WATERLOO TECHNICAL SOCIETY

12 Jan 2000 MEETING MINUTES

The 12 January 2000 meeting of the Waterloo Technical Society was held at Hudson House Restaurant in Hudson, IA with 23 members and 3 guests present. The meeting was called to order by President Chuck Angel at 7:35 PM. Following introductions of guests, the past Presidents and Honorary Members were recognized. Minutes of the 10 November 1999 meeting were read and approved.

Donna Casey presented the Treasurer's report showing a balance of $814.85. There were no new membership dues payments since the last meeting.

Nico DeJong, chairperson of the Membership Committee, shared new ideas for publicity for the WTS to help attract new members. Nico also stated one new member had applied.

Darrell Wright, program chairperson for January, introduced Gordon Moser as the evening speaker. Gordon is the owner of Porta-Vet, which is located in Hudson. Porta-Vet manufactures fiberglass mobile veterinary clinic inserts for pickup trucks and their product is priced from $7000 to $11,000. The Porta-Vet business was started in 1968 in Cedar Falls. Their product at that time was interiors for vans. Gordon purchased the company in 1972 and converted the product to pickup inserts. The mobile clinics are equipped for day and night operation and have heating, refrigeration, electricity, and water. Porta-Vet currently employs 18 people and produces 3 1/2 units per week. Their total business is about $2 million per year.

Porta-Vet sells and delivers their product directly to the customer. Their contact with customers is through trade shows sponsored by state veterinary associations. They also provide their mobile clinics to 22 Universities for demonstration and advertising purposes. Gordon said that currently 85% of the new veterinary graduates are women, and because women are shorter than men are, design options were required to help service this market. They also provide specialized units to service the horse and dairy cow trade. Porta-Vet takes trade-ins, refurbishes them, and re-sells them. The primary market for the used units is a recent college graduate. The main competition for Porta-Vet is Bowie Manufacturing in Lake City, Iowa.

The meeting was adjourned at 8:20 for a very interesting tour of Porta-Vet.

Respectfully Submitted,

Darrell Wright, CO-Secretary