



## Remanufacturing Association Alliance Committee Meeting Minutes

April 23, 2020 4:30 - 5:30 pm ET

### 1. Roll Call/Call to Order

#### Committee Members Present

Casey Blevins, *PEARL*

Jena Holtberg-Benge, RIC Vice Chair, *John Deere Reman*

Tricia Judge, *I-ITC*

Sam Nysetvold, *AFRA*

Joe Polich, *PERA*

#### Committee Members Not Present

Paul Adamson, RIC Marketing & Membership Committee Chair, *America's Remanufacturing Company*

Bill Davies, RIC Past Chair, *Davies Office*

Christian Klein, *ARSA*

Joe Kripli, *APRA*

#### Others Present

Jenn Brake, Marketing & Membership Director, *RIC*

Michelle Hayes, Business Manager, *RIC*

### 2. RIC Antitrust Policy Reminder

Attendees were reminded to conduct the meeting in accordance with the RIC Antitrust Policy.

### 3. Approval of Prior Meeting Minutes

The minutes from the March 28, 2020 meeting were approved (Judge/Blevins).

### 4. Reman Day Recap/Roundtable

Tricia reported that the ink and toner cartridge industry is really struggling, so their celebration was pretty quiet. She noted that she sent out an email blast, Clover got involved again, and it is becoming an annual event for her members.

Joe explained that the engine industry is also struggling with business down 20-30% and schedules cut back. He said that there was just too much uncertainty in the industry to have any Reman Day celebrations.

Casey reported that his company did pretty well with their celebrations. They did have to cancel their tour for the local high school but he hopes that next year they will be able to visit the new facility at the high school (which is currently under construction). He noted that a lot of PEARL members dropped their plans because of social distancing rules, but his company still served lunch and hosted a webinar.

Michelle reported that RIC hosted three live webinars and that the panel session for standards was a notable success. She noted that Jenn posted on social media all day. She also explained that the social media wall on the Reman Day homepage pulled in all the social media postings throughout the day, which helped to bring everything together.

Jena reported that John Deere was not able to distribute ice cream as they had anticipated. Instead they gave employees a survey based on the re-words survey from last year's conference. Anyone who answered correctly received a gift certificate to get ice cream at a later date. They had 60 winners. They also did place their ad with the ballpark and hope that baseball will resume sometime this year. She also noted that they moved family day to next spring to coincide with Reman Day, which worked well when they did it three years ago.

#### **5. NAICS Codes Letter Update**

Jena reported that the NAICS Code proposal letter was finalized and circulated.

Tricia explained that her members are very enthusiastic about the addition of reman-specific NAICS codes. She said that Clover plans to submit a letter of support.

Joe noted that PERA members are hoping that new codes will help with transportation – currently reman parts are generally considered scrap with very low values.

Casey said that PEARL hasn't sent out a newsletter yet, but hopes that new NAICS codes would help to combat their NEC struggles.

Michelle explained that the deadline is fast approaching for letters of support. She said that she has seen 3-4 submitted so far.

#### **6. COVID-19 Member/Economic Impacts Roundtable**

Tricia reported that she researched PPP and SBA and put together forms for members. She offered to be a resource to her members about these topics or in any capacity they need (marketing, public relations, legal, etc.). She noted that the industry has seen about a 50-60% reduction in work because no one is printing now. She also reported that a new study has shown that new built cartridges coming out of China have unacceptable levels of certain chemicals.

Joe explained that he has been supporting members by sharing information of what others are doing in response to the current pandemic, such as checking temperatures at the door, removing chairs from breakrooms, staggering start times, and putting port-a-potties and washing stations on the dock so drivers don't have to come inside. He noted that PERA has added a new topic to their September conference: crisis management. They will have a panel discussion and compile a handout for attendees.

Casey noted that PEARL members are pretty lucky because most are serving essential businesses and have not seen much of a downturn (other than those in Michigan supporting automotive). He reported that they shared a webinar with their members about the CARES act. He explained that they canceled their conference and asked

registrants to donate their registration fee. So far 6% have donated their registration fee and 32% asked for a refund; the other 62% have not yet responded. They also asked sponsors to consider donating their sponsorship or carrying it over to next year. He noted that working from home has brought their team closer – they are now having regular meetings with the executive team. They are beginning to talk about how to make their supply chain stronger and have backup plans for when transportation issues arise (they had one delivery issue where the customer required a temperature check of the driver and none of their transportation providers would agree to it).

Jena explained that John Deere Reman gave an appreciation award to employees. The employees chose to create a contribution for the cleaning staff (who are contractors) – they raised a couple thousand dollars to be distributed to the cleaning staff. She also showed an adaptation they made to their hats to add clear plastic shields to the front, attached with 3D-printed clips. She described the door openers that were also 3D printed to help open doors and desk drawers without touching the surface with your hands.

Jenn reported that RIC set up a COVID-19 resource page for members sharing what opportunities are available at the federal and state level. She explained that we are trying to keep conversations going with members and offering to find answers if we don't have them.

Jena also shared that local business chambers can be a good resource for information at the local level. She noted that theirs has kept in close contact with the Mayor and the Health Department through this time.

Joe offered insight on hotels for event planning. He explained that hotels are concerned about the time it will take to properly clean a room so he advised to make sure that you have adequate guest rooms in your room block so that attendees don't get walked to a different hotel.

## **7. Roundtable/Other Business**

No other business was discussed.

## **8. Next Conference Call: May 28, 2020, 4:00 - 5:00pm ET**

## **9. Adjourn**

The meeting was adjourned at 5:23 pm ET.