



Spring 2011

Happy Spring Everyone!!

I am very excited to be the 2011 President of the Eastern Reprographics Association. Like so many people today, we are all faced with challenges but along with those challenges come great opportunities. The AEC industry is going through full scale change very similar to us, many of those changes we have not witnessed in most of our business lives. As professionals, experienced and savvy business entrepreneurs and reprographers we must stay strong, look toward innovation, focus on strengthening our relationships (with peers and clients), embrace technology and identify new revenue streams as our business model continues to evolve and change.

For those who attended the 2010 ERA conference in Norfolk, VA, we were glad you joined us. Reprographers and vendors alike focused on the future and we had many great presentations on social media, technology and BIM (from reprographers and client perspectives), wide format color opportunities and management along with “cloud” solutions and SaaS available in our marketplace today. I would really be curious as to how many attendees went home and tried to implement one of the many ideas shared? Please contact me as I would like to hear how you are doing.

The ERA is strong and has a great board of volunteers that enjoy serving our peers and defining value for our membership. We are utilizing technology for communication (do you know we are on Facebook?), through event broadcasts, e: mail newsletters and very soon online membership enrollment/conference registration and sponsorship opportunities. Our education committee is working very hard to bring the best programs to you and your staff (a sneak peak is an executive level industry leader panel discussing their plans for success, coming out of the recession and reprographics going forward).

This year’s annual conference is located at a great venue, [the Hilton Head Marriott Spa and Resort at Hilton Head Island, SC](#). The Hilton Head Marriott Spa and Resort is a great spot for our conference but also offers a reason to get away for a few extra days. Conference attendees will be able to extend their stays at the same great rate we have negotiated for our event. Make sure you book early and get an oceanfront room as this is a great vista. Included with the hotel is an incredible spa (for men and women) whereas ERA members will get a great discounted rate. Three golf courses are within walking distance (one of which will host our tournament). The beach area is great for walking, sunbathing and is a family friendly location. We plan on hosting a fishing tournament that can accommodate beginners and experienced anglers.

You can fly into Savannah, GA and drive about 45 minutes to Hilton Head (rental cars are very affordable) or directly into Hilton Head Airport which is 10 minutes from the resort. The resort has everything you could possibly need but there is also a shopping mall across the street and many great venues and restaurants are a short drive/taxi away. We have moved the days of the event to Thursday through Saturday to accommodate everyone's complicated schedules and to serve all business members of various size staffs.

On Thursday night we will open our annual trade show for an hour starting with a President's reception, then moving outside to the pool deck for a Low Country Boil (a taste of Hilton Head). For Friday night, we'll leave for Savannah for a great experience and dinner at Mrs. Wilkes Boarding House (you better come hungry). Following that you'll have a choice as to how you would like to experience Savannah, either a Pub Crawl or candlelit historical tour including the Andrew Low House. Before heading back to Hilton Head you can take in the many city squares which are much part of Savannah's culture or make your way down to River Street for more restaurants and shops along the Savannah River.

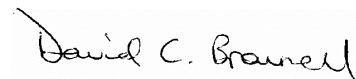
Along with what we have planned there are other venues that may be of interest for our guests. The Hilton Head Island Motoring Festival and Concours d' Elegance will be going on at the same time as our conference. No matter what your passion for cars (and some motorcycles) might be the festival covers pretty much everything, from racing to touring vehicles. Check out their websites as this may be an added benefit to attend and stay longer!

<http://www.hhiconcours.com/>
<http://www.facebook.com/HiltonHeadIslandConcoursdElegance>

So stay tuned and look for conference information coming to you soon. We will be offering considerable discounts to members (reprographers and vendors) that bring additional members or non-members as bringing great people together is what this is all about!

Thank you all very much for your continued support.
Please call or e: mail me directly with ideas or concerns.

We look forward to serving everyone and seeing you in Hilton Head/Savannah!



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