

"By and For Independent Control System Integrators."

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## Welcome to our new CSIA Members

### Associates:

- Apex Manufacturing Solutions, Boise, ID, John Nichols, Managing Director
- ACE Technologies, LLC, Indianapolis, IN, Andre Guillaume, Director of Operations
- Global Automation Partners, Danbury, CN, Rick de la Cierva, Senior Partner
- Portland Engineering Inc., Portland, OR, Mike Hogan, Vice President
- LJB, Inc., Dayton, OH, Tyson Ross, Director Electrical Engineering

### Partner:

- Grace Engineered Products, Davenport, IA, Phillip Allen, President
- Eaton Corporation, Hubertis, WI, John Skibinski, Global Market Segment Manager
- Matrikon OPC, Edmonton, Alberta, Canada, Manny Mandrusiak, OPC Marketing Manager

## CSIA Membership:

Judging from the number of new CSIA members shown above, this may prove to be a banner year for our Association. Year-to-date we have gained 15 new Associate members and 5 new Partners. That's on the plus side. On the negative side we still have 13 Associates and 8 Partners who have not paid their dues invoiced in December. Melanie, our Administrative Manager is doing a great job of prodding these delinquents into sending in their checks, but from past history we undoubtedly will lose some of these members and we'll have to drop them from our roster.

We lose Associate members every year for a variety of reasons. Some go out of business. Some are bought up and are combined with another member's operation. And the remainder drop out for reasons unknown to us (even though we ask) or because they haven't seen any perceived benefits from their membership. When we check our records we usually find they are short term members and have not participated on any committees, attended any conferences, or sent in any requests for information or assistance. Ergo-how can one benefit from belonging to any organization or association, without some degree of involvement or participation?

As for our Partners, the smaller firms come and go depending on their assigned contact member for CSIA. When this member gets transferred, promoted or just leaves, their replacement is unfamiliar with CSIA and hence we get a hiatus in membership. Our larger Partners belong to CSIA because they recognize the need for competent CSIs to take responsibility for the proper implementation of their products. And, they wholeheartedly support CSIA's ongoing commitment to improving the business skills of our members.

One final point. Even if our Associate members don't actively participate within CSIA, they still benefit by their membership in the one Association dedicated to improving and promoting the Control System Integrators' Industry. We certainly thank them for their membership and silent support.

## **CSIA's Insurance Program:**

This month we welcome 2 new members to our program. They are V & N Advanced Automation Systems of Rockledge, FL, and Controlware, LLC of Houston, TX.

Sixty (60) members have transferred to Holmes Murphy Associates with a further 15 yet to make the move. We strongly encourage those 15 to switch if they wish to continue to receive the full benefit of our Program. Only Holmes Murphy has the full support of your Association and thereby is up to date with industry trends and able to recommend the appropriate coverage for our membership.

Our new business marketing campaign continues to be successful and is proving attractive to both existing and prospective new members. Firemen's Fund is finding it challenging to produce the volume of quotations required. However, as discussed in last month's Newsletter, the new staff currently undergoing training to work on our Program will solve this short term problem. This, plus the transfer of Underwriting from New Jersey to Kansas City, will clear the current backlog of quotations and enable Firemen's to provide the service that our membership expects and deserves. Our Program manager, Paul Barnard is working diligently to get the backlog cleared.

Holmes Murphy Associates have a conference room at the Savannah Marriott home for our 2008 conference. The General McIntosh room will be staffed with Holmes Murphy personnel from 8:00am-5:00pm on Thursday May 1 and Friday May 2 and from 8:00am -11:30am on Saturday May 3<sup>rd</sup>. They are hoping to meet as many of our existing insured's as possible. And they will be available to answer any insurance related questions that our membership may have whether they currently participate in our program or not.

*For information on our Insurance Program please contact Paul Barnard at [paulbarnard@csia-insurance.com](mailto:paulbarnard@csia-insurance.com) or 610-507-6595*

## **Food Engineering Special Issue:**

For those of our members who serve the Food & Beverage Industry Markets, you might be interested in this opportunity from their editor to advertise at a greatly reduced rate in their May issue, featuring and listing Control System Integrators. You will have to act quickly. Contact Patrick Young, Publisher at ([youngp@bnpmedia.com](mailto:youngp@bnpmedia.com)).

## **CSIA Executive Conference-2008 Savannah, GA:**

We wish to thank all of you who have registered and are planning to attend our forthcoming Executive Conference in Savannah. This year we have surpassed all previous conferences in the number of attendees. The hotel is sold out and we're busy with all of the last minute details etc. that go into putting this whole program together. We've had a lot of help from our directors and we appreciate the cooperation of the many great speakers we have lined up for this meeting. For all of those attending, you can count on one fantastic conference, with a wealth of informative talks, great social events, the very best in food and beverages, and all-in-all, a very memorable event.

For those who unfortunately couldn't make it this year, plan now to join us next year at the Naples Beach Hotel & Golf Club, April 29<sup>th</sup>.-May 3<sup>rd</sup>. in beautiful Naples, Florida.

# See You In Savannah