



ETI Business Meeting

April 21, 2010

Agenda



- Antitrust Statement
- Roll Call
- Minutes from Last Meeting
- Membership report
- Financial Report
- Election Results Report
- Change of Command
- President's Message
- Technical Committee Report
- Marketing Committee Report
- ROI Calculator Demo
- TPMS Survey Report
- Telematics Survey Report
- NASTF Update

Roll Call



- Since no quorum is necessary and it would take a lot of valuable time we don't have, we will not actually call names. Instead we have a record of the participating companies and will include it in the permanent record.
- A list of ToolTech participants will be sent to those that fill out the online evaluation following this week's meeting.
- A current list of all ETI member companies is on the website.

Membership



- ETI now has 79 Members not including subsidiaries. 16 of these members are associate members.
- We lost 30 members last year and gained 14 for a net loss of 16 companies
- So far in 2010 we have gained 10 new members and lost 4 for a net gain of 6 companies.
- Worst case scenario shows us only losing 2 more companies this year.
- We are in very good shape.

Welcome new members since last ToolTech



- Bartec
- Matco Industries
- Trimble Mobile Resource
- Actia
- IOSiX
- FuzzyLuke
- Cabeco
- Speedemissions
- Christian Brothers Auto
- Noregon
- Code Systems
- Secured Mobility
- Carma Systems
- Helm, Inc.

Minutes from last Annual Meeting



Available on the Website

Financial Report



- Assets
 - Checking & Saving
 - 664,383.89
 - Accounts Receivable
 - 4,870.00
 - Other
 - 34,952.94
 - Fixed
 - 4,053.54
- Total
 - 678,260.37
- Liability and Equity
 - Liabilities
 - 55,889.42
 - Equity
 - 622,370.95
- Total Liability and Equity
 - 678,260.37

This represents a net income of a minus 8,415.03

A complete report, including a 2009 P&L is available on the website

Election



- President – Mike Cable (Hickok)
- VP Program – Alan Tecmire (Bosch ETAS)
- VP Marketing – Dan Brass (Bright Solutions)
- Secretary Treasurer – Ben Johnson (Alldata)
- BOD one year term
 - Jim Graninger (Robert Bosch), Jeff Murphy (RTI)
- BOD Three year term
 - Neil Davis (Snap-on), Greg Potter (Dearborn Group), Nick Zala, (Helm)



2009 -2010 Past President

Dave Schaar



Technical Committee Report

Charlie Gorman



Marketing Committee & ToolTech 2011 Report

Jessie Korosec



ROI Calculator Demo

Charlie Gorman

Investment Planning Guide Project



- ETI once published a paper Investment planning guide. You can see the last original here: [Investment Planning Guide](#)
- We also once had the capability of listing member company names along with the products they sell, or you could choose from a list of products and derive which company sold them.
- Now we are working on a project to combine these two into one online service.

Concept



- There are four Parts to this project.
 - Create member company listings
 - How to contact you
 - Lists the product categories you sell
 - Provides a link to your website
 - Create a list of product categories of member products
 - Selection of a product category creates a list of companies who design, manufacture or sell that product
 - Selection on one of the companies listed takes the user the member listing in one.

Concept Continued



- Create a selection of ROI calculators. Can be sent in by members to be incorporated into list of calculators. The calculators will act like spreadsheets and can be printed, but not stored.
- Create an on line guide to purchasing equipment. This will be a series of articles on shop size, bay layout and other aspects shop owners should be aware of when planning shop enhancements and equipment upgrades, etc.
- This will be coming soon.



TPMS Survey Report

Dan Brass



Telematics Survey Report

Ben Johnson



NASTF update

Charlie Gorman