



ELECTRONICS REPRESENTATIVES ASSOCIATION

FOR IMMEDIATE RELEASE: April 16, 2018

Contact: Neda Simeonova / Communications Director / nsimeonova@era.org

ERA honors Kathie Cahill, CPMR, of Net Sales Company with 2018 Tess Hill Award



Tess Hill of ERA (right) presents the 2nd Annual Tess Hill Award to Kathie Cahill, CPMR, of Net Sales Company (left) at the 2018 ERA Conference.

At its 49th Management and Marketing Conference, held in Austin, Texas, Feb. 25-27, the Electronics Representatives Association (ERA) presented the second annual Tess Hill Award to Kathie Cahill, CPMR, of Net Sales Company in Victor, N.Y.

Cahill was recognized for her many years as an officer of Empire State ERA, her three-time chairmanship of the ERA Conference Committee and her current service on the ERA Executive Committee.

This award was created in 2017 to honor Tess Hill, a long-time ERA staff member who recently retired. The award recognizes individuals for their longevity of service to ERA, for inspiring volunteerism in its highest form and for their dedication to ERA's educational mission.

"Receiving the Tess Hill Award was a complete surprise and quite humbling," Cahill said. "Tess' professionalism and attention to detail have been instrumental in creating and nurturing the culture of ERA. In an organization which relies heavily on volunteers, this award is a treasure."

ERA CEO Walter E. Tobin said, "This prestigious award is a great tribute to both Tess and Kathie for their tireless work to strengthen the initiatives and spirit of ERA. Kathie's can-do attitude and her commitment to serving ERA is what made her an outstanding choice as the recipient of the 2018 Tess Hill Award."

About ERA

The 83-year-old Electronics Representatives Association (ERA) is the international trade organization for professional field sales companies in the global electronics industries and manufacturers who go to market through representative firms. It is the mission of ERA to support the professional field sales function through programs and activities that educate, inform and advocate for manufacturers' representatives and the principals they represent. ERA member representative firms (often called "reps") provide field sales services on an exclusive basis to manufacturers of related (but non-competing) products in a defined territory. For more information about ERA, visit era.org.

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Electronics Representatives Association
1325 S. Arlington Heights Road, Suite 204 • Elk Grove Village, IL 60007
T: 312-419-1432 • F: 312-419-1660 • info@era.org • www.era.org