

July, 2006

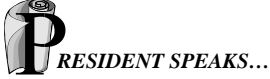


**CRA CONVENTION
SEPTEMBER 28 – 30, 2006**

Austin Marriott at the Capitol
701 East 11th Street
Austin, TX 78701

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"KNOW YOUR CUSTOMER...KNOW YOUR BUSINESS"

The CRA will present an outstanding array of educational sessions, exhibits, and networking opportunities at the 2006 Annual Convention. Seven educational sessions, aimed at the theme **"Know Your Customer...Know Your Business"**, will address the changing landscape of the reprographic business. Presenters will help you visualize and prepare for the future. Here is a brief outline of the 2006 Convention.

The Convention starts Thursday, September 28th with an opportunity to make new friends at the River Place Country Club Golf Course; afterwards, dinner at the acclaimed Carmelo's Restaurant followed by comic entertainment at Ester's Follies. Don't miss these Kick-Off Events.

Educational sessions begin bright and early on Friday, September 29th, with Breakfast and a Keynote Address by S. "Mohan" Chandermohan, CEO, American Reprographics Company, *"Mapping the Future of Your Business."* Brian Mathews, Autodesk, Inc. addresses *"The Competitive Pressures Driving Architects towards BIM, PLM and DWF Digital Services."* John Cronin, PLP Digital Systems will discuss how your company can distinguish itself from the competition by *"Taking Consultative Sales to the Next Level"*.

Members are encouraged to bring their spouses or significant others to take part in the social and networking events. A Companion Outing is scheduled for Friday morning. Participants will have a tour of the Whole Foods Market landmark store and participate in a "Hands-On Cooking Class" at their Culinary Center. This outing will be an eye opening adventure for the participants.

Trade Show Exhibits open at 1:00 PM. Exhibitors are anxious to discuss their products and services. As of today, booth space is 94% occupied. A list of current exhibitors is on page 5 of this newsletter.



After the Trade Show, join us for *"Dinner and the Charity Auction"*. This year's beneficiary is the **Wounded Warrior Project (WWP)**. The WWP is in the forefront of providing services to the men and women that have been seriously wounded during their tour of duty fighting the war on terrorism. Please join in supporting this worthy effort. More information on the WWP is on page 3 of this newsletter.

Saturday begins with the CRA Business Meeting and Elections, Chuck Wingard, Nominating Committee Chairman, is accepting nominations for board positions. Please contact Chuck at 630-832-0209, to volunteer or nominate someone to serve on the CRA Board.

"Disaster Recovery" is the first session on Saturday. This session is more properly described as *"Disaster Avoidance"* and will focus on the process of how to assess vulnerabilities with digital infra-structure and make plans for recovery. Having a plan in place could mean the difference between loosing or keeping your customers when the unthinkable happens. *"What Customers Expect from Reprographers"* A panel consisting of an Architect, Construction Manager and Project Manager, will discuss their perceived reprographic needs and offer their expectations for the future. *"Generate More Revenue with Outdoor Color Display Graphics"* Mike Tackett, FXWB Reprographics will report on how solvent display graphic services created a positive impact in overall business and revenues. Learn how these services can change your business model. Saturday's luncheon speaker Dan Akers of Akers Performance Group is described as "Inspiring, educational, in-depth, powerful, and simply excellent." Dan will conclude the educational programs by providing tools for your company to develop an attitude of *"Intentional Excellence."*

Enjoy all that Austin has to offer...the "Dine and Play in Austin" Cocktail Reception, on Saturday evening, will give everyone the opportunity to gather with friends and associates before leaving for dinner at a restaurant of your choice. The CRA will provide a list of recommended restaurants for your dining pleasure, and the concierge is available to make recommendations and reservations.

Additional convention details are provided in this newsletter or visit the CRA web site www.cra1.org. Plan now to attend this outstanding array of educational sessions, exhibits and networking events.

Steve Zawoyski,
2006 President



2006 CRA Companion Outing

Whole Foods Market Tour and Cooking Class

Make grocery shopping an adventure in a market that will amaze you with the quality and variety of products. Experience a cooking class with a group of friendly people and have fun preparing lunch. You are invited to participate in the **CRA's Companion Outing** on Friday, September 29, 2006, where we will visit and experience the 80,000 square foot **Whole Foods Market Store** in Austin TX.

Whole Foods Market, with headquarters' in Austin TX, is an international chain with 184 stores in the US and the United Kingdom. Whole Foods Market specializes in organically grown foods and combines the expertise and advantages of a farmer's market, a specialty market, a grocer, an old fashioned butcher and a fishmonger. They even have a team of chefs preparing the finest restaurant-quality meals...all of this under one roof. Whole Foods Market's newest store is created to satisfy just about any craving, any mood for any occasion. Whole Foods Market is unique in that they only sell natural and organic products. They believe that food in its purest state—unadulterated by artificial additives, sweeteners, colorings, and preservatives—is the best tasting and most nutritious food available. Our group will have a personalized tour of this amazing "Grocery Store".

After our tour we will visit their Culinary Center for a "Hands-On" cooking class. We will prepare a themed lunch guided by their culinary experts. This will be an entertaining and educational culinary experience. Lunch recipes are available to take home so you can prepare these items for your family and friends. After lunch, there will be time to explore the market on your own.

Cost is only \$69.00 per person, which includes:

- ✳ Transportation from the hotel to Whole Foods Market
- ✳ Tour of the Market
- ✳ "Hands-on" cooking class and lunch at The Culinary Center
- ✳ Transportation back to the Hotel

This optional outing is NOT INCLUDED in the **Full Convention Registration fee; you must register separately to attend this event.** Space is limited so register early. Don't miss this "Grocery Shopping Adventure."

We will depart the hotel 9:30AM and will return around 2:30PM. There will be ample time to attend the trade show or relax by the pool before evening activities. Join us for this Friday morning adventure. If you have any questions on this event please call me at 630-351-2202 or e mail shirleyzawoyski@sbcglobal.net

Shirley Zawoyski

Item of particular interest

REDUCING INTERRUPTIONS

Are you bothered by an endless stream of interruptions at work? It can severely impede your progress. One possible solution is to ask this direct questions: "Is there something I can do for you?" Depending on the response, you can choose to react immediately or politely explain that this is a bad time for you to talk.

**GOLF OUTING
THURSDAY
9/28/06**



As you fill out this year's convention registration, do not forget about bringing your golf clubs. This year's CRA golf scramble will be played at one of Austin's premier golf courses. The River Place Country Club is hill country golf course that features rock cliffs, waterfalls, secluded canyons and twisted creeks that all levels of golfers will enjoy. In addition to playing a fantastic golf course, you will get plenty of food, drinks and the opportunity to meet other members. We look forward to seeing you in Austin in September.

Early Entry Fee: \$125. per person. or \$500. per foursome
Contact Gary at 812-238-1681 for more information.
Registration and additional information are on www.cra1.org.

Gary Hosking Golf Chairman

2006 CONVENTION INFORMATION

- ✳ Convention Registration packs will be mailed to all registered members first week of August
- ✳ Non-Members can request a complete registration package: E mail your company, contact and mailing address to shirley@cra1.org
- ✳ Full Registration Package represents your best value! –registration deadline is **August 25, 2006**
- ✳ Hotel registration deadline is **August 25, 2006**
- ✳ All necessary information is posted on the CRA web site www.cra1.org
- ✳ For more information or questions on Convention call Shirley at 630-351-2202

Charity Auction !



The CRA will be holding its annual CHARITY AUCTION at this year's convention in Austin, Texas. The auction takes place after dinner on Friday evening and has been a tradition since 1989. Over the years the CRA has contributed thousands of dollars to the sitting president's chosen charity. This past year in Chicago, we raised a record \$10,000 that was donated to the Hurricane Katrina victims and Muscular Dystrophy.



This year our President, Steve Zawoyski, has chosen to donate to a very special charity called the "Wounded Warrior Project" (www.woundedwarriorproject.org). The mission of the WWP is to raise public awareness and enlist the public's aid for the needs of severely injured service men and women, to help severely injured service members to aid and assist each other, and to provide unique, direct programs and services to meet their needs. More about the WWP below.

If you have attended this Charity Auction in years past, you know you are in for a fun evening. Mr. John Gross will be our auctioneer, as always. This year we are in the Capitol of Texas and as you know things are always bigger in TEXAS! So please bring all items (big or small) and help us keep the momentum from last year's record contribution. We will gather the auction items in the hospitality suite on Thursday or you may bring them to dinner on Friday.

Please contact me by e-mail at kent@thomasrepro.com, or phone at 972-231-7227 to let me know that you are bringing an item. 100% of the proceeds will go to the Wounded Warrior Project and are tax deductible. If you would prefer to send a check as a donation, please let me know and we will be glad to do the shopping for you. Make checks payable to the CRA and mail to **Shirley Zawoyski, 1601 S. Indian Hill Drive, Roselle, IL 60172** (phone 630-351-2202). If you intend to send a check, we would appreciate receiving the checks *before September 10th*.

Thank you for your past generosity and we look forward to seeing you at *Dinner and the Auction* on Friday night, September 29, 2006.

We are always looking for volunteers as helpers and spotters, etc. for the auction, if you would like to help please let me know.

Thank you,

Kent Long
972-231-7227

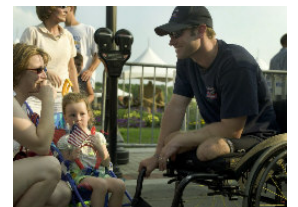
About the...

Wounded Warrior Project

WWP accomplishes its mission by providing programs and services to severely injured active service members and their families during the critical time between their initial rehabilitation while on active duty and their eventual transition to civilian life. WWP employs staff with over 55 years of combined experience in providing direct services to active duty service members and disabled veterans, including benefits counseling, representation before the department of veterans affairs, bringing public attention to the needs of wounded service members, and advocating for regulatory and statutory changes beneficial to veterans and active duty service members.



There are many military service organizations that provide services to active duty service members and their families, and many veteran service organizations that provide services and opportunities for fraternal interaction to veterans upon their discharge from service. However, few organizations devote their resources to assisting the severely wounded during this critical period. WWP fills this vital, unmet need, bringing comfort, support, and aid to severely injured service members and their families during this challenging time in their lives.



You can make a difference in the life of a Wounded Warrior!

The war on terrorism is unlike anything the United States experienced before and unless you wear the uniform or have a relative in the armed services, the average citizen has had to sacrifice little in this war effort. This is your opportunity to do something to help the brave men and women who have had their lives unalterably changed by serving as the first line of defense in the war against terrorism. Please join us in supporting this worthy organization.

EXHIBITORS CORNER

ANOTHER TRADE SHOW IS ALMOST UPON US

The Trade Show Exhibits on Friday, September 29th will consist of 48 booths with 36 nationally known vendors who will display new equipment, scanners, media, supplies, software and support services.

Space is limited! For potential vendors who are considering whether to take a booth or not, **the time for action is now!** As of this writing, only four spaces are left. **Don't delay.** Contact me to reserve your booth space today. Registration forms are also on the CRA web site www.cra1.org.

For those of you already planning to attend, I urge you to look at the many opportunities to rub elbows with your customers away from the exhibit floor-- such as golf, social events, sponsorships, educational programs, "Dine and Play in Austin" and of course golf.

I've had a long tenure on the boards of the CRA & MSRA. It has been a rewarding experience. Has it made me rich? No. But it has given me an appreciation of the strength and importance of our industry. It is an experience I'd recommend to anyone. The following is a list of Exhibitors as of 7/01/06.

Richard Scott
Vendor Director
800-521-3240
rscott@michlin.com

2006 EXHIBITORS

Air Fast Denver	Pinnacle Infotech, Inc.
Canon USA	PLP Digital Systems
Cylix, Inc.	Promark Technology, Inc.
DAT Solutions LP	ReproMAX
Dietzgen a Division of Nashua	Ricoh Corporation
DIGITAL ES, Inc.	Sepialine Inc.
Drytac Corporation	Tech Parts
GEI- Graphic Enterprises, Inc.	Technesis, Inc.
IDEAL.com	Technical Image Products Inc.
Image Products of CA	The PEiR Group
KIP America.	Thoroughbred Software Int'l, Inc.
Mark Bric Display Corp.	Triple R Technologies. LP
Michlin Products Corp.	TST/Impreso, Inc.
National Azon	Kyocera Mita
OCE Imaging Supplies	Universal Media Solutions.
OCE Wide Format Machines	US Reprographics Network
Paradigm Imaging Group	Xerox Wide Format Corporation

Tentative Convention Schedule



Thursday, 9/28/06

	Event
7:00 AM	Golf Outing-Bus transportation to River Place Country Club
2:00 PM - 12 Midnight	Exhibitor booth set up
1:00 PM - 4:30 PM	Registration in Hospitality Suite – <u>Sponsored by Canon USA</u>
5:00 PM	Bus transportation to restaurant
8:00 PM	Cocktails and Dinner Carmelo's Restaurant – <u>Cocktails Reception Sponsored by OCE</u>
10:00 PM - 11:30 PM	Ester's Follies Comedy Show
	Bus Returns to Hotel and Hospitality Suite open <u>Sponsored by PLP Digital Systems</u>

Friday, 9/29/06

7:00 AM - 11:00 AM	Exhibit set up
7:30 AM - 9:15 AM	Breakfast and Keynote Address
	Keynote Speaker S. "Mohan" Chandromohan - <i>"Mapping the Future of Your Business"</i>
9:30 AM - 11:00 AM	Educational Program- <i>"The Competitive Pressures Driving Architects Towards BIM, PLM, and DWF Digital Services"</i> Brian Mathews
9:30 AM - 2:30 PM	Companion Outing to Whole Foods Market for Tour, Lunch and Cooking Class
11:00 AM - 11:15 AM	Break- <u>Sponsored by OCE Imaging Supplies Division</u>
11:15 AM - 12:15 PM	Educational Program- <i>"Taking Consultative Sales to the Next Level"</i> John Cronin
12:15 PM - 1:15 PM	Lunch
1:00 PM - 5:30 PM	Trade Show Exhibits open
5:30 PM - 11:00 PM	Break down of Exhibits
6:00 PM - 7:00 PM	Cocktail Reception - <u>Sponsored by PlanWell and The PEiR Group</u>
7:00 PM	Dinner and Charity Auction
After dinner-11:30 PM	Hospitality Suite open - <u>Sponsored by Dietzgen Division of Nashua</u>

Saturday, 9/30/06

7:00 AM - 9:00 AM	Break down of exhibits
7:30 AM - 8:00 AM	Continental Breakfast
8:00 AM - 8:15 AM	CRA General Business Meeting
8:15 AM - 9:30 AM	Educational Program- <i>"Disaster Recovery...Disaster Avoidance"</i> Ed Joras
9:30 AM - 9:45 AM	Break
9:45 AM - 11:00 AM	Educational Program - <i>"What Customers Expect from Reprographers"</i> Panel Discussion
11:00 AM - 11:15 AM	Break
11:15 AM - 12:15 AM	Educational Program - <i>"Generate More Revenue with Outdoor Color Display Graphics"</i> Mike Tackett
12:30 PM - 2:00 PM	Lunch and Guest Speaker <i>"Intentional Excellence"</i> Dan Akers, Akers Performance Group
5:30 PM - 7:00 PM	"Dine and Play in Austin" Cocktail Reception - <u>Sponsored by Remington Laminations</u>

This is a tentative schedule subject to change



Remington Laminations

The CRA is looking for...

A Few Good People

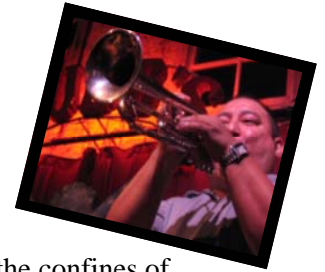
We are accepting nominations to the CRA Board of Directors. Each year, we select individuals to serve on the Board as other Officer's terms come to an end. The CRA has become the premier Regional Reprographic Association due to the dedication of our Board. Participating in this association is a great way to meet and interact with your peers. If you or someone you know would be interested in serving on the CRA Board of Directors please contact Chuck Wingard at 630-832-0209 or chuck@treetowns.com

Chuck Wingard
Nomination Chairman

**THE CRA INVITES YOU TO:
“DINE AND PLAY IN AUSTIN”
THE LIVE MUSIC CAPITAL OF THE WORLD**

Enjoy a Night Out On The Town

Attendees to the **2006 CRA Convention** can experience dining and entertainment offerings of Austin, on Saturday evening September 30, 2006. Austin is known as the **“Live Music Capital of the World”** and offers a wide variety of restaurants and entertainment. So, there has never been a better time to experience the dining and entertainment attractions of the host convention city.



The **“Dine and Play in Austin”** event is an opportunity to go beyond the confines of the host hotel to experience **Historic 6th Street, The Warehouse District** or a **venue of your choice**. The CRA will provide a list of restaurants on our website www.cra1.org and the hotel concierge will assist with recommendations and reservations. **Be sure to make reservations early.**

There will be a **Dine and Play Cocktail Reception** to kick off the event after which participants can go to restaurants and entertainment venues of their choice. Plan now to buddy up with your friends, business associates, and customers to take advantage of this night out on the town.

Awesome Austin!!

*Nightlife, history, culture and fun, Austin’s got it –
and you can see a good deal of the city on foot.*

Art: <http://www.amoa.org/site/PageServer>

The Austin Museum of Art is a small museum with world-class exhibits and a super gift store. Afterward, shop the many stores further along Congress Street.

Bats: <http://www.austin360.com/lifestyles/content/lifestyles/tia/bats.html>

At dusk, Austin’s bats put on a show as they exit from under the Congress Street Bridge by the thousands to feed. If I’m lucky, I’ll be one of the gawking tourists.

City Guide: <http://www.austincityguide.com/>

Restaurants, bars and things to do? With all these listings, you may as well be a native.

Food: <http://www.austincityguide.com/navf/austin-restaurant-guide.asp>

Find a new favorite by location and cuisine – many restaurants feature video and e-mail information.

Golf: <http://www.austincityguide.com/navf/austin-golf-courses-guide.asp>

‘nuf said.

History: <http://www.ci.austin.tx.us/library/ahc/>

The Austin History Center at 9th and Guadalupe is well on its way to its second 50 years. I hope to tour as many of the exhibits as I can during my stay.

Hospitality: <http://www.austintexas.org/home/>

Find out all you need to know about the Live Music Capital of the World – research your stay and order a free visitors guide before the regional, too.

Music: <http://www.austinlinks.com/Music/>

When Austin calls itself the Live Music Capital of the World, they ain’t kiddin’. Check out the local venues and performers.

Politics: <http://www.lbjlib.utexas.edu/>

Hosts from an earlier regional showed us the Lyndon Baines Johnson Library and Museum. From childhood to wooing Lady Bird to election and retirement – LBJ was a fascinating man.

Shopping: <http://austin.citysearch.com/section/shopping>

From a woman's perspective, shopping is a lot like golf – only lots more fun and you have something to show for your time...

Walking: <http://www.austincityguide.com/content/austin-walking-tours.asp>

You've got to walk Austin! I toured the Capitol last time, and plan either the Capitol grounds, Congress & East 6th Street or the Bremond block as time allows.

That's just a start – you'll find your own treasures along the way.

Barbara Scott

