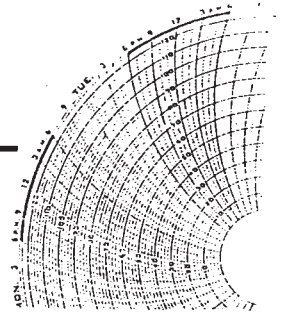




ORANGE COUNTY SECTION  
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# CHART

MAY 2000

*Electricity Generation in the New Competitive Market:  
"Doing the Same Thing but Doing it Differently"*

by  
**Joe Ciancio**

Executive Business Development Manager -Utility Industry  
The Foxboro Company

## *Program:*

The Electric Utility Industry is going through a transition period from a vertically integrated regulated monopoly to a competitive open market. The main theme in this movement is "Do the Same Thing...but do it differently". In other words, Generators still have to produce reliable, safe, environmentally responsible power; however, the new market is introducing market risk and pricing risk. There is also market opportunities. The "do it differently" part of the above theme focuses on the risks/rewards of this new marketplace. Automation and Information Technology has a large hand in assisting the Utilities meet the market opportunities and minimize their risks. This discussion will center on the changing marketplace and how Automation and Information Technology is being positioned to help produce and sell the most economic megawatt.

## *Speaker:*

Joe Ciancio has been with the Foxboro Division of the Invensys Company for 22 years and in the control industry for 31 years. He has had a variety of sales and management positions. He has a Chemical Engineering Degree from Cal Poly, Pomona and a MBA from Indiana University. His present position with Foxboro is Executive Business Development Manager Utility Industry.

## *Meeting Notes:*

Check out our Web site at [www.isa.org/~oranc/](http://www.isa.org/~oranc/)

**Date:** Wednesday, May 10th, 2000.

**Place:** Park Place, Room CN-10 (37-10), 3353 Michelson Dr., Irvine.

**Times:** Social Hour 5:00 PM. Technical Program - 5:45 PM

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