



NIAGARA FRONTIER
SECTION

TRANSMITTER DECEMBER 2018

*Seasons
Greetings*



*to our
ISA Members, Advertisers and Supporters*

During the 2018 ISA Year, we experienced the most successful Tech Expo in our history; were forced to reschedule the 2018 Golf Outing due to "Spring Showers"; conducted several tours, and manned booths at two events as we promoted the Niagara Frontier Section of the ISA. We now look forward to even more successful events in 2019.

As technology changes so do the ways we communicate with our members and supporters. In the past and currently, we have sent out over 500 hard copy newsletters and have an on line circulation of well over 1000 E-Mail copies many of whom also get the hard copy also. As we move forward into 2019 we are going to go strictly on line for the transmitter newsletter. Currently the Transmitter is one of our section's largest expenditure. We have reviewed the costs as well as the benefits of the hard copy newsletter. By making this change we can maintain the quality of the newsletter and use the advertising revenue as well as cost savings for more scholarships to high school seniors going into engineering and science collage programs. Of course, anyone who would like to continue receiving the hard copy issue can still get it by request.

By making this change we hope to significantly increase the number and value of these scholarships and be of more benefit to students in our area. As another benefit we hope to also provide more technical sessions for our section members.

As we move into 2019 I encourage you to share your comments and ideas as to how we can be of better service to our section members.

January 21st from 5 pm to 8 pm we will again have a social to kickoff the 2019 Tech Expo at Riverworks. We invite everyone to join us and share stories, concerns and ideas with other professionals. Exhibitors wishing to sign up by January 25, 2019 will also receive a \$50.00 dollar booth discount.

See you there.



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ISA Will Grow and Succeed by Meeting the Needs of Both Members and Customers

ISA offers so many opportunities for industry professionals to engage, as members and as customers of the organization.

The advent of a new year is the ideal time to take a fresh look at all the different ways ISA members can get involved, especially in ISA sections and divisions. As someone who has been highly engaged for many years in my local (Ireland) ISA section, I'm very aware of the personal and professional rewards that come with active ISA membership involvement.

In many ways, ISA provides its members with opportunities to receive—in knowledge, skills, problem solving, leadership development, and friendship—and to give back—through collaboration, mentorship, volunteerism, sponsorship, and

student scholarships.

ISA is an organization that's proud of its past but is firmly focused on the future. In setting the standard for automation and control, we're determined to constantly raise the bar. Evidence of new Society growth and new opportunities for all of us to learn, participate, and help shape the future of our profession and industry are all around us.

The world of the automation professional is changing daily, affected by evolving and emerging new technologies and solutions that need to be applied in creative new ways. It's essential that the Society adapts in tangent with this changing environment.

Focus on the younger generation

It's critical that ISA become more relevant and attractive to a younger generation. We need a steady influx of bright new minds in order to grow and meet the challenges of the future. ISA must adjust to the expectations and demands of today's and tomorrow's automation professionals. For example, ISA's roots lie in the process industries, such as oil/gas, petrochemical, pharmaceutical, food and beverage, etc. That's an important strength, but there are other industry sectors out there that can readily and easily leverage and apply our expertise.

In doing so, we can improve on what industry does and make their services and solutions more valuable to their customers and end users. We have so many strengths and so much knowledge that can be leveraged to benefit the world, to make it a better and safer place. So, why not do it? In the process, we'll expand our membership base, add new customers, and grow. Building automation is an area that

has expressed interest in our cybersecurity standards. By leading with our expertise in cybersecurity, we can explore other ways of providing service and value.

Given that there are so many new opportunities, we have to think a bit differently, modify what we do, and how we do things, and accept change. We're not going to move away from our core strengths in standards, training, publications, certificate and certification programs, and events, but we need to introduce new business models and delivery formats to meet the demands of an evolving world.

There is much discussion centered on whether ISA is a member-focused organization or a customer-focused organization. I believe we are both. They're not mutually exclusive. Both members and customers are essential to our operational success.

Benefits of membership

Members are at the heart of ISA. They truly "make" ISA possible. Without the member, we would not possess the intellectual property (IP) that is so valuable to those in the automation profession. It takes committed and passionate members, working within a network of peers, to volunteer and apply their talents and knowledge to assist others.

After all, while we as ISA members enjoy an extensive list of member benefits and advantages, I believe our ultimate goal is not just to serve our fellow Society members—but to serve and advance all "members" of the automation profession.

Customers, on the other hand, want to use what we produce. They recognize the great value it brings to their work; they just don't feel compelled to be a part of ISA. The simple fact is that a majority of our revenue comes from non-members purchasing our products and services, and we rely on these dollars to help fund important, mission-driven work.

We need to recognize the two very different roles that our members and customers play in our organization, and the value they bring. By focusing on both and balancing their needs and requirements, we can continue to operate a successful business that will make ISA stronger.

As leaders, we need to make decisions based on our future, not what we've done in the past. We can't constrain ourselves to our past behavior and practices. Attracting new and younger leaders to the Society is important because they won't fall back on old ways; they will bring fresh perspectives and ideas and are motivated to act on them. Change can be uncomfortable. We tend to associate change as a negative, but it does not have to be. I ask that we all look for the positives during 2018 and continue to do great things for ISA. Let us build on a great past for an even greater future.

How to join

The ISA Board knows that with great staff and great volunteer leaders, members, customers and partners, and with your support and commitment to ISA, we all can make a difference each day on improving ISA and shaping its fu-

ture. Sometimes that difference begins with just a conversation with our peers and colleagues.

For more information on joining ISA, visit www.isa.org/join.



**NIAGARA FRONTIER
SECTION**

INTERNATIONAL SOCIETY OF AUTOMATION ~ BUFFALO NIAGARA

ANNUAL GOLF OUTING

MONDAY, JUNE 3, 2019

Diamond Hawk Golf Course, Cheektowaga, NY

10:00 a.m. - 11:00 a.m. — Registration

11:00 a.m. - 12:00 noon — Lunch

12:00 noon — Shotgun Start (Scramble)

4:30 p.m. - 6:00 p.m. — Steak Dinner, Raffles & Awards



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Ticket Pricing

GOLFER.....\$145 SINGLE / \$550 FOURSOME

Golf (18 holes), cart, lunch, drinks, steak dinner

NETWORKING & DINNER ONLY..... \$45

Sponsorship Opportunities

GOLF OUTING SPONSOR.....\$1,000

Team of four golfers, hole sponsor, signage, newsletter and website listing

GOLF CART SPONSOR..... \$750

Signage on all golf carts and newsletter and website listing

LUNCH SPONSOR..... \$500

Company signage on patio and clubhouse, newsletter and website listing

BEVERAGE CART SPONSOR..... \$500

Company sign on cart(s), newsletter and website listing

19TH HOLE NETWORKING COCKTAIL HOUR..... \$500

Company signage in clubhouse, newsletter and website listing

GOLF BALLS\$500

Company name and/or logo on each ball, sign in clubhouse, newsletter and website listing

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Company sign in clubhouse, newsletter and website listing

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Company sign in clubhouse, newsletter and website listing

LONGEST DRIVE.....\$100

Company sign in clubhouse, newsletter and website listing

HOLE SPONSOR\$60

Company sign at hole, newsletter & website listing

Register at www.isa-niagara.org

All proceeds benefit the ISA - Buffalo Niagara Education and Scholarship Fund

For more information, contact John Kowalczyk

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INTERNATIONAL SOCIETY OF AUTOMATION ~ BUFFALO NIAGARA

ANNUAL GOLF OUTING



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You're Invited — Monday, Jan 21st

ISA Buffalo-Niagara

*Holiday Membership Social
& Expo Kickoff*

January 21, 2019
5:00p.m. till 8:00p.m.
@ Buffalo RiverWorks



2019 ISA Tech EXPO
Buffalo RiverWorks




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Payments for Booth Reservations made by January 25th receives a \$50 discount



Niagara Frontier
Section

ISA TECH EXPO 2019 INFORMATION PAGE

Tuesday, April 9, 2019

Educational Seminar / Vendor Exhibit (11:00am - 6:00pm)

Tech EXPO & Trade Show Exhibitor Booth Packages

EXHIBITOR BOOTH PACKAGES

Each Booth Registration Includes:

- 10'W x 8'D Booth Area
- 1 Exhibitor Table With Covering: 96" x 30"
- Booth Back & Side Curtains
- One Electrical Power Outlet (upon request)

EXPO Program listing including: Company name, logo, address, contact, phone, website URL, e-mail, booth location
Promotional Expo Poster including your Company name, logo, booth location

Each Booth purchase INCLUDES one (1) ad To be included in the 2019 EXPO Program Ad Type Detailed below.

ADDITIONAL EXHIBITOR TABLES PRE-ORDER ONLY

- 8 foot Exhibitor Table (96" x 30") \$30.00
- 6 foot Exhibitor Table (72" x 30") \$30.00

Booth Member Price

Booth Non-Member Price

\$525.00 w/BIZ CARD AD

\$585.00 w/BIZ CARD AD

\$600.00 w/HALF PAGE AD

\$660.00 w/HALF PAGE AD

\$675.00 w/FULL PAGE AD

\$735.00 w/FULL PAGE AD

ADDITIONAL PROGRAM ADVERTISING (LIMITED NUMBER OF PROGRAM ADS AVAILABLE)

Full Page Ad / Line Card

\$250.00

Half Page Display Ad

\$150.00

Business Card Ad

\$75.00

Tech EXPO & Trade Show Sponsorship Opportunities

MUST Reserve by 3/1/2019

GOLD SHOW SPONSOR

\$1,000.00

Your COMPANY LOGO Featured & PROMINENTLY Displayed:
on WGRZ-TV2 sharing the exposure with each Tech Expo promo on the Front Cover of the Tech Expo 2019 PROGRAM on Section WEBSITE
in each issue of the Section Newsletter *Transmitter*
in the Riverworks VIDEO PROMOTIONAL LOOP on show day
Company SIGNAGE prominently displayed throughout the EXPO

SILVER SHOW SPONSOR

\$500.00

EXPO Literate Bags: Your Company Name and LOGO printed on each
OR EXPO Giveaway: Your Company LOGO printed on each
Your COMPANY LOGO Featured & Displayed:
on the Inside Front Cover of the 2019 Expo PROGRAM on Section WEBSITE
in each issue of the Section Newsletter *Transmitter*
on SIGNAGE on show day
in the RiverWorks VIDEO PROMOTIONAL LOOP on show day

BRONZE SPONSORSHIP PACKAGE

\$250.00

Your choice of:

- Registration Table
- Lunch (incl. table tents)
- Educational Seminar (4 avail)
- Beverage (Beer)

Your COMPANY LOGO Featured & Displayed:

in Section Newsletter *Transmitter*, Website & Expo PROGRAM
in RiverWorks VIDEO PROMOTIONAL LOOP on show day
company Sponsor Signage displayed on show day

NOTE: EXHIBITOR REGISTRATION: 8:00AM—11:00AM. DAY OF EXPO

For well over 50 years, the ISA Trade Show & Technical Expo has brought you State of the Art Products & Services each and every year making this show the longest continually operated Technical Trade Show in New York State.

Reserve your place today

REGISTER: WWW.ISA-NIAGARA.ORG/tech-expo-2019



All Reservations are "First Come - First Served"

RESERVATIONS ISA TECH EXPO 2019

EXHIBITOR BOOTHS, ADVERTISING & SPONSORSHIP

SECTION 1: Exhibitor Contact Detail (to be printed in Expo Program)

Company Name	Contact	Email	Phone #
Company Address	City	State	Zip
ISA Section Affiliation	**ISA Member Number**	Company URL	Alt Phone #

SECTION 2: Exhibitor Booth w/AD Selection

Booth plus Ad:	#	Member Pricing	#	Non-Member Pricing
Booth w/Business Card		\$525.00		\$585.00
Booth w/Half Page Ad		\$600.00		\$660.00
Booth w/Full Page Ad		\$675.00		\$735.00
Additional 6' Table		\$30.00		\$40.00
Additional 8' Table		\$30.00		\$40.00
TOTAL		\$		\$

Booth Location Request Preference

Location Preference:
 1st _____ 2nd _____ 3rd _____
 Placement is made on a First Come basis and Receipt of Payment. All effort be made to satisfy requests but no guarantee can be made. All final booth location decisions are at the discretion of the ISA Tech Expo 2019 Committee.

SECTION 3 Expo Program Advertising

Full Page / Line Card	# _____	\$250.00	\$ _____
Half Page Ad	# _____	\$150.00	\$ _____
Business Card	# _____	\$ 75.00	\$ _____
TOTAL:		\$	_____

[
All AD COPY must be received by: 3/9/19
 Email graphic files to: maoc@hot-training.com
]

SECTION 4 Sponsor Order

Gold Sponsor Level	\$1,000.00	\$ _____
Silver Sponsor Level	\$500.00 ea	\$ _____
Tech Expo Literature Bags		\$ _____
Tech Expo Giveaway		\$ _____
Bronze Sponsor Level	\$250.00 ea	\$ _____
Registration Table		\$ _____
Lunch		\$ _____
Beverage (Beer)		\$ _____
Education Seminar (4 available)		
Seminar #1 <input type="checkbox"/>	#2 <input type="checkbox"/>	
#3 <input type="checkbox"/>	#4 <input type="checkbox"/>	
TOTAL	\$	_____

SECTION 5: Order Recap & Total

Exhibitor Booth Total	\$ _____
Additional Table Total	\$ _____
Tech Expo Sponsor Total	\$ _____
Program Advertising Total	\$ _____
TOTAL PAYMENT DUE:	\$ _____

Exhibitor Registration: 8:00a.m.—10:30a.m. Tuesday, April 9, 2019

Checks payable to: **ISA-NIAGARA FRONTIER**
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REGISTER ONLINE:
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Annual Society Holiday Social Recap

December 13th our ISA Section joined ASME and three other local technical groups for our annual holiday social at the world of beer in the Walden Galleria.

The event was a total success with around seventy attendees overflowing our private dining area and into the bar area. Besides a great opportunity to mingle with friends from the other technical societies it proved to be a great networking opportunity.

Good food, good friends and good beer made it an evening worth remembering. Everyone who attended appreciated the efforts of the society officers and most feel that they will be attending again next year.

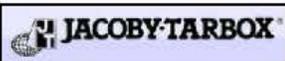
Our spring Tech Expo was promoted and our January 21 "kickoff" event mentioned to potential exhibitors who are eager and excited to come back again to our 2019 event!



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You're Invited — Monday, Jan 21st

ISA Buffalo-Niagara

*Holiday Membership Social
& Expo Kickoff*

January 21, 2019
5:00p.m. till 8:00p.m.
@ Buffalo RiverWorks



Complimentary hors d'oeuvres with cash bar

- ◆ Enjoy Networking Opportunities
- ◆ Plan your Tech Expo Booth location
- ◆ Save \$50 by reserving your Tech EXPO Booth by January 25th

Happy Holidays