



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

SEPTEMBER MEETING

SEPTEMBER 16, 2008 MEETING

The program for the September Meeting was presented by Dr. David Hagen of AcrossTech and also a Consultants Roundtable member. The topic of "The Coming Oil Import/Export Shock" covered the such topics as Peak Oil, global demand, domestic production, offshore drilling, alternative fuels, renewable energy, and the economic and social impacts of the coming oil shortage. Dr. David discussed and outlined the an analysis of the oil production from current known sources and the fact that that production will begin to decline since those sources are beyond the peak of their production. He detailed the very complex global issues that will come into play as a result of this decline and the impact of reduced oil imports. If global demand growth projections are realized, a domestic shortfall in the vicinity of 25% could be seen by the year 2010. During past shortages, a 5% decline in production resulted in the doubling of oil prices. The greatest impact will be on transportation, and because it is so universal, the resulting social, economic, and health consequences of this shock will be catastrophic.

OCTOBER MEETINGS

OCTOBER 7, 2008 MEETING

Discussion Chairman, Tom Dobson will lead the discussion on Overcoming Sales Obstacles. Specifically, questions such as implementing complex solutions, handling pre-conceived solutions, promoting unpopular solutions, and selling the value of judgment will be discussed.

OCTOBER 21, 2008 MEETING

Leigh E. Morris will present a video on the operation of the Indiana Toll Road. He was appointed earlier this year by Governor Mitch Daniels to serve as the Deputy Commissioner of the Indiana Department of Transportation for Toll Road Oversight and Chairman of the Board of the Northwest Indiana Regional Development Authority. He served as Mayor of the City of La Porte from 2004 to 2008 and was President and Chief Executive Officer of the La Porte Regional Health System for 21 years prior to that. Before becoming a healthcare executive in 1972, he was in labor relations and personnel management in manufacturing operations for eleven years.

"In three words I can sum up everything I've learned about life: it goes on"
Robert Frost

"Let us not look back in anger or forward in fear, but around in awareness."
James Thurber

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CONSULTANTS ROUNDTABLE