



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor
APRIL 2004 MEETINGS: 12TH & 26TH

12 APRIL MEETING

The speaker will be LCOL James M. Scott, owner and manager of On-Line Data, Inc. which provides mail pre-sorting, handling, and delivery of mail to the U.S. Post Office for voluminous mailings by business and not-for-profit organizations. His talk will cover technological changes in his industry. Also, he will advise of what changes to expect in the postal rates, and how those changes may impact the private individual and the large mailers. Jim's military title comes from his attachment to the West Virginia Air National Guard. He is active in local community activities, especially the Boy Scout Council and the South Bend Rotary Club.

WEB SITE LISTING ACCURACY

CR members are asked to check their web site listing for accuracy. Any changes needed are to be sent to CR Treasurer Jim Dominello who is the keeper of the CR database and coordinates it with Gene Bohn, webmaster.

LAST MONTH

The first meeting in March featured Larry Davis, President, Daman Products, Inc. of Mishawaka. He spoke on "Lean Manufacturing" as one of the principals of Syntonics, LLC, an organization devoted to instructing owners and managers in lean techniques. We learned that lean techniques are applicable to any organization. Daman Products has been using those techniques successfully since 1987; so, Larry knows whereof he speaks.

The second meeting last month, while poorly attended, was well received. The topic, led by Jim Perkins, was a discussion about the need for stimulating economic development in our community. The attendees produced some good ideas about what Consultants Roundtable can do to stimulate new business in the region. It was agreed generally that CR needs to know more about the status of economic development in the area. To this end, the conclusion was that we need programs from various people who are supposedly active in spurring economic development in our region. This is to be passed along to those seeking programs for our group.

OBSERVATIONS BY PETER DRUCKER

"There are an enormous number of managers who have retired on the job."

For new tech and marketing consultants, he said, "Business has only two basic functions - marketing and innovation."

About capital formation, he said, "Capital formation is shifting from the entrepreneur who invests in the future to the pension trustee who invests in the past."