Fall Conference in Myrtle Beach, South Carolina

By Mike Darby

The Southeastern Chapter of EASA held its 70th Fall Technical Conference at Myrtle Beach, October 15th - 17th, 2009. There were approximately 120 attendees. David Griffin, EASA's International Chairman, attended the meeting, and spoke to the group. This year's agenda included hands-on technical training with submersible pumps and gear motors. Roger Jenkins of Precision Power provided the submersible pump instruction, and Jared Scott of SEW Eurodrive conducted the gearmotor training.

Managerial sessions about Arc-Flash safety and Energy Efficiency were included. Ken Jones of PDA design taught the Arc Flash safety course. Other managerial session speakers included John McFarland, CEO of Baldor, Ted Jones, from the Consortium on Energy Efficiency (CEE), and Rob Boteler from Emerson Motor Company.

These speakers brought forth the idea that EASA member shops are currently the best qualified source of energy efficiency consulting and information. We are the people who understand that buying a new premium efficient motor will save you money, but that you aren't going to get the maximum benefit if you bolt it to a pump running at the wrong speed with an oversized impeller. Since there is a perceived need for certification of energy efficiency practitioners, EASA International is being asked to come up with a certification program. If we wait for the Department of Energy or some other government agency to create a certification program, there is no telling what we might get, or when.

The Southeastern Chapter Board of Directors also met during the conference. At that meeting, the Insurance Committee reported on their work toward finding affordable property and casualty insurance for our Chapter members. Variations among state's laws make this a difficult task at best. Nominations for next year's chapter officers were put forth as follows: President-Charlie Brown of Holland Industrial, Vice President-Chris Raines of Porter's Electric, Secretary/Treasurer-Mike Darby of Darby Electric.

Memories from the 2009 Fall Conference in Myrtle Beach



Pump Instructor Roger Jenkins of Precision Power watches over his students. There were no injuries.



The gearbox class taught by Jared Scott of SEW Eurodrive was informative and popular.



Proud graduates of the technical program

ACTIONS OF THE BOARD

An Insurance Program Proposed by Cameron & Roberts Insurance Agency and the Harleysville Group.

Many of our members will recall an insurance program sponsored several years ago by EASA International. For various reasons, that program did not generate a lot of interest or support, and it eventually died out. In 2004 Brenda Cole, then the president of the Southeastern Chapter, began to formally discuss an idea that had been percolating around the chapter leadership for years. Although a property and casualty insurance program for the entire organization did not succeed, perhaps a smaller program tailored for one region could. The board was interested, and as a starting place Brenda shared this idea with her own insurance agent, Jay Spearman of Cameron & Roberts Insurance Agency¹. Jay had been writing the insurance for Cole Electric Company for years, and he began to discuss this idea with his contacts at Harleysville Insurance Group². Harleysville was interested too; they had already been writing policies for several EASA member firms, were familiar with motor shop and they were eager to expand their business within our industry. Years passed and Brenda retired from the board and from the industry, but at its April 2008 meeting, the Southeastern Chapter Board of Directors was finally able to consider a proposal from Jay Spearman, Cameron & Roberts and Harleysville Insurance.

The proposal is fairly simple. It starts with a turnkey plan that provides property and casualty coverage in areas and amounts common to most of Harleysville's motor shop clients, including some coverages that are important for motor shops but are not usually included in most business policies. Of course the plan and the limits of coverage will be tailored to the individual needs of each member, and will start with a 15% discount off of Harleysville's usual rates. When the total premiums of Southeastern Chapter members under the program reach \$500,000 a rebate will be generated to the plan participants with at least 2% guaranteed. The rebate will be distributed to the participating members by the Southeastern Chapter, pro rata according to the participant's premium. A share of the rebate will be retained by the chapter for administration and to be used for the benefit of all members, participants and non-participants.

At the April 2008 meeting, the chapter president named the following members of the Ad Hoc Insurance Committee: Lenwood Ireland (chair), Ray Paden, Charles Brown, Ric Romanoff, and B. J. Cole. Over the next few months they obtained quotes and sought competing carriers, and at the 2009 fall meeting of the board held in conjunction with the

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¹ www.cameronandroberts.com

² www.harleysvillegroup.com



EASA International Chairman David Griffin addresses the Southeastern Chapter



Region 2 Director Charles Wilson describes how much money he made last year.



New president added to Futurama head museum.

Insurance, continued ...

70th Fall Conference in Myrtle Beach, South Carolina, the board considered and adopted a motion from the Insurance Committee accepting the proposal from Cameron & Roberts and Harleysville.

In the coming months you can expect to hear more about the Southeastern Chapter Insurance Program, but here are some important highlights that the Board of Directors wants our members to know:

- *This program is entirely voluntary.* Of course nothing requires any Southeastern Chapter member to participate or even consider this program. It is offered to our members as a benefit that could potentially be of value to individual firms and the chapter as a whole.
- *This insurance may not be perfect for every member.* The insurance business is heavily regulated, in some states more than others, and unfortunately some Harleysville products are not approved in the State of Florida. There may be problems in the coastal areas of some other states. In both of these instances Harleysville is trying to develop solutions or alternate strategies, but even in their prime target areas, **there is no guarantee that Harleysville's rates will be best for everyone.** The board simply encourages our chapter members to investigate and allow Jay Spearman and Cameron & Roberts to offer a quote. It can't hurt to shop and, if nothing else, it may help you know the value of your current coverage.
- *The premium rebate is an extra benefit to members and to the chapter.* Harleysville already insures a number of Southeastern Chapter members, so we are well on the way to reaching the \$500,000 target. Once we have that number in premiums, a minimum of 2% of premiums will be rebated to the chapter each year to be distributed to participating members. The rebate can go as high as 4% based on our pooled loss ratio. The share retained by the chapter is set by the board at 6% and these funds will be used to expand chapter programs and training opportunities.
- *This program will only be available to Southeastern Chapter members.* Although Harleysville will certainly write policies for other businesses and motor shops throughout the southeast, and can offer their discounts as they see fit, the rebate will be based on the premiums of chapter members and will only be distributed to companies that are members in good standing as of the rebate date. In addition to most areas of the

Southeastern Chapter, these insurance products are also currently approved for sale in Alabama and Tennessee. It is the board's intention to encourage EASA members in these states to hold Southeastern Chapter membership *in addition to membership in their own geographical chapter* so that they can participate. This is completely proper according to the rules established by EASA International.

- *Chapter members who are currently insured by Harleysville will not have to give up their current agent.* However, Jay Spearman has worked hard to put this program together, and the board is happy to recommend him. For participants moving to Harleysville from other insurers, Jay Spearman and Cameron & Roberts will be the official contact point.
- *Only property and casualty insurance (general liability, worker's compensation, automobile, etc.) is involved.*

More information on this program will be forthcoming, both from the board and from our new partners at Cameron & Roberts and Harleysville Group. In the meantime, chapter members who would like more information or who are interested in obtaining a quote can contact Jay Spearman directly as follows:

Jay Spearman, CPCU, AIC
Commercial Insurance Specialist
Cameron & Roberts Insurance Agency Inc.
PO Box 408
Lithonia, Georgia 30058

(770) 482-8841
(770) 482-2238 FAX
jspearman@cameronandroberts.com



Special Guest Speaker at Final Banquet achieves instant success.



**Southeastern Chapter
Electrical Apparatus Service Association**

Raymond K. Paden, Exec Sec/Treas
3980 Martin Luther King Drive
Atlanta, GA 30336
(404) 472-1307 (404) 472-1204 FAX

The 2009-2010 Southeastern Chapter Member's Handbook Has Been Completed

and is now available for download. If you are a Southeastern Chapter member this will be noted on your address label above and you should also find a card with instructions tucked into this issue of *Southwind*, but if you do not find the instruction card please contact the chapter office for help. Of course, if you do not have access to the Internet we will be glad to send the file to you on CD, and if you do not have a computer a 'hard copy' of the handbook will be sent to you by postal service.

Inside This Issue of *Southwind* ...

Look inside for important announcements from the Southeastern Chapter Board of Directors concerning matters of interest to chapter members, including:

- News and photos from the 2009 Fall Conference in Myrtle Beach, South Carolina
- The results of the voting on a bylaws amendment proposal described in the last issue of *Southwind*. This amendment would clarify the manner in which state directors are nominated, and would change the way they are elected and the terms they serve.
- News of a new partnership with Harleysville Insurance that the board expects to benefit many of our chapter members.

The Chapter Loses a Good Friend in Bob Bowling

On October 24 Bob Bowling of Rome Electric Motor Works passed away at his home. Bob served as Southeastern Chapter President in 1993, and he was always an active participant and supporter of the organization. More than that, he was a good friend who spread cheer to everyone who knew him. We already miss him.