

Southwind

VOLUME 18 ISSUE 1

1st QUARTER 1999



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

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1999-2000

Southeastern Chapter Handbook Going to Press Soon!

The Southeastern Chapter Handbook for the 1999-2000 membership year will soon begin printing. Is your membership data correct? Are your dues paid? Please take a moment to make sure everything is up to date and paid in full. Although you may renew or reinstate later, any membership unpaid on April 1 *will not be listed* in the 1999-2000 Chapter Handbook.

In addition to last year's features, the 1999-2000 Handbook will include a new section listing all Chapter contacts by last name, with company, city and state, and phone number. This will make it easier to find someone when you remember their name, but nothing else (useful for those of us who are "memory-impaired"). Once again, we are accepting a limited number of quarter-page advertisements from our Affiliate Members, but this year the offer has been extended to our Active Members as well.

Handbooks should be delivered in late April to early May.

1998 Fall Conference Program Guides

We tried something new this year at the 1998 Fall Conference. Our program guides were assembled and bound from ad sheets furnished by the Fall Conference Sponsors. The result, a slick 8½ by 11" spiral bound book, is sure to make the Southeastern Chapter "best-seller" list. Unfortunately, we did underestimate the time it would take to publish and bind them, and our extra supply has only just arrived.

If you are an Active Member of the Southeastern Chapter and you did not attend the 1998 Fall Conference in Roanoke, or if you did attend but did not receive your guide, you can request a copy now from the Southeastern Chapter office.

WARNING!

Were you planning to fax your 1999 Technical Forum registration to the Chapter Office?

We have discovered that the dark blue form does not transmit well from some machines.

If you would like to fax your registration, please use the enclosed *white* form to do so. Thanks for your understanding.

Inside this issue...
Knowledge Base Survey II

Knowledge Base Survey II

What a great response! The survey from the Fourth Quarter *Southwind* was a great success. I received responses from a variety of size shops in all areas. Thanks to each of you that participated, and I look forward to hearing from others this month.

Here are the results from the survey and a few of the responses. The question: **How do you charge wire and insulation to a rewind job?** All but one checked "weigh each coil and add insulation." There were a lot of comments for this survey. "Use current cost of magnet wire times 2 for varnish, insulation, etc." "Weigh copper and use \$1.00 per horsepower for insulation, minimum of \$25.00." "Weigh one group and multiply groups, then use 1:1 ratio of copper units to units of insulation, with a dollar amount for each insulation unit." "We use a twelve month moving average based on inventory and we charge for a unit of insulation to the job."

One response used a fixed dollar for wire and insulation for each horsepower. As you can see, each shop is different. The one thing that is suggested from this survey is that if you don't have a profitable system of accounting for wire and insulation you need to be at the next Southeastern Chapter Technical Forum to share ideas!

A shop in Region 4 offers this question:

With the buzz of our industry stressing diversification, based on 1998 figures where do you see the percentages of your business?

Number of employees: _____

New Motor Sales: _____ %
 New Pump Sales: _____ %
 Motor Repair: _____ %
 Pump Repair: _____ %
 Machine Shop: _____ %
 New Electronic Sales: _____ %
 Electronic Repairs: _____ %
 Other (Describe) : _____ %

Comments:

The first survey was a great success but we need more participation. If you have a question or problem, please send them, with your response to:

Pat Needham
 Marion Electric Motors, Inc.
 1001 North Magnolia Avenue
 Ocala, FL 34475
 Fax (352) 732-9894

Space for Rent

The *Southwind* newsletter reaches over 500 industry professionals throughout North America and around the world.

Space for your ad is now available at the following rates:

¼ Page AD (this size)	\$40
½ Page AD	\$70
Full Page Ad	\$100

Please contact the Chapter Office for more information.

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EASA Southeastern Chapter
 1999 Spring Technical Forum
 1397 Blashfield Street SE
 Atlanta, GA 30315
 (404) 622-1441
 (404) 622-0461 FAX

1999 Technical Forum
REGISTRATION
April 22-24
Greenville, South Carolina

Photocopy this form for additional registrations

NAME		FIRST NAME FOR NAME TAG
COMPANY		
ADDRESS 1		FIRST TIME ATTENDEE? <input type="checkbox"/> YES <input type="checkbox"/> NO
ADDRESS 2		SE CHAPTER MEMBER? <input type="checkbox"/> YES <input type="checkbox"/> NO
CITY / STATE / ZIP		
PHONE	FAX	E-MAIL

GREENVILLE-SPARTANBURG
 AIRPORT

One Parkway East
Greenville, SC 29615
 (864) 297-0300
 FAX (864) 281-0801

Lodging *is not* included in conference registration. Please contact the Marriott or use the enclosed hotel reservation form before April 7 in order to obtain the **EASA group rate of \$87 per night.** Reservations received after this date will be accepted on a space or rate available basis only.

Questions? Call either Conference Co-Chairman
Shawn Venable at (864)-833-3593 or Charles Wilson at (864) 877-3357

REGISTRATION FOR:	Cost	Registration
1999 TECHNICAL FORUM – includes Thursday exhibit hall. Friday breakfast and lunch, plant tours, exhibit hall. Saturday breakfast, break-out classes, beverage break.	\$115	
SERVO SEMINAR – includes Thursday 1999 Servo Motor hands-on diagnostic and repair seminar, lunch, and beverage breaks.	\$75	

Remittance **MUST** be enclosed with this form

Total Enclosed

Make checks payable
and send to:

EASA Southeastern Chapter
Technical Forum
1397 Blashfield Street SE
Atlanta, GA 30315

METHOD OF PAYMENT:

Check VISA MasterCard



For your convenience, we now accept VISA and MasterCard.

CREDIT CARD NUMBER	EXPIRATION DATE
SIGNATURE	

“Position and Drive your company in the 21st Century”

Don't Miss the

1999 Spring Technical Forum

April 22-24

Greenville-Spartanburg Marriott
Greenville, South Carolina

Plan now to attend the
EASA International Annual Convention and Exhibition
June 27-30
Toronto, Ontario, Canada

Welcome New Members

Electric Motor Shop
Leland, North Carolina

Nationwide Electric Supply Co. Inc.
Richmond, Virginia



Southeastern Chapter
Electrical Apparatus Service Association
Raymond K. Paden, Exec Sec/Treas
1397 Blashfield Street, SE
Atlanta, GA 30315
(404) 622-1441 (404) 622-0461 FAX