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BizWareDirect
Improving Automation
Through Innovation

Industrial Data
The Latest News in Industrial Automation

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BizWareDirect offers affordable, easy-to-use data-management software that increases efficiency in automated facilities. BizWareDirect's products make data more useful and more accessible to those who need it.

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Welcome!

Industrial Data, a newsletter brought to you by BizWareDirect, is sent on a monthly basis. Its goal is to keep you informed of what is going on in the world of automation, to provide useful tips to make your job easier and to occasionally find humor in the work we do. We hope that you enjoy this newsletter, but if you wish to unsubscribe, please send your request to enewsletter@bizwaredirect.com or simply "reply" to this message. For a printable PDF or text-only version of this issue, or to view archived issues, go to: www.bizwaredirect.com/newsletter.htm.
Happy reading!



**News from
BizWareDirect**

**Visit Us During National Manufacturing
Week in Chicago!**

Come visit **BizWareDirect** and technology partner **AutomationDirect** in booth 4411 during National Manufacturing Week's National Industrial Automation Show and Conference, March 7-10, in Chicago. We will be hosting the *Automation IQ Challenge*, a fun and interactive way for you to try out the latest in industrial hardware and software, while showing off your technology know-how. Compete with colleagues, friends and others at the show, for the chance to win some great prizes!

At the show, BizWareDirect will be announcing its launch of a new Web-based data presentation and logging software package. **DataNet OPC Professional** will offer multiple display pages, e-mail alerts, trend graphs of logged data, and more – for those seeking the ultimate in industrial data management.

To learn more about the upcoming show, visit National Manufacturing Week at www.manufacturingweek.com. For more information about BizWareDirect's complete line of data-management software products, please visit http://www.bizwaredirect.com/all_products.htm.



In the Headlines

Tuning in to Plant Floor is Key to Production Planning

Getting actionable information from the plant floor has become the focus of manufacturers around the globe, since a shift toward demand-based production has become the industry trend. Production quantities have traditionally been calculated based on sales forecasts. Forecast-based manufacturing came to an abrupt halt, however, when the 2001 economy downturn created an overstock disaster. Manufacturers across all markets ended up with a mountain of undelivered goods and unneeded inventory as a result of the inaccurate sales forecasts.

Manufacturers who are determined to avoid another disaster have made necessary changes, trimming their inventory levels down to what is needed for secured orders, and working hard to get more realistic demand data. Recently, manufacturers have started turning to an internal source of information for change – the plant floor. As demand shifts and changes, manufacturers are finding it imperative to take a look at what is being done at the plant level, so that they can make changes according to customer requests. Making informed, intelligent production decisions demands that management be armed with reliable information from the plant floor, presented in a way that makes it useful for analysis and planning initiatives.

From "Supply Chains Eye the Plant Floor," By Ron Spiegel, Automation World magazine, January 2005, p. 33. For the complete story, go to:

http://www.automationworld.com/articles/Features/1086.html?ppr_key=01.2005&sky_key=01.2005&term=01.2005

Confronting Digital Security

Corporate espionage is growing at an alarming rate, but many companies are doing very little to protect themselves from others who might want to damage their systems or steal valuable information. Outlined below are some of the steps that experts recommend companies take, to protect their trade secrets and intellectual property:

1. **Identify secrets:** Protect your company's most valuable assets – information, tangibles and processes that give your company its edge. If business would be hurt if competitors got a hold of it, it should be considered a corporate secret.
2. **Inform employees:** Many companies fail to inform employees working in sensitive areas, such as product development, that secrecy is vital to the company's future success. Once they are put in place, employees need to be briefed on security policies, such as not giving out usernames and passwords over the phone or via e-mail.
3. **Plot your defenses:** Make sure there is a full suite of security software in place. Managers need to set policies on what systems can be accessed by which employees. Passwords and other authentication controls need to be established.
4. **Limit access:** Don't assume that every person needs access to every piece of information. When you do allow access, monitor the use of sensitive information.
5. **Educate:** Guard access to data and review all public releases of information. Implement awareness training, so employees know the boundaries of public information.

From "Action Plan: Confronting Digital Espionage," by John McCormick, and "Roadblock: Insiders," by Deborah Gage. Baseline magazine, December 1, 2004. For the complete story, go to:

<http://www.baselinemag.com/article2/0,1397,1741746,00.asp>



Joey's Tech Tips

How Can I Find Out Where a Program is Saved on My Computer?

Judging from the number of times I've received this question, I'm guessing that many of you have found yourself in the same predicament – stumped, trying to figure out where a certain program is saved on your computer. You can run the program from the start menu shortcut, but have no idea which folder that program is saved in. Fortunately, there's a hidden feature that can help ease your frustration:

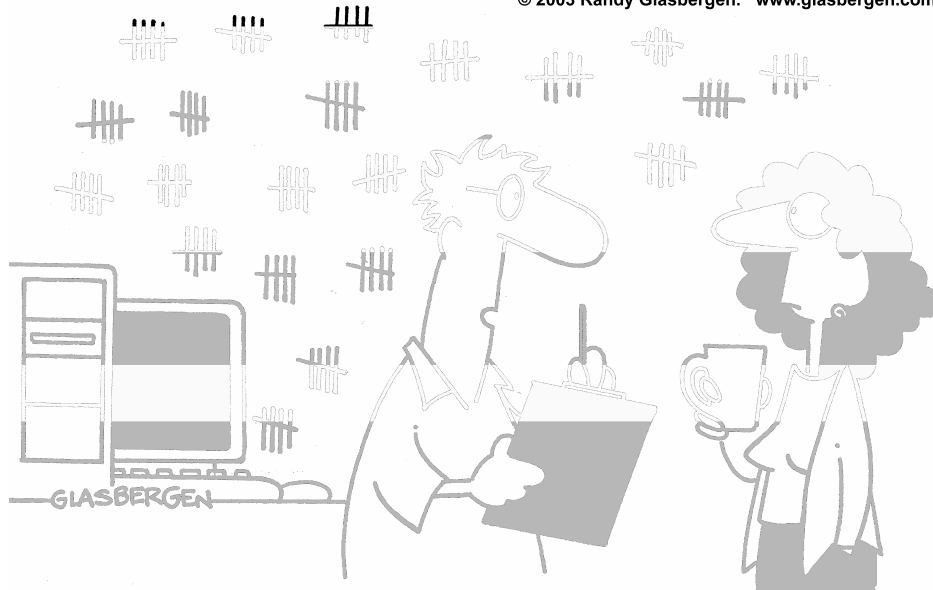
1. Find the program shortcut by going to *Start -> All Programs*
2. Right-click on the shortcut and you will see a menu
3. Select "*Properties*" in this menu, and a properties window will appear
4. Click on the "*Find Target*" button

That's all there is to it! A window should appear containing the folder for the selected shortcut, and you can stop spending your time looking through every file and folder on your computer.

If you would like to submit a question for Joey's Tech Tips, please send it to newsletter@bizwaredirect.com.

On the Lighter Side ...

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"Yesterday I changed everyone's password to 'password'. I sent it to everyone in a memo, put it on a big sign on the wall and printed it on all of the coffee cups. Guess how many people called me this morning because they forgot the password."