



EXECUTIVE DIRECTOR'S REPORT NOVEMBER 19, 2005

1. MEMBERSHIP

a. **Membership Renewals** (*as of October 25*)

Renewal notices mailed: **180**

Members paid: **105**

- WPADRA bills for **47** of our members. We will know in January how many renew their membership through WPADRA.
- Second dues notices were sent November 15.

b. **New Members**: Since June 4, the following new members have joined PARTS:

CRS AUTO PARTS, INC.

Owner or Contact: Sean Givnish

1985 Ticonderoga Blvd., Chester Springs, PA 19355

Phone: (800) 368-9657; Fax: (610) 647-8433

CAMPBELL'S SALVAGE

Owner/Contact: Dwayne Campbell

5438 Route 403 Highway South, Homer City, PA 15748 (Indiana Co.)

Phone: (814) 749-8844

GEMMILL'S AUTO SALVAGE

Owner/Contact: Richard Dellinger

1563 Camp Betty Washington Rd., York, PA 17402 (York Co.)

Phone: (717) 755-8211

EAST PENN CARRIER & WRECKER SALES (Associate Member)

Owner/Contact: John Oberly

1100 Win Drive, Bethlehem, PA 18017 (Northampton Co.)

Phone: (610) 694-9234

*Note: Since January, we have added **11** members to our rolls.*

2. FINANCIAL REPORT

- a. **Financial Statements**: The most recent financial reports will be forwarded to you under separate cover.
- b. **Auditor Reports**: In your packet you will find our auditor reports for the fiscal years ending September 30, 2003 and September 30, 2004. We will discuss further at the meeting.

3. PROGRAMS - Reflects the period of May 20 to October 25.

- a. **Tag & Title**: **29** coupon books sold. **\$1,820** income reported.
- b. **Mid-State Tools**: **\$13.25** received on 7/29/05. I have met with Rob Halbritter and Don Grenata to discuss how we can improve sales for this program.

- c. **Business Insurance:** There are currently **218** salvage yards covered by G.J. Sullivan. On 7/26/05, the Trust received a check from GJ Sullivan for **\$5,182.59**. Scott Romano reported that he is having success with a new Workers' Compensation program. He has sent a letter to his customers informing them of this new option to the state fund.
 - d. **First Choice Phone:** We have **74** participants in this program (an increase of 3 since June) and have received income totaling **\$1532.73**.
 - e. **Premium Card Solutions (Credit Cards):** We have **7** participants in this program and have received income totaling **\$271.06**.
 - f. **PARTS PAC Bags:** The PAC sold **17** cartons of bags and has reported income of **\$2,506**. We currently have 2,500 bags in stock. Tina is looking for optional suppliers for PAC bags to compare the prices charged by our current provider. Many thanks to Jim Kreitzer for allowing us to store these bags at his yard.
 - g. **YARD Check-Up Program:** **5** yards have participated in the Yard Check Up program to date resulting in revenue of **\$125**.
 - h. **PARTS Scholarship Foundation:** A Scholarship Committee Report is included in your Board packet.
 - i. **Advertising:** A new advertising rate chart for print and electronic media will be sent to all Associate members and prospective vendor members. (See attached). We have received *Digest* advertising commitments from Shumaker Williams (**\$600/4 issues**) and Mike French (**\$125/1 issue**).
4. **MEETINGS/EVENTS**
- a. **Meetings & Programming Task Force:** A roster for the Task Force is attached. We will discuss further at the meeting.
 - b. **Mid Year Expo:** The Task Force will first look at the pros/cons of holding the Mid Year Expo in conjunction with Mid State Tools Annual Tool Showcase in Altoona. Staff has developed a program for the Task Force to review and discuss.
5. **COMMUNICATIONS/MARKETING**
- a. **Digest:** The next issue of the Digest will be mailed in early December.

***** End of Report *****