



**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes
April 10, 2012, 9:00 pm EST**

Gene Bradberry called the conference call of the Federation to order at 9:00 pm EST.

Present: Gene Bradberry, President
Bob Ferraro, 1st VP
Ferdinand Meyer V, 2nd VP
John Pastor, Director at Large
Sheldon Baugh, Director at Large
Richard Watson, Historian
James Berry, Secretary
Martin Van Zant, B&E Editor
Tom Phillips, Convention Director
James Bender, Membership Director
Pam Selenak, Public Relations Director
Alan DeMaison, Business Manager
Ed Kuskie, NE Region Director
Dave Maryo, Western Region Director
Randee Kaiser, Midwest Region Director
Jack Hewitt, Southern Region Director

Absent: Carl Sturm, Director at Large
Gary Beatty, Treasurer

Motion was made by Dick Watson to approve the minutes of the February 28, 2012 conference call. Seconded by Sheldon Baugh and all were in favor.

Agenda 1: Discussion Regarding a Legal Advisor

Gene Bradberry began the call with discussion on obtaining legal advice for certain situations and it would be beneficial to the Federation to have a “legal” person on the board. Dick Watson thought it would be all right to have someone, but they should not be on the board.

Gene stated that this is just a thought at this time and for members to keep it in mind for future discussion.

Agenda 2: FOHBC Expo / National Show Auctions - Tom Phillips

Tom Phillips, Convention Director, reported on obtaining a professional auction company for the 2013 Manchester, NH show. Letters of intent were sent in late

**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes**

April 10, 2012, 9:00 pm EST

Page 2 of 2

February and Tom has since contacted them to see where they stand at this point. The deadline for a written proposal is April 16th. Out of the eight letters sent, four are considering this offer and four are not. The companies were pleased with this opportunity and process.

In talking with these companies, Tom noted that they did suggest changing the proposal of the FOHBC's percentage to gross auction sales as opposed to net auction sales due to many variables in expenses. They said it would be difficult for them to get a net figure and using the gross figure would be easier. Tom said we could do it whichever way they wanted.

Action taken:

After the deadline, the committee will evaluate each proposal and make a recommendation to the board for final consent. Tom would like to have a decision made by May 4th so this can be included in the Reno souvenir program.

Gene commented that this is the best way to go - it relieves the board of a lot of responsibility and is much more beneficial to the Federation. Tom said he has received good feedback from the auction companies.

Agenda 3: FOHBC Merchandise

Alan DeMaison spoke about the Federation's merchandise, particularly the shirts. At this point in time, there is not much left in stock - he has some T-shirts and embroidered dress/denim shirts, which are low in the popular sizes. In discussion, the group talked about the merchandise, the purchase cost and selling price, transporting from show to show, what to have available, the importance of merchandise, etc. Sheldon Baugh will be the new Merchandise Director after elections. He said he does not have the costs of the merchandise (shirts and hats), but did say that if you change companies, you would have to pay for another set-up fee (can be as much as \$100). He went over the price the shirts would cost us and our selling price (2 xl and larger cost a little more). Only the T-shirts are silk screened at this time, the dress shirts and hats are embroidered. Embroidered merchandise is not dated.

Currently, there is very little to no "dated" merchandise. Tom did report that Reno would have silk-screen T-shirts available. Board members support the suggestion of having the shirts available for sale - they are good advertisement for the Federation. The turn-around investment is slow.

Action taken:

Support of continuing the sale of this merchandise is given by board members as it is good advertisement for the Federation. Gene Bradberry, Alan DeMaison and Sheldon Baugh will discuss further and come up with a plan.

Agenda 4: Code of Ethics Procedures

No discussion was held.

Agenda 5: FOHBC Policy for Dealers at Shows (leaving show early) - Tom Phillips

Discussion was held regarding several situations, which have happened in the past where dealers packed up, and left the show early as it is expected that they remain until the show ends. At this point, there are no consequences for this type of behavior; it has been suggested that they would lose the privilege of having a table at the next Federation show. A firm policy needs to be included in the contract and clearly stated. If someone does need to leave early for an unexpected incident or needs to catch a plane, they should make the show chairman aware and not just pack up and leave. This would be looked at on a case-by-case basis, if necessary.

Tom stated that all dealers are expected to remain set up until the end of the show or they would forfeit the opportunity to have a table at the next show. The part about making special arrangements will not be put in the contract. This consequence will begin with the 2013 show.

Action taken:

Jack Hewitt made a motion to approve including in the show contract that all dealers are expected to remain set up until the end of the show or they would forfeit the opportunity to have a table at the next show. Motion was seconded by Bob Ferraro. All were in favor with one abstention.

Agenda 6: Hall of Fame / Honor Roll Update - Gene Bradberry

Gene reported that the DVD to replace the materials for the Hall of Fame and Honor Roll is currently being done. It will be ready for the Reno show.

Gene also reported that the 2012 Hall of Fame winners have been notified. Jack Sullivan is not able to attend (Alan DeMaison will accept in Jack's absence).

Action taken:

**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes**

April 10, 2012, 9:00 pm EST

Page 4 of 4

No action taken.

Agenda 7: New “Who Do I Contact?” Page Information

Gene said that he gets many calls asking for information on “who do I contact” for Federation information. Gene would like to include in the magazine a “Who Do I Contact” page. Gene has discussed with Martin Van Zant regarding this informational page and Ferdinand Meyer will help. It should be ready for the next issue.

Members agreed this is a good idea.

Agenda 8: Slide Programs Update and Policies for the Future

The Federation has many good slide programs to offer members and member clubs for viewing. These are history and shouldn't be lost. However, using slides is almost obsolete and becoming more difficult to use. After his term as President is up, Gene Bradberry is willing to take on the task of getting these slides into DVD programs. He has discussed this with the person doing the Hall of Fame/Honor Roll video and they have agreed to work on this project. Gene said they suggested to put 3-4 programs on one DVD (keeping like-programs together). This would depend on how long they are as most have about 60 slides. Gene feels we could put one program on a DVD and once this is done, reproducing them is minimal. The DVDs would have narration. He did note that they cannot be encrypted to prevent copying. The DVD's could then be sold for a nominal fee.

Jim Berry said that there are 35-40 programs; some include scripts and some do not. Jim has a list and it used to be on the website. Ferdinand Meyer would like to see the inventory list and it can be put on the website and Bottles and Extras.

Cost cannot be determined at this time. It was asked if there could be a discount to Federation members as a benefit of being a member.

Action taken:

It was agreed that this is good project and Gene was commended for taking it on. As it will not happen until after the Reno show, further discussion will be held to develop a procedure, costs, benefits, etc. at a later date.

Agenda 9: Bottles and Extras Update - Martin Van Zant

**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes**

April 10, 2012, 9:00 pm EST

Page 5 of 5

Martin reported the magazine is coming along well and almost ready for May/June and 2 weeks ahead of schedule at this point. Efforts will continue to improve getting the magazine out earlier. The additional 16 pages of color have been added.

Alan DeMaison discussed articles asking if the group needs to be expanded to help Martin get articles for the magazine. Following up by others would help as we need to get a good accumulation of articles. Putting an ad in Bottles and Extras asking for articles about a person's own experience is being done. Include that we have staff available to help with the writing and editing of the article.

Action Taken:

No action taken.

Agenda 10: Reno Banquet

The Hall of Fame winners will be announced at the membership meeting in Reno on Thurs. July 26th. At the banquet, as departing President, Gene will introduce Ferdinand as the new President-elect and Ferdinand will assume the role of hosting the banquet.

Agenda 11: 2014 National Show Report - Tom Phillips

Tom reported that letters of intent to host the national show in 2014 have been sent to member clubs in the Mid-West Region. So far, he has received one response - from Martin Van Zant, Indianapolis. The club is working on a proposal. Tom is hoping to have the location settled prior to Reno and an announcement can be made there. We are going in the right direction in planning our shows 3-4 years in advance.

Dick Watson noted that some clubs do not have early admission at their shows and felt that this should be written in the guidelines for our Federation shows and be sure the proposals include this. Tom will look at it and re-word that early admission is required. He also said that the host club is just that; a host club but it is still a Federation show.

Action Taken:

No action taken.

Agenda 12: Reno Expo 2012 Report – Tom Phillips

**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes**

April 10, 2012, 9:00 pm EST

Page 6 of 6

At this point, there are 240 tables reserved with 170 unique contracts, 40 early admissions and 80 banquet tickets.

Tom said the progress on the show is moving along well. Again, the biggest concern from Marty Hall is there is not a lot of support from the east coast. Discussion was held regarding this.

Jeff Wichmann has donated \$2,500 for door prizes. It will be used in 5, \$500 prizes and will be held through a drawing, which will include those with early admissions, general admissions and dealers. Prizes will be spent at the show.

Members should continue to support the show. Gene will say something in his President's page in the next magazine.

Agenda 13: Other Discussion

The group discussed several shows being held on the same date as Reno. We need to get our announcements out early so other shows are not scheduled on the same date. It was stated that our dates have changed in the past several years and we need to be consistent. Right now, 2014 will be proposing a date in late July or early August. Once this is determined, it can be published on the website and Bottles and Extras.

Pam Selenak - Pam has been approached by several people with their concerns, problems and frustrations with the Federation that have happened in the past. For example, people that paid for banquet tickets but didn't get any food; or paid for a membership but never got the membership. Pam is asking for approval that allows her to compensate these people for the gross mistakes done to them in the past. They are angry and she can only listen. She would like to be able to deal with these problems right away when talking with the people.

She has tried to ask the people how she can make it right, but most are angry and say they would never deal with the Federation again.

Pam was given approval to do what she feels is reasonably right to help correct the situation.

Pam asked about getting business cards with her name and title. Some people she meets aren't even aware of the Federation. Gene said he will check on this and get back to everyone. Pam is also asking for more pens and Jim Berry does have more and will make sure Pam gets them for Reno.

The conference call ended at 10:50 pm EST

**The Federation of Historical Bottle Collectors
Board of Directors Conference Call Minutes**

April 10, 2012, 9:00 pm EST

Page 7 of 7

Respectfully submitted,

James Berry, Secretary