



Remanufacturing Association Alliance Committee Meeting Minutes

May 28, 2020 4:00 - 5:00 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*
Joe Kripli, *APRA*
Joe Polich, *PERA*
Dan Vukelich, *AMDR*

Committee Members Not Present

Christian Klein, *ARSA*
Sam Nysetvold, *AFRA*

Others Present

Jenn Brake, Marketing & Membership Director, *RIC*
Michelle Hayes, Business Manager, *RIC*

2. Welcome New Member

Jena welcomed Dan Vukelich from the Association of Medical Device Reprocessors (AMDR), the 8th association to join the RAA. Dan introduced himself and AMDR, explaining that the association is 20 years old and has seven member companies who make up approximately 95% of the industry's output. He explained that the association's members clean, sterilize, and decontaminate medical devices that are marketed for single use. He reported that AMDR has been FDA regulated since June 2000. The association is based in Washington DC, but its operations are global.

The rest of the members in attendance introduced themselves and welcomed Dan.

3. RIC Antitrust Policy Reminder

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

4. Approval of Prior Meeting Minutes

The minutes from the April 23, 2020 meeting were approved (Judge/Blevins).

5. NAICS Code Letter Update

Michelle reported that there were about 63 letters and comments submitted during the open comment period for the 2022 update to NAICS codes, including the letter from RIC. She explained that 12 of those letters were letters of support that directly referenced the RIC letter.

She explained that the next steps will be for the U.S. Census Bureau to evaluate the submissions, decide what makes sense to implement, then coordinate with Mexico and Canada. Eventually there will be a new call for public comment on the recommendations for implementation. At that point, they will accept minor fixes, like correcting misspellings, but will not make major changes to the structure they have decided on. The final changes will go into effect on January 1, 2022.

*Note the [tentative schedule](#) published by the Census Bureau says the next call for public comment (when their recommended changes will be released) will be in October 2020. They were about three months behind the tentative schedule on the first step, so this may slip into early 2021.

6. #ThinkReman Marketing Campaign

Jenn explained that RIC has started a new marketing campaign to promote remanufacturing to various target audiences. She encouraged the committee to share the social media posts published by RIC for this campaign. She asked anyone with topic suggestions or with images that could be used to please share.

Dan was interested in the campaign. He explained that he has a social media manager he can work with on sharing the material and also coming up with new ideas. He noted that he has a collection of images he can share.

7. VanBuren vs U.S. Discussion and Implications for Remanufacturing

Dan explained that this case discusses the Federal Computer Fraud and Abuse Act of 1986. He noted that it has implications in his industry where OEMs are claiming that reproprocessors have unlawfully accessed their systems by reprocessing the electro-surgical instruments. He reported that AMDR is drafting an amicus brief that will alert the court to the far reaching implications of their decision, which is due to the Supreme Court by early July.

Tricia is very interested in learning more about this case and considering its implications for her industry as well.

8. Roundtable/Other Business

Attendees discussed their latest updates:

Tricia noted that her industry is currently having trouble with Home Depot and CVS being unwilling to sell or use reman cartridges for claimed safety reasons. She noted that the industry has seen an uptick in inkjet cartridges and lower end printers while everyone is working from home.

Joe Kripli reported that his members have seen a 15-30% drop in revenue during this time. He explained that they are especially concerned about the lag that will happen after stay-at-home orders are lifted; they anticipate there will be about 3-6 months where business continues to be down since vehicles have been unused for all this time. He noted that APRA has adopted a COVID budget and anticipates weathering the financial storm. He



shared that their show scheduled for October has not yet been canceled. They are collocated with ATRA, who is optimistic that they will be able to go forward.

Casey reported that PEARL surveyed their members and a consistent piece of feedback was that members were trying to figure out how to communicate with their clients through the crisis. PEARL's management company, Kellen, will put together a webinar to share some ideas.

Joe Polich noted that they PERA has canceled their conference and that they were able to do so without any financial obligations. They will return to the same site in 2022 (they had already signed a contract for a different location for 2021). He noted that their industry's business has been down some, but seems to be starting to come back.

9. Next Conference Call: Monday, June 25, 2020, 3:00 - 4:00pm ET

10. Adjourn

The meeting was adjourned at 4:59 pm ET.