

AUTOMATION INTEGRATOR Guide

Annual print guide
to nearly 1,800
system integrators
searchable online at
[www.controleng.com/
integrators](http://www.controleng.com/integrators)

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Reed Business Information.

2010



System
Integrator
of the Year
Winners

Supplement to

**CONTROL
ENGINEERING**[®]
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Every year since 1993, *Control Engineering* has compiled and updated the Automation Integrator Guide, an online resource to help readers find the design and implementation services they need for their industrial automation and control projects. Choosing among the now nearly 1,800 integrators listed can be a challenge, even with multi-parameter search capabilities.

In the summer of 2009, all of the integrators listed in the Automation Integrator Guide, every member of the CSIA, and all of *Control Engineering's* subscribers were invited to submit essays describing their company's sys-

tem integration achievements in the areas of technical expertise, business skills, and customer satisfaction.

Entries were divided into three groups based on annual revenue: up to \$10 million, \$10 to \$50 million, and above \$50 million. *Control Engineering's* panel of judges—eight automation experts and industry observers, listed on p. 8—reviewed entries in each group. Entrants that received one or more top-3 votes were named finalists (also listed on p. 8). The three finalists receiving the most top-3 votes in each group were named System Integrator of the Year.

And the winners are.....

Don Ulrich,
President



Stone Technologies Inc.

2010 System Integrator of the Year
Up to \$10 million annual revenue

Stone Technologies is a national systems integrator headquartered in St. Louis with resources around the Midwest and Southeast. The company provides industrial automation and information services from conceptual design through commissioning for process control and manufacturing operations management systems, including electrical design and system development.

Stone's focus is on the consumer products, chemical, and pharmaceutical industries. Their people have worked extensively in those industries and understand the unique challenges that must be met to deliver successful projects.

Judge Walt Kozikowski noted, "Stone Technologies seems to cover all the bases with [CSIA] certification, written policies and customer satisfaction. They even try to improve the industry through work on ISA standards panels." Judge Tom Bullock agreed that Stone Technologies "exemplifies the CSIA-certified organization with its complete set of policies, procedures, and peer group audits."

Bullock added, "Stone's technical competence is enhanced by encouraging engineers to obtain project management certification and to author technical conference papers. They also encourage each engineer to become a technical expert on some subject critical to the success of the business."

Judge Mark T. Hoske was impressed by Stone's quest for "raving fans," not just satisfied clients. He noted that Stone is still doing business with all 20 of the highest revenue clients they've worked for since 1996, averaging nine years of service and 50 projects for each. As a result, Stone has earned a profit every year and averaged a 20% annual growth rate.

► **Customer comments**

"Efficiencies, uptime, and throughput have increased from 80% to between 85% and 90%, resulting in \$100,000 savings in labor. Yield has gone up 5% ... 10% more cases get out the door per week. Availability of information has created a culture of internal competition that has been driving improvements and camaraderie."