

# ◆ Consultants in Minnesota ◆

February 1997

## President's Letter

From: "RAYJ.GISKE"102430.315@CompuServe.COM

Well, the election of officers did occur at the annual meeting in January and here I am, your new president - with the emphasis on the new. I want to thank all of you for your votes of confidence and hope that I am up to serving with the same level of competence of those who came before me; Joan Barnes, Bill Buending, Bill McTeer, etc. The other officers elected at the meeting include: Vice President, Jerry Stiff; Treasurer, Sheridan Timms; and Secretary, Ben Moyle.

ICCA is a good organization, primarily because of the people who are members. It seems as though whenever there is a need or during a time of transition, someone is willing to step forward and take responsibility for something which needs to be done. Several recent examples include; Bill Buending, who was willing to assume the responsibility for chairing the annual ICCA Conference so that it could be held here in the Twin Cities. We all owe him our continuing support and we need to be ready to volunteer some of our time and energy as the need arises. Secondly, Magne Hatlevik has quietly assumed the role of newsletter editor (from Karl Hella) with this issue. Getting the newsletter out on time begins with getting the original material from the writers in a timely fashion (yes, that includes me!). Finally, Jerry Stiff, as Vice President, has assumed responsibility for organizing all that needs to get done for having the monthly meeting. We hope all of you will have a suggestion or two for a meeting topic and will be willing to serve as a Program Sponsor (i.e., contact and make arrangements for a speaker) for at least one meeting.

Of course, Karl, Joane, and Magne deserve our thanks for the roles they have just completed. Karl, our thanks to you for your service as the editor of the ICCA Newsletter for more than 10 years. You deserve more

than a break today! Joane, thanks to you for serving, once again, as the chapter president. You did a great job! And Magne, thanks for taking the time to serve as the chapter secretary over the last year.

Finally, I want to apologize for those of you who were inconvenienced by the change in location for the January meeting. Our contract with the Wyndham Garden indicated our meeting was to be held on Thursday, January 16. However, the ICCA newsletter published the meeting date of Tuesday, January 21. Even though the Wyndham Garden was willing to change the date for us, they, unfortunately, had no space available. Consequently, we decided to move to our alternate location rather than change the date. Given the enterprising souls that we are, we will learn from our mistakes. Based on conversations with several of you, we will try to do a better job of communicating meeting dates, work on simplifying and standardizing mailing lists, and explore additional or optional means of communication when changes occur.

As a newly elected president, I make no promises except to take seriously all suggestions made by a paid-up member of the organization. (That doesn't mean they will be implemented, but they will be taken

### Officers:

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### With Sympathy

The Minnesota Chapter of ICCA extends deep sympathy and condolences to Joyce Burkard, ICCA's Executive Director, on the death of her mother January 22, 1997. We share in her grief and hold Joyce in our prayers and concerns.

INDEPENDENT  
COMPUTER  
CONSULTANTS  
ASSOCIATION

Newsletter  
of the



Minnesota Chapter

## Update 1997 National Conference

by Bill Buending

At our Chapter meeting January 21, Bill Buending, conference chair, gave an update on our status. Bill began by attaching a small poster to the podium, and we learned that we were in Day 36 of our adventure, and there were 151 days remaining until the Conference started. No pressure there!

Bill handed out another of his preemptive strikes against the paperless office, an operating mode that is boringly familiar and constantly causes fear and trembling in trees everywhere. We found out that the conference theme is "Striving For Balance," but we already knew that. Examples of potential logos were attached, and we would discuss them later.

The Conference Hotel will be the Marriott Airport. Room rates will be about the same as last year in St. Louis. The rooms themselves cater to the business traveler, what with dataports, ergonomic desk and chair sets, complementary newspapers, etc. The hotel has a dining room, grill, and bar. The workout room is open 24 hours (which doesn't matter a whit to Bill), and the indoor pool is open until 1:00 AM. Bill indicated that there was potential for some inter-Chapter water volleyball challenges following the Awards Banquet Saturday night. The hotel also offers free shuttles to Mystic Lake Casino and the Mall of America, when you want a break from stuffing all that knowledge in your head.

Bill indicated that the Marriott Airport is built like a four-sided Pentagon (this guy must be a client's nightmare). By that he meant that the inside rooms face an open Atrium/Courtyard. Once the snow is gone, which this year may be June 18, the hotel puts up a large tent in this Atrium/Courtyard. Conference lunches and dinners will be served under this tent. The tent has a hardwood floor with under-floor heating and A/C plus ceiling fans, so that no matter whether the weather is "in-," "ex-," "de-," or just plain "clement," conference attendees will be served in style.

The work to enlist conference speakers and corporate sponsors is continuing. Some are currently in place, and others are checking their schedules before responding. We still need more likely candidates for both speakers and sponsors. You know the old saying, "Can't sell from an empty wagon." (That probably dates me. Today, you can't sell without a web page. The fact that you can't get into the Net in the first place doesn't remove the need for a web page.)

The National Office has started work on the conference brochure, the Proceedings Manual, and the Goody Bag accouterments.

Our Conference marketing plan is reaching out to any organization in the Twin Cities that is listed under "Computers" in the Yellow Pages. Mailing label data is being prepared even as you read this. It is possible you will receive more than one brochure and registration form. So be it. Pick one and get registered. Go for the Super Saver pricing. Failing that, try for the Early Bird pricing. Or use the Money Is No Object pricing and register at the door. Just make sure that you register for the Conference. And then attend, of course.

Bill then turned the discussion to the four sample logos he had developed. Minor adjustments were recommended, and then one of the members ordered that one of the Clip-Art objects had to go. A spirited discussion ensued. Finally, it was suggested that Bill was a sexist, sensitivity-challenged, male chauvinist pig, dirty old man. To which Bill responded, "True. Anything else before we approve the logo?" Striving for balance, Bill acknowledged that other logo designs would be considered and that suggestions should be in by the end of the month.

Make a note right now on your calendar that the weekend of June 21-22 you will be attending the 1997 ICCA National Conference in Minneapolis, MN. The snow will be gone, the flowers will be in bloom, the mosquitoes will still be in Iowa on their trip north (or is that geese? They are so close in silhouette that I get them confused).

## ICCA 'Broker Fair' Meeting

by Ben Moyle

The chapter held its third annual 'broker fair' meeting on Tuesday evening, January 21. Eight broker firms attended, about 15 people, and slightly more consultants.

The format of the evening was relatively low-key as before and as planned. There was a lot of informal discussion among the brokers and consultants before the dinner and individual presentations by the broker representatives, and some more discussion after the presentation period.

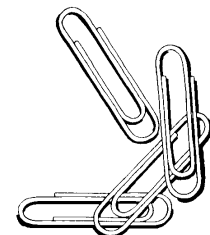
After that the chapter had its annual business meeting. The single nominees for each position were elected by unanimous voice vote:

President - Ray Giske  
Vice-Pres - Jerry Stiff  
Treasurer - Sheridan Timms  
Secretary - Ben Moyle

Magne Hatlevik has assumed the reins of the newsletter, from Karl Hella. Karl was especially applauded for doing the newsletter for, can you believe it, 10 years! (Thanks again, Karl.)

We also discussed various planning aspects of the upcoming National conference (here, June 21-22, case you missed announcement last month). Although a good-sized potential speaker list has been developed, more are needed. Please think about this, call or fax Bill Buending (conference chair) with names, and hopefully, contact numbers.

Bill's voice  
and fax number  
is 931-9754.



**Jerry Wallace**  
 <jwallace at proptech dot com>

February's Speaker

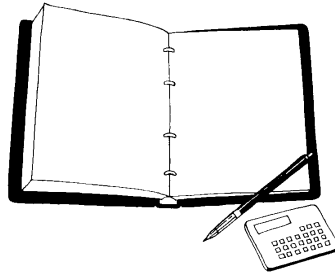
by Patty Stolpman

The speaker for February's ICCA meeting is Jerry Wallace. What makes him qualified to speak to the topic of disaster recovery? Well, it all started back in Junior High...

To hear Jerry and his friend Jim talk, it was in Mr. Youngren's class that an interest in electronics became a passion and eventually a vocation. Jerry continued on to Brown Institute after High School and a stint of selling tires at Bloomington Tire. He then entered the world of application programming on DEC PDP-11 computers for a few different area companies, one of which was County Seat, where I came into the picture. After we met, Jerry went back to school at the U of M, majoring in Computer Science. However, he still couldn't stay completely away from the practical side of computing and continued to do some consulting and to work part time at a computer store. It was during that time that we bought our first computer, an Apple IIe. There was many a night when LodeRunner was played into the wee hours of the morning! Compared to our current version of LodeRunner on CD-ROM with sound, color, etc. ... well, let me just say that our first computer now looks a little pathetic!

We now have an office full of computer systems, each with a designated purpose. What do you do when one of those computersystems dies? What do you do when half of the office floor is flooded because the foundation of the building leaked?

Well, come to February's meeting and find out!



**Norm Nelson.**

The Program Sponsor for the December Holiday Fun at the Black Forest was Norm Nelson. Due to holiday schedules, this write-up was not prepared in time for the December newsletter. Nevertheless, our thanks to Norm for making the arrangements for the Festsaal.

Norm Nelson has been working as an independent consultant for more than 14 years. He specializes in application design and development on IBM mainframe computers. He received his COBOL and programmer training courtesy of the U. S. Air Force after

enlisting in 1969 in an attempt to avoid ground combat duty in the Vietnam. In addition to COBOL, Norm also became skilled in FORTRAN (haven't heard that word for a long time) and a Univac assembler language. After 'doing his time', Norm worked for 6.5 years at First Bank before trying the consulting business. A tour with Lawson Associates as well as with CICS convinced him he might prefer operating as an independent. He incorporated as Superior Online Systems and has been busy ever since.

For all but the most perceptive, it is hard to tell that Norm lived on a farm near Cannon Falls until he went off to college. Because of his interest in science and electronics, he never seriously considered farming as a vocation. Instead, he graduated with a math degree from Mankato State University and entered the world of computer programming.

In addition to working and putting two daughters through college, Norm enjoys biking and travel by train. For example, a recent vacation took him to the west coast on Amtrack (Norm says he enjoys traveling by train because it provides a much different perspective than travel by car). His interest in trains goes beyond travel, however. He recently bought a different home located in the historic Milwaukee Ave. district in southeast Minneapolis. The house built in 1981, is similar in style to other houses in the district built by the Milwaukee Railroad so that railroad employees could live near the railroad yards in the area.



**Meeting Reservations:** Members may phone your reservation to Joan Barnes' office at 257-2570, **by 3:00 PM, Friday, February 14.** Non-members should mail this form to ICCA Minnesota, c/o Sheridan Timms, 6940 Tartan Curve, Eden Prairie, MN 55346.

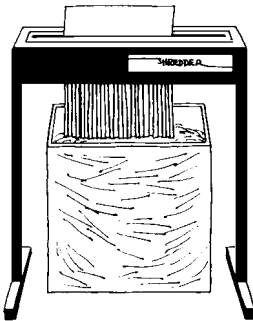
Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_  
 State: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

Member \$25 non-member \$30 x \_\_\_\_\_ = \_\_\_\_\_  
 Enclosed is a check for: \_\_\_\_\_

# February Meeting Disaster Recovery

The next monthly meeting of The Minnesota Chapter of the Independent Computer Consultants Association (ICCA) will be on the evening of Tuesday, February 18, 1997, at the Lido in Roseville.

Jerry Wallace will tell us all there is to know about Disaster Recovery. Social hour period begin at 5:30. Dinner is at 6:30.



[ed. note]

: And this is definitely my first issue as editor.

Although I can never replace Karl's fine work, I hope newsletters will be produced month after month by Microsoft Publisher® on my computer.



## Next Meeting

### Disaster Recovery

Tuesday, February 18

### Lido

North of Ct. Rd. C on Snelling Ave  
in Roseville

Social Hour begin at 5:30PM  
Dinner is at 6:30PM

## FUTURE MEETINGS

### March 19 - Insurance

at Windham Garden Hotel

### April 17 - Business Writing

at Lido



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