

*Translating the Power of Technology into Performance*

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**"By and For Independent Control System Integrators."**

**Norm O'Leary, Executive Director**  
1-800-661-4914, fax: 1-888-581-3666  
execdir@controlsys.org

**Bob Zeigenfuse, Chairman**  
610-458-8700  
bobz@advancedautomation.com

## Welcome to our new CSIA Members

### Associates:

- ONYX Engineering, Windsor, Ontario, Canada, Dave Nixon, President
- Sierra Control Systems, Inc., Carson City, NV, Joel McMenemy, General Manager
- Turnkey Control Solutions, Inc., Vestal, NY, Robert Schuerch, President
- Industrial Electrical Services, Inc., Montgomery, AL, James Stewart, President

### Partner:

- CSE Semaphore, Massillon, OH, Day Stephens, VP Americas Sales

## First Time Conference Attendees:

For the past two years we have had a special luncheon for our new Associate members at our conference to welcome them into CSIA and to share some of the ways they can get the most out of attending this great event. Our membership committee suggested expanding this group to include those companies that are not new members but have never had anyone attend a CSIA Executive Conference.

In compiling this list we have found some startling and rather discouraging results. From past experience I know there are many members who just don't believe they have the time, the discretionary funds, or very much to gain from attending this type of event. Somehow, this just doesn't stack up with all of the positive comments and great feedback we receive every year from first time attendees, in addition to our many long time members who wouldn't think of missing these events. Never-the-less, everyone's perspective is uniquely different, and those who choose not to attend surely have their own good reasons for doing so.

The discouraging results I spoke of are that we have 66 old time members (4+ years) who have never attended one of our conferences. When you've been successful in sales/marketing all of your professional life (40+ years), and when you have a great product to sell (our Conference), to a fantastic list of "qualified" prospects (66 old timers), one can't help but wonder just what we're doing wrong. So, let's try something new, a challenging incentive, to see whether we can entice a few of our non-attending members to help prove us either right or wrong. Here 'tis; Attend this year's conference in Savannah, May 1<sup>st</sup>-4<sup>th</sup>, and -- if you don't think it's one of the best events you have ever participated in, and -- if you don't believe you gained anything really beneficial to help improve your operation,--just drop me a note and we will credit your conference registration fee to your next year's CSIA dues. Think about it. What have you got to lose? Well, three business days for one thing. And, perhaps you might encounter a flight delay. But, contrast that with your gains. Frequent flyer points on your airfare. Marriott hotel points for future stays. Two or three additional pounds from all the gourmet banquets. But, most importantly, a wealth of relevant information on improving your business effectiveness, forecasts on our Automation markets, plus the chance to meet and interface with some of the best System Integrators in the markets we serve.

## CSIA Insurance Program:

*Here's an update from the Insurance Program Manager*

We welcome the following new participants in the CSIA Insurance Program:

- Champion Technology Services-Baton Rouge Louisiana
- Kredit Automation & Controls, Inc-Phoenix Arizona
- Manufacturing Automation Systems-Corning NY
- Novotics-Totowa New Jersey
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Additionally, we are currently working with 24 existing members who have requested quotations with a further 27 in the pipeline for the remainder of 2008. Our marketing campaign is proving very successful with its message of correct coverage and appropriate rates for Control System Integrators.

For several years now, we have been working with Fireman's Fund. Following the appointment of Holmes Murphy Associates as the Program servicing agents, and in anticipation of the growth that will follow this move, Firemen's have appointed a dedicated underwriter for the program. This individual is now being trained and we expect him to be fully up to speed by April 1. He will be based in the Kansas City office with the CSIA account being transferred there from the New Jersey office.

With close proximity and a strong existing relationship between that office and Holmes Murphy we anticipate a major improvement in our ability to service our insured members. A new dedicated team at Holmes Murphy is working exclusively to service our insured's and this has already produced satisfactory results. This is enabling us, for the first time, to really push our Program forward with a great deal of confidence that the resulting growth will be appropriately handled.

*For more information on our Program, please contact our Program Manager, Paul Barnard. You can reach Paul on 610-507-6595 or [paulbarnard@csia-insurance.com](mailto:paulbarnard@csia-insurance.com).*

## CSIA's 2008 Executive Conference-Savannah, GA:

Your last chance is rapidly approaching. The time to register for our conference is "Now". We've made it a lot easier and you can make both your conference and hotel reservations in a matter of minutes via our website. ([www.controlsys.org](http://www.controlsys.org)) The hotel is almost booked to capacity. And, if you're a golfer, we're down to our last foursome.

If you're still undecided, check out the final agenda on our website. This year's topics are of vital interest to our members. And, we have some of the best presenters in the business. Ask yourself where you could get so much meaningful information in three short days. Add this to the beautiful Savannah location, and you'll definitely want to bring your spouse. Finally, don't come alone. Bring an associate or two. They'll thank you and believe me, your business will benefit appreciably.



*You just don't want to miss this year's 15<sup>th</sup> annual conference in Savannah. Join over 200 of America's premier Control System Integrators at this great event. It's going to be the best ever, so come aboard.*



**Get Your Company's Name Out There:**

*Control, Control Engineering, Food Engineering, Industrial Networking, InTech, and Test & Measurement World* – just a half dozen of the leading automation and manufacturing magazines where CSIA members (and CSIA itself!) will be telling their stories in the second quarter of this year. Without charge. It's the result of the members' participation in our **PREVIEW** service, which tracks editorial opportunities in publications that reach end users in markets targeted by these members.

Here is the current issue of **PREVIEW**, which identifies editorial opportunities in nearly a score of markets served by control system integrators. Information on the first page shows you how easy it is for you to join the **PREVIEW** network.



If you believe your company has something of relevance to any editorial opportunity listed below and of interest to the magazine's audience, we may be able to help you reach an editor and participate in that feature. Join the 20 CSIA members who are currently participating and benefiting from belonging to **PREVIEW**. And, at no cost to you. Interested? Contact Lou Zimmer – [adinf@msn.com](mailto:adinf@msn.com)

<b>PReview Editorial Opportunities: May – July 2008</b>			
<b>Magazine/Month</b>	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>
<b>AUTOMATED TEST</b> Test /Measurement World	<i>PXI</i>	<i>Machine Vision and Inspection</i>	<i>Buyers Guide</i>
AUTOMOTIVE Automotive Engineering Automotive Mfg Solutions	<i>Diagnostics/Prognostics</i> <i>Wireless Production</i>	— <i>Control Technology</i>	<i>Testing &amp; Engineering Services</i>
MEDICAL DEVICES Medical Product Mfg News	—	—	<i>Testing and Inspection</i>
MILITARY/AEROSPACE Aerospace Eng & Mfg*	<i>Automation</i>	—	<i>System Validation</i>
<b>AUTOMATION</b> Automation World	—	—	<i>Real-Time Performance Mgmt</i> <i>Lean Automation • OEE</i>
Control	<i>PC-Based Control</i> <i>Drives and Motor Controls</i> <i>Advanced Control Techniques</i>	<i>PAT Process Analyzers</i>	<i>Outsourcing and Collaborative Engineering</i>
Control Engineering	<i>Inside Process and Instrumentation</i>	<i>Inside Food &amp; Beverage</i> <i>Control System Planning and Design Software</i> <i>Asset Management (CH)</i>	<i>Rugged HMIs</i>
InTech	<i>Automating Food Manufacturing</i> <i>Integrating Continuous Emissions Monitoring</i>	<i>Integrating EDDI/FDT</i>  <i>Control for Industrial Motion</i>	<i>Outsourcing</i>
<b>CHEMICAL</b>			

Chemical Engineering	<i>Plant &amp; System Security</i>	—	—
Chemical Processing	—	<i>Condition Monitoring</i>	<i>Safety Instrumentation</i>
Hydrocarbon Processing	<i>Measurement &amp; Testing</i>	<i>Process Plant Optimization</i>	—
<b>CONSUMER</b>			
Consumer Goods Technology	—	—	—
<b>FOOD &amp; BEV</b>			
Beverage World	—	<i>Practical Advice on Training, Operations, ++</i>	—
Food Engineering	<i>System Integration Project Planning CSIA Member Directory</i>	—	—
Food Manufacturing	<i>Flow Systems Control</i>	—	<i>Process Technology Systems (mixing, blending, reducing) Process Systems: monitoring</i>
	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>
Food Processing	—	<i>Renovating Your Old Plant</i>	—
<b>INFORMATION</b>			
CIO	—	—	—
Information Week	—	—	—
<b>MANUFACTURING</b>			
Industrial Networking	<i>Factory-Network Integration</i>	—	—
Managing Automation	<i>Industries: CPG Integration: Wireless and Legacy Systems</i>	<i>Industries: Pharmaceuticals Integration: RFID in the Enterprise</i>	<i>Aerospace &amp; Defense Service Data Management</i>
Manufacturing Business Technology	<i>Which Consultants Know Manufacturing Control Systems Data and Enterprise Intelligence</i>	—	<i>Systems Management in the Manufacturing Enterprise</i>
<b>METAL</b>			
Iron & Steel Technology	<i>Project and Plant Management</i>	—	<i>Continuous Casting</i>
Metal Producing & Processing	—	—	<i>Buyers Guide</i>
<b>OIL &amp; GAS</b>			
Exploration & Production	—	—	<i>Water Management</i>
Oil and Gas Journal	<i>Process Plant Maintenance and Turnaround</i>	—	—
Pipeline & Gas Journal	—	—	<i>Measurement and Instrumentation</i>
<b>PHARMACEUTICAL</b>			
Pharmaceutical Manufacturing	<i>Managing Clinical Manufacturing Data</i>	<i>Simulation</i>	<i>Improving Knowledge Management</i>
Pharmaceutical Processing	<i>PAT Update: IT Initiatives to Implement PAT</i>	<i>Strategies, Tools and Products for Keeping Processes on Track</i>	<i>Lean Manufacturing</i>
Pharmaceutical Technology	<i>Process Monitoring, Control, Automation &amp; IT</i>	—	—
<b>PLANT</b>			
Maintenance Technology	<i>Automation and Controls</i>	—	—

Plant Engineering	<i>Open Systems Lean Maintenance</i>	<i>Batch Processes Contract Maintenance</i>	—
Plant Services	<i>EAM/CMMS</i>	<i>Motion Control</i>	<i>Instruments &amp; Controls</i>
<b>WATER/WASTEWATER</b>			
Industrial WaterWorld	<i>Pulp and</i>	<i>Paper Industry</i>	<i>Buyers Guide</i>
Water & Wastes Digest	<i>Water Plant Management</i>	<i>Buyers Guide</i>	—
WaterWorld	<i>AMR/AMI</i>	<i>Wastewater Treatment</i>	<i>Buyers Guide</i>
<b>SPECIAL</b>			
Industry Week	<i>Continuous Improvement Strategies: Going Lean/Staying Lean Machine Intelligence and Connectivity</i>	<i>Robots &amp; Vision Systems</i>	—

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— = no relevant editorial opportunities

# See You In Savannah