



# Table Talk

## **Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor**

### **FEBRUARY 3 MEETING**

Discussion Chairman, Tom Dobson led the Roundtable in a discussion on the group's ideas, suggestions, and personal experiences of what has and has not worked for our Consulting businesses in the face of the current recession. Subjects such as cost savings, finding new clients, new revenue streams, and networking were discussed.

### **FEBRUARY 17 MEETING**

Ty Putrich Senior Manufacturing Services Account Manager of the Purdue Technical Assistance Program located in the South Bend Office, presented the February Program. The TAP program offers all Indiana businesses 40 hours of free consulting each year in a variety of areas including manufacturing logistics (including lean), management and strategy, data analysis, environmental health and safety, facility utilization, HR, IT, materials analysis and design, engineering and prototyping. In addition, they have entire sectors dedicated to green technology and energy efficiency. Ty mentioned that their main area of emphasis is with manufacturers in the \$10M to \$50M range and they have a defined interest in creating, preserving, and enhancing Indiana manufacturers. More information can be obtained at [www.purdue.edu/tap/mep](http://www.purdue.edu/tap/mep)

### **COMING MEETINGS**

**MARCH 3 MEETING** - Tom Dobson will lead the RoundTable in a discussion of topics that are timely and relevant to the consulting business.

**MARCH 17 MEETING** - Jeff Freers of the Executive Suite at Jefferson Centre will present "How to Compete and WIN with a Home-Based Business", which will provide cost savings and enhancement alternatives for Home Based Businesses.

**APRIL PROGRAM** - Dr. Grant Black, an IUSB economist and editor of Michiana Business will speak.

"It is not because things are difficult that we do not dare, it is because we do not dare that things are difficult" -Seneca

"The reason people find it so hard to be happy is that they always see that past better than it was, the present worse than it is, and the future less resolved than it will be" - Marcel Pagnol

Jeff Freers Secretary / TABLETALK Editor  
CONSULTANTS ROUNDTABLE