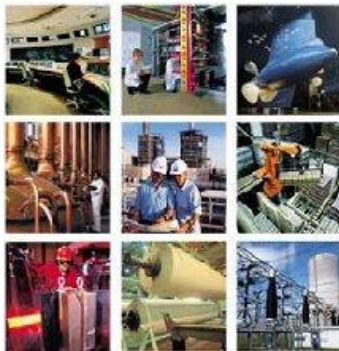




The only trade association for the instrumentation and automation industry in Canada, the Canadian Process Control Association is comprised of members involved in the development, production, sales and service of process control and automation products and systems. From manufacturers to distributors, publications to service providers, CPCA members include some of the most influential process automation companies in the world.

CPCA Members are a group of like minded companies whose common goals are to bring the best quality, certified products to the Canadian process market and to stay on top of leading edge technologies.



### Do You Know?

- ❖ The market trend for your products?
- ❖ The Industry's three-year growth rate?
- ❖ Whether your compensation plan is competitive?
- ❖ Which end-user markets will remain strong?
- ❖ How your sales compare with the industry?
- ❖ How your customers feel about you?
- ❖ How your gross profit compares to industry averages?
- ❖ Best practices of industry leaders?

### The purpose of the CPCA is to:

- ❖ promote the process control industry to businesses, academia and public organizations
- ❖ provide a forum for members to exchange technical, industry and regulatory information
- ❖ develop industry statistics
- ❖ encourage professional and ethical behavior and quality standards among members

### CPCA Benefits:

**Professional Development:** CPCA offers ongoing training on aspects ranging from sales management and industry standards to new technologies. Our new online, self paced, industry specific sales certification program encompasses the following areas:

1. Sales skills and process
2. Basic technology knowledge
3. Understanding of primary process industries
4. Knowledge of primary industry applications

**Industry Voice:** We help ensure the competitiveness of members by working with Certification Bodies (CBs) and regulatory authorities to expand capabilities of suppliers and ease restrictiveness of regulations. Our CB Survey details which of the CBs have been meeting the needs of our members, and the results will help you when choosing a certification body to work with, in terms of cost, timeliness and expertise.



**Monthly Orders Booked Report:** This is an instant look at the month's results by region. You receive an index quantifying year over year fluctuations by region, along with information on total domestic imports. Input for all reports is aggregated to eliminate any risk of exposure.

**Industry Report:** This annual report breaks down sales by region for the major product categories and end user process industries. A comparative analysis is provided indicating which technologies and which industries are trending up, and which are trailing off. You receive over 5 years of historical data.

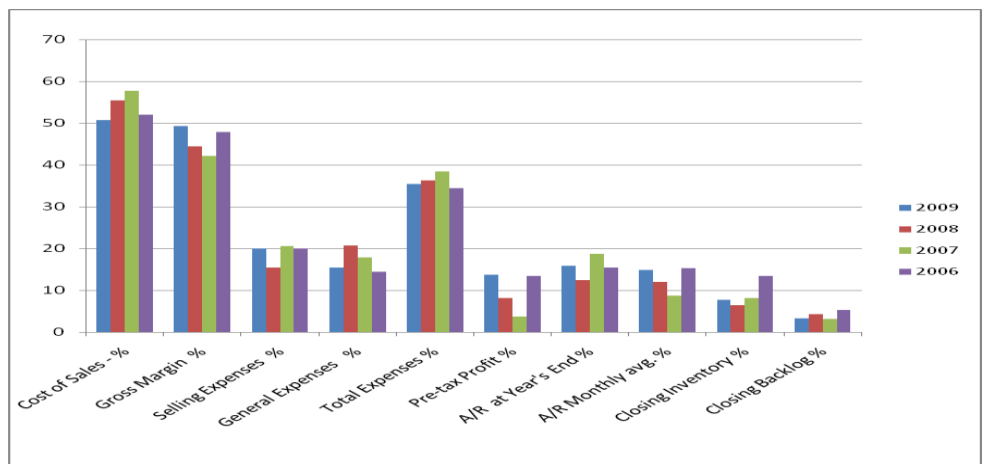
**Product report:** This annual report segments the major product categories into more granular detail, as well as breaking them down regionally. No industry data is necessary to participate.

**Industry Forecast:** Rasmusson & Willey prepare this 3 - year North American Market Forecast annually. The report is broken down into 13 product categories, 12 industry segments and 5 regions in both the US and Canada.

**Customer Satisfaction Survey:** This survey not only provides your own customer feedback, but industry benchmarks as well. It can be customized based on geography, product or end user, is ISA compliant and very cost effective.

**Compensation & Benefits Survey:** Provides industry specific data including salaries (encompasses ranges / averages / weighted averages), and benefits such as working conditions / training & development.

**Income / Expense Ratio:** Benchmarks financial parameters with similar companies to determine how your gross profit, margins and other details compare to industry standards. Annually for manufacturers, quarterly for reps.



**[Click here for membership application](#)**