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New and exciting things are happening at the CRA Convention!!

RESIDENT SPEAKS...

You are personally invited to the 53rd Annual Central Reprographic Association (CRA) Convention and Trade Show. This year our meeting will be held Wednesday, September 10th through Friday, September 12th at the Millennium Hotel in St. Louis.

Your Board of Directors has put together an outstanding trade show and educational program based on our convention theme: “Negotiating the Curves.” Here are some of the highlights of this year’s Convention.

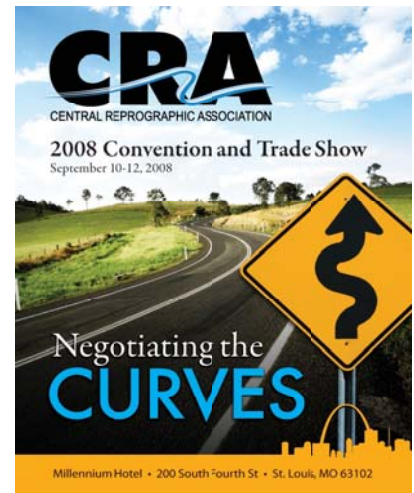
Educational Programs: The educational topics are timely and pertinent to the changes going on in the reprographics business. We’re covering topics to allow us all to see beyond the curves to find out what’s ahead:

NEW THIS YEAR! Two Keynote Speakers

- ◆ BIM and what does it mean to Reprographers
- ◆ Large format digital graphics - how, when and why from someone who has done it all

Education Sessions:

- ◆ Panel of general contractors looking at AEC workflow. What it was three years ago and how they see it changing in the years ahead
- ◆ Understanding the AEC workflow from concept to closing
- ◆ When dealing with employees, are you the last one to admit “it just isn’t working”?



A complete outline of the education programs are on pages 3 & 4 of this newsletter.

A short introductory video of the Keynote Speakers Steve Manlove and David King are posted on www.cral.org.

Exhibit Hall: Take the opportunity to see new equipment, software and products from a wide variety of suppliers. The exhibits are expanded to include new outdoor color media and equipment vendors. (Lunch will be served in the exhibit hall)

Social Events & Networking: Wednesday’s Golf Tournament and Kick-Off Dinner at Missouri Botanical Gardens will allow everyone to socialize with business associates and catch up with old friends. Thursday night’s Dinner & Charity Auction, benefiting Child Serve, (www.childserve.org) is great fun for all. If you’ve never been to a CRA auction, just be sure to bring your wallet, credit cards and a sense of humor! The Hospitality suite will be available to relax and talk with friends and enjoy some refreshments.

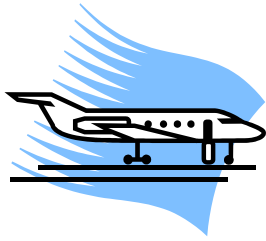
Explore St Louis: St. Louis is centrally located from all areas of the country and the hotel is just a short trip from Lambert-St. Louis International Airport. The Millennium Hotel is located within walking distance of the famous Gateway Arch & Museum of Westward Expansion. Fine dining and upscale shopping are all located nearby. The city has world-class cultural and historical sites and activities, including the Old Cathedral which is one of St. Louis’s oldest churches, the Old Court House, scene of the Dred Scott trial, Anheuser-Busch Brewery offers free tours daily (www.budweisertours.com). For a little late night entertainment Laclede’s Landing and the Casino Queen are nearby. There’s much more to see and do in St. Louis. (www.ExploreStLouis.com). Plan to stay over the weekend and enjoy the many attractions in this beautiful city.

This year’s CRA Convention offers some brand new vendors and speaker topics. You won’t want to miss the chance to network with people who are already going through those “Curves” and those who are still approaching them with caution. Meet up with your old friends, make some new ones and enjoy the most unique, informative and fun-filled convention the CRA board has ever assembled. It will reflect the current status of our industry as well as the twists and turns that lie ahead.

Make your plans now to meet me in St. Louis this September.

Steven Strooh
CRA President





CRA Group Travel Rates and Discounts September 6-15, 2008 for travelers to the CRA Convention

Airfare Discount with American Airlines

The CRA has made arrangement for a group discount for travelers going to the CRA Convention in St. Louis, MO. This agreement is for travel on American Airlines and American Eagle flights and is valid for the dates of **September 6-15, 2008** for travel to **St Louis, MO**.

The discount is for 5% off of the lowest applicable eligible published air fare. To take advantage of this 5% discount use the Promotion Code **A2498AU** when making reservations online at www.AA.com. At this time there is no ticketing fee for reservations made and ticketed on www.AA.com. The percentage discount can be booked on-line at www.AA.com for American Airlines and American Eagle flights only going to St. Louis, MO

To make discount reservations by phone call the Meeting Services Desk at 1-800-433-1790 from anywhere in the United States or Canada and refer to the above Promotion Code. **There will be a separate ticketing charge of \$20.00 USD per ticket for tickets purchased via the phone or \$30.00 USD per ticket for tickets purchased at the airport. This amount is subject to change.**

Disclaimer: This Group Discount arrangement is made available to members of the CRA and in no way indicates that the CRA endorses or supports American Airlines

2008 CONVENTION INFORMATION AND REGISTRATION materials were mailed on JULY 8, 2008
All convention information is posted on www.cra1.org
If you have questions, call Shirley at 630-351-2202 or e-mail shirley@cra1.org

The Millennium Hotel St. Louis

200 South Fourth St, St. Louis, MO 63102, 314-241-9500

The CRA has reserved a block of rooms at the special rate of \$129.00 (plus taxes) single/double occupancy rooms for the 2008 Convention. Go to the 2008 Convention, Hotel Information page on www.cra1.org for the link to make room reservations on line; or call the Millennium Hotel at 800-325-7353 or 314 241-9500. Deadline is **July 28, 2008** to take advantage of this special room rate.

Lambert International Airport is a short trip to the hotel. Trans Express 314-427-3311 is a shuttle service from the airport to the hotel. Cost is approximately \$15.00 PP one way. See their web site www.transexpress-stl.com for more details. Arrangements are made for the shuttle at their reservations station in the baggage claim area of the main terminal near exit 1MT-12. The shuttle runs every 30 minutes on the hours and half hour. Taxi cost is around \$40.00 to \$50.00+. If you are driving to St. Louis, there is a parking garage across the street from the hotel.

CHARITY AUCTION

The CRA will be holding its annual CHARITY AUCTION on Thursday evening, September 11th. This year's charity is ChildServe (<http://www.childserve.org/aboutus.php>) Their mission is: **"We partner with families to help children with special health care needs live a great life."** For more than 79 years, ChildServe has dedicated itself to the care and support to children with special health care needs and their families in central Iowa.

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 Wednesday or you may bring them to dinner on Thursday. Please contact me by e-mail at kennyc@reprofw.com or phone 817-480-0924 to let me know that you are bringing an item. 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**. If you intend to send a check, we would appreciate receiving the checks **before September 1st**.

Thank you for your past generosity and we look forward to seeing you in St. Louis!

Kenny Coomes



Thursday, September 11, 2008
8:00AM-9:30AM Breakfast and Opening Address



KEYNOTE SPEAKER

STEPHEN MANLOVE, AIA

Perkins + Will, Associate,
Director of Operations
2100 M St. NW, Suite 800,
Washington, DC 20037

WHY ARCHITECTS, OWNERS AND CONTRACTORS ARE EXCITED ABOUT BIM AND WHAT THAT MIGHT MEAN TO REPROGRAPHICS

To view a video of Steve Manlove go to the Education Programs on www.cra1.org

Steve Manlove has over 20 years of practice management experience, and is largely focused on aligning technology and staff capabilities with prescribed business practices and strategy. Having recently joined Perkins+Will, he is currently facilitating the transition from CAD to BIM in a large office design practice for the second time in his career.

Steve is going to describe how BIM came to be so important to the construction, architectural, developer process. He will describe the concept of "Mass Collaboration" in ways that are way beyond the Buzzsaw concept of project collaboration. Steve will cover the amazing promise BIM has for reducing changes, confusion, conflicts, and lost time as well as cost.

Most importantly, Steve will provide his views of how quickly this trend is growing, how it will affect the Reprographics Industry, and how we might position ourselves to become a more visible and significant partner in this "Mass Collaboration" effort. There are document management and distribution gaps in the road ahead that Reprographers must fill in if the promise of BIM is to reach its full potential.

Friday, September 12, 2008
8:00AM-11:00AM
Breakfast and Closing Address / Workshop

BEING SUCCESSFUL WITH LARGE FORMAT DIGITAL GRAPHICS

KEYNOTE SPEAKER

DAVID KING

MarketKing LLC
1 Mountain Laurel Lane
Lancaster, MA 01523

David King is all about Return On Investment and with over 26 years experience he guarantees you will be more successful! David is the Commander of Results at MarketKing, a marketing agency specializing in helping build & improve printing companies. He also writes for Digital Graphics and Sign Business magazine and speaks at seven shows a year.

You will receive a thorough understanding of the different printing technologies, applications for the different printers, color management, substrates, and finishing the graphics. You will also get an overview of the different markets, the value of these markets, the technology that works best, the pricing, and the future of the industry. He will answer every question you have, explain every aspect of the market, and help you be more successful. Don't miss this presentation. For a better understanding you can check out his web site at www.themarketking.com. This will be a show you will not forget!



To view a video of David King go to the Education Programs on www.cra1.org



Thursday, September 11, 2008
9:40AM-10:50AM

PANEL DISCUSSION

AEC WORKFLOW LOOKING BACK THREE YEARS AND AHEAD THREE YEARS

RON WIESE

Vice President of Estimating
Alberici Constructors

Ron Wiese is Vice President of Estimating where he directs approximately 20 estimators and procurements professionals in St. Louis, Detroit, and Atlanta. He also oversees all estimating, bidding and the procurement process for projects in the markets of automotive, heavy civil, water and waste water treatment, food and beverage, manufacturing and industrial process.

RICHARD WETZEL

Assistant Vice President
JE Dunn Construction

Richard Wetzel is Assistant Vice President – Business Development for JE Dunn Construction Company, a Kansas City-based construction company recently recognized by Engineering News Record as the 5th largest builder in the United States. The company has been involved with many icon projects in Kansas City, and has recently begun work on its new LEED Gold certified downtown Kansas City headquarters. Wetzel is responsible for client and project development and community involvement.

Each panelist will describe how their work flow for construction document distribution worked three years ago vs. today and the benefits or liabilities these changes have brought into their milieu. Each will give their random ideas on how they feel their document work flow is likely to change in the next three years. Discussion will take place on their successes and failures in alternative document distribution methods, technical challenges in adapting to the various formats, bandwidth challenges and file management as well as plan holder information maintenance.

Thursday, September 11, 2008
11:00AM-12:00PM

JIM INZEO

Adenium Systems

UNDERSTANDING AEC WORKFLOW -CONCEPT TO CLOSEOUT-

Jim will relate the impact of AEC workflow to the reprographic process with emphasis on the impact of digital services, collaborative communication needs, and the flow of information from D&D through closeout. Analytical perspective will be given on where the pain is for project collaborators in these exchanges of information and the likely challenges reprographers have in positioning their forces in the gaps created by shifts in formats, technologies, collaboration tools, and cost management.

Friday, September 12, 2008
9:45AM-11:00AM
Continued from Keynote Presentation

DAVID KING

MarketKing LLC

BEING SUCCESSFUL WITH LARGE FORMAT DIGITAL GRAPHICS

Friday, September 12, 2008
11:15AM – 12:30PM

JOHN R. HOVEY, SPHR

FINDING THE CUT POINT WITH NON-PERFORMING TEAM MEMBERS

Know When To Say When may be a recognized saying when you're at a party, but it can also apply when dealing with employees.

We've all been there, we all have had an employee or two that in hind-sight should have been let go long ago. As owners were we naive in thinking the problem will correct itself, were we willing to give a second (or third) chance, did we feel that this employee is better than nothing or did we just not know when to say when?



One of Our Own...



Chuck Gremillion received the 2008 Bukovsky Award at the IRgA Convention



International Reprographic Association
Built on Blueprints Focused on Service Powered by Technology

Chuck Gremillion is the regional president of A&E - The Graphics Complex, a division of Thomas Reprographics in Houston, Texas. He joined the company in 1977 as sales representative and also served as production manager. Under Gremillion's leadership, A&E grew to \$31 million in sales before being acquired by Thomas Reprographics in 2007.

One of his greatest accomplishments is implementing a quality management program that has helped A&E to become a top reprographics company. He empowers employees to deliver the A&E vision "to be a provider of world-class customer service - the standard by which others are measured."

An IRgA Past President, Chuck has served the IRgA Board in many capacities, including 2007 Convention Chair. It was his vision to create the Digital Services Committee, and served as chair 2005-2007. Chuck is also the current co-chairman of ReproMAX.

The CRA offers CONGRATULATIONS and thank you to Chuck for the numerous contributions he has made to our industry and on his achievements in the reprographics industry.

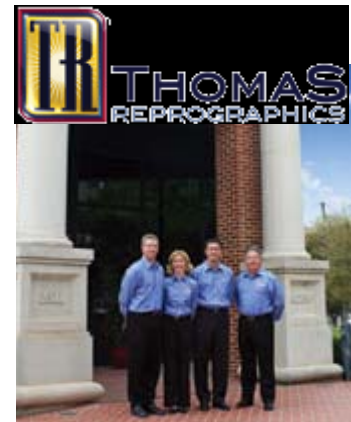
More CRA Members Receive Awards!

THOMAS REPROGRAPHICS -selected as 2008 REPROGRAPHIC SHOP OF THE YEAR

By Wide-Format Imaging Magazine

Thomas Reprographics Inc. is one of the most successful family-owned operations that has withstood the test of time and continues to grow through key acquisitions and by adding the right mix of people and digital technology and services. For their years of success and innovative contributions to the marketplace, Wide-Format Imaging has selected this outstanding output provider as its "Reprographic Shop of the Year."

CONGRATULATIONS to everyone at Thomas Reprographics. Bill Thomas is a Past President of the IRgA and the Mid-South Reprographics Association; Bryan Thomas is the 2008 IRgA President, and also a Past President of the Mid South Reprographic Association. Kent Long, current Treasurer for the CRA and his wife Brianna are both activity involved in the CRA.



All in the family: pictured from (l-r) Kent Long, district manager; Brianna Long, marketing director; Bryan Thomas, president, and Bill Thomas, CEO.

2008 CONVENTION SPONSORS



SII Seiko Infotech Inc.

