

Translating the Power of Technology into Performance

"By and For Independent Control System Integrators."

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Welcome to our new CSIA Members:

Associate:

- Commerce Controls, Inc., Novi, MI, Thomas Paul, Director of Engineering & Quality

Partner:

- As One Technologies, Inc., Minnetonka, MN, Jay Mellen, EVP Business Development

Under New Management:

"Association Acumen" is now managing our Association's operations under the direction of Lynda Patterson. AA will be responsible for all administrative, marketing, publicity, and conference duties our Association requires to ensure continued successful growth. We have been working with Lynda and Jeanne Rosen at AA now for the past few months transferring all documentation, records etc. and setting up new procedures for the takeover. I must tell you that they are great additions to the CSIA staff as you will soon find out for yourself when you contact them for information or requests.

The CSIA mailing address has changed to 22 N. Carroll St. Suite 300, Madison, WI, 53703, but our phone and fax numbers will remain the same.

If you go to our website (www.controls.org) and click on "Register for the Conference", you will see their handiwork in the "Welcome to MYCSIA" program. This new addition will not only help you register for our Executive Conference, but you can also pay your yearly dues when you're notified they are due, and update your company and personal information in our member's registry whenever changes need to be made. In the near future you will be able to directly order CSIA marketing literature, cups, stickers and other paraphernalia as we add new goodies to the list. But while you are checking out this program, why not take this opportunity and register now for our conference coming up April 29th. – May 2nd. in Naples, FL. You can view the beautiful resort facilities and see the conference Agenda with a simple click. Don't procrastinate. We need to know how many of our coveted CSIA logoed shirts to order in their proper size. Do your part to help us out and "Register Today".

Insurance Update:

Negotiations with a potential Insurance Carrier are progressing very well and our Insurance Committee anticipates that these will be successfully completed shortly with formation of our CSIA Captive no later than 5/1/09. Each Insured will be contacted regarding how this will affect their individual renewals.

For more information on this or on CSIA Insurance, contact Paul Barnard at 610-507-6595.

Survey Inquiry of the Month:

One of our members is searching for recommendations on a low to mid-tier bill of materials software for part numbering and tracking with the ability to associate drawings and documentation. If you are using such a program and would recommend it to other members, please let me know. (execdir@controls.org) Thanks.

Travel Time:

Many of my retired neighbors believe that I have the world's best job. Except perhaps for the remuneration, I would whole heartedly agree with them. They base their judgment on the fact that I seem to be frequently travelling out of town, and then when queried about my destination, it's obvious that they envy my good fortune in going to such great places at the right time. Tch, tch., alas, someone has to do it and I'm delighted that it's me.

Such is the case for my next trip which is off to the ARC conference in Orlando, starting Monday, Feb. 2nd. I couldn't pick a better time to leave wintry and icy Philadelphia, for hopefully the sunny warmth of Florida. But putting the weather aside (it's forecasted to rain all of next week in Orlando), I wouldn't want to miss the ARC meeting, even if it were held in Siberia. For those of you who have ever attended these sessions, you know how informative they are with presentations on automation installation successes from both Users and their Suppliers from around the world. More importantly, they continually focus on innovative trends and procedures with new and better ways to achieve significant operational results. In my role in CSIA, it's important that I am aware of these achievements since they are a forecast of what's in store for our members in the near future. It would be even better if more of our members attended these conferences themselves. Hopefully, you can attend a future ARC conference which is held twice a year. They are very worthwhile.

Following ARC, we're going to stop in Naples, FL. where we are having our next Executive Conference, this April 29th-May 2nd. We're finalizing all of the myriad of details involved with the arrangement of the Partners' Table-Top exposition, the conference room setup, the meals' selection, and all of the social events. You can rest assured that when you get there, everything will be just perfect. You can count on it. I'm not a detail person, but fortunately my wonderful wife Joan is, and she will have everything under control. That's why we get accolades on all of our conferences. Now you know.

Toward the end of February, we will be meeting in Madison, WI with Association Accumen, our new Association management firm. Ed Diehl, our Board Chairman will be there along with Bob Lowe, our forthcoming CSIA Executive Director. Our purpose is to become more familiar with Lynda's operation and to check out and iron out any procedural or operational problems. I only mention this, because unlike Orlando, Madison, WI is not the place to be at this time of the year. Last week it was 20 some degrees below zero. I just want my envious neighbors to know that I do take my job seriously, and do what has to be done, regardless of the circumstances. (or the weather). It just so happens that most if not all of the conferences that I attend in the course of the year seem to be in the right place (zone) at the right time. Comes with the territory.

And, just a final note of explanation or justification to those who think my job is one continuous vacation, well it's obvious they haven't taken many trips in the last few years. Air travel, as most of you know too well, is no longer the pleasurable way to go as perhaps it once was. (??) Going and returning often turns into timing nightmares, with cancelled or delayed planes on meal less flights sitting in reduced size seats sharing single armrests wedged in between two oversized passengers. Add in lost luggage for a perfect trip. Sound familiar?

What's the purpose of this long harangue? First, I just wanted to tell you now that I'm leaving, that I really enjoyed and love my position, but it is not all play / no work as most of you know. Secondly, I'm short on relevant material for this month and I didn't want to resort to a one page Newsletter.

**Register now for the Naples Conference.
You'll enjoy your stay and be rewarded with
relevant information, ideas, and suggestions on
how to best cope with today's business climate.
Look forward to seeing you there.**