



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

## TABLE TALK FOR OCTOBER 2006

### MEETING 3 OCTOBER

This meeting is the discussion one for October. Led by Tom Dobson with an assist by Bob Conte, the topic is, "How Can the Consultants Roundtable Market Itself?" We have had several programs on marketing techniques for individual consultants. Tom says that now we should be looking at possible techniques for marketing the services of our group. Please bring your thoughts to the meeting.

### MEETING 17 OCTOBER

This meeting will feature an update on what is being done by the State of Indiana in fostering economic development, with emphasis on Northern Indiana and the South Bend/Mishawaka in particular. The speaker will be David Behr who knows our area and is the senior project manager for the local office of the Indiana Development Corporation. Not only will Mr. Behr update on what's current, but also on what needs to be done to stimulate economic development in our area.

### LAST MONTH

There was only one meeting. In September. The program was given by our own Gene Bohn, E-Commerce Technologies of Michiana, Inc. The topic covered was how to avoid losing all of your data when your computer crashes. Of course the obvious answer which he stressed is backing up everything you do, but do not store it on the same hard drive where one develops or inputs data. Back up your data every day. Gene discussed several techniques for storing data, other than on the main hard drive. Some of us are still using floppies to store data other than where we created or utilized data. That may be "old fashioned," but it works. For more modern ways to do it, Gene had several other techniques, such as CDs. For businesses which are data-heavy, it is wise to consider keeping the data storage devices off site. This is a judgment call by the user. Gene will be glad to answer questions about the various methods of storing.

### THE WORST CRIME . . .

. . . against working people is a company which fails to make a profit.  
- Samuel Gompers

And Winston Churchill said,

"It is a socialist idea that making profit is a vice; I consider the real vice is making losses."

And Table Talk's writer says,

"GM and Ford, take notice!. Remember Studebaker! Don't revisit what it did!"