



IN-NEWSLETTER

Vol. 44, No. 02

January 11, 2019

Covers the period December 30, 2018 – January 5, 2019

Upcoming In-Person Meetings and Events:

LoTW Committee Meeting

January 16 @ ARRL HQ, Newington

New Director/Vice Director Orientation

January 16 @ ARRL HQ, Newington

Administration & Finance Committee Meeting

January 17 @ ARRL HQ, Newington

Programs & Services Committee Meeting

January 17 @ ARRL HQ, Newington

ARRL Annual Board Meeting

January 17 – 19 @ Windsor, CT

Roanoke Division Convention (Frostfest)

February 2 @ Richmond, Virginia

ARRL Audio News

Please listen to the latest edition of the *ARRL Audio News Podcast*, dated January 4, 2019:

<https://www.blubrry.com/arrlaudionews/40718759/arrl-audio-news-january-4-2019?sbe=1>

Chief Executive Office

Reported by Carla Pereira, KC1HSX

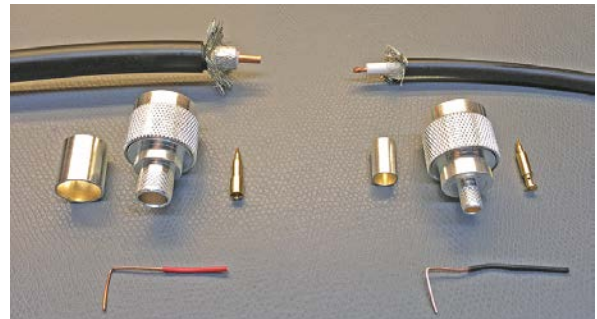
Howard Michel, WB2ITX, traveled to Long Island, NY last Saturday for the 20th annual New York City/Long Island Section Convention, also known as Ham Radio University. Howard was the keynote speaker for the event, and gave a presentation on the status of the ARRL today, and his goals for ARRL's future. There were over 300 attendees at this year's event.

Planning and preparations for the ARRL 2019 Annual Board meeting are fully underway.

Communications

Reported by David Isgur, N1RSN

Facebook: Working with coax connectors can be tedious, but Dino Papas, KL0S, makes the job much easier with "Installing Coax Crimp Connectors," featured in the February 2019 issue of #QST. Each step is accompanied by a photo to guide you through every part of the process. Read it now as this issue's free article of the month before the February digital edition goes live January 9. <http://www.arrl.org/this-month-in-qst>



Instagram: Working with coax connectors can be tedious, but Dino Papas, KL0S, makes the job much easier with “Installing Coax Crimp Connectors,” featured in the February 2019 issue of #QST. Each step is accompanied by a photo to guide you through every part of the process. Read it now as this issue’s free article of the month before the February digital edition goes live January 9. <http://www.arrl.org/this-month-in-qst>

LinkedIn: ARRL wishes you all a healthy and joyous New Year!

Twitter: FCC Reaches \$900,000 Settlement in Unauthorized Satellite Launch Case <http://ow.ly/FHYZ101qqkz> #ARRL #HamRadio

Lab

Reported by Bob Allison, W1GCM

On-Air

Bob Allison participated in the Electric Radio (magazine) Heavy Metal Rally, Saturday evening. The 75 meter event is held once a year and is geared towards large, heavy Amplitude Modulated transmitters, weighing 250 pounds or more. Bob used the Gates BC-1T converted broadcast transmitter, under call sign W1AW, making 35 contacts over an hour and a half period. This was the first time the Gates transmitter was used in an operating event. It performed brilliantly. The next event is the AM Rally, which starts 0000 UTC, February 2nd.



The Lab continues to develop an area in which videos can be routinely produced. Thanks to Greg Kwasowski, W1GJK, for his talents!

Product Review Testing

Bob Allison is testing a factory sample of an HF transceiver that will soon be in production. There are times when a manufacturer asks the lab to make key measurements prior to release and make recommendations. Once completed, Bob will go back to work on the testing of another cutting edge HF transceiver.

Radio Frequency Interference

Our new RFI expert, Paul Cianciolo, W1VLF, has adapted very well to servicing ARRL members that have RFI problems. Paul has prepared a report for the ARRL EMC Committee, which was passed off to Director Kermit Carlson, W9XA, chair of the committee. Paul also brought in and demonstrated a device that charges and evaluates rechargeable batteries. Recently retired, Mike Gruber, W1MG, continues to

chair the 1897 IEEE project that creates a procedure for locating power line noise for utility workers to follow.

Technical Information Service

Zack Lau, W1VT, has been busy as usual, fielding technical questions from members and customers who purchase our products. Zack continues to review our website's technical pages and has submitted ideas for video publication.

W1AW

Reported by Joe Carcia, NJ1Q

Thank you to Bob Allison for hauling additional test equipment over to W1AW to check the spectral purity of the installed Harris 6-meter amplifier. The signal is both clean and legal (2nd harmonic lower than -60 dBc), however, the proximity of the 6-meter loop antennas causes faults on the station's fire alarm system. Therefore, the plan is to move these antennas to the South tower (during the Spring antenna/tower inspections).

Joe updated the web code practice files and their archives, as well as the *QST* code source web pages. He also constructed and installed a new antenna switch in W1HQ.

Scott Gee, WB9RRU, worked on slow and fast code practice files for the week. He processed seven paper and twenty-one electronic VUCC applications for a total of 1194 credits.

Radiosport

Reported by Norm Fusaro, W3IZ

Paper/Fieldcheck Processing Time	2 - 3 weeks
Logbook Processing Time	Currently solely processing 2018 applications
2018 DXCC Applications	14,132
2018 WAS Applications	2,456
2018 VUCC Applications	1,009
2018 WPX Applications	980
2018 WAZ Applications	993

Sales and Marketing

Reported by Bob Inderbitzen, NQ1R

Jackie Ferreira, KB1PWB, reports that December product sales were \$222,771, falling short of the sales forecast of \$287,690. Much of the month's shortfall is attributed to softer than predicted sales across most categories, and likely due to having committed so much business in October and November for the 2019 *Handbook*. Sales in October and November had exceeded forecast by \$150K. Direct sales in December were \$145,994; dealer sales were \$81,717. Royalties earned on sales of our Kindle e-books were \$6,794; \$7,500 forecast (\$84,349 YTD; \$90,000 forecast).

Our sales in 2018 totaled \$2,976,635 (\$3,134,631 in 2017) – \$34,811 short of the forecast goal of \$3,011,446.

Steve Capodicasa reports that our warehouse team fulfilled 53,527 parcels in 2018 (53,734 parcels in 2017; 52,815 in 2016), not including shipments to Amazon.

Yvette Vinci, KC1AIM, reports that our team of Member Service Representatives handled a total of 39,905 phone calls in 2018, compared to 40,238 calls in 2017. The team includes Margie Bourgoin, KB1DCO, Jon Faasen, AA1EZ, Liz Karpiej, KA1DTU, Kim McNeill, KB1WUX, and Cathy Stepina.

ARRL earned royalties of \$40,151 in 2018 for the ARRL Visa Credit Card program (\$43,692 in 2017). There are 2,487 open cards. Card holder sales volume was over \$7.4 million. ARRL earns royalties on newly opened cards and on net purchases. The affinity benefit was introduced to members in 2005; www.arrl.org/visa.

We have received a commission of \$5,244 from RFinder (vs. \$6,600 forecast), earned on new and renewal subscriptions of RFinder made during the third quarter 2018; YTD \$21,307 (\$25,588 for FY 2017; \$23,532 for FY 2016). ARRL established an agreement with RFinder, creator of a web and app-based directory of Amateur Radio repeaters, in February 2016 to be our preferred online resource of repeater frequencies.

Yvette and Eric Casey completed three demos from potential vendors to help identify a mobile-device-friendly event app to support our objectives at Dayton Hamvention, host of the 2019 ARRL National Convention.

We produced an ad promoting Dayton Hamvention and the 2019 ARRL National Convention, which appears in Feb *QST*.

Yvette and Bob Inderbitzen continued to participate with the interdepartmental project team evaluating proposals for an association management system to replace our current membership and donation recordkeeping system. The team finalized our recommendation following demonstrations from 5 software vendors.

Summary of warehouse fulfillment activity, reported by Steve Capodicasa:

Week Ending	Packages fulfilled	Member Premiums
12/28/2015 (3 day)	813	313
12/21/2018	1,051	675
12/14/2018	1,023	630
12/7/2018	914	608

Hamfest/Member Contact/ARRL Representative/Meetings/Vacations

Leona Adams	01/10 – 01/11	PTO
Joe Garcia	07/01 – 07/03	PTO
“	07/12	PTO
“	07/19	PTO
“	07/26	PTO
“	08/02	PTO
“	08/05 – 08/09	PTO
“	08/16	PTO
“	08/23	PTO
“	08/30	PTO

“	10/14	PTO
Steve Ford	01/29 – 01/30	PTO
Norm Fusaro	01/17 – 01/19	ARRL Annual Board Meeting, Windsor, CT
Scott Gee	03/25 – 03/29	PTO
“	06/10 – 06/12	PTO
Dan Henderson	12/17 – 01/07	PTO
“	01/17 – 01/19	ARRL Annual Board Meeting, Windsor, CT
Howard Michel	01/17 – 01/19	ARRL Annual Board Meeting, Windsor, CT
Diane Middleton	01/17 – 01/19	ARRL Annual Board Meeting, Windsor, CT
“	02/18	PTO
“	03/08 – 03/11	PTO
“	06/24 – 06/28	PTO
Carla Pereira	01/17 – 01/19	ARRL Annual Board Meeting, Windsor, CT
“	01/21	PTO

Compiled and Edited by: Carla Pereira, Assistant to CEO