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# The Advisor

Newsletter of the  
IEEE Phoenix Area  
Consultants Network

May 2001

Volume 8

Number 5

## IEEE PHOENIX AREA CONSULTANTS NETWORK ANNUAL PICNIC

**Note: The regular Thursday night meeting will not be held this month!**

### WHEN:

Saturday, May 19<sup>th</sup>, 2001

Time: 3:00 to 6:00 P.M.

Food: The PACN will provide the hamburgers, sausages & soft drinks.

Please bring a dish or sack of something you'd like to share.

### WHERE:

The home of Lane and Ursula Garret at 8501 E Cactus Wren Road in Scottsdale.

Phone: (480) 948- 0912

### COST:

See above.

### PROGRAM:

**ANNUAL BARBECUE AND PICNIC:** This is primarily a social and networking event. There will be no business meeting. A good time is scheduled to be had by all.

### RESERVATIONS APPRECIATED:

Advanced reservations are always appreciated, so please email your reservations to Lane Garrett at [lanegarret@aol.com](mailto:lanegarret@aol.com) at your earliest convenience.

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### IMPORTANT NOTICE:

Our new marketing chair, Ron Sprague, has requested that all PACN members send him their resumes, to assist in his efforts to compile a list of skills available in the organization. So far he's had very few responses. If you're interested in furthering our marketing efforts, please email Ron at [r.sprague@ieee.org](mailto:r.sprague@ieee.org).

### PRESIDENT'S MESSAGE

*C. B. Johnson*

We had twelve people at our April 12<sup>th</sup> monthly PACN meeting at The Black-Eyed Pea Restaurant in the Scottsdale Pavilions. Our program was a presentation by Vaughn Treude [Nakota Software Inc] on "Standards and Your Consulting Business." He discussed ways to become knowledgeable about technology standards and how this information can benefit your consulting business. Both the program and the food were great values, and well worth the time spent for those interested in consulting as a professional enterprise.

Our membership database is still being updated by Paul Everett [Everett Infrared]. When this work is completed we will have a good sense of the total capabilities within the PACN.



Vaughn Treude speaks on  
"Standards and Your Consulting  
Practice"

Our next planned event is our Annual Picnic. In keeping with Consultants' Network tradition, the May meeting will be held on a Saturday rather than a Thursday and will be primarily a social and networking event. As usual, Network member Lane Garret and his wife Ursula have graciously

offered their back yard as the site for this event, which is scheduled for three to six PM on May 19<sup>th</sup>. See the meeting notice on the front page more details.

Copies of this newsletter, The Advisor, may be accessed and downloaded from [www.ieee.org/phoenix](http://www.ieee.org/phoenix) by clicking on the link to the PACN News Letter. If you have trouble with this download please contact Vaughn Treude, [V.Treude@ieee.org](mailto:V.Treude@ieee.org), or Bruce Johnson, [Bruce.Johnson@ieee.org](mailto:Bruce.Johnson@ieee.org).

Your Executive Committee works to offer presentations and develop programs of general interest and usefulness to our members. Somehow we also need to find ways to make our practices more successful. With this in mind, please attend our meetings as an active member, whenever possible, and bring your practice improvement ideas and comments with you to share with the

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President's Message - Continued from Page 1

network. To advertise our practices we do have a local web page, with individual member listings. Please come to our meetings prepared to discuss ideas and approaches for improving the consulting activity for our members As always, all members are encouraged to submit newsworthy items to Vaughn Treude, for inclusion in our newsletter, so please be on the lookout. Humor is welcome as well, especially if it relates to consulting.

[Note: Executive Board meetings are usually held at 8:30 am on Saturday mornings 12 days prior to each monthly meeting. These meetings are open to all members. Please contact Bruce Johnson if you wish to attend.] Our informal meetings are designed for networking, to communicate with each other on a personal and professional level, and to enjoy a program and a meal together as a group with a common interest and dedication to the enterprise of consulting.

The IEEE Phoenix Area Consultants Network (PACN) is an organization of professionals representing all technical disciplines. We meet once a month at a local restaurant for dinner followed by a presentation of a topic related to the field of consulting. The PACN offers:

- A web site for posting your resume
- The opportunity to network job possibilities
- Affiliation with the IEEE national consulting organization
- The opportunity to hone the skills needed to market your service.
- A friendly, informal atmosphere in which to continue to move your career forward.

Contact Bruce Johnson at bruce.johnson@ieee.org, or 480-759-2826 to become a PACN member.



Editor: Vaughn Treude (623) 412-0916

Executive Board

President: C. Bruce Johnson (480) 759-2826  
 Vice President: Lane Garrett (480) 991-8272  
 Secretary: Russell Johnson (480) 991-3787  
 Treasurer: Bil Morgan (480) 921-4094  
 Membership Chair: Paul Everett (480) 706-4753  
 Publications Chair: Vaughn Treude (602) 750-3662

URL's Of Possible Interest

The following URL's may be of interest to IEEE PACN members:

- ❖ <http://experts.intota.com>  
If you haven't checked it out yet, look at Intota's homepage for a world-class consulting enterprise hat you may wish to join up with.
- ❖ [www.ieeeusa.org/business/](http://www.ieeeusa.org/business/)  
This is the home of the IEEE's Consultant's Networks, plus resources for entrepreneurs, researchers, and others seeking information on grant and business opportunities
- ❖ [www.consultme.com](http://www.consultme.com)  
This web page provides a directory of consultants. Services are listed by skill, specialty, name company name or professional title, and by location and availability. There is a fee for this service.
- ❖ [www.ieeeusa.org/employment/global](http://www.ieeeusa.org/employment/global)

Here is the place to access the IEEE-USA's Web Employment. These services, a benchmark in the industry, are being made available and promoted to IEEE members worldwide. A new global employment services Web page describes how job seekers and employers outside the United States can avail themselves of the organization's Job Listing Service, Resume Referral service and consultants database. The site also contains an invitation for non-U.S. regions and sections to contact IEEE-USA for assistance in promoting these services to their members.

- ❖ [www.ieeeusa.org](http://www.ieeeusa.org)  
The above is a good general website for all of us in the PACN. All IEEE PACN members, who are IEEE members, are strongly encouraged to obtain an IEEE email address, i.e. SMTL. You may do this quickly by starting at this URL.
- ❖ [www.JobsArizona.com](http://www.JobsArizona.com)  
This local URL often contains requests for consulting services.
- ❖ <http://ewh.ieee.org/r6/phoenix>  
This is the URL for the IEEE Phoenix Chapter.

- ❖ <http://azhttp.net>  
The Arizona High-Tech Talent Partnership is a Chandler based organization deals with all issues and solutions regarding Workforce Development in Arizona.

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EDITOR'S NOTES

I'd like to thank everyone who attended my talk "Standards and Your Consulting Practice" at the April PACN meeting. I didn't have as much preparation time as I would have liked, so I appreciate that you were all patient with my somewhat-disjointed presentation. I also I learned quite a bit from your comments and feedback. I think I was preaching to the choir that time.

I've finally joined the technology elite. Like I said last month, I ordered DSL (from Qwest because they had a good deal.) There was a backlog, and it took a while to get it activated, but I finally got to try it last night. All I can say is, it is so cool! I downloaded an MPEG player, and watched the "estimated minute" count go down like a stopwatch. Now I can waste time with things like audio and video feeds. I may never get to that pile of magazines in the corner of my office.

Speaking of technology, we in the executive committee decided to do a teleconference this month instead of a "real" meeting way down at Bruce's place. First we tried the "cheap" way, by having all of us with dual-line phones use the "conference" feature simultaneously. We discovered that you can only hear (very faintly) one extra person in either direction. So we spent the big bucks to have a Qwest operator set it up. As an alternative, we plan to try the Net Meeting program over the Internet, with those of us who have the hardware. If that works, we (the PACN) may buy a couple of some web cameras to lend to our less fortunate members. It's not that I don't appreciate Bruce's hospitality for having these meetings in his home, but it is a long drive from Glendale.

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*Editor's Notes - Continued from P.2***You Will Be Assimilated (Not!)**

This week I saw an interesting article in the *Arizona Republic* that was reprinted from the *Chicago Tribune*. The gist of it was that the merger-mania of the 1990's may not have been such a good thing. They weren't talking about the potential of monopoly or a raw deal for consumers. Their point was that most of the biggest merged companies (something like seventy percent of them) hadn't done that well compared to their competitors. To me, that's good news (except for the fact that my wife and I didn't sell our Honeywell stock when we should have...)

For a while, it seemed like America's big corporations were assuming the role of the Borg from Star Trek. They were assimilating everything in their path, and "resistance is futile." That didn't seem like good news for stubborn independent consultants (like yours truly) who think a ten-man shop is too big. But now we can see this trend in a different light. Maybe the monster companies were coming together not because of their strengths, but because of their weaknesses. Merging with another company is a good way to do massive layoffs without destroying a company's earning potential—because of the duplication, they can keep the best (or the cheapest) workers that either company has.

Big companies may have become bigger, but there are fewer of them now, and they've sloughed off thousands of workers. Many of these people may have found work in smaller companies, or even gone independent. Maybe they're starting new businesses that will someday supplant the companies that laid them off. True, it's rough going for startups right now, but if take a contrarian viewpoint, it may be the best time of all. Those venture capitalists are probably getting pretty desperate for somebody to lend money to!

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**EXECUTIVE BOARD MEETING HIGHLIGHTS**

Last month's Executive Board Meeting was held via teleconference be-

tween members of the Executive Board here in the Phoenix area. Participants included Bruce Johnson, Bill Morgan, Ron Sprague, Russ Johnson, Paul Everett, and Vaughn Treude. Each committee chairman gave the usual report. We discussed potential future meeting topics and the possibility of hosting another Consultants' Workshop sometime next year. Bruce noted that we had received a \$500 subsidy from the local IEEE section. We also talked about trying a conference via the Internet instead of the telephone.



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**MEETING NOTICES****ANNUAL PACN BARBECUE, SATURDAY MAY 12<sup>th</sup>**

In keeping with Consultants' Network tradition, the May meeting will be held on a Saturday rather than a Thursday and will be primarily a social and networking event. See the Meeting Notice in this issue of *The Advisor* for more details.

**JUNE 14<sup>th</sup> MEETING**

We are attempting to get Roy Mcalister of the American Hydrogen Association to talk about Opportunities in the new Hydrogen Fuel Economy. The group advocates widespread use of hydrogen as a motor fuel, a plan which can reduce both air pollution and American dependence on imported oil.

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**OTHER MEETINGS OF INTEREST**

We will gladly list other meetings of interest in this space. Contact the editor of this newsletter. We only ask that the meet-

ings be of professional interest to our members. They do not have to be IEEE meetings.

The Phoenix Chapter of the **Independent Computer Consultants Association (ICCA)** meets the second Tuesday of each month (May 8<sup>th</sup> this month) with programs of interest to computer consultants, programming contractors, and others in the computer industry. Meetings are held at the West Coast Executive Park Hotel, 1100 North Central Avenue (just south of the Deck Park over I-10.) Meetings start at 6 PM for cocktails, 6:45 for dinner and 7:15 for the program (usually a guest speaker.) The cost of dinner is \$20 for members and \$25 for guests. Attending the meeting only is free for members and \$5 for guests. Call the ICCA hotline at 602-942-0667 for more information, or see [www.weyrich.com/mall/az-icca/meeting-map.html](http://www.weyrich.com/mall/az-icca/meeting-map.html).

**Tempe Tech Oasis "Techie Tuesday"** – What is a Techie Tuesday? It's a chance to get together with friends and colleagues, talk business, talk shop, whatever you like... This event is held monthly at 6 PM on the second Tuesday evening of the month. This month's meeting will be held on May 8th at the Bash on Ash at 230 West 5<sup>th</sup> Street (at the intersection of Ash, of course) in Tempe. Further info is at <http://www.bashonash.com> Although meetings are held monthly, the location changes frequently, so in future months, check this newsletter or the following website before attending. The sponsor of this event is the Tempe Tech Oasis Alliance. For more information, see [www.downtowntempe.com/TechieTuesdays.html](http://www.downtowntempe.com/TechieTuesdays.html)

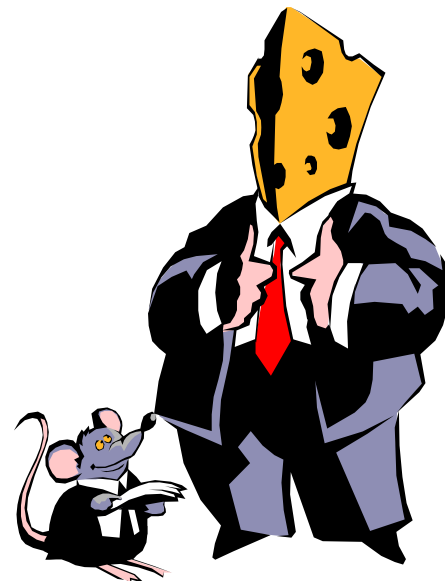
**The Phoenix Linux User's Group (PLUG)** meets at 7 PM on the second Thursday of each month (an unfortunate time conflict!) at the Sequoia Charter School at 1460 S Horne, Mesa, AZ 85204. Membership in PLUG is currently free to anyone that wants to join. A new **West-Side Chapter** of PLUG has been formed. Meetings are on the last Tuesday of each month (May 29th) at 7 PM in Conference Room 1 of the Technology Center at Glendale Community College (just north of the

library.) This month's topic will be on implementing network routing in Linux.

**The Arizona Internet Professionals Association (AZIPA.)** This month's meeting is a special joint event of AZIPA and Tech Oasis Night @ Copper Square (Downtown Phoenix) hosted by Inflow, the City of Phoenix, and the Downtown Phoenix Partnership. The location is the Arizona Science Center, at 600 E. Washington in downtown Phoenix. This month's meeting will be at 5:30 PM on Monday, May 21<sup>st</sup>. (Note: date was moved from usual fourth Monday due to Memorial Day.) In addition to the Tech Oasis Showcase and High Tech Happy Hour, attendees will also have full run of the Science Center and a free show in the

Dorrance. RSVP's are not necessary, but they are most appreciated! You may RSVP at [www.acteva.com/go/azipa](http://www.acteva.com/go/azipa). **PARKING:** Note that while there is also a baseball game this evening, it does not start until 7 PM, so if you arrive prior to 5:30, there should be no problem with game traffic. There will be dedicated reserved parking at the parking garage at the southeast corner of Monroe and 5th Streets, but you **must** tell the garage attendant that you are attending a private event at the Arizona Science Center - and they will give you a ticket which, after you bring it inside to the registration table for it to be validated, will be just \$2.00 for parking.

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**Note:** The following membership list consists of people who had paid their dues as of May 2001. Everybody else: pay up, please!

**Internet Resources:** The IEEE Phoenix Area Consultants Network maintains a web site with resumes of all members who wish to post one. It is a member benefit that is paid for in your membership fees. In addition there is a national directory of consultants and a national web site maintained by IEEE. PACN member web sites are listed below:

**ADVISOR MEMBER LIST**

**May 2001**

| Name                      | Phone        | FAX          | email                        | Area of Expertise   |
|---------------------------|--------------|--------------|------------------------------|---|
| Baxter, Dr. Gene K., P.E. | 480-832-7744 | 480-832-7744 | baxter@forensicgroup.com     | Forensic mech. engineer, prod. liability, personal injury                     |
| Everett, Paul M.          | 480-706-4753 | 480-706-4753 | peverett@everettinfrared.com | Electro-optics / Infrared technology  |
| Garrett, Lane S., PE, CEM | 480-966-1380 | 480-966-1516 | lanegarret@aol.com           | New product development, alternative energy                                   |
| Gerke, Daryl, P.E.        | 480-755-0080 | 480-838-9605 | dgerke@emiguru.com           | Electromagnetic interference and compatibility                                |
| Goldstein, Mark A.        | 602-470-0389 | 602-470-0389 | markg@xroads.com             | Information brokering, market research  |
| Johnson, Dr. C. Bruce     | 480-759-2826 | 480-759-2826 | bruce.johnson@ieeee.org      | New product development, night vision, optical sensors                        |
| Johnson, Russell R.       | 480-991-3787 |              | rjohnkozar@aol.com           | Program / project and quality management                                      |
| Jones, Clark              | 480-345-3638 | 480-345-8793 | jones@tempe.tt.slb.com       |   |
| Kawam, Elias A.           | 480-706-8561 | 480-706-8587 | eklatek@yahoo.com            | Space power   |
| Koch, Edward, Jr.         | 602-953-2111 | 602-953-2111 | ekochojr@worldnet.att.net    | SW Project / program mgmt, embedded systems<br>(Sorry, no info at this time!) |
| Lacey, Herman E.          |              |              |                              |   |
| Leverance, Neil C.        | 480-981-8883 | 480-981-5117 | nLever@ieeee.org             | Control sys., meas. & test, automation, PLC's                                 |
| Maltenfort, Andrew J.     | 480-704-6250 | 480-759-3801 | maltenfort@arowave.com       | Photonics, fiber optics, sensors, integrated optics                           |
| Morgan, William D.        | 480-921-4094 | 480-921-4094 | bmorgan@amug.org             | Software design and development- Macintosh                                    |
| Polischuk, Andre          | 602-482-0890 | 602-482-3979 | apolischuk@aol.com           |   |
| Rose, Robert C.           | 480-595-1187 |              | bob.rose@ieeee.org           |   |
| Sprague, Ronald L., PE    | 480-962-8183 | 480-962-8183 | r.sprague@ieeee.org          | Power Engineer  |
| Sullivan, Robert M.       | 480-948-3242 | 480-948-3242 | sully@goodnet.com            | Product development: high perform. tech. computer pkg                         |
| Tannehill, Richard L., PE | 623-435-9584 | 623-435-9584 | rickw7rt@firstinter.net      | Telecommunications  |
| Treude, Vaughn L.         | 623-412-0916 | 623-412-0916 | v.treude@ieeee.org           | Software design & development, SECS/GEM, industrial                           |

**MEMBER WEB SITES**

**PACN Site: [www.etaengineering.com/ieeephx.html](http://www.etaengineering.com/ieeephx.html)**

|                      |  |                      |  |
|----------------------|--|----------------------|--|
| Paul M. Everett      | <a href="http://www.everettinfrared.com">www.everettinfrared.com</a>                     | Lane S. Garret       | <a href="http://www.etaengineering.com">www.etaengineering.com</a>   |
| Daryl Gerke          | <a href="http://www.emiguru.com">www.emiguru.com</a>                                     | Mark A. Goldstein    | <a href="http://www.researchedge.com">www.researchedge.com</a>       |
| C. Bruce Johnson     | <a href="http://www.JohnsonScientificGroupInc.com">www.JohnsonScientificGroupInc.com</a> | Andrew J. Maltenfort | <a href="http://www.arowave.com">www.arowave.com</a>                 |
| William D. Morgan    | <a href="http://www.amug.org/~bmorgan">www.amug.org/~bmorgan</a>                         | Robert C. Rose       | <a href="http://www.gshelp4u.com">www.gshelp4u.com</a>               |
| Richard L. Tannehill | <a href="http://members.firstinter.net/rickw7rt">members.firstinter.net/rickw7rt</a>     | Vaughn L. Treude     | <a href="http://www.nakota-software.com">www.nakota-software.com</a> |