

# Summit Speaks

Summit Technology Services, Inc.

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When building a team, I always search first for people who love to win. If I can't find any of those, I look for people who hate to lose.  
~H.R.Perot~

## Inside this issue:

**WELCOME BACK**

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## Presidential Address

Welcome back to our Summit Speaks newsletter. We took a little time off and plan on providing our letter on a quarterly basis going forward.

2007 is now behind us with the good and bad. Turmoil continues in the mid-East and also with the stock market. Business across the board is good and steady. For right now the economy seems to be holding its own with minimal growth in the forecast. The election will soon be upon us with nothing in the news or papers but the prospective candidates.

Summit continues to move forward!! We plan on having our new website up in the next month. All our contact information remains the same. Internally we have updated our server, PC's and software. Our growth is in

software engineering with major clients across the U.S. In the past year Summit's engineers provided services and expertise in NY, NJ, SC, IN, IL, WA, UT, TX and Mexico. Our main corporate contacts are usually in NY with our experience and



reputation allowing us to provide support to their divisions, where ever they are. We look forward to where 2008 will take us.

I want to thank all our clients and contacts for their

current business and continued support. To our employees, thank you for your professionalism, dedication and support of Summit and our clients.

Should you have any questions please contact Mary, Julie or myself. We value your input and suggestions.

Have a Great New Year!!

*Craig E. Burdick*  
-STSI President



## SUMMIT

Eleanor Roosevelt once said "You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You must do the thing you think you cannot do." I think that quote best describes how the Summit team took on the challenges and obstacles we faced in 2007 and turned them into successes.

### NEW YEAR'S REFLECTION

Looking back on the months gone by, As a new year starts and an old one ends, We contemplate what brought us joy, We think of our loved ones and friends. Recalling all the happy times, Remembering how they enriched our lives we reflect upon who really counts, As the fresh and bright new year arrives. And we ponder those who do, we immediately think of you. Thanks for being one of the reasons We'll have a Happy New Year!!

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MEET THE  
STAFF

**Craig E. Burdick**  
President/Owner  
Corporate Management  
Client Development  
Engineering Services

*Approved  
for  
Government  
Contracts...*



**Julie Shaver**

Recruiter

Contact:  
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## STSI Progress Report - Keeping You Informed

### Government- Department of Defense: UPDATE!!

Summit continues to support government and Department of Defense (military) contracts. Summit is a Secret Clearance Facility that provides "cleared" engineers to highly confidential projects. Craig holds a clearance at the "secret" level and provides the administration, control and tracking of cleared engineers as the Facility Security Officer.

### Technology Review:

Our engineers have diverse business and technical backgrounds to support a variety of applications and projects. Our major client requirements, at this time seem to be with the following:

- ◇ C, C#, .NET
- ◇ LabVIEW, LabVIEW RT (real-time) TestStand
- ◇ Analog/Digital Systems
- ◇ Verilog, VHDL, FPGA, DSP
- ◇ Test (ATE), DAQ, RF, Motion/Vision, Database
- ◇ Six Sigma Black Belts; quality management-process improvement engineers
- ◇ RF/Antenna systems
- ◇ Plastics, thermoforming, extrusion
- ◇ Mechanical Engineers
- ◇ Electrical Engineers
- ◇ Embedded systems, controls, firmware, circuits
- ◇ Software Development, diverse technological/languages

### It's Worse to pay too little!!

It is unwise to pay too much, but it's worse to pay too little.

When you pay too much, you sometimes lose a little money, that's all.

When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot—it can't be done!!! If you buy from the lowest bidder it is well to add something for the risk you run, and if you do that, you will have enough to pay for something better.

### New Office Employee:

I would like to welcome Mary Piscitelli as our office administration manager and recruiter. Mary joined Summit Technology Services Inc. in October 2007 as Administrative Manager - Recruiter. With her 15 yrs working in the cable industry, Mary will be a significant addition, instrumental in strengthening Summit technology Services Inc. She brings integrity, stability and professionalism as critical components of her business philosophy. Mary graduated from Alfred State College with an A.A.S. in Business Administration-Marketing. She is a mother of two; specializing in master negotiations and multitasking.

To contact Mary email her at [mary@summit-tsi.com](mailto:mary@summit-tsi.com).

## Summit Highlights:

- Turn Key Project Solutions
- High Tech Staffing
- Systems/Application Development
- Software Engineering:
  - DAQ
  - Measurement
  - Instrumentation & Motion Control
  - Vision
  - RF
  - Databases
- Realtime / Embedded Systems
- Digital / Analog Systems

## ICE Campaign

### “In Case of Emergency”

We all carry our mobile phones with names & numbers in its memory but nobody, other than ourselves, knows which of these numbers belong to our closest family or friends. If we were to be involved in an accident or were taken ill, the people attending us would have our mobile phone but wouldn't know who to call. Yes, there are hundreds of numbers stored but which one is the contact person in case of an emergency? Hence this is “ICE” (In Case of Emergency) Campaign.

The concept of “ICE” is catching on quickly. It is a method of contact during emergency situations. As cell phones are carried by the majority of the population, all you need to do is store the number of a contact person or persons who should be contacted



during emergency under the name “ICE” (In Case of Emergency).

The idea was thought up by a paramedic who found that when he went to the scenes of accidents, there were always mobile phones with patients, but he didn't know which number to call. He therefore thought that it would be a good idea if there was a nationally recognized name for this purpose. In an emergency situation, Emergency Service personnel and hospital Staff would be able to quickly contact the right person by simply dialing the number you have stored as “ICE”. For more than one contact name simply enter ICE1, ICE2, ICE3, etc. Be sure it's in your kids cell phones too. A great idea that really can make a difference.

## WEBSITE RECOMMENDATION

The website link comes up showing what strange & dangerous things are happening right now in every country in the entire world and is updated every few minutes. You can move the map around, zero in on any one area and actually up-load the story of what is going on.

Global Incident Map: [www.globalincidentmap.com](http://www.globalincidentmap.com)

Click on any icon on the map for text update information. It's about everything happening around the world of threats, explosions, airline incidents, etc.

Might want to add this one to your favorites!!

### DID YOU KNOW

More than 5 billion text messages are sent each month in the U.S. alone and as wireless phone sales increase, so will the number of text messages that are being sent worldwide. Text messaging has become a major revenue source for wireless carriers, but it has also introduced a new way for advertisers to communicate with consumers.

## MEET THE STAFF

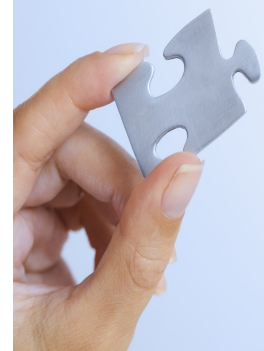


**Mary Piscitelli**

Administration Manager/  
Recruiter

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*Always treat  
your employees  
exactly as you  
want them to  
treat your best  
customers!!*  
**S.R.Covey**





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RETURN SERVICE REQUESTED

We encourage your  
feedback!  
Send ideas & suggestions  
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**Our policy  
is to listen,  
commit  
and deliver  
results**

