

# Invitation for ERA – Metro NY/NJ Regional Event

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**We cordially invite you to the first of a series of industry events organized by the Metro NY/NJ chapter of the Electronic Representative Association.**

**When:** November 13, 2012 – 7:00 PM to 9:30 PM

**Where:** Irish Coffee Pub  
131 Carleton Avenue  
East Islip, NY 11730  
(631) 277-0007



**Who:**

This event is open to:

- All members of ERA and their guests
- New ERA member candidates
- National / Regional / Local franchised distributors
- OEMs and Contract Manufacturers

**Admission:** ERA Members: \$30  
Non-Members: \$35

**Sign up and pay for this event by clicking [here](#). RSVP by Thursday Nov 8<sup>th</sup> if possible.**

**Questions:**

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**Agenda:**

6:00 PM – Networking and Cash Bar

7:00 PM – Dinner

8:00 PM – A brief overview/discussion of standard purchasing practices for large OEMs in the metro area lead by Tony DiSclafani, Director of Procurement at Napco Security and supported by Jerry DiPane, Sr Global Commodity Manager for Honeywell Security/ADEMCO

9:00 PM - Regional DTAM Review

**ERA** – ERA’s 75+ years of leadership in optimizing the professional outsourced field sales in the global electronics industry has made manufacturers' representatives equal partners in the marketing process. ERA gives reps a voice ... by listening and responding to members and the forces that impact the success of rep firms and manufacturers who sell through reps. ERA also gives manufacturers a choice ... so they can select their field sales reps from among the most highly qualified, professional rep firms in the electronics industry.