

Translating the Power of Technology into Performance

"By and For Independent Control System Integrators."

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Welcome to our new CSIA Members

Associates:

- Casne Engineering, Kirkland, WA, Joseph Skinner, President
- ITS Automation, Vancouver, BC, Canada, Nick Mastrangelo, Owner
- Westin Engineering, Inc., Rancho Cordova, CA, Bill Serjeantson, Engineering Practice Manager
- 2R Automation LLC, West Olive, MI, Rodney Rotman, President
- Grantek Systems Integration, Burlington, ON, Canada, Mark Grant, Owner

Partners:

- Pilz Automation Safety, LP, Canton, MI, Jim Morgan, Integration Team Leader
- Monitouch HMI, Schaumburg, IL, Brian Young, Sales Manager
- Fieldbus, Inc., Austin, TX, Tom Boyd, VP Engineering
- Apprion, Moffett Field, CA, Tony Bustamonte, Sales Manager

Our Northern Neighbors-Canada:

With the addition of our two new Associates listed above, CSIA's Canadian members now total 15. Our PR guru, Lou Zimmer, points out that the only province still missing is Manitoba. We'll have to work on that so we can claim that we've got Canada completely covered, coast to coast.

CSIA's New Chairman:

The CSIA Chairmanship was transferred from Bob Zeigenfuse to Ed Diehl of Concept Systems Inc. at our recent Executive Conference in Atlanta. Ed has served on the Board for the past year and will retain this post for the next two years. Ed has been a very active CSIA participant since his company joined in 2003. They are a Certified Member and Concept Systems was chosen as one of Control Engineering's System Integrator of the Year in 2007. Ed was interviewed by Intech's editor, Greg Hale, regarding his views on the role that Integrators play in automation growth. I think you'll find his comments quite relevant and interesting. Click on this link. http://www.isa.org/InTechTemplate.cfm?Section=Executive_Corner1&template=/ContentManagement/ContentDisplay.cfm&ContentID=69070

The "Business Owner":

The "May-June" issue is now posted in the "members' only" section on our Website. We have been contracting for this publication for a number of years now, and believe it contains a wealth of information and ideas for small business owners. Take a moment now and glance through these new issues when they first arrive.

Catch this “Blog” from Patti Engineering:

Sam Hoff runs a great CSI company up in Auburn Hills, MI, and also writes some interesting “blogs”. Here’s his latest, commenting on the Executive Conference and CSIA in general. Couldn’t have said it better myself.

Last weekend, I attended the 15th annual Control Systems Integrators Association (CSIA) Conference in Savannah, Georgia. Patti Engineering staff has attended 12 of these conferences missing only one since 1996. The organization was started with a monthly newsletter prepared by Charlie Bergman in 1989 that targeted control systems integration (CSI) companies. Charlie, who retired from Bailey Controls, organized a conference with about a dozen companies in 1994 at Wrightsville Beach, NC. The 2008 conference had more than 150 companies represented as the organization has grown in excess of 325 companies.

The conference is a great way to remove yourself from the day-to-day operations and take a 30,000 foot view of your company. Some people are hesitant to go to the conference, feeling that they will lose a competitive advantage by talking to their competition. I look at it as talking with my peers.

There are enough industries and niches that there is plenty of CSI work out there. At one time, controls were used strictly in manufacturing facilities, but now you see application of control systems in amusement parks, farms, libraries, police departments, distribution centers, municipal systems and energy management. Add to this, the line between I/O electrical controls and information systems has blurred.

In 1997, the CSIA released the "Best Practices and Benchmarks" publication. In 2001, the CSIA started auditing companies against this standard to verify that its certified member companies are implementing these best practices. Patti Engineering was one of the early CSIA companies to be certified and were recertified in 2006 (CSIA requires recertification every 3 years).

CSIA has also been particularly helpful with our insurance and legal matters. For insurance, the CSIA has pooled about 70 members to a common broker and carrier. This has helped ensure that the member companies are properly insured. In the legal realm, Mark Voigtmann, of Baker Daniels, has given a great presentation at each annual conference and offered many companies (including Patti Engineering) outstanding legal advice. He has helped the membership with many terms, conditions, and contract issues.

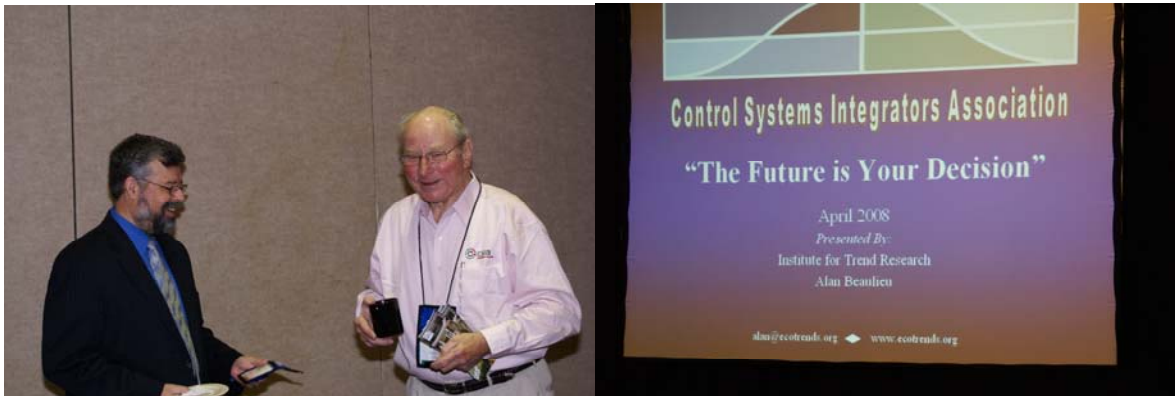
I look forward to the 2009 conference in Naples, Florida so I can catch up with all my peers who face the same challenges as Patti Engineering. I also look forward to the great list of speakers that will be invited. CSIA is definitely helping to raise the bar for the control systems integration field.

Executive Conference Highlights:

- Record-breaking attendance, continuing membership expansion around the world, and the increased recognition – and respect – for its landmark Certified Member program were the big news at CSIA’s 2008 Executive Conference, but, judging by the results of the attendees’ post-conference evaluation, it was the two days of business management and operations seminars that earned the three-day gathering a top “must attend next year” rating.
- Parallel “business” and “execution” sessions that focused on a wide range of topics – from KPIs, ROI, and PM to strategic planning, increasing effective sales capacity and plant automation in the future – were offered to the more than 200 CSIA members at morning, afternoon, and Saturday programs.
- Ray Bachelor, president, of Bachelor Controls, Inc. (Sabetha, Kansas), was recognized by the association as winner of its 2008 “Remember Me” Memorial Award. The honor, which memorializes Charles Bergman, considered the driving force behind the establishment of CSIA in 1993, was presented to Bachelor by the award’s first winner, Tom Wilson, who received the award in 2001.
- GE Fanuc (Charlottesville, VA) and Rockwell Automation (Milwaukee, WI) won “CSIA Partner of the Year” awards. GE’s company representative to CSIA, Glenn Graney, earned the individual “Partner” award, and Rockwell was honored as the “Partner” company.
- More than 70 percent of CSIA Partners, including many of the nation’s and world’s largest suppliers of automation hardware, software and communications products, participated in a table exposition – a dedicated mini trade show with 40 tables – on the opening night of the conference.

Conference Highlights:

We had Alan Beaulieu back again this year and his economic presentation and forecast was so well received, that we will have him again in 2009. For those of you who missed this outstanding talk, check out his PowerPoint slides in the Members' Only section on our Website. All the presentations are there.



Our Partner's Table-Top Exposition was a fantastic success with some 40 Exhibitors and the very best in edibles and libations. Over 300 attendees learned what's new and had a ball.



See you in Naples, FL, in 2009