

ANNUNCIATOR

May 1994



SARNIA



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Editor's Notes:

REMINDER: The Sarnia Section Annual Election and Awards Dinner is being held on Monday, May 30. See the special menu for this occasion on page 46. Note the later starting time.

Anyone wishing to get in contact with our District 13 president may do so by contacting Jim Lomax at 519-869-2493 (phone) or 519-869-8138 (fax).

ADVERTISERS: Please note that the deadline for the July issue of the ANNUNCIATOR is June 15, 1994. Please forward information to the editor by that date in order to have your items updated.

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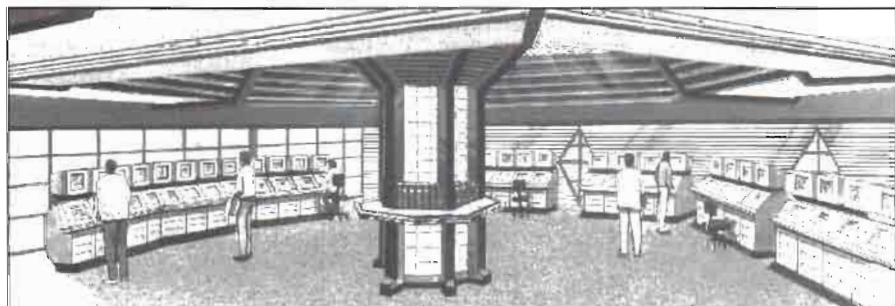
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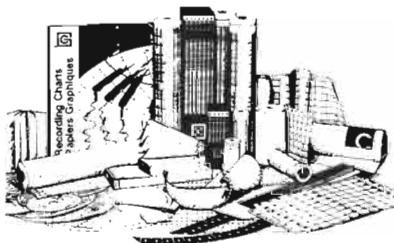
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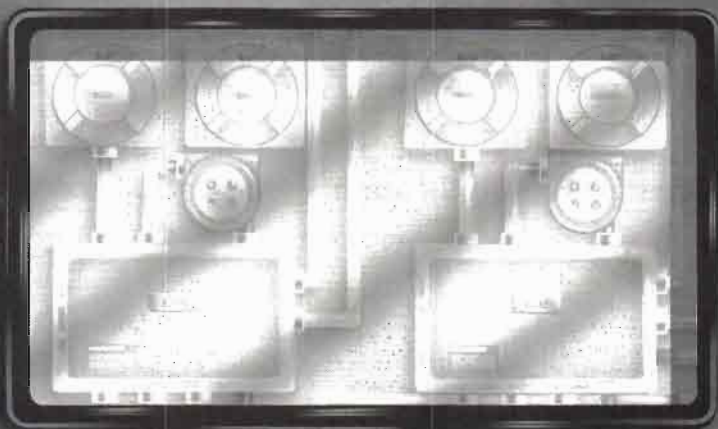
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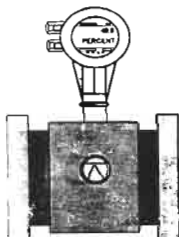


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President's Letter

This is my last opportunity to communicate as President via the Annunciator since my term in office is closing very swiftly. I would like to take this opportunity to review our year's activities as follows:

Our year began by supporting the Lambton College Student Team in their participation in the Chicago ISA Student Bowl Competition. The team proceeded to win the overall competition, providing excellent representation for both the Sarnia Section and the overall Canadian effort in general.

On October 28, 1993 both our Section Past President and President attended the opening of the "CAPT Centre" at Lambton College. This 4.5 million dollar Centre for Advanced Process Technology will provide educational courses for industry's training needs, customized training programs and third party training.

In keeping with our leadership role, the Sarnia Section has undertaken to operate a community Bulletin Board System (BBS) with a focus on instrumentation, measurement and control for its 250 members. Some local message bases (conferences) and file areas have been set up. The file system will include vendor sizing and selection programs, general interest PC utilities, virus scanner and clean-up, Microsoft windows utilities, modem terminal, off-line mail reader, information files, plus others of general interest. This entire project has been funded by local industries and community businesses.

The Sarnia Section has donated \$4,800.00 to St. Joseph Health Centre for the purchase of an "infusion pump". This charitable activity is our yearly project to increase our visibility and enhance the image of ISA in our community.

The Sarnia Section once again took part in the Sarnia branch of the Society of Professional Engineers' "Engineering Week". This event was held at the Lambton Mall in early March and our booth included several interesting exhibits loaned to us by local suppliers.

The Lambton County Science Fair was held April 15 & 16, 1994 at St. Patrick's High School. Our Section represented by six members who in turn judged and awarded six \$50.00 prizes, including plaques to the 1st and 2nd place finishers in the Junior, Intermediate and Senior categories.

I believe most of our activities have been mentioned and were achieved only through the wonderful support and hard work of our executive team. It is amazing to think of the talent that comes forth from the twenty one people on our executive. Several of these members will be recognized for their outstanding performance at our awards ceremony during Honours & Awards Night dinner to be held on Monday, May 30, 1994 - spouses are invited. See You there.

It has been a pleasure to serve as your president the past year.

"Thanks For Your Support"

Bill Arundell, President
ISA Sarnia Section

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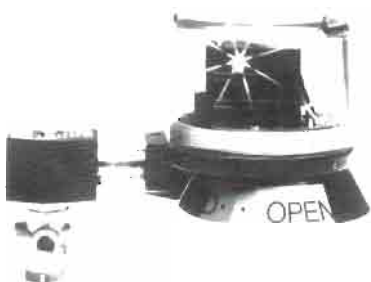


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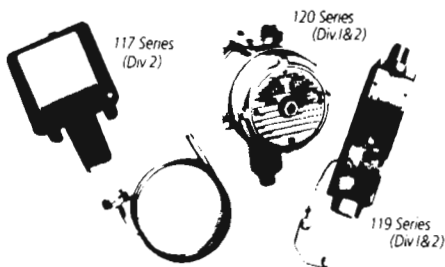
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PUT YOURSELF IN SOMEONE ELSE'S SHOES

By Stephen D. Boyd

LISTENING is an important skill that many of us take for granted. Have you ever explained a problem to someone and received an answer that showed that he or she didn't understand the problem at all?

A big part of listening goes beyond getting the main point and drawing conclusions. Listening empathically, or with feelings, means putting yourself in the talker's position without getting emotionally involved.

Empathic listening precedes effective feedback because it goes to the root of the concern: the other person's perspective. Listening only to obtain information and form opinions means missing much of what the speaker is saying — the emotions and intensity that make up real communication.

For business, technical and personal problems, anything that provokes frustration or worry is emotion-laden by nature. Thus, any problem is better handled with an empathic approach. The following steps will help improve your empathic skills:

ASK OPEN ENDED QUESTIONS questions like "What makes you feel that way?" allow the talker to go in the most-comfortable direction, though not necessarily the direction you would have chosen. By giving the other person free rein, it's easier for you to get into his or her shoes.

A good habit is to ask "one more question" before giving feedback. The answer you receive gives you more context and thus a more-realistic picture of what the talker really means. Your question might be, "What other factors are involved?" or "What other elements might influence the way we handle this problem?" or "What actions have you taken so far?"

MAKE THE OTHER FEEL COMFORTABLE Charles Mayo, founder of the Mayo Clinic expressed it this way: "I try to imagine the kind of doctor I'd like if I were you, and try to be that doctor."

By contrast, if you look at your watch, fidget, or look anxious as the talker is relating a problem, he or she may leave out key details. If you give the other person the impression that he or she is just wasting your time, you're not likely to solve any problems. Have you ever been listening to someone who suddenly says, "I can tell this is a bad time — we'll talk about this later?"

Instead, show the other person that the most-important thing for you at that moment is to listen. Tell your secretary to hold your calls, or close your door, or tell the talker, "Take as much time as you need." With these actions, you're more likely to get the details that go beyond the main problem and help you find solutions.

If you're the other person's superior, the other may neglect important information because of your higher rank. Therefore, show that the talker's ideas are valuable and that you really want to hear what he or she has to say.

Come out from behind your desk and sit together to create a feeling of equality and comfort. This encourages full disclosure and puts you in a more receptive frame of mind. Even pulling up a chair to the side of your desk to sit next to each other, rather than across the desk, helps reduce tension.

FIND A PERSONAL CONNECTION often, when you suddenly realize you're not on the same wavelength with someone, you're failing to empathize. If you can't understand why the talker is upset or angry, you're probably not relating well. Keep asking questions or listening until you connect. This might happen with a shared opinion or philosophy, or even an experience, hobby or background.

Continued Pg. 28

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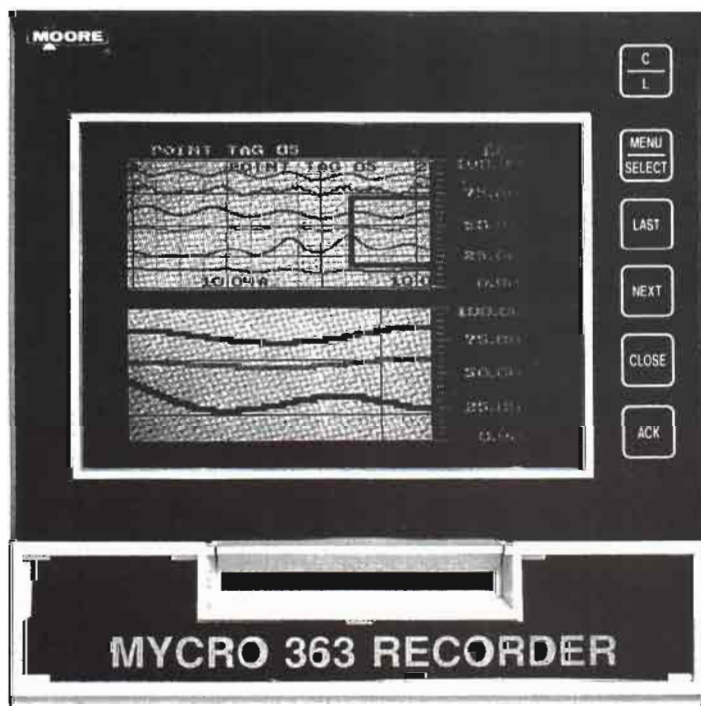
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it's a terminological inexactitude.*

ALEXANDER HAIG

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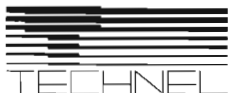


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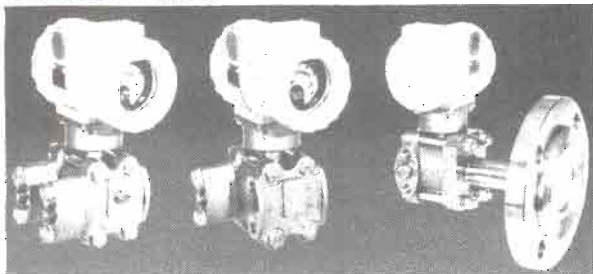
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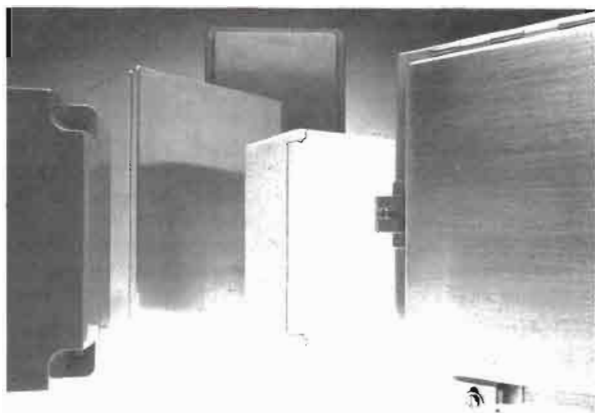
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For example, when I found out recently that one of my seminar participants was a Hoosier, we bonded instantly because of our shared Indiana background. It's easier to settle problems when your connection goes beyond the intellect.

LISTEN MORE THAN YOU TALK when he was a U.S. Senator, Lyndon Johnson had a plaque on his office wall that read "You ain't learnin' nothing when you're talkin'." While you're speaking, you can't learn about the other person. To get to the heart of the matter, ask a question, and then sit back and listen.

Try to live by the 50-50 rule — spend no more than half your communication time speaking. You develop a certain power through listening. The more the other person talks, the more information you have, and the better you can understand the needs of the talker and his or her needs.

This is especially important when one of you is not speaking his or her native tongue. If the other person speaks English as a second language, you should encourage him or her to talk as much as possible. It's likely that his or her repertoire of English phrases and idioms are unfamiliar to you.

For example, many people from the former Soviet Union and from some Asian countries learned British English. For some U.S. natives, many British expressions they know can sound completely foreign — and sometimes even unintelligible.

KEEP ADVICE TO A MINIMUM when someone comes to you with a problem, your first response is probably to provide advice or a solution; but sometimes all the other person wants is someone to listen. If you listen before advising, you're more likely to understand first. When you have a grasp of the situation, *then* you can offer suggestions.

Often, if you're listening empathically, the talker solves his or her own problem. For example, have you ever told your problems to someone who just listened? Chances are, by the time you talk your way through it, you had actually come up with your own solution. Empathic listening encourages this to happen.

WATCH OUT FOR POTENTIAL PITFALLS. Just as an empathic approach draws people out, the wrong approach closes them up. Avoid certain signals that prevent effective communication:

DON'T TRY TO TOP THE OTHER PERSON'S PROBLEM. Empathy means understanding the other person's perspective and feelings — not competing with those feelings. The other person's problem is not a springboard for you to recount your own similar situation.

Rather, ask another question or show concern by appropriately paraphrasing the other person's experience. You're there to help; you can best do this by getting the problem out in the open to deal with it. Anything you do to shift attention back to yourself defeats this purpose.

DON'T REACT WITH AVERSION. If the other person has a mistake or unpleasant experience to relate, make him or her comfortable telling the story, however awkward. Even if you disapprove of the speaker's situation or feel turned-off, don't communicate your aversion with words or actions. Be calm and keep the person talking. Don't say: "What a horrible thing to do," "I don't see how you lived through that," or, "I can't believe you're telling me this." Rather, use nonjudgmental, encouraging expressions that help both of you deal with the problem.

You might say: "I admire you for facing that challenge so straightforwardly," or, "I'm glad you brought this to my attention so we can work on it." In any case, don't kill the messenger.

It took courage to admit the mistake. Now it's time to find out as much as possible so you can address the problem. Your frosty or condemning reception will get you only an abridged version of the story, which ill equips you to solve the problem.

DON'T THREATEN: EMPATHIZE! Biographer Robert Massie recounts the following anecdote of Peter the Great (Russian Tsar, 1672-1725). After a suspected conspirator was tortured four times and refused to confess, Peter told the man that he had been punished enough.

He offered clemency if the prisoner would confess out of love for his sovereign. At this unexpected kindness, the man broke down and confessed. Empathic listening bears more fruit than hostility and disapproval.

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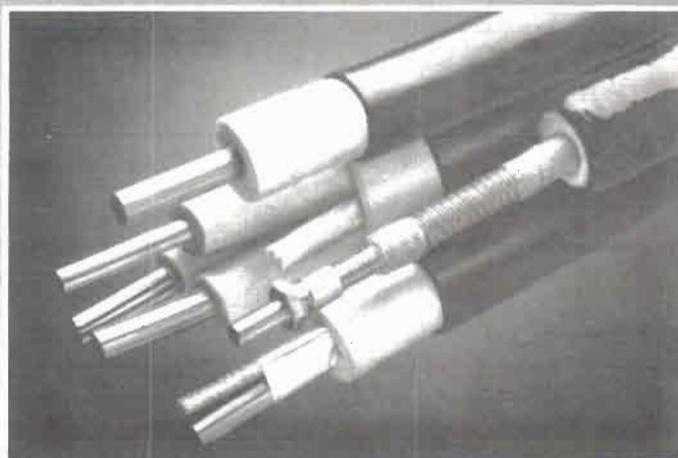
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SARNIA SECTION

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March Dinner Meeting Highlights

The fourth dinner meeting of the current year was held on Monday, March 28, 1994 at the Sarnia Golf and Curling Club. The meeting was attended by 93 members and guests.

CAPT (Centre for Advanced Process Technology) set up an information display for the ISA members. Fred Sheane informed the membership of the past, current and future activities and courses that the CAPT Centre are involved with.

The Sarnia Section Bulletin Board committee set up a demonstration of their new computerized Bulletin Board for members to view and try.

Following the Roast Sirloin Beef dinner, Irvin Hawkes introduced the guest speaker, John 'JP' Hodgins, a Systems Engineer for Microsoft, Canada. John gave an interesting presentation and talk on "THE PAST, PRESENT AND FUTURE OF COMPUTING AND MICROSOFT'S APPROACH". Microsoft generously donated two software packages which were drawn for. Winners of the draws were Dick Felton and Irvin Hawkes.

The next and last dinner meeting for the year is the ISA Sarnia Section Annual Awards and Election Dinner on May 30 at the Sarnia Golf and Curling Club. The announcement in this edition of the Annunciator for details. PLEASE NOTE THAT RESERVATIONS ARE A MUST FOR THIS DINNER MEETING AND THE STARTING TIME HAS BEEN CHANGED TO 6:30 pm WITH DINNER AT 7:30 pm.

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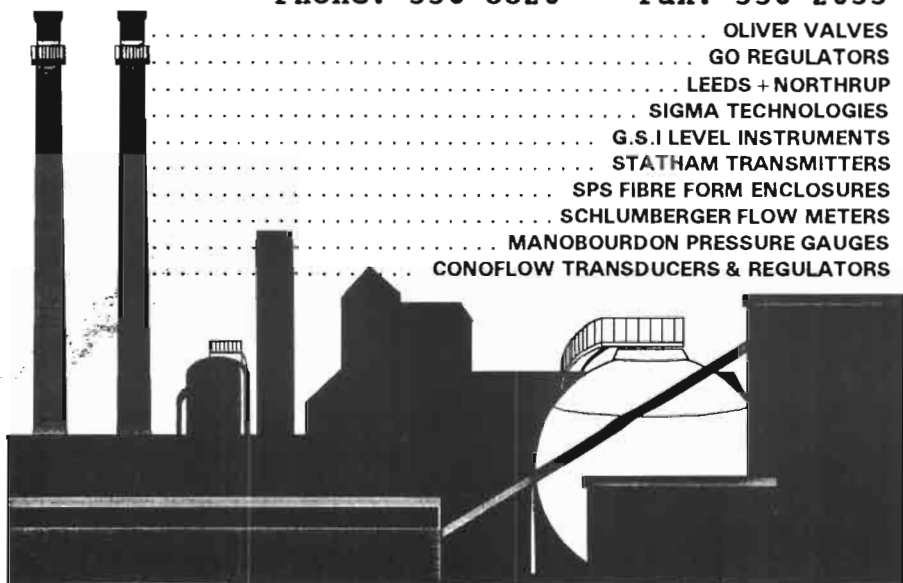
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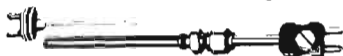
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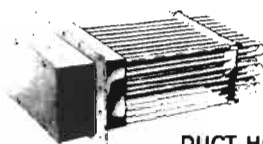
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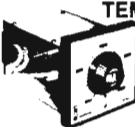
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DID YOU KNOW?

The "ISA Canada '95 Exhibit" has become a reality for April 1995. This national show is being jointly directed by the Sarnia and Toronto ISA Sections and will represent a tremendous effort on the part of both Sections in co-ordinating the Exhibit. Several meetings have already taken place and Program Committees are being formed to tackle various aspects of the show. The following is a list of the committees and the people who have so far committed to participating.

Position	Toronto	Sarnia
Executive Chairman	Stan Weiss	
Executive Vice Chairman	Curt Roberts	Dick Felton
Secretary	Ralph Page	
Treasurer	David Emanuele	
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Spouse / Leisure Chairman		
Committee Members	Jack Kavanaugh	Bill Arundell
International Chairman	Frank Stella	
Committee Members		Ian Shouldice
Membership Chairman		James Lachance
Room Monitors Chairman	Kevin Keane	
Committee Members	(Approx. 60-70 members required, Possibly retirees)	
Students' Day Chairman		Mike Grey
Committee Members		Sandra Morrison
Conference / Training Program Liaison - Montreal Section		

There are several Committees which still require chairmen and the Committee Members listed here represent only the beginning of the numbers required to develop these programs. Anyone who is interested in participating on one of the Committees is welcome to contact the ISA Executive for more detailed information.

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ISA Perspectives



March guest speaker, John Hodgins of Microsoft compares notes with Sarnia President, Bill Arundell.

Dinner meeting welcoming committee, Jennifer Southcombe, Chuck Douglas, Roland Smith and Mike Grey.



Sandra Morrison with CAPT Centre display.



Fred Sheane (right) converses with Bill Dailey regarding the Advanced Process Analyzer Course.



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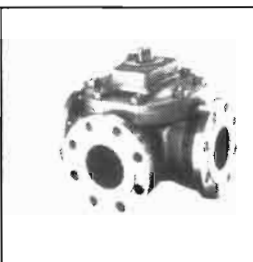
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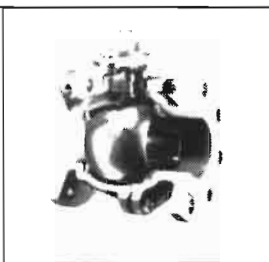
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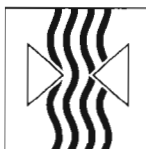
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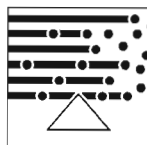
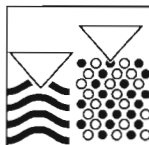
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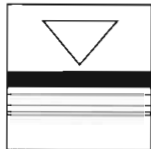


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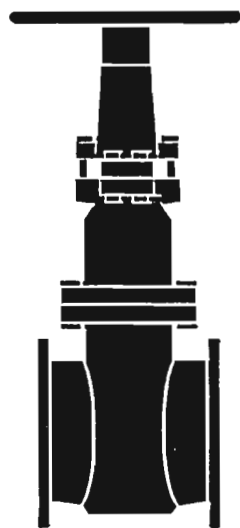
Date	Place
September 27, 1993	Sarnia Golf & Curling Club
November 29, 1993	Sarnia Golf & Curling Club
January 24, 1994	Sarnia Golf & Curling Club
March 28, 1994	Sarnia Golf & Curling Club
May 30, 1994	Sarnia Golf & Curling Club

Time: Cocktails @ 6:00 p.m. **Dinner:** @ 7:00 p.m.

Executive Meetings

Date	Place
September 13, 1993	Drawbridge Inn
November 8, 1993	Drawbridge Inn
January 10, 1994	Drawbridge Inn
March 7, 1994	Drawbridge Inn
April 25, 1994	Drawbridge Inn

Time: 7:00 p.m.



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Continued on Page 57

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Enclosure (1/10/93)



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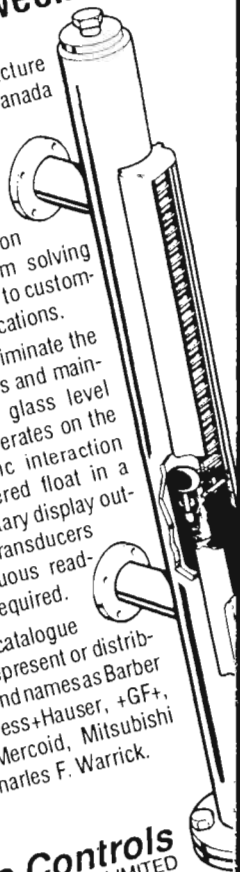
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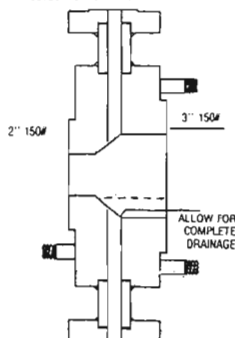
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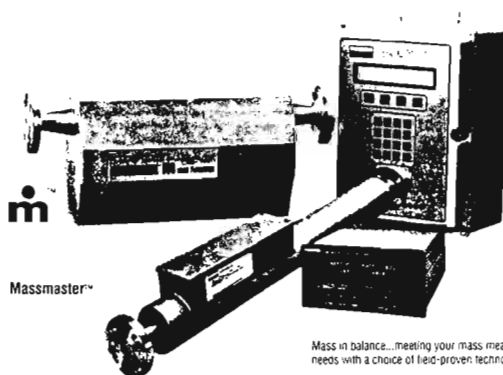
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Our aim? To keep customers at the competitive edge. Their Honeywell systems can be integrated with Tomorrow's products.

Fact

- Over 4,000 TDC 3000 systems are installed worldwide
- TDC 3000 systems help produce:
 - half the world's gasoline
 - 40 million metric tons of paper products annually
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Beyond basic control

Advanced Control Solutions from Honeywell are the next logical steps in the evolution of your control strategies. They are designed to improve your process and operations and squeeze out extra profits from your production investments. And customers report that they start seeing significant paybacks within weeks.

From sensors to the boardroom

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Fact

- 13 of the top 15 North American pulp and paper manufacturers use the Honeywell ST 3000 pressure transmitter

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Honeywell offers a portfolio of services that optimize system performance, maximize the use of all system features and extend system life.

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In addition to system and product support of Honeywell equipment our BLANKET SERVICE™ program offers third party system service support on other manufacturers' industrial-related computers, PCs, PLCs, printers, terminals...you name it.

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Fact

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1

Name (family last name) (first names) (middle initial) ☐ Male ☐ Female Birthdate _____

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☐ Check here if you are a full-time student and complete the following: School _____ Year of Graduation _____

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2

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3

Signature _____

Date _____

5

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Manufacturer / Tradename

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Local Sales Representative

Davis Controls
 Transcat
 Transcat
 Ovantum Sales Inc.
 Transcat
 Willer Engineering
 Lisle-Matrix Ltd.
 Romatec
 Brian Controls
 SSCAN-Grodyne
 Transcat
 J & M Industrial Supply
 Lakeside Controls
 Davis Controls
 Sharp Valve & Instrumentation
 Transcat
 Conval Equipment
 Transcat
 Controls
 Transcat
 Conval Equipment
 Romatec
 SSCAN-Grodyne
 Transcat
 PMP Instrumentation
 Transcat
 Transcat
 Transcat
 Brian Controls
 Willer Engineering
 Transcat
 Brian Controls
 Transcat
 PMP Instrumentation
 Ovantum Sales Inc.
 Provincial Controls
 Campbell Scientific (Canada) Corp.
 Huron Valve & Fittings
 Davis Controls
 G.L. Stebbins
 PMP Instrumentation
 Westburne Lytle
 Cambridge Controls
 Provincial Controls
 PMP Instrumentation
 Brian Controls
 PMP Instrumentation
 Transcat
 U & I Supply
 Willer Engineering
 Controls
 Westburne Lytle
 Westech
 Davis Controls
 Sharp Valve & Instrumentation
 SSCAN-Grodyne
 CB Engineering
 Industrial Projects
 Transcat
 Sarnia Piping Specialties

Manufacturer / Tradename

Consolidated
 Consolidated Controls
 Consolidated Controls
 Contaq
 Control Instruments Corp.
 Control Microsystems
 Cooper Instruments
 Cosense
 Crosby Safety Valves
 Custom Control Sensors
 Cybex
 DGH
 DH Instruments
 DSP Technology
 Danfoss
 Danfoss Mfg. Co. Ltd. - Denmark
 Daniel
 Darmatt
 Data Industrial
 Data Instruments Inc. - USA
 Data Lynx
 Data Precision
 Datatest
 Datavue
 Datel
 Davis Controls Ltd.
 Davis Instruments
 Defelsko
 Dekoron
 Delphian
 Delta C Technologies
 Delta-P Cell
 Deltapilot
 Descote
 Detector Electronics
 Devar
 Dianachart
 Dickson
 Digitec
 Dopak
 Dover Gas Technologies
 Drager
 Dresser
 Druck
 Druck
 Durakool
 Durco
 Duro-Sense
 Dwyer
 Dwyer
 Dwyer
 Dynapar
 Dynapar
 E. G. & G. Moisture & Humidity
 ECD
 ECD
 ECS Control Techniques
 EG & G Flow Technology Inc.
 EIT Inc.
 ELREMCO Timers - England

Local Sales Representative

Sharp Valve & Instrumentation
 Technel Engineering
 Transcat
 Ovantum Sales Inc.
 Willer Engineering
 Brian Controls
 Transcat
 SRP controls
 Lakeside Controls
 Willer Engineering
 CB Engineering
 Alpha Controls & Instrumentation
 SRP controls
 SRP controls
 Davis Controls
 Lisle-Metrix Ltd.
 Cantrols
 Bestobell Canada
 Cambridge Controls
 Technel
 SSCAN-Grodyne
 Transcat
 Novatech
 Leeds & Northrup, Canada
 Transcat
 PMP Instrumentation
 Transcat
 Transcat
 Bestobell Canada
 Romatec
 Veronics
 Moore Products Company
 Endress & Hauser
 Sharp Valve & Instrumentation
 CB Engineering
 Cantech Controls
 Alpha Controls & Instrumentation
 Transcat
 Brian Controls
 Westburne Lytle
 Veronics
 Westech
 Sharp Valve & Instrumentation
 SRP controls
 Transcat
 Davis Controls
 Cantrols
 Transcat
 Baker Instruments Ltd.
 Davis Controls
 Transcat
 Davis Controls
 J & M Industrial Supply
 Vermeer Engineering
 Novatech
 Transcat
 Vermeer Engineering
 CB Engineering
 Vermeer Engineering
 Lisle-Metrix Ltd.

Manufacturer / Tradename

EMCO
 ERHARD Valves
 ETC
 Eagle Signal
 Eaton Consolidated Controls - USA
 Echotel
 El-O-Matic
 Elcon Instruments
 Encoder
 Endress+Hauser
 Enertrol Shocks
 Enertrols
 Environics
 Environmental Technologies Group Inc.
 Environnement S.A.
 Epic Samplers
 Erdco
 Euchner
 Exac
 Expo Safety Systems
 Exttech Instruments
 F.B. Leopold - USA
 F.W. Bell
 F.W. Murphy
 Fabco Air
 Fielding Crossman
 Fike Canada Inc.
 Firerod Cartridge Heaters
 Fischer & Porter - Rotameters
 Fisher Controls
 Fisher Research
 Fisons Instruments
 Flow Meter Co. - England
 Flowtek Valves
 Fluidic
 Fluke
 Fluke Electronics
 Foxboro Analytical Group
 Fulier
 Furon Unitherm
 G.C. Industries
 G.S.I.
 GGOSCO Engineering
 GGOSCO Needle Valves
 GH Flow Automation
 GLA Elettronica
 GO Proximity Switches
 GO Regulators Sarnia
 GP-50 New York Ltd.
 Galtek
 Gamma Silometer
 Gefran
 Genelco
 General Eastern
 General Monitors
 General Resistance
 Geokon
 Global
 Gralab
 H. O. Terrice

Local Sales Representative

Davis Controls
 Lisle-Metrix Ltd.
 Transcat
 Davis Controls
 Technel
 Provincial Controls
 Westburne Lytle
 SRP controls
 elenex Ltd.
 Davis Controls
 Provincial Controls
 elenex Ltd.
 Brian Controls
 Novatech
 SSCAN-Grodyne
 PMP Instrumentation
 Bestobell Canada
 Davis Controls
 Lakeside Controls
 Syber Systems Inc.
 Novatech
 Lisle-Metrix Ltd.
 Transcat
 Cantech Controls
 Davis Controls
 Lisle-Metrix Ltd.
 Brian Controls
 Zesta Engineering
 TubeTech
 Lakeside Controls
 Transcat
 Westech
 Lisle-Metrix Ltd.
 Provincial Controls
 Brian Controls
 Transcat
 Armatek Controls
 Vermeer Engineering
 Syber Systems Inc.
 Bestobell Canada
 Brian Controls
 Sarnia Piping Specialties
 Provincial Controls
 Westburne Lytle
 Ovantum Sales Inc.
 SRP controls
 Lakeside Controls
 Piping Specialties
 SRP controls
 Romatec
 Endress & Hauser
 SRP controls
 Willer Engineering
 Willer Engineering
 Armatek Controls
 Transcat
 Campbell Scientific (Canada) Corp.
 Transcat
 Transcat
 U & I Supply

Manufacturer / Tradename

H.D. Baumann Control Valves
 Haenni Instruments
 Hammel Dahl
 Hansen Quik Connects
 Hartman-Technica
 Heise
 Heraeus Sensors
 Hewlett Packard
 Hiltcraft
 Hitachi - Oscilloscopes
 Hoffer Flow Controls - USA
 Honeywell
 Honeywell - Controllers & Recorders
 Honeywell - Controllers & Recorders
 Honeywell - Recorders
 Honeywell - Recorders
 Horiba
 Hoskins
 Huntron
 Hy-Cal
 HydriL
 Hygrolog
 IBM Industrial
 IC Sensors
 IDEC
 IET
 ITT Barton Instruments
 ITT Dialflow
 ITT Neo Dyn
 IVO Industries - US
 Illinois Instruments Veronics
 Imperial Eastman
 Imperial Eastman
 Imperial Eastman
 Industrial Control Services
 Industrial Scientific Corporation
 Ingold
 Inicon
 Inor
 Intecolor
 Intelligent Controls
 Intellitron
 Intellution
 Interface
 Interlink
 International Sensor Technology
 Interscan
 Intertec
 Ionics Instrument Division
 Ircon
 Ishida
 J-Tec
 JB Engineering
 Jacoby Tarbox
 Jamesbury
 Jensen
 Jofra
 Jofra
 Johnson Yokogawa
 Jordan Controls

Local Sales Representative

Conval Equipment
 J & M Industrial Supply
 Neles-Jamesbury
 Provincial Controls
 Transcat
 Transcat
 SRP controls
 Transcat
 Syber Systems Inc.
 Transcat
 Lisle-Metrix Ltd.
 Davis Controls
 Brian Controls
 Cantech Controls
 Provincial Controls
 Transcat
 SSCAN-Grodyne
 Cantech Controls
 Transcat
 Davis Controls
 Cantech Controls
 Endress & Hauser
 CB Engineering
 SRP controls
 elenex Ltd.
 Transcat
 Armatek Controls
 Romatec
 CB Engineering
 A Lisle-Metrix Ltd.
 Provincial Controls
 U & I Supply
 elenex Ltd.
 Armatek Controls
 SSCAN-Grodyne
 Westech
 Cantech Controls
 Alpha Controls & Instrumentation
 CB Engineering
 SRP controls
 Cantech Controls
 CB Engineering
 Willer Engineering
 Vermeer Engineering
 Industrial Projects
 SSCAN-Grodyne
 Tubetech
 Veronics
 Willer Engineering
 Atlas Alloys
 Romatec
 Transcat
 Romatec
 Atlas Alloys
 Transcat
 Brian Controls
 Transcat
 CB Engineering
 Cambridge Controls

Manufacturer / Tradename

Joucomatic International
 Jucker
 Julius Bauser - Germany
 K-Flow
 K-Tek
 K-Tek
 KNF Neuberger
 KTM
 Kammer Control Valves
 Kammer Control Valves
 Kane-May
 Kates
 Kay Ray/Sensal
 Kaye
 Kaye Instruments
 Kedco Mfg Ltd.
 Keller
 Kenwood USA
 Ketema - McCrometer
 Ketema - Schutte & Koerting
 Kinetics Systems Corp. - USA
 Kinetrol
 King Instrument
 Kistler-Morse
 Kitz
 Kitz
 Klinger
 Kotron
 Kurz
 Kurz
 Kurz
 L & J Technologies
 LAGCO Flumes - USA
 LEOPOLD
 LFE Instruments - USA
 LI-COR
 LMI
 LMI
 Land
 Larad
 Leader
 Leaderline
 Leaderline
 Lear Siegler
 Lee-Dickens Ltd. - England
 Leeds & Northrup
 Legris
 Legris Fittings
 Letco
 Lewis
 Love
 Lumenite
 M and Y Valve Services
 M point
 M-System
 M-Tek
 MCF Ball Valves
 MKS
 MST
 MTL

Local Sales Representative

Conval Equipment
 Bestobell Canada
 Lisle-Metrix Ltd.
 Willer Engineering
 CB Engineering
 J & M Industrial Supply
 Transcat
 Associated Valve
 Bestobell Canada
 Cantrols
 Transcat
 Westech
 Rosemount Instruments
 Transcat
 CB Engineering
 U & I Supply
 Campbell Scientific (Canada) Corp.
 Transcat
 Brian Controls
 Brian Controls
 Technel
 Provincial Controls
 Industrial Projects
 Novatech
 Atlas Alloys
 Cantrols
 Davis Controls
 Provincial Controls
 Brian Controls
 SSCAN-Grodyne
 Transcat
 Armatek Controls
 Lisle-Metrix Ltd.
 Lisle-Metrix Ltd.
 Lisle-Metrix Ltd.
 Campbell Scientific (Canada) Corp.
 Novatech
 U & I Supply
 Transcat
 Syber Systems Inc.
 Transcat
 Brian Controls
 Honeywell
 Romatec
 Lisle-Metrix Ltd.
 Sarnia Piping Specialties
 elenex Ltd.
 Provincial Controls
 PMP Instrumentation
 Transcat
 Davis Controls
 Bestobell Canada
 Ovantum Sales Inc.
 Endress & Hauser
 SRP controls
 Transcat
 Lakeside Controls
 Transcat
 Brian Controls
 Syber Systems Inc.

Manufacturer / Tradename

MTL IS Barriers
MTS
Madison
Magnetrol
Major
Manobourdon
Marpac
Marsh
Martel
Masoneilan
Max
Max 1000
Mead
Meeco Inc.
Mercoïd
Meriam Instruments
Met One
Metricor
Metrix
Metrix Timers
Metrosonics
Micon
Micro Motion
Micro Movements
Micromax 2
Micronics Ltd.
Mid-West Instrument
Mikron
Milton Roy - Liquid Metronics Division
Mini-X Purge Systems
Mini-Z Purge Systems
Mitsubishi
Mobrey
Modulevel
Monarch
Monitek
Monitor
Monitor Labs
Moore Industries
Moore Products Pressure Regulators
Multi-Amp
Multi-Volt
Multitrode
Mycro
Myron L
NBS
NGI
Nassau Instrument
Negretti
Neles
Neles-Jamesbury
Neles-Jamesbury
Neotronics
Newman Hattersly
Nicholson
Nilcor
Nivosonic
Nohken
Norstat
Novalynx

Local Sales Representative

Provincial Controls
Novatech
Bestobell Canada
Provincial Controls
Alpha Controls & Instrumentation
Sarnia Piping Specialties
Sharp Valve & Instrumentation
TubeTech
Transcat
Sharp Valve & Instrumentation
Willer Engineering
Leeds & Northrup, Canada
Transcat
Novatech
Davis Controls
Transcat
Campbell Scientific (Canada) Corp.
Willer Engineering
Transcat
Lisle-Metrix Ltd.
Brian Controls
Cantech Controls
Rosemount Instruments
SRP controls
Leeds & Northrup, Canada
Veronics
Brian Controls
Transcat
U & I Supply
Syber Systems Inc.
Syber Systems Inc.
Davis Controls
Bestobell Canada
Provincial Controls
Transcat
Willer Engineering
Romatec
Brian Controls
Armatek Controls
Transcat
Transcat
Transcat
Bestobell Canada
Moore Products Company
Transcat
Transcat
Transcat
Transcat
Bestobell Canada
Atlas Alloys
Atlas Alloys
Ovantium Sales Inc.
Transcat
Bestobell Canada
Romatec
Sharp Valve & Instrumentation
Endress & Hauser
Bestobell Canada
Davis Controls
Brian Controls

Manufacturer / Tradename

Nullmatic
 Numatics
 Numatics
 Nupro Valves
 O'Brien
 OMNI
 Oakton
 Ogontz
 Ohmart
 Oilgear
 Oliver Valves
 Omron
 Orange Research
 Orion
 P+F - USA
 PMV
 PTC
 PTC
 Pacer Industries
 Pacific Instruments
 Pamark Manifolds
 Panalarm
 Panalarm
 Panametrics PCI Division
 Parker
 Pelican
 Penberthy
 Penberthy
 Pepperl + Fuchs - USA
 Permacal
 Phipps & Bird
 Phoenix Contact
 Polysonics
 Polytronics
 Porter Instrument Co. - USA
 Posiseal
 Powers Process Control
 Precision Digital
 Preferred Rimcor Inc.
 Preso
 Presto-Tek
 Pribusin
 Pribusin Inc.
 Promac
 Prominent
 Proquip
 Provincial Instrument Housings
 Provox
 Proximity
 Proximity Control
 Psytronics
 PulsafeederR
 Pyramid
 QEL
 QSDM
 QSDM
 Quad Tech
 Qualimetrics
 Quantum
 R.M. Young

Local Sales Representative

Moore Products Company
 Provincial Controls
 elenex Ltd.
 Huron Valve & Fittings
 Armatek Controls
 Westech
 Transcat
 Cantech Controls
 G.L. Stebbins
 Bestobell Canada
 Sarnia Piping Specialties
 elenex Ltd.
 Provincial Controls
 Transcat
 Lisle-Metrix Ltd.
 Romatec
 Brian Controls
 Transcat
 Transcat
 SRP controls
 Provincial Controls
 Cambridge Controls
 Willer Engineering
 Veronics
 TubeTech
 Transcat
 Brian Controls
 Westburne Lytle
 Lisle-Metrix Ltd.
 Provincial Controls
 Transcat
 elenex Ltd.
 Davis Controls
 Transcat
 Lisle-Metrix Ltd.
 Lakeside Controls
 Conval Equipment
 Armatek Controls
 Vermeer Engineering
 Willer Engineering
 SRP controls
 Provincial Controls
 Novatech
 Transcat
 Ovantum Sales Inc.
 PMP Instrumentation
 Provincial Controls
 Lakeside Controls
 Bestobell Canada
 Provincial Controls
 Cambridge Controls
 omatec
 Romatec
 TubeTech
 Alpha Controls & Instrumentation
 Willer Engineering
 Transcat
 Transcat
 Transcat
 Campbell Scientific (Canada) Corp.

Manufacturer / Tradename

RCM Industries
REBS
REXA
RIMCO - Raingaiges
RIS
RMS Instruments
Ralston
Ralston
Raytek
RdF
Research Control Valves
Rexcon
Robbins Myers
Robertshaw
Rochester Instrument Systems
Rohrbach Cosasco Systems
Ronan
Rosemount
Rosemount Analytical
Rosemount Analytical
Rosemount Combustion Control
Rotomation
Rotronic
Royce Instruments
Rupture Pin Technology
Ruska Instrument Corp. - USA
Rustrak
S.P.S. Instrument Services
SAFFTRIP I.S.
SOR
SPM
STI
Sample Technologies Inc. (STI)
Sarasota Automation
Sarasota Measurement & Controls
Scanivalve Corporation - USA
Schlumberger
Schlumberger
Schrader Bellows
Schramm
Scully Electronic Systems
Seacor
Sealed Unit Parts
Sensall
Sensidyne
Sensidyne Gas Monitors
Servomex
Setra
Shand & Jurs
Shawflex
Shimpo
Sieger
Siemens
Sierra Monitor
Sigma Technologies
Signet Scientific
Sigrist-Photometer Co. - Switzerland
Silometer
Simpson
Skinner

Local Sales Representative

Cambridge Controls
Campbell Scientific (Canada) Corp.
Controls
Campbell Scientific (Canada) Corp.
Transcat
Technel Engineering
Transcat
elenex Ltd.
Transcat
Willer Engineering
Lakeside Controls
elenex Ltd.
U & I Supply
PMP Instrumentation
Sharp Valve & Instrumentation
Armatek Controls
Industrial Projects
Rosemount Instruments
Rosemount Instruments
Transcat
Romatec
elenex Ltd.
Alpha Controls & Instrumentation
PMP Instrumentation
Westech
Technel
Transcat
Sarnia Piping Specialties
Lisle-Matrix Ltd.
Industrial Projects
Transcat
elenex Ltd.
CB Engineering
Sharp Valve & Instrumentation
SRP controls
Technel Engineering
Sarnia Piping Specialties
Westech
TubeTech
Sharp Valve & Instrumentation
SRP controls
Transcat
Transcat
Alpha Controls & Instrumentation
Novatech
Transcat
Novatech
Alpha Controls & Instrumentation
Armater Controls
Bestobell Canada
Transcat
SSCAN-Grodyne
Alpha Controls & Instrumentation
Transcat
Sarnia Piping Specialties
Brian Controls
Lisle-Matrix Ltd.
Endress & Hauser
Transcat
Cantech Controls

Manufacturer / Tradename

Smar
Smartline
Smartline
Smith Valve
Sno-Trik
Solomat
Sparling
Speedomax
Stahl
Statham
Statiflow
Stewart Electronics
Strahman
Sugino
Superior Flow Products
Swagelok Tube Fittings
Swingwirl
Synchro
Systematix
T.B. Woods
TDC-3000
TIF
TLV
TOWER-GARD
TSI
Taylor Hand Actuated Pressure Calibrator
Techmation
Techne
Technipower
TegamBrian
Tegam
Tektronix
Tel-Tru
Tel-Tru
Teledyne
Teledyne Combustion Efficiency Analyzer
Telematic
Teltronics
Testoterm
Texas Analytical Controls Inc.
Texas Electronics - Raingauges
Texas Sampling Inc.
The Electron Machine Corporation
Theben
Thermo Electric
Thermo Electric - Calibrators
Thermo Kinetics
Thermon
Thermox
Time Electronics
Tobar
Tokheim
Trademark
Transmation
Transmation
Transtector Systems
Trerice
Tri-Sen
Tricentric
Tripp-Lite

Local Sales Representative

G.L. Stebbins
Brian Controls
Honeywell
Atlas Alloys
Huron Valve & Fittings
Transcat
Brian Controls
Leeds & Northrup, Canada
Alpha Controls & Instrumentation
Sarnia Piping Specialties
Westburne Lytle
SRP controls
Cantech Controls
elenex Ltd.
Ovantum Sales Inc.
Huron Valve & Fittings
Endress & Hauser
Moore Products Company
Willer Engineering
elenex Ltd.
Honeywell
Transcat
TubeTech
Lisle-Metrix Ltd.
Willer Engineering
Transcat
Lakeside Controls
Transcat
Transcat
Controls
Transcat
Transcat
Transcat
Brian Controls
Transcat
Armatek Controls
Transcat
Willer Engineering
Cantech Controls
Transcat
Vermeer Engineering
Campbell Scientific (Canada) Corp.
Bestobell Canada
Industrial Projects
Davis Controls
Armatek Controls
Transcat
Provincial Controls
PMP Instrumentation
Willer Engineering
Transcat
Cantech Controls
Willer Engineering
G.L. Stebbins
Controls
Transcat
Cantech Controls
U & I Supply
CB Engineering
Bestobell Canada
Transcat

Manufacturer / Tradename

Trueline Valves
 Tytronics Inc.
 U.S. Gauge
 U.S. Gauge
 Unimeasure
 United Electric
 United Electric
 United Sciences Inc.
 Unitherm
 Universal
 Universal Enterprises
 Unomat
 Unomat
 Vaccon Vacuum
 Vaisala
 Vaisala - RH, Barometric Pressure
 Valhalla
 Valtek
 Valvtech
 Vanessa
 Varec
 Variomag
 Vector-Vid
 Velan
 Versatile Measuring Instruments
 Vertigage
 Viatran
 Vista Scientific
 Vitex
 Viz
 W.E. Anderson
 WHIPPS Inc. - USA
 Walker Scientific
 Wallace & Tiernan
 Wallace & Tiernan - Pressure Calibrators
 Waltron
 Warren Jones Engineering - England
 Warrick
 Waterman Industries - USA
 Waugh
 Weksler Instruments
 Welker Engineering
 West
 Westech
 Westlock Controls
 Whesso Varec
 Whitey Valves
 Whitman
 Wika
 Wilkerson
 Winters Gauges
 Wodex
 Wood's
 Woodhead
 Worcester Controls
 Y-Z Industries
 Yokogawa
 Zullig

Local Sales Representative

Conval Equipment
 Novatech
 Brian Controls
 Transcat
 SRP controls
 Brian Controls
 Cambridge Controls
 Willer Engineering
 Bestobell Canada
 Alpha Controls & Instrumentation
 Transcat
 SRP controls
 Transcat
 Provincial Controls
 Transcat
 Campbell Scientific (Canada) Corp.
 Transcat
 Cantrols
 Cantrols
 Westburne Lytle
 Westech
 Endress & Hauser
 Transcat
 Westburne Lytle
 SRP controls
 Moore Products Company
 Willer Engineering
 Transcat
 Transcat
 Transcat
 Cantech Controls
 Lisle-Metrix Ltd.
 Transcat
 J & M Industrial Supply
 Transcat
 Novatech
 Lisle-Metrix Ltd.
 Davis Controls
 Lisle-Metrix Ltd.
 Alpha Controls & Instrumentation
 Baker Instruments Ltd.
 SSCAN-Grodyne
 Alpha Controls & Instrumentation
 Westech
 Atlas Alloys
 Westech
 Huron Valve & Fittings
 Davis Controls
 Sharp Valve & Instrumentation
 Transcat
 Provincial Controls
 Alpha Controls & Instrumentation
 U & I Supply
 elenex Ltd.
 U & I Supply
 Westech
 Transcat
 Bestobell Canada

- *Notes* -

THIS PAGE COMPLIMENTS OF OCTAGON ENGINEERING.

Past-Presidents of the Sarnia Section of I.S.A.

1946/47	Bill Graeb	1969/70	Ray Wechselberger
1947/48	Amby Upfold	1970/71	Bill Glendon
1948/49	Ron Chamberlane	1971/72	Curt McDonald
1949/50	Don Livingstone	1972/73	Everett Maness
1950/51		1973/74	Stan Thrift
1951/52	Ken Goldring	1974/75	E.A. Comello
1952/53	Amby UpFold	1975/76	Bernard West
1953/54	Warren McKay	1976/77	Jim Henrikson
1954/55	Jack Heatley	1977/78	Jim Johnson
1955/56	Larry Hall	1978/79	Ron Thurier
1956/57	Harold Kohlmeier	1979/80	Dave Braedley
1957/58	Ron Asselstine	1980/81	John Stassen
1958/59	Mike Hicks	1981/82	Wayne Jamieson
1959/60	Mike Hicks	1982/83	Frank Bandura
1960/61	Mike Hicks	1983/84	John Tranter
1961/62	George Mills	1984/85	Robb Sharp
1962/63	Robert Brayne	1985/86	Ron Kells
1963/64	Robert Newman	1986/87	Howie Whitton
1964/65	Robert Newman	1987/88	Joe Lobo
1965/66	Ted Stock	1988/89	Irvin Hawkes
1966/67	Ted Stock	1989/90	Rich Paterson
1967/68	Bill Rion	1990/91	Ken Blair
1968/69	Bud Dodds	1991/92	Jim Lomax
		1992/93	Bob Kelly

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