Introducing . . . The New MTA!

“Out of the Ashes” - see inside
I have been waiting anxiously for the past nine months for the moment that we can unveil THE NEW MTA. And that time has now come! In this edition of our newsletter, you will finally see and read all about the dreams the MTA has had over the years; new and exciting developments have been created for technical analysis and for all technicians.

It starts with the remaking of the MTA itself. By simply clicking onto our totally expanded web site (www.mta.org), a whole new world emerges for you. It will no longer be necessary to phone for information about dues payments, meeting dates, CMT registration notifications, copies of past MTA Journals and MTA Newsletters, over due library books, etc.. All of this information will appear either on your personal history page or on various other pages. Just imagine how many hours of administrative work will be eliminated, freeing Shelley and Maria from these time consuming, mundane tasks.

This new era for the MTA commenced with our first ever “Monthly e-Meeting” held on Monday, May 13th, 2002 at Baruch College in New York City. John A. Roque of Arnhold & S. Bleichroeder was our guest speaker; he did an excellent job of presenting his information along with a series of easy to read power-point slides. If you were unable to reserve one of the 50 “electronic seats,” have no fear, you can retrieve John’s presentation from our Monthly Meetings Archives. Wow! This opens up all sorts of avenues for us in the future. How about on-line regional monthly meetings or long distance learning?

Hopefully, I just whetted your technical appetites for an unending list of possibilities.

Speaking of whetting your appetites, I can’t help being surprised or should I say, a little disappointed, when I hear older members of the MTA questioning why the Market Technicians Association was ever formed in the first place? When I reflect upon my early years as a fledgling technical analyst (in the mid-to-late 1960s!!!), I will never forget how lonely it was. My fundamental counterparts all met at the New York Society of Security Analysts to share ideas with their fellow fundamentalists. All the different industry analysts had splinter groups that helped one another to sharpen their particular disciplines. The technicians, on the other hand, did not have any formal agenda or meeting place to compare notes about their subject. In fact, it wasn’t until I met John Brooks and John Greeley in 1969 that any serious steps were taken to organize the technical community. All we set out to do was to create an environment where we could meet occasionally and simply share new indicators and ideas with each other. But something magical happened when we got the original 18 founding members together. It’s called friendship. I can’t begin to enumerate all the wonderful times I had and the numerous things I learned from my new found friends in the MTA. Look where the MTA has taken all of us – our field of analysis has grown in size and in respect as a result of the efforts we all made to educate ourselves and others. Why did we form the MTA? Do I really have to say anything more than that it was about time that the world saw who we were and how important technical analysis really is, especially during risky times like the current secular bear market in technology stocks!

And now some younger generation students of the stock market, analysts, portfolio managers, traders and investors are asking why should they join the MTA? To begin, the MTA is “The Official Spokes-Organization For Technical Analysis” in the United States. Being a ‘Not For Profit Professional Organization’ underscores the fact that we have no second agenda; we are solely interested in educating ourselves and others about technical analysis (TA). And now, with everything on-line, the ‘New MTA’ is literally bringing TA to your desktop. There is no other venue that distributes, houses and carefully guards this wealth of knowledge. The Market Technicians Association is the Source. And, only the misguided would not join the MTA. Here is a sample list of the benefits of membership:

- Articles and reports written by the best professionals in the field are available on line.
- The industry is moving toward certification of all technicians; and the only recognized program is our Chartered Market Technician (CMT) designation. And to get it, you must be a member. Affiliates are eligible to go through and complete the CMT program.
- Currently there are 20+ universities that have signed up to teach accredited courses on TA. They are following the strict guidelines set up by the MTA Educational Foundation (MTAEF). If the students attain a B or better on the MTA written examination, he or she will automatically receive the CMT Level 1 designation while in college.
- The MTA is in the process of rebuilding its library which was lost in the WTC disaster. We will create a state of the art “e-library” for everyone to enjoy. For me, the library was and still is the soul of the our organization.
- Now that the MTA is virtual, our regional chapters will no longer feel isolated. They will automatically participate in regular monthly meetings and long distance learning programs.
- What more can I add; if what I just wrote does not sound like the best bargain in town then there is nothing more than I can say. Being a member since the inception of the MTA has done more for me personally and professional than anything I could have possibly done on my own.

Your Ever So Grateful Friend,
Ralph J. Acampora, CMT
Out of the Ashes:

A New and Better MTA

Tom MacMahon, MTA Program Manager

September 11th will never be forgotten; the events of that horrible day initiated an irreversible change for the MTA. Like the mythical Phoenix we are rising out of the ashes of the WTC. We are busy rebuilding a newer and better association, taking advantage of the benefits of the latest in proven technology to provide dynamic new services to our membership. The MTA is entering an exciting new era of communications with its membership as well as connectivity to a potentially global audience!

This advance into the 21st Century is being led by 5 major developments:

- A new information-age, marketing-driven look for the MTA, more in line with today's internet realities.
- Improved services, including the ability to pay for MTA services on-line.
- Private and totally secure membership log-in privileges allowing affiliates and members to review and update their current membership status on a real-time basis.
- The capture and archiving of MTA seminar, meeting and presentation audiovisual content for immediate and future on-line distribution to membership.
- The potential for an entirely new distance learning network expanding the reach of the MTA.

A new information-age, marketing-driven look

One thing that the dotcom era taught us was that the eye-appeal and appearance of a website is crucial to attracting and keeping interested visitors. In fact, the rule of thumb shows the amount of time a person visiting a web site will stay is 18 seconds unless there is something visually appealing to keep them there! Barbara Gomperz, our graphic designer is working hard to lay out a web site design that will meet the professional standards of the MTA while enticing visitors to stay and join. This is not an easy task and we may have to go through several versions before we hit on that 'just right' look. One thing for sure, the New MTA will have a look appropriate for an association of market professionals while sending visitors the clear message, "There are a lot of benefits for you if you join!"

Improved services

Traditionally the MTA has relied on mail or fax to receive payments from affiliates and members for dues, CMT exams and annual seminar. There is a tremendous workload involved in ensuring checks and credit card payments are correct and bankable. When they are not, more work is involved in following up and correcting the situation. When the Woodbridge team is doing this, they do not have the time to address the many other, important demands made by committees and membership. Things have to wait for that spare moment in between other tasks, which rarely appears.

It is also hard to describe how much work goes in to providing the quality of day-to-day services that everyone in the MTA has come to expect. Just consider the simple act of ordering materials. A form has to be made available, filled out and sent back to Shelley who then records and processes it while sending out a confirmation. Maria then has to package and mail the confirmation or materials. All of this effort takes an incredible amount of time and is prone to lost faxes, mail, e-mail and even returned packages. Meanwhile people are constantly calling with questions about their requests as well as other information.

By allowing online payments, almost all of this tedium is removed as the membership get immediate confirmation of order and payment electronically. This returns a whole lot of time back to the Woodbridge team to concentrate on other critical work.

Private and secure membership log-in privileges

Receiving confirmations is not the whole story, however. If an affiliate or member's e-mail or postal address is wrong, nothing can get to you. You are out of the loop and we have no way of getting back in touch with you! With the new MTA system, affiliates and members will be able to log on and update your contact information, while at the same time, reviewing any of your history of orders, requests, applications and registrations. If you have lost a hard copy of a registration form, no problem, simply log in and look up the original document in your file. You can then print another copy for your records. It's always there and available 24 hours a day, 7 days a week!

On the management side, Shelley and her Woodbridge team will be able to look up and change if necessary, any membership information. All due dates, deadlines and cut off dates will be flagged both to the administration and to the membership so that there will no longer be any acceptable excuses for missing an application or registration deadline. If an affiliate or member is seen to be getting too close to a deadline, they will automatically be sent a notification by e-mail with a reminder that it is their responsibility to protect their status with the Association.

The new MTA Web site will have an appealing "public" look for people visiting for the first time. Announcements, news and marketing will offer a strong enticement to join the Association. They will be able to fill out an application form, pay their dues, receive and print a confirmation and enter the membership-only site in less than 5 minutes and all on-line! Once inside the membership site, they will be able to apply for the CMT, borrow Library books, register for seminars, communicate with membership, join the current e-mail forum, submit publications and articles and review their status including all payment confirmations, accreditation and professional status.

The capture and archiving of MTA seminar, meeting and presentation audiovisual content

We lost quite a bit of material in the World Trade Center disaster. Much of these archives will never be recovered. This valuable resource cannot ever be held hostage to acts of terrorism or nature. The new MTA system will protect all our future, seminars, meetings, presentations and conferences in a multiplicity of backup and archived formats. Everything from CD-roms, to digital videos, scanned documentation and even audio cassette tape will be stored in several safe areas. Eventually, as time and budget allows, we will house all of this material as digital files in our MTA server to be made available over the internet to all MTA affiliates and members upon demand. The potential wealth of knowledge, history, information, expertise and wisdom from the combined MTA and Foundation for the Study of Cycles libraries will be truly awesome. There is real value in those mountains of information and we intend to mine it all!

Potential for a new distance learning network

One of the greatest benefits of these changes will be the increased ability of the Woodbridge administrative team headed by Shelley Lebeck, to provide a wider range of professional services to committees, chairs and membership. As affiliates and members assume the responsibility of taking charge of their current status, Shelley and her team will be freed up to deal with the needs of each committee on a consistent basis. More than just providing support however, Shelley and her team at Woodbridge will be given the authority to directly handle key functions. The result will be quicker, more predictable and better quality results with a consequent dramatic improvement in the perception of the professional quality and standards of the MTA.

The MTA has retained the service of Centra Inc., a web based distribution system that now gives us the ability to provide on-line meetings and conferences from anywhere in the world. We are currently simulcasting our New York meetings from Baruch College with invited membership logging in to Centra's servers to participate in the real-time event. We will also be archiving all meetings for future reference by the membership. Eventually these services will be expanded to encompass the various regional branches of the MTA and after that seminars and distance learning opportunities. This is a very exciting development for the MTA which places us at the forefront of professional associations and paves the way for expansion to a larger audience!

Like the Phoenix arising from the ashes, the new MTA is taking wing and will soon be soaring to unheard-of levels of prominence. This is just the start of great things to come. As the future beckons, we hope you; our membership will join us with enthusiasm and dedication in this inevitable and tremendous leap forward into that future. Let's grasp that future and make it work for us!
The Future is Now!
Shelley Lebeck, MTA Administrative Officer

There is a lot of change going on at the MTA and I guess I am right in the center of it all! Ever since September 11th, there has been a whirlwind of new developments. For many of these, I have only been on the edges and have watched as the mysteries of technology unfold. Finally it is all starting to come together and boy, am I ready for a change!

One of the first things I noticed was our Woodbridge computer systems including a super-fast T1 line. I never knew how great it was to send and receive e-mail instantly. Working with Tom and Len, I have been closely involved in the design and development of our new system which I was promised would free a whole lot of my time. Now I can see how that will actually happen as the membership takes on the responsibilities for updating their personal information and can pay dues and CMT fees online. No one ever really understood how much effort and time it takes to make sure everyone's contact information is updated properly and dues/CMT fees are paid up. As this burden is lifted from my shoulders, I see the opportunities that now present themselves to me.

With more time to concentrate on helping committees and chairs, you should expect to hear from me more often. I will be getting in touch with all of the committee chairs to discuss exactly how my team at Woodbridge can help them. Of course I will forever remain the protective den-mother to my charges, scolding you when you need it!

One of the first things we are going to concentrate on, other than the committees, is the Combined Foundation and MTA Library. Ralph has already expressed his delight at how we are rebuilding the MTA portion of the Library. We are going to put a major push on bringing the combined Libraries online so that affiliates and members can enjoy this fabulous collection of high-value information.

One of the things that I personally would like to do focus on is the regions. Now that I will be freed up to spend more time helping out, I would eventually like to get together with the regions and set up a plan-of-action to expand and improve their activities according to their needs. I am sure Fred Meissner and I will be talking quite a lot about this at the Seminar.

These changes are challenging to me since I have never had the chance to step outside my administrative role and really take charge of key support functions. When I was swamped with administrivia, I could only look at things and wish for the best. Now I can roll up my sleeves and dive right in. And that's what I intend to do.

Technically Speaking:
The Nuts & Bolts of the New MTA
Len MacDonell, MTA Webmaster

Technologically, the MTA is about to jump light years ahead and Jupiter Beach is the start. Everything is in place for this exciting change. We will be connected through a high speed broadband connection (T1) at the seminar site in Florida. There will be multiple displays all live and connected to Centra and the database and webservers cross-country. This should set the standard for future meetings and seminars.

Woodbridge is now up on a high speed broadband connection. A T1 is shared with Internet access and voice calls. Administration of database is quick and easy with updates done in real time. Web and database servers are in San Diego housed in a cabinet on a state-of-the-art SONET OC-12 and multiple T-3 network. Centra Multimedia conferencing servers are available as an application service provider for online meetings conferences and distance learning. Our network will grow as we need it and remain under our control. The California servers are heavy duty Compaq brand Proliant with disk mirroring. This means data is written to multiple disks. A Cold Fusion application server runs in front of a standard SQL database. Web server, mail server and domain name server are all self managed for quick and easy administration. Database backups are done across the internet on a daily basis.

This technology will help place the MTA at the forefront of modern, successful organizations.

What This All Really Means
Shelley Lebeck, MTA Administrative Officer

A word about what will happen next: Actually there are two phases to this new MTA process for member and affiliates. First, you will be notified by postcard in the mail in the next few weeks when it is time, and then you will be asked to ‘register’ onto the new website. (We call it a new website but it will still be mta.org). You will at that time receive a password. Then you will update all of the information we have for you in the database - office, home, everything regardless of where you will receive postal mail and e-mail from MTA. These updates will ensure that MTA can communicate with you and include you in on the NEW MTA happenings. This updating is a onetime process until you move or change jobs then you would go back and update your records. Certain information on your record will be unavailable for updating by you, such as member status, CMT status, dues paid, etc. but you will see what is in the records. At the same time you make these updates, you will also be asked to pay your dues for 2002-2003, which you will be able to do on-line through a secure server.

With updated information we will also be able to produce an online directory. The directory will be up to date at all times, so you can locate fellow members and affiliates. The MTA directory information will include only what you tell us is OK to include, just as in the paper version last sent in February 2001. Your complete record can be viewed only by yourself and the MTA administrative staff.

After this updating transition phase (we would like to see everyone updated by the end of June), your access to the website is a very simple login process. On your own page you will be flagged with reminders about CMT registration, dues, seminars etc. In fact at some point after this transition, if you call the MTA office, we will send you back to the website, for there should be only the rare item that cannot be found or taken care of there.

So we cannot stress enough how vital it is going to be for ALL members and affiliates to take this proactive role in updating their information regularly. That includes everything: address, phone, fax, e-mail for home and office. The login process will be dependent upon current correct e-mail address. MTA will also plan to communicate a lot via e-mail to members and affiliate to ensure timely messages.

The ‘new’ MTA website will be your gateway for lots more than just keeping you information up to date or being reminded about deadlines, etc. It will also be your link to the other benefits mentioned in other articles in this newsletter. ONLY members and affiliates will have access to these benefits.

Your new best friend in the MTA:
www.mta.org
MTA Business

Update on MTA Regional Chapters
Fred Meissner, CMT, Regions Chair

Over the last several months, I have visited several chapters, and am going to be visiting more throughout the next year. In addition we have a couple of new chapters opening. Let me bring you up to date on these things.

First, we have visited the Houston area chapter. As you all may know, Chase of Texas is moving some operations to NYC, and we will be losing our meeting room downtown. Randi Schea, our new chapter head in Houston, is looking for some space, possibly in the Galleria area. He is at PRISM trading, 281/437-0817, if anybody has space or ideas. A note for speakers – we have a great group there, that is also interested in commodities, so if you have a commodities orientation this is a fun chapter to visit, and speak to. My commodities skills are rusty but I believe I held my own!

Second we visited the Rocky Mountain area chapter, meeting at the Denver Airport Marriott. It was cold and it snowed, an interesting time for these people! Our chapter in the Indianapolis area looks to be getting under way again. This is a small group so far, with some great people. Anyone out that way should e-mail me or Keenan Hauke, for now.

Our chapter in the Indianapolis area looks to be getting under way again. This is a small group so far, with some great people. Anyone out that way should e-mail me or Keenan Hauke, for now.

This is shaping up to be a great year for the chapters, and I look forward to working with all of you!

Cmt Candidates

Congratulations!!

MTA President Ralph Acampora was married on February 26 to Rosemary Sherlock in New York City. We wish them all the best.

Members on the Move

Phil Roth is now at Millerr Tabak & Co., Inc., 331 Madison Avenue, 5th Floor, New York, NY 10017, 212/370-0040 x656, Fax 212/697-7106, E-mail: proth@millertabak.com

Swiss Society Seminar in Geneva

Behavioral Finance & Technical Analysis: The Return of Timing
11-12 June 2002

The Swiss Society (SAMT) is arranging a joint seminar to be held at the Hotel Le Richemond in Geneva on June 11th and 12th. Among the speakers are Bruno Estier (SAMT), Professor Hank Pruden (MTA), Jorge Bolivar-Almela (IFTA Spanish Society), Claude Mattern (IFTA French Society) and many other distinguished experts.

Full details on the SAMT website: www.ifta.org/samt

Swiss Society Seminar in Geneva

Trading Techniques of The Masters

On Saturday, June 22, the Canadian Society of Technical Analysts is hosting their Annual Conference in Toronto. Spend a full day in the company of leading professionals presenting some of their latest research.

The Conference will cover the Trading Techniques of The Masters such as: John Bollinger, Larry MacMillan, Ian McAvity, Ian Notley, Linda Raschke.

Visit www.csta.org for details and registration. Places are limited, please reserve early. Hope to see you there!
MTA 2001-2002
Board of Directors
Director: President
Ralph J. Acampora, CMT
212/778-2273, Fax: 212/778-1208
Email: ralph_acampora@prusec.com
Director: Vice President
Richard A. Dickson
502/588-4122, Fax: 502/588-9132
Email: rickdickson@hilliard.com
Director: Treasurer
Andrew Bekoff
212/566-2162, Fax: 212/816-7001
Email: abekoff@bloomberg.net
Director: Secretary
Keenan Hauke
317/849-9470, Fax: 317/849-9484
Email: keenan@samexcapital.com
Director: Past President
Philip B. Erlanger, CMT
978/263-2536, Fax: 978/266-1104
Email: phil@erlanger.com
Directors:
Mike Epstein
617/753-9910, Fax: 617/753-9914
Email: mepstein@ndbcap.com
Bruce Kamich, CMT
646/223-6043, Fax: 646/223-6049
Email: bruce.kamich@reuters.com

Philip J. Roth, CMT
212/370-0840 x656, Fax: 212/697-7106
E-mail: proth@millertabak.com
Kenneth G. Tower, CMT
609/734-7747, Fax: 609/520-1635
Email: kenhett_tower@ustrust.com

Management Committee
Academic Liaison
Charles D. Kirkpatrick II, CMT
508/430-2435, Fax: 508/430-8668
Email: kirkco@capedcom

Accreditation
J. Les Williams, CMT
817/548-8332, Fax: 817/548-9289
E-mail: capitalmgmt@aol.com

Admissions
Fred G. Schutzman, CMT
212/832-6268, Fax: 212/832-6288
E-mail: fschutzman@pressprich.com

Body of Knowledge
John C. Brooks, CMT
770/645-0095, Fax: 770/645-0098
Email: jbrooks@gcm@aol.com

Distance Learning
Richard A. Dickson
502/588-4122, Fax: 502/588-9132
Email: rdickson@hilliard.com

Education
Philip J. Roth, CMT
212/370-0840 x656, Fax: 212/697-7106
E-mail: proth@millertabak.com

Ethics & Standards
Neal Genda
310/888-6416, Fax: 310/888-6388
E-mail: ngenda@citynlt.com

Foundation
Bruce Kamich, CMT
646/223-6043, Fax: 646/223-6049
Email: bruce.kamich@reuters.com

IFTA Liaison
Henry (Hank) O. Pruden
415/442-6583, Fax: 415/442-6579
Email: hpruden@ggu.edu

Internship
John Kosar, CMT
847/304-1550, Fax: 847/304-1595
Email: jkossar@arborresearch.com

Journal
Henry (Hank) O. Pruden
415/442-6583, Fax: 415/442-6579
Email: hpruden@ggu.edu

Library
Daniel L. Chesler
561/793-6867, Fax: 561/791-3379
Email: chesler@bellsouth.net

Marketing
Michael N. Kahn
E-mail: mkahn@oplanline.net

Membership
Larry Katz
805/370-1919, Fax: 509/693-7473
Email: lk1618@mta.org

CMT is a service mark of the Market Technicians Association, Inc.

Market Technicians Association, Inc.
74 Main Street • 3rd Floor • Woodbridge, NJ 07095

Return service requested

A Not-For-Profit Professional Organization

Incorporated 1973