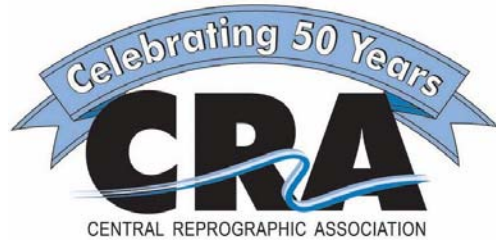




July, 2005



Convention is just around the corner...

Greetings Fellows Members:

On behalf of your board of directors I hope this message finds you well. Your CRA board is putting the finishing touches on the annual Trade Show and Convention at the Marriott Lincolnshire Resort. It's a great location for our group. The Marriott offers all the amenities for a comfortable stay. This year's convention will be a bit different than those in the past, most notably in our educational seminars. Given the continuing changes in our industry, we need to look at new and different ways to increase revenue. Our seminars will offer valuable information for your technical staff, salespeople and managers/owners. Please consider bringing selected personal to this year's convention, for the value and exposure to new markets. Take a look at some of our sessions to date:

- **Charging For Digital Services**- Informative panel discussion continued from the IRGA seminar last May
- **Managing DWF Files** - Brian Mathews of AutoDesk (he started Buzzsaw!) will lead this technical discussion.
- **Motivating Your Sales Force** - Rick Farrell of Selling Dynamics will lead this session for owners
- **Media Choices**- In the ever changing world of media, this session will sort out all the choices we have in choosing ink jet and solvent base media.
- **New Sales Strategies** – Rick Farrell of Selling Dynamics will lead an expanded all day Saturday technical session specifically directed to sales people.
- **Moving to a Consultative Business Model** - John Cronin, PLP Digital Systems, Inc.
- **Vehicle wrapping**- We will be doing a hands-on demonstration of how design, printing and the application of graphics to a delivery vehicle are preformed.

More information is coming so please look for further details in the upcoming weeks.

In addition to the educational and technical programs, Friday afternoon will be the time put aside to visit the tradeshow exhibits which will include equipment, supplies, software and support services from nationally known vendors.

Lots of fun awaits us at the Marriott Resort. Golf, a theatre play, charity Auction, live entertainment and our 50th birthday party are planned for all to enjoy. So please mark your calendar for September 29th thru October 1st for a truly sensational Tradeshow and Convention.

Chuck Wingard
2005 CRA President



Expand your horizons, meet people, make new friends, and get more out of your CRA Association. We are looking for people to serve on the Board of Directors and to help on various committees, or just volunteer to help out during conventions. If you have an interest, give us a call and we will match your interests to one of our committees. Call 630-351-2202 or e-mail to shirleyzawoyski@sbcglobal.net or contact one of the current board members listed on our web site www.cra1.org.

CHARITY AUCTION ON FRIDAY NIGHT

CRA will once again be holding a **LIVE CHARITY AUCTION** at this year's convention on Friday evening. The auction has become a tradition since 1989 and has generously contributed thousands of dollars to the designated charity of the sitting president. Last year \$4,100 was donated to the Muscular Dystrophy Association. This year we hope to raise record sums for the president's designated charity, the Multiple Sclerosis Association. 100% of the proceeds will go to MSA and are tax deductible.



Please bring your items, "BIG & small" and plan to participate in this year's event. We will be gathering the items in the hospitality suite on Thursday or bring them to the dinner on Friday evening.

Please contact me by e-mail at Pgremillion@acomplex.com, or by fax at 713-621-2537 to let me know that you are planning to bring an item. If you would prefer to send a check, for us to do the shopping for you; mail checks made payable to the **CRA** to **Shirley Zawoyski, 1601 S. Indian Hill Drive, Roselle, IL 60172** (phone 630-351-2202). We would appreciate receiving the checks *before September 10th* so that there is time to do the shopping.

Pat Gremillion,
Auction Chairman

Companion Outing

For our Companion Outing this year we will be traveling back in time to the village of Long Grove. This charming little village was settled in the early 1800's by German farmers. Their original homes and businesses now bear plaques recognizing their importance to the town's history.



In 1960, Long Grove was created the first Historic District in Illinois by Village ordinance. Today, "Downtown" Long Grove contains some 120 businesses. Long Grove may be best known for its gift, antique shops and special dining. People come long distances by auto and chartered bus to spend a day here.

You will be able to shop in the most extensive and select retail shops in the Chicago area, many of which are located in landmark buildings. We will have lunch at Season's of Long Grove where they specialize in fresh baked breads, pastries and salads.

Transportation and lunch will be provided; we will be back by early afternoon. Please plan on joining us for this trip back in history and an opportunity to enjoy the fall weather in the Midwest and make some new friends.

Advance registration is required see the Companion Activity item on the Convention Registration Form to register. I am looking forward to meeting you and welcoming you to the Chicago area.

I do hope you will be able to join us!

Jackie Wingard

TENTATIVE CONVENTION SCHEDULE

Thursday, 9/29/05	Event
8:00 AM	Golf Outing First tee time
2:00 PM - 12 Midnight	Exhibitor booth set up
1:00 PM - 4:30 PM	Registration Hospitality Suite Room 1032
5:30 PM	Cocktails, Kick Off Dinner and Theatre
After theatre - 11:00 PM	Hospitality Suite open
Friday, 9/30/05	
7:00 AM - 11:00 AM	Exhibit set up Ballroom D-H
7:45 AM - 8:45 AM	Breakfast
9:00 AM - 11:50 AM	Technical Session
8:45 AM - 12:00 Noon	Educational Programs
9:30 AM	Companion Outing
11:00 AM - 12 Noon	Educational Program - Exhibitors Only
12:00 Noon - 1:00 PM	Lunch
1:00 PM - 5:30 PM	Trade Show opens
5:30 PM - 12:00 PM	Break down of Exhibits
6:00 PM	Cocktails, Dinner and Charity Auction
After dinner - 11:00 PM	Hospitality Suite open
Saturday 10/1/05	
7:00 AM - 9:00 AM	Break down of exhibits
8:00 AM - 9:00 AM	Breakfast
9:15 AM - 3:00 PM	Technical Session
9:00 AM - 9:15 AM	CRA General Business Meeting
9:15 AM - 12 Noon	Educational Programs
12:15 PM - 1:15 PM	Lunch
1:30 PM	Educational Programs
6:00 PM	Cocktails
7:00 PM	Dinner

SCHEDULE IS SUBJECT TO CHANGE

Membership is important...

Thank you to all companies that paid 2005 membership dues. You now have your 2005 membership certificate (and we trust that it is on display in your shop). Continued participation and support is testimony to the important role that the CRA is in your business life. Just as importantly, membership dues go toward the CRA's operating budget and helps fund outstanding educational programs. This year is no exception. Six hi-impact educational sessions are featured and are sure to give you something to improve your bottom line. For those companies that haven't seen your 2005 membership certificate yet, it is a sure sign that something was overlooked. We invite you to sign up now and help support this year's convention. Any question about membership status can be addressed to Shirley Zawoyski 630-351-2202 or email at shirleyzawoyski@sbcglobal.net

Joining is easy; fill out the form and send it along with a check payable to CRA for \$125.00 to the address below. Thank you for supporting your industry by joining the CRA

Sincerely,

Steve Zawoyski
Vice President & Membership Chairman

Membership Application

The CRA is a non-profit association of reprographers and digital printers. Membership in the CRA is available to firms engaged in the reprographic arts and allied industries. (*Reprographics is defined as the production of large and small format copies, either in color or monochrome, and encompasses technologies currently in use within the profession.*) Associate membership is available to manufacturers and suppliers to the industry.

Company _____
Address _____
City _____ State _____ ZIP _____ Phone _____
Primary contact person: _____ Title _____
FAX _____ E-Mail _____
Spouse's name _____

Additional Company contacts:

Name	E-Mail	Spouse's name

\$125.00 per corporate membership.

Return this form with your company **check payable to CRA**:

Mail to: Tracy Albinson, ImageTech Services, 9321 Penn Avenue South, Bloomington, MN 55431

2005 CRA Convention

- Convention Registration packs will be mailed to all registered members first week of August
- Non-members can request a complete registration package by e mailing company, contact and mailing address, to shirleyzawoyski@sbcglobal.net
- Register early and save! - registration deadline is **August 26, 2005**
- Hotel registration deadline is **August 26, 2005**
- All necessary information is posted on the CRA web site www.cral.org
- Register your Specialists and Sales Staff for the Technical Sessions on Friday and Saturday
- For more information or questions on Convention call Shirley at 630-351-2202

EXHIBITORS CORNER

This year we are offering exhibitors something NEW, an educational program geared toward maximizing tradeshow success presented by Rick Farrell of Selling Dynamics LLC. It will be held Friday, September 30 at 11:00 AM on the upper level of Marriott's King's Warf Restaurant. I hope all vendors will attend.

The CRA Tradeshow is taking shape. As of this date, we have 38 companies exhibiting a variety of products and services. Some are new and some we haven't seen in a while.

Richard Scott
Vendor Director

List of 2005 Exhibitors*

Ames Supply Company	GEI – Graphic Enterprises, Inc.
Big Systems	PLP Digital Systems, Inc.
Cylix, Inc.	Dietzgen Division of Nashua
DIGITAL ES, Inc.	Drytac Corporation
Image Products of CA	Imageologists
KIP America Inc.	TST/Impreso, Inc.
Michlin Products	MV Software Company
Pinnacle Infotech. Inc.	Millennium Leasing & Financial Service
Océ Imaging Supplies	National/Azon Corp.
Paradigm Imaging Group	Océ USA Wide Format Printing Systems
Ricoh USA	Plan Well
Technesis	The Peir Group
Technical Image Products Inc.	Safco Products Co
Unibind, Inc	Thoroughbred Software International, Inc.
Valley Supplies, Inc.	Universal Blueprint Paper Co
ReproMax	Sepialine Inc.
Promark Technology, Inc	Xerox Corporation Wide Format Solutions
Air Fast Denver	3D Systems
MacGoulds, MSP	US Reprographics Network

*As of 7/29/05

WORDS OF INSPIRATION

The inlet of a man's mind is what he learns; the outlet is what he accomplishes. If his mind is not fed by a continued supply of new ideas which he puts to work with purpose, and if there is no outlet in action, his mind becomes stagnant. Such a mind is a danger to the individual who owns it and is useless to the community.

Jeremiah W. Jenks

NEW:

IRgA Convention dates May 10-12, 2006

The International Reprographic Association (IRgA) has announced that its 80th Annual Convention and Trade Show will be held May 10–12, 2006 at the Gaylord Palms Resort and Convention Center located in Orlando, FL.

GOLF OUTING SEPTEMBER 29, 2005

The CRA golf tournament will be held at the Crane's Landing Golf Course on site at the Marriott's Lincolnshire Resort on Thursday, September 29, 2005. Crane's Landing Golf Course offers 18-holes of par 70 championship golf. This challenging, mature course is set amid a beautiful rolling landscape that's a pleasure to play for everyone from beginners to scratch golfers.

ENTRY FEE:

\$125.00 per person, \$500.00 per foursome

\$45.00 club rental (MUST be reserved in advanced)

Includes: Lunch, Round of Golf, Cart, Awards, and Beverage Tickets

FEATURES:

Four-person Scramble

Clubhouse Located at Hotel Property

Tee Times Begin at 8:00AM

**REGISTRATION
DEADLINE
SEPTEMBER 2, 2005.**

We still have some spaces available...call and make your reservations now!!

For more information or questions call Kevin at 505-821-6666, e-mail kohea@acadrepro.com

Golf registration forms are available at the CRA web site www.cra1.org.

Make checks payable to the CRA and mail to Academy Repro on 66, 300 Central Ave SE, Alb., NM 87102 Attn: CRA Golf- Kevin O'Hea.

*Kevin O'Hea
Golf Chairman*

SPONSORSHIP (sponsors needed)

Platinum....\$350.

Gold.....\$250.

Silver.....\$100. Single Hole Sponsor

2005 Convention registration material will be mailed out to all registered CRA members the first week of August. Information and forms are posted on the web site www.cra1.org. If you have any questions on the convention or tradeshow contact Shirley at 630-351-2202 or shirleyzawoyski@sbcglobal.net

The End