



Mid-June 2007

ERA, Northern California Chapter
Airport Office Park
1400 Coleman Ave Suite F12R
Santa Clara, CA 95050
408-243-3372
www.ncalera.org

The meeting was great, and so interesting I forgot to take any pictures. What's the saying? Don't shoot the messenger. That was true. No news is good news but Terry had lots of news about our taxes. Best advice, get with your tax person early, make sure your tax person and attorney are on the same track for you, otherwise you'll be getting differing advice.

The biggest news was: Your tax person may like you but they are NOT willing to pay out of their pocket for you. If you are taking unusual risks with your return it is now mandated that your tax person notify the IRS in writing that there are undue risks involved. If they do not notify the IRS they will be fined. You only pay tax and penalties; the tax person really gets burned.

Thank you Terry, from LMGW Certified Public Accountants in Saratoga (if you need business cards they are in the office)



Tharan J. Lanier, CPA
Principal

Upcoming events:

Next dinner meeting at Michael's Shoreline Restaurant, Tuesday August 7, 2007



Campo di Bocce

of Los Gatos, Ca Save the Date: Campo De Bocce, in Los Gatos, August 15, 2007. Bocce from 4:30 to 6:00pm and dinner from 6:00 to 7:30pm. Come for the Bocce, stay for the dinner.

We do have another special event coming up in October 2007, dates not final either October 7-9 or 13-15. Please keep that in mind when making plans. This is an event not to be missed.

To All ERA Rep Members:

The Small Business Legislative Council (SBLC) has issued a brief bulletin regarding the recently passed federal minimum wage increase. There's a tax relief measure included, so we are passing this along for your information.

Here are the highlights of the bulletin.

Congress has passed, and sent to the President for signing, a bill to increase the minimum wage. The increase was included in the Iraq war funding bill. The measure also includes some small business tax relief and "pay-go" revenue increases.

The minimum wage will increase to \$5.85 an hour 60 days after the President signs the bill into law. It increases to \$6.55 one year later and to \$7.25 a year after that. (Where states have adopted higher minimum wage ceilings, those higher rates remain unchanged.)

The principal highlight of the tax relief is that the temporary increase in the direct expensing allowance is pushed up to \$125,000 and extended through 2008. (You might want to discuss this with your accountant.)

Best regards,

Tom Shanahan
Executive Vice President and CEO
Electronics Representatives Association
Ph: 800-776-7377, ext. 218
Fx: 800-372-3227
E-mail: info@era.org

June 5 , 2007

QUICK LIST

Add-Plus Electronic PTE, Ltd.

Product Group: Components, Consumer Electronics, Computer Products, Communications, Materials, Assembly & Production

Allied International

Product Group: Components

BluTek Power, Inc.

Product Group: Components, Instrumentation, Automation & Controls, Materials, Assembly & Production, Electronic Systems Integration Group

(CIS)-CONNTEK

Product Group: Components, Consumer Electronics, Computer Products, Communications, Instrumentation, Automation & Controls, Materials, Assembly & Production

DNH Speakers

Product Group: Electronic Systems Integration Group

Dongguan KunYing Computer Products Co., Ltd.

Product Group: Consumer Electronics, RF/Microwave, Electronic Systems Integration Group

FE Technology Inc.

Product Group: Components, Consumer Electronics, Computer Products, Communications, Materials, Assembly & Production

Inter-Technical Group

Product Group: Components, Consumer Electronics, Computer Products, Communications, Instrumentation, Automation & Controls, Materials, Assembly & Production, Electronic Systems Integration Group

King Cord, Inc.

Product Group: Consumer Electronics, Computer Products, Communications, Instrumentation, Automation & Controls

Oscilloquartz USA

Product Group: Communications, Instrumentation, Automation & Controls

Sunny Electronics Corp. USA

Product Group: Components, Consumer Electronics, Computer Products, Communications, Instrumentation, Automation & Controls, Materials, Assembly & Production, RF/Microwave, Electronic Systems Integration Group

United Pro, Inc.

Product Group: Components, Consumer Electronics, Computer Products, Communications, Instrumentation, Automation & Controls, Materials, Assembly & Production, RF/Microwave, Electronic Systems Integration Group

Wellex Corporation

Product Group: Consumer Electronics, Communications, Instrumentation, Automation & Controls, Materials, Assembly & Production

This message includes two important items.

1) COLT 2007

We are pleased to announce that ERA's Chapter Officers Leadership Training

(COLT) program for 2007 will be conducted in late September in Chicago at a hotel near O'Hare Airport. The program runs from 4 p.m. on Thursday, Sept. 27, through 3 p.m. on Saturday, Sept. 29.

COLT is designed for incoming officers and also for those who now hold office but have never attended this program. Class size is limited, so you are encouraged to consider your chapter's possible candidates for COLT and check candidates' availability ASAP. Then please submit candidates' names and contact information to Tess Hill (<mailto:thill@era.org>).

COLT tuition (covering all sessions, materials, meals, breaks and two nights in the hotel) will remain the same as in 2006 -- \$675 per person (single occupancy) or \$575 per person (double occupancy). The only additional cost is transportation.

Three chapters (CHICAGOLAND, NEW ENGLAND and WISCONSIN) have earned, but not yet used, scholarships to COLT as Chapter of the Year award recipients.

If THESE AWARDS ARE NOT USED THIS YEAR, THEY WILL EXPIRE.

Also, the 2007 Chapter of the Year awards (for 2006 activities) will be announced this month, and other chapters will earn COLT scholarships that can be used this year or in 2008. Please watch for that announcement on or about June 18.

2) CHAPTER AD OPPORTUNITY IN THE REPRESENTOR Our special offer to chapters to place full-page ads in the Spring 2007 issue of The Representor drew an excellent response. We've had several requests to continue this option for all issues of the magazine, and we are delighted to advise that we are doing just that.

If your chapter would like to advertise in any upcoming issue of the magazine, the \$500 full-page cost will include the creation and layout of your chapter ad for your approval. (The regular rate for a full page is \$1,700.) The next magazine deadline will be in August, so there's plenty of time to discuss this option among your board members. You will be informed when the next ad deadline is set. In the interim, if you have any questions, just call Tess Hill at 630-545-9101 or send e-mail to <mailto:thill@era.org>.

As always, many thanks for your time and contributions to ERA as a volunteer leader. Please do not hesitate to contact me with your questions, comments and suggestions.

Best regards,

Tom Shanahan
Electronics Representatives Association
Phone: 800-776-7377 or 312-527-3050, ext. 218
E-mail: info@era.org