



Philadelphia Section IEEE Consultants Network

<http://www.phila-ieee-consultants.org>
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CONET Newsletter
April, 2007

Meeting Announcement for Tuesday, May 1, 2007

Date: Tuesday, May 1, 2007
Place: Sheraton Hotel, 36th & Chestnut Streets
Dinner: 6:30 PM (Network / Social time starts 5:30 PM)
Presentation: 7:15 to 9:00 PM
Topic: ***China's Impact on American Engineering: Threat or Opportunity?***
Parking: Sheraton indoor lot parking is FREE, if you have your parking stub validated at registration. Enter Sheraton Parking from 36th Street.

China's Impact on American Engineering: Threat or Opportunity?

Engineering and high tech manufacturing here in America is changing as business becomes more globalized. One controversial topic widely discussed these days is "Trade with China", in particular, outsourcing of American high tech jobs and manufacturing. Every engineer seems to have a strong opinion on this issue. Do we have the whole story? Can China's vast market be developed and tapped, affording strong opportunities for the savvy American engineer and small business owner? What steps must we and our political leaders now take, to allow that opportunity to develop to our advantage back here in the US? What is the impact of China's emergence on your technical careers and on our future as Americans?

CONET (never one to duck interesting and controversial topics), as part of its ongoing service to the Phila. IEEE Section, and to engineers and consultants throughout the Delaware Valley, is presenting at our May meeting, a perspective on China we guarantee you will not get anywhere else!

Our speaker is James Chan, founder and principal of Asia Marketing and Management (AMM), a Philadelphia based consultancy that specializes in advising US firms on global entrepreneurship, and doing business in China.

James is one of the world's foremost experts on conducting business in China, and is also the author of the book *Spare Room Tycoon*, which tells the real-life stories of how 40 men and women turned their personal passions into successful businesses. Autographed copies of James' book will be available for purchase at the meeting, for a cost of 20 dollars.

Regardless of your beliefs on China, you owe it to yourself to listen to, talk with, and if necessary, interrogate this highly energetic, informed, and animated man, who speaks fluent Chinese, and is quite knowledgeable on the mindset, attitudes, and culture of the Chinese people. James has spoken on sales and marketing at past CONET events, to rave reviews.

Mark your calendars and Reserve ASAP if you can! You may bring any promotional literature or business cards you want to display or distribute; we have a back table set up for this purpose. CONET is, after all....all about NETWORKING.

Price for our new multi-course BUFFET dinner and meeting is \$35.00. For those who are attending the discussion only, the price is **\$15.00**. CONET and IEEE Student members can attend the presentation only at no charge. Please bring your *COMPLETED* checks made payable to **CONET**, and your parking stub to the registration people who will sign you in at the door and stamp your parking ticket.

To reserve a place, please email Bill Jupin at CONET@bilectron.com ONLY, no later than 4 PM FRIDAY, APRIL 27. Include with your reservation, an evening phone number, and indicate whether you will be attending dinner, or just the meeting. Our new BUFFET setout also affords meal options to those with vegetarian diets.

Your presence and support ensures our continuing success as a Philadelphia area Consultants Network. (Winner 2005 IEEE Philadelphia Chapter of the Year Award)

WE LOOK FORWARD TO SEEING YOU THERE!

CONET News

Rewarding Opportunity Available: Immediate need for CONET Webmaster

Excellent opportunity to advance IT skills while taking a high-profile position on the CONET board of directors. Great networking and resume-building potential.

Duties/Requirements: the site runs itself. The webmaster is responsible for brainstorming and implementing new features, working with marketing to implement publicity strategies, and providing technical support to members as needed. Approximate commitment is a few hours per month.

Technologies include Active Server Pages (ASP), VBScript, MySQL, FTP, SSH, Dreamweaver. Some training will be provided; current webmaster will be available for an extended transition period.

If you are interested, send your contact information to locasale@ieee.org with copies to mvhenry@yahoo.com, and s.j.leister@ieee.org.

Call for Nominations for CONET Officers and Directors

In May, CONET members will elect our CONET Officers for the fiscal year from June 1, 2007 to May 31, 2008.

To keep CONET vibrant with new ideas, we strongly encourage nominations of new people for all offices: President, Vice-President, Secretary, Treasurer, Program Chair, and Webmaster.

The current officers will train the new officers.

This is an excellent opportunity to increase your visibility, networking, and overall enjoyment of CONET membership.

Your thoughts and comments relative to CONET activities or consulting can be voiced to other members and officers through the CONET forum:

<http://www.engineeringforum.org/forum/forumdisplay.php?s=&forumid=16>

For additional information on CONET visit our website: <http://www.phila-ieee-consultants.org>

For Philadelphia IEEE Section activities the section Almanack is now available on line at

<http://www.ieeephiladelphia.org>

Jim Walsh
CONET Secretary

CONET Officers

Tom LoCasale	– CONET Chair	locasale@ieee.org
Stew Leister	– Public Relations, Past CONET Chair	s.j.leister@ieee.org
Bob Johnston	– CONET Vice-Chair, Past CONET Chair	r.johnston@ieee.org
Bill Jupin	– Program Chair	BillJupin@bilectron.com
Jim Walsh	– Secretary	drjimwalsh@ieee.org
John Esposito	– Communications Chair – Treasurer	j.esposito@ieee.org
Michael Hendry	– Webmaster	michael.hendry@verizon.net
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Dave Horowitz	– Director	d.horowitz@ieee.org