

# Fry - Master of the Organ and Keyboard

By MIKE WOODY

From a young age, Karen Fry treasured the musical talent to produce pleasant sounds playing the piano or organ. As co-owner of CMD Technologies, LLC, she now spreads joy by pressing a different type of keyboard, one on a computer, to design customized websites for small businesses and organizations.

Of Tipp City, Karen, with her husband, Jim, started CMD Technologies in 1998 as a joint venture. Their office is located on North Dixie Dr. in Dayton. While Karen operates the business full time and is the primary website designer, Jim works nights and weekends as an electronic engineer.

Karen's central objective is to provide companies with a powerful Internet presence by creating them a new website or making their current one more functional. She uses the latest software and strives to make all her services affordable. The most rewarding payment is seeing looks of satisfaction on her clients' faces. "It's exciting to meet with new people and bring their ideas to fruition," she said.

The clients of CMD Technologies are wide in range, from small businesses to charitable organizations. Along with several area companies, Karen also designs sites for companies as far away as Florida and Georgia.

Services that Karen provides include new website design, website redesign, Search Engine Optimization (SEO), which allows the sites to show

up on web searches, and bulk E-mail advertising. She will also maintain a company's Facebook or Twitter account. For websites hosted by CMD Technologies, she provides a free of charge stat sheet of the traffic the clients' sites are getting.

A difference from Karen and most of her competitors is that she charges in five-minute increments rather than by the hour when performing

no extra charge.

The formation of CMD Technologies is Jim's dream, whose role will be increased after he retires from Wyle, where he has worked since 1984. During his limited hours at CMD Technologies, Jim was able to create a Repeater Controller, used by amateur radio enthusiasts. The product enjoys international sales.



updates for clients. It is part of her mission to remain affordable. "It doesn't have to be expensive to have changes made. I don't want clients to be afraid to ask for them because of the cost. Most updates only take up to 15 minutes anyway, so I would never charge for a full hour," said Karen.

To new business owners, Karen also offers marketing strategies for

in a contest to see the number of contacts completed.

For more than 30 years, they have each been actively involved in Tipp City, including being committee heads and trustees for the Mum Festival. In 2011, Jim was the Mum Festival President and currently leads the Tipp City Amateur Radio Group (TCAR). Karen Fry is also a member of the KIT-TV Commission Board.

At the age of 15, Karen began giving private piano, organ, and guitar lessons to students handed down by her grandmother. She continued teaching for 25 years. In addition, from 1976 to 1992 she was an organist at St. John the Baptist Catholic Church. "I've been to more weddings and funerals than anyone I know," she laughed.

Her love for the English language and medical terminology next led Karen to being a medical transcriptionist, which she was for 12 years. "I figured if I can't play the piano all day that I might as well type," she said.

By working with computers, Karen became interested in website design and with Jim's experience as an electronic engineer, CMD Technologies was created. Karen and Jim are very pleased with the result and are anxious to continue orchestrating a chorus of satisfied clients.

The Fry's are both amateur radio enthusiasts and in 2001 started the Amateur Radio Relay League (ARRL) sponsored Field Day event in Tipp City, held annually on the fourth weekend of June. Each year the number of participants grows in working around the clock using simulated emergency conditions