

Translating the Power of Technology into Performance

"By and For Independent Control System Integrators."

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Welcome to our new CSIA Associates

- Custom Control Manufacturers of Kansas, Inc., Merriam, KS, Ray Myers, President
- Custom Controls Unlimited Inc., Raleigh, NC, J. Devin Carroll, Vice President
- Electrodinamica SA, Argentina, Jennifer Albright
- Enhanced Automation, Menomonee Falls, WI, Gene Wright, Director Business Development
- Haewa Corporation, Duluth, GA, Clemens Heinrici, Sales Manager
- Performance Technical Services, Sarasota, FL, Ronald Cobb, President
- Prime Controls, LP, Lewisville, TX, Jace McNiel, President

March Madness

Thank goodness - this month is now over. No matter how you look at it, March doesn't have too much going for it. On the down side we have the "weather" and even worse, the "tax man cometh". On the plus side there's St. Patrick's day and of course "basketball". The weather came in like a Lion and still roars. Hopefully the Lamb will show up by Easter.



Of course, taxes have been around long before the IRS. Even Caesar couldn't control his Senators' spending, resulting in the ultimate fall of the great Roman Empire.

If only Julius would have heeded the warning "Beware the Ides of March", he might have been around for a few more years to combat Rome's deficit spending. But then the ignominy of Brutus, Mark Anthony and the voluptuous Cleopatra would be lost to history.



March 17th.. St. Patrick's Day, is a great day when most everyone wishes or pretends to be Irish and celebrates the "wearing of the green".



Even those like myself, who have never really cared for basketball, still get caught up and carried away in the euphoria of the NCAA playoffs with their "sweet sixteen", "elite eight", and "final four" events. This is especially true if you have a local college in the event. I was fortunate this year in that we had both Pitt (my Alma Mater) and Villanova (attended by two of my kids) in the elite eight with Villanova winning and going on to the final four. Don't know how the playoffs this weekend will end, but it certainly spiced up March just a bit for my family.

As CSIA's Executive Director, March is always a very trying month for me. One month to go before our Executive Conference and all the chaos that comes with arranging this event. Then there are always the last minute conference registrants. Will there be enough of them to assure our conference's success? Time will tell. March has passed with only four more weeks to go. If you haven't registered yet, please help us relax by going to our website and signing on. You'll be one happy camper once you attend this event. As for the IRS, your expenses are "tax deductible" so go and attend this great conference, specifically held to benefit CSIA members.

PARTNERS' SPECIAL EVENTS AT EXECUTIVE CONFERENCE

Schneider Electric is once again holding their pre-meeting get together with selected Integrators on Wednesday evening at the hotel. It will consist of a cocktail hour, a short presentation, and end with a special dinner. Contact your local Schneider contact if you wish to be included in this event.

Anixter, Belden, and Eaton are holding an afternoon of industrial automation demonstrations on Wednesday, starting with lunch, and ending with a cocktail reception, open to all attendees, from 5:00 to 7:00 p.m. To register for this event, go to www.Anixter.com/CSIA2009.

CSIA CONFERENCE SPONSORS

CSIA relies greatly on the support of our Partners with Sponsorships to help defray our costs and to make our conference into the great event that it has become. We are especially thankful this year to the following Partners, knowing that this is a belt tightening year for all of us. Join us at the conference and give a special "thank you" to:



PLATINUM SPONSORS:

Rockwell Automation, Schneider Electric, Siemens Energy & Automation

GOLD SPONSORS:

Anixter, Belden, Eaton, GE Fanuc, Graybar

SILVER SPONSORS:

Wonderware, Yaskawa

INSURANCE UPDATE

We are pleased to announce that effective April 1 we are able to implement the next stage in the development of our Program and thereby achieve the goals that we set ourselves back in 2001 when our program was first launched. Going forward we shall be partnering with A++ XVI rated Chubb Group of Insurance Companies who will be providing the full range of Property/Casualty policies to our membership. The program will be "closed" and will only be available via the CSIA Servicing Agents Homes Murphy & Associates. We are grateful for the support we have enjoyed previously from Firemen's Fund, A.I.G., and James River but the combination of improved coverage, reduced pricing, and one Insurance Carrier covering all lines of business means that it is in every insured member's interest to move to Chubb.

Individual insured's will transition to the new arrangement as their policies fall due for renewal and all new inquiries for coverage will be directed by Holmes Murphy to Chubb. With this new arrangement we have the opportunity to move forward with a combined fully insured/fronted Program although the current economic climate may mean that the "fronted" portion will be delayed but this is dependent upon the response from investors.



Our Program remains the only one for Control System Integrators and offers unique coverage features and pricing. There will be a full conference presentation in Naples at 1:15PM Friday May 1. Meantime, if you have any questions or desire a quotation please contact our Program Manager Paul Barnard at paulbarnard@csia-insurance.com or 610-507-6595.

EXECUTIVE BOARD ELECTIONS

Three of our Board Members will be retiring at the Executive Conference in Naples next month. They are Jim Campbell, Dean Streck, and Bob Zeigenfuse. They have done just a fantastic job in their respective roles; Jim as our Treasurer and head of the Insurance Committee, Dean who headed up the BP&B Committee and just released the incomparable Version III, and Bob whose service included a second great stint as Board Chairman.

We all owe them a vote of thanks for their many contributions and hours of service that they unselfishly spent and invested into our Association. Gentlemen, we thank you!

This means three replacement Board Members will be elected at our forthcoming conference. Our candidate committee has nominated the following three members to join our Executive Board. They are:

- Jamie Diehl, Concept Systems, Inc., Albany, OR
- Joe Martin, Martin Control Systems, Inc., Dublin, OH
- Piercarlo Romano, Avid Solutions, Inc., Winston-Salem, NC

All of our Integrators (Associates / Certified Members) are eligible to run for election for these open positions. We would prefer that the candidates be either the President or hold a senior management position within their company. If you would like to nominate a candidate, including yourself, please send me the name and we will pass this through our committee in order to add the name/names to the voting ballot. Our seven board members are responsible for directing, supervising, and in effect, controlling our Association. They are invaluable. It has been my great privilege to have worked with many of them over the past decade. We wouldn't be where we are today as a successful Association without their input, service, and support.

So, if you would like to play a role in CSIA's future, we would welcome your coming aboard. Let us know.

Auf Wiedersehen, Arriverdici, Slan tamall:

In all these years that we've spent together, many of you would have thought that I'm Irish. (I still think so.) But, my 100% "all Irish" wonderful wife tells me, and others, that I'm mostly German (75%). Be that as it may, I'm proud of both my Irish and German ancestry, especially since both countries both love and brew good beer. We've been fortunate to have travelled quite a bit in our lifetime, both on business and for pleasure, and Joan and I have been to Ireland and Germany (home of our ancestors) numerous times. But we've also been fortunate to have visited other countries and we put Italy right up there in our top three. Hence our farewell, in these three languages, to all of you, our very wonderful CSIA colleagues and friends.

This is my last Newsletter. After ten years I'm all out of political jokes anyway, in addition to running short on new practical ideas for CSIA members. But you'll be in great hands with both Lynda & Jeanne at Association Acumen, and Bob Lowe as your new Executive Director. I'll try to inspire them with some of my Irish wit from time to time. (Notice that I didn't say German wit since everyone knows Germans don't have any sense of humor.) Farewell. It's been one very great ride.

Hope to See You In Naples



Last chance to join us, your CSIA friends, and some outstanding speakers for a great conference at this beautiful resort.

If you're still undecided, bite the bullet and sign up today.

We look forward to seeing you.

