



February 4, 2014

## CSI Technologies Quarterly Newsletter

### CSI'S Featured Client: Medsafe "Safety Begins With Us..."



SYSPRO, a developer of best-of-breed, award-winning enterprise resource planning (ERP) software for on-premise and cloud-based utilization, announced that SYSPRO partnered with CSI Technologies has been selected to drive the efficient growth of Medsafe. "We've always been about embracing new technology to help us do our job better," said Burk Shaw, President of Medsafe. The Houston-based distributor specializes in distributing medical and safety equipment. The family owned company, started by Joe Shaw in 1979, is now run by his son Burk Shaw.

As a leading national supplier of occupational health and safety equipment, Medsafe is strategically located to provide critical disaster relief supplies in the aftermath of a hurricane or other emergency situation. In addition to the Houston location, Medsafe has four other locations in Marshall TX, Tulsa OK, Little Rock AR, and Gonzalez LA.

Medsafe provides everything from gloves, hardhats and respirators to disinfectants, first aid kits and hazmat remediation materials. Medsafe is known as the go-to supplier for safety equipment and occupational health and safety products nationwide during fair weather; but in an area where severe weather is often a threat, companies, municipalities and emergency responders throughout the region also count on Medsafe's hurricane preparedness products and rapid response programs to minimize downtime in the wake of a major storm.

Medsafe recently added a full-service customization program that provides hundreds of options for customizing Flame Resistant garments and other custom products. Options include embroidery, trim, reflective striping, emblem embroidery, screen printing, pad printing, and a variety of other options. The addition of this full-service customization department has contributed significantly to Medsafe growing their business at an accelerated rate. As a result of this recent growth, Medsafe has expanded into a 125,000 square foot distribution center.

SYSPRO ERP software will help Medsafe facilitate growth, control transactions and inventory, and enhance the customer service experience. SYSPRO will help manage the back order process and everything else that goes into the order to provide the ultimate customer experience.

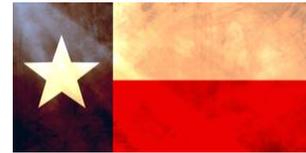
### **About Medsafe**

Medsafe, founded in 1979, is a medical and safety equipment distributor with its corporate office located in Houston, Texas. Its safety products include fall protection, fire resistant clothing, rainwear, knee pads, , gloves, sleeves, anchors and lanyards. The company offers safety and medical products under various brand names, such as Reliance, 2112, Honeywell, 3M and MSA. It provides a wide range of services such as respiratory protection training, gas detection and repairs and rentals and fall protection training.

### **About CSI Technologies**

CSI Technologies (CSI) is a leading provider of SYSPRO Enterprise Resource Planning Software to small and mid-size manufacturing and distribution companies. CSI was founded in 1991 and its corporate headquarters are located in Houston, Texas. CSI has built upon its expertise and understanding of the manufacturing and distribution industries to become a recognized leader in delivering integrated, mission critical business solutions

## **LOCAL NEWS**



### **Oil & Gas Boom 2014: A Great Time To Be A Texan**

Author: David Blackmon, Forbes

Thanks to the rapidly increasing production from the Eagle Ford Shale and the Permian Basin, Texas reached another milestone in September, 2013: As a separate nation, Texas would now rank as the 9<sup>th</sup> largest oil producing country in the world.

As reported here by Dr. Mark Perry, according to the International Energy Agency (IEA), in the year preceding last September, Texas oil production surpassed that of oil-producing giants like Brazil, Venezuela, Nigeria, Mexico and Kuwait to move into the hypothetical Top Ten oil producing nations on earth. During September, Texas' oil output was measured by IEA at 2.7 million barrels per day. This represents a doubling of the state's daily oil output in just 29 months. Not since the early years of the 20<sup>th</sup> century has the state seen such a rapid rise in its oil output, and that steep incline shows no signs of slowing anytime soon.

If anything, the boom in West Texas might even accelerate in the next few years. The nascent Cline Shale play is beginning to heat up, and results continue to be very good in the Wolfberry/Sprayberry and other plays in the Permian. If current trends continue, it is very likely that Texas would leap past OPEC giants like Iran, Iraq and the United Arab Emirates to become the equivalent of the 6<sup>th</sup> largest oil producing nation over the next 12-18 months.

Anyone predicting this sort of meteoric rise in the state's oil producing fortunes as recently as three years ago would have been labeled a nut case. And yet, here we are. Let's take a look at some of the outcomes this ongoing boom in shale oil and natural gas production has produced:

- The Commerce Department reported recently that the November U.S. trade deficit was \$34.3 billion, the lowest monthly deficit in more than four years. The single biggest factor? A \$2.5 billion drop in the value of imported oil, made possible by the domestic oil boom. Crude imports were down by almost \$40 billion during the first 11 months of 2013, a phenomenal decline during a period of economic growth.
- This dramatic decline in the trade deficit in turn led leading forecasters to significantly raise their projections for how rapidly the economy grew in the 4<sup>th</sup> quarter. Macroeconomic Advisors increased its estimate from 2.6% to 3.5%, which, if accurate, would be the single highest rate of quarterly economic growth since the onset of the Great Recession in 2008.
- Inexpensive and abundant natural gas is fueling a manufacturing renaissance in the U.S., producing tens of billions of dollars in new plant and equipment investment, and bringing tens of thousands well-paying jobs back from overseas.
- The U.S. boom has in turn significantly increased U.S. international competitiveness vis a vis Europe, where industrial leaders are in near panic at the loss of jobs and investment back across the Atlantic. Germany is in a particularly difficult fix, as it relies on exports for half of its annual GDP, and its energy costs remain on an upwards trajectory thanks to its wrong-headed over-reliance on non-competitive renewable fuel sources like wind and solar.
- The U.S. oil boom is also having an impact on the geopolitical balance of power. As Daniel Yergin noted on January 9, Iran is suddenly taking nuclear negotiations seriously, and that well might not have happened were it not for the boom in shale oil production in the United States.
- The boom in domestic oil production has also created a new national energy debate over whether it is time to repeal the 1970s-era restrictions on exporting crude oil. Some U.S. refiners, whose facilities are geared to refine heavier oils imported from overseas, are finding themselves overwhelmed by the increase in light, sweet crudes being produced from the Eagle Ford and other shale formations, and some producers are concerned they will find getting their product refined at reasonable prices increasingly difficult unless they are able to export some of it to international refining facilities. The good news for consumers is that this is the kind of debate that comes about thanks to abundance, not shortages like we saw in the 1970s.
- In Texas, as we've previously noted, the oil and gas boom, along with prudent fiscal management by leading policymakers, has fundamentally transformed the state's budget picture from one of lingering annual shortfalls to one of steadily growing surpluses, along with a Rainy Day Fund that is consistently filled to the gills.

But abundance and growth bring their own challenges that must be addressed by communities, policymakers and the industry. The impacts of the industry's heavy truck traffic remains an issue in South and West Texas, one that all interested stakeholders are working to address. Likewise, there is no question that water remains a compelling issue for everyone in these regions, and the industry must continue to develop ways to conserve water and to tap into the more abundant brackish water formations that lie beneath the Texas soil. Some recent studies have also postulated linkage between improperly sited and managed saltwater disposal

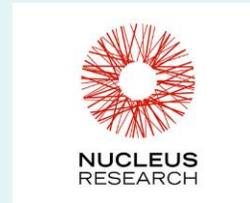
wells and minor earthquake activity, and the Texas Railroad Commission and legislative leaders are beginning to take concrete steps to address this concern.

But again, these are all issues that come about thanks to the economic growth that is produced by resource abundance, and they sure beat the kinds of challenges Texans and all Americans suffered through during the oil shocks and resource constraints of the 1970s.

This truly is a great time to be a Texan.

## **SYSPRO was Positioned in "Leader" Quad of Nucleus Research ERP Value Matrix**

Matrix Reflects SYSPRO Performance Among ERP Vendors' Usability



SYSPRO, a provider of best-of-breed, award-winning ERP software for on-premise and cloud-based utilization, announced today that the company has been placed in the "Leader" quadrant in the recently-released ERP Value Matrix 2H2013 from Nucleus Research.

Nucleus Research states the following: ". . . Nucleus has found that SYSPRO's growth, particularly in North America, has been largely driven by SYSPRO's hands-on approach to customer service and proactive efforts to resolve customer issues both during and after deployment."

Nucleus sees SYSPRO's position in the Value Matrix improving with the upcoming, general release of SYSPRO 7, stating, "The new release focuses on usability with a new tile-based user interface, enhanced mobile capabilities, and support for streamlined enterprise-wide customization and configuration. SYSPRO also delivers investments in rapid deployment with SYSPRO 7, including one-click remote installation capabilities."

### **About Nucleus Research**

Nucleus Research is a global provider of investigative, case-based technology research and advisory services that provide real-world insight into maximizing technology value. For more information, visit [NucleusResearch.com](http://NucleusResearch.com) or follow them on Twitter @NucleusResearch.

## **CSI SERVICES**

### **What We Offer**

Our goal is to help make your business as efficient and profitable as possible. We will work to help optimize your business goals, while understanding that you must live within your capital budget. Upon completion, we will present to you a written assessment of your business and recommendations for improving inefficiencies and cost. **Contact us**



today.

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Our work and our people are regularly covered in publications throughout the marketplace.

***Reach out to us today!***

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