



Message From The President

We have just passed the halfway point of the year and although there are a few rays of hope, it appears that the economic volatility and uncertainty will carry over into the second half of the year.

From June 11th to 14th, 17 member companies participated in the 2009 Annual General Meeting at the Fairmont Chateau Montebello.

The meeting featured a very informative presentation on a renewable and environmentally friendly cooling system by Enwave Energy Corporation, an update of the Annual Market Forecast by Rasmusson and Willey as well as presentations by Standards Council of Canada and Industry Canada about the accreditation of CBs (Certification Bodies) and the development of Standards and Regulations. Please see the AGM Regulatory Panel article for more details. The CPCA Business Meeting featured four very productive workshops which produced a number of actions regarding ESA Regulation 438/07, Certification Bodies, Regulations regarding radar level measurement devices, the Career site and Statistics.

You will find more details about these actions in this issue of CPCA Today. Members also enjoyed a wonderful social program that included bear watching, a boat cruise, clay shooting, the annual Golf Tournament and a roaring bonfire on Saturday night. Not only did Trish Torrance arrange for us to watch the final game of the Stanley Cup Playoffs on Friday evening, but we also enjoyed some on the nicest weather so far this year. Thank you Trish.

In January's issue of CPCA Today it was mentioned that in these challenging times it is our goal to publish the incoming order statistics on a monthly rather than quarterly basis. After a promising start we continue to need your support by providing this information no later than 3 weeks after the end of the month.

Planning is being finalized for two fall meetings, the Fall General Meeting at Mohawk College on September 23rd and the Eastern Regional Meeting in Quebec City on September 30th. We hope to see you at these meetings. In the meantime I hope that everyone enjoys some summer vacation time.

CPCA President, Richard Lewandowski

CEO's Business Conditions Report

This new report will provide members with a "gut check" on conditions in the industry. All input is due on the 25th of the month following the end of the quarter.

The aggregated report will be provided only to those who participate. The first report is due July 25, and will cover the Q2 period. [Follow this link](#) to complete the survey.

CPCA AGM Social Program



Special thanks to our sponsors:
IPP&T/Process West- Welcome Reception / CPE&CN- Bonfire

AGM REGULATORY PANEL



The panel covered both Standards Council of Canada (SCC), and Industry Canada (IC). SCC is the body that oversees the CBs like CSA. It was interesting to see the efforts at global standardization; however these initiatives have resulted in higher costs for our agency approvals in Canada.

IC was there to cover Radar Level certification issues. A show of hands at the meeting indicated this was a topic most were involved with, in some form or another. It was, in fact, so popular that a subcommittee will continue with the topic, and have a meeting with IC in Ottawa. A report will be presented to the membership, hopefully at the FGM. [For presentations see member's area.](#)

CPCA CAREER CENTRE

CPCA's new Career Site is now up and running. It has been designed to raise awareness of instrumentation careers with the Technical Colleges. All visitors to the site can view jobs. Only CPCA members can post opportunities. The new area includes (soon to include) the following:

- Job Postings from CPCA Member Companies
- Job Descriptions
- Industry Job Package
- Links to appropriate Technical Colleges & Universities

[Click here to view Career Centre](#)

INCOME/EXPENSE RATIO

- The Statistics Committee has finalized the layout for the new Income / Expense Ratio for reps and distributors. This will be a very valuable resource for members.
- All members should be able to fill in all the necessary information with little work. The report will be due the 25th calendar day following the end of the quarter. The first report will cover Q2 and is due July 25.
- Non-members can participate for an annual fee of \$500.
- The Manufacturer report was not changed and will continue on an annual basis. It is also due July 25.

[Click here for all templates.](#)

CPCA AGM WORKSHOP RESULTS

ESA Regulation 438/07:

All manufacturers who sell products in Ontario must register with ESA for \$350, with an annual renewal fee of \$300. Channel Partners must ensure that all their principals are registered.

CPCA plan of action:

- *Request an extension of the August 2009 deadline.
- *Make the ESA aware of the inequity for Ontario distributors who will have to cover the cost for all their principals.
- *Have ESA recognize CPCA as the voice of our industry to get advanced notification of new regulations and penalties.
- *Set up a forum on the CPCA website to inform members and get feedback as to member concerns.

Certification Body (CB) Survey

Survey 1: for CBs (annual) will be available to all members.
Survey 2: for members (to be completed each time a product is certified) will be available to all who participate or purchase. The member survey will be published semi-annually.

The goal is to show trends over the years to illustrate which of the CBs have been working most successfully with members in terms of cost and timeliness.

As there are still many end users who aren't aware that there are multiple acceptable marks, we will ask the publications to promote this concept and ask SCC to draft an article outlining acceptable marks for use by members. The article along with links to provincial sites will be added to the member's section of the website.

UPCOMING CPCA MEETINGS

CPCA Fall General Meeting Wednesday, September 23, 2009

The 2009 FGM will be hosted at Mohawk College in Hamilton. All members are invited to attend. The day will feature the following components:

*Business meeting with an update on the state of the process market.

*Presentations under consideration:

- End user: possibly Dofasco
- Selltis: Use of Technology in Sales
- Alumni: Progression and Opportunities
- Industrial Networks and Automation: Mohawk
- 3 Year Process Market Forecast update: Rasmusson & Willey
- Industry Canada Radar Level update

*Job fair

*Tour

CPCA Reception, Quebec City, Wednesday, September 30, 2009

Presentation by SCC on mark acceptance