



GFWMA

GREATER FORT WORTH MANUFACTURERS ASSOCIATION

Advanced Manufacturing Newsletter

March 2002

Discover the Hidden Cost \$ of Waste in Your Company

March 12th 11:45am to 1:15pm

GFWMA Luncheon Meeting at Holiday Inn

Presenter: Mark Sessumes, TMAC Manufacturing Specialists

Luncheon Host: The Texas Manufacturing Assistance Center (TMAC)

ELIMINATING WASTE – Lean methods apply to all areas of your business. Have you considered what you are paying in the waste of: Overproduction; Waiting; Materials & Natural Resources; Inventory; Transportation; and more? Participate in the interactive presentation and learn how to map your value stream and reduce or eliminate waste both on and above the shop floor. Lean <> Continuous Improvement <> Increased Value

Special Pre-Meeting Session

Burl Daniel with Frost Insurance Agency will host a **pre-meeting** session on **Ten Practical Ideas for Insuring the Manufacturer** from **10:30am to 11:30am** at the Holiday Inn North. **Come early to catch this interactive session.**

E-Business Outlook: 2002

Strategy and Spending in the Upcoming Year

In November 2001, Line56 Magazine, A.T. Kearney and Sun Microsystems surveyed 260 e-Business executives regarding their e-Business strategies and anticipated spending for 2002. Here are the major findings:

- * e-Business will account for 18% of IT budgets in 2002 - over \$240 billion in global spending.
- * e-Business spending will increase almost 11% in 2002 - IT spending will only increase 4%.
- * Business intelligence/analytics and sell-side initiatives (CRM, catalogs, etc.) are ranked as being most important in 2002.
- * The two biggest drivers of e-business adoption are the need to increase sales & revenue and the desire to gain a competitive advantage.
- * The biggest barriers to e-Business adoption are implementation costs and budget constraints.
- * Web services will become a major method for interacting with trading partners in 2002.
- * The financial viability of vendors and ROI models are the major factors in e-business vendor selection.
- * Most survey respondents indicate their e-business strategies are either fully aligned or developed in conjunction with corporate strategy.

Source: Line56 Magazine, A.T. Kearney and Sun Microsystems Study, "E-Business Outlook: 2002," Line56.com December 2001.



Note
Meeting
Place
**March 12
2002
11:30**
Holiday Inn
I-35 and
Meacham

GFWMA
1150 S. Freeway Dr.
Suite 143
Fort Worth, Texas
76111
www.gfwma.org

For membership, events, or information on the other GFWMA opportunities please call 817-348-0706



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On February 12, 2002, GFWMA held its very first dinner program. The turn out was much better than expected and the program was filled with a large amount of information. There were a total of four presenters. One drawback was the lack of attendance of manufacturers. The main reason GFWMA started holding night programs was to cater to manufacturers' requests for some after 5 pm programs. Manufacturers have been indicating that they could not get away from the office to attend luncheons, so we started offering dinner programs. If you're a manufacturer and the programs are of interest, please make an effort to attend. If we do not get a better mix of attendees, we will have to *eliminate* the dinner programs.

For six months now, I have asked you for your comments and concerns in order to help GFWMA create programs of interest. Several of you have expressed concern over the difficulties in hiring highly skilled labor. Part of the problem has been finding workers that could be trained, while others

could not find any workers at all. Last year the Fort Worth Opportunity Center opened and it is exactly what some of you have been looking for. The FWOC along with Tarrant Community College can create training programs for any company. They can provide the interviewing, screening and training. The FWOC is a one of a kind organization; there is no other non-profit organization like it in America. Currently, the FWOC is training participants for Bell Helicopter and Lockheed Martin. Their number is 817-515-2510; jmaly@fwoc.org. I am sure they can help those members that need to find some good training options.

Hope to see you at the March 12 Luncheon.

"Remember Manufacturers need Manufacturers"

Neftali Ortiz, Jr.

Chairman

March Meeting at Holiday Inn in Fort Worth!

Just to keep everyone on their toes in this fast paced world, the March 12th, GFWMA luncheon meeting will be at the Holiday Inn at I-35 and Meacham Road in Fort Worth. A **pre-meeting** session on **Ten Practical Ideas for Insuring the Manufacturer** will be hosted by Burl Daniel with Frost Insurance Agency. Following at 11:45 will be a **Lean Manufacturing Panel Discussion** on how to eliminate waste in your business.



April 9th meeting will 5:30pm to 8:00pm at the Petroleum Club in Fort Worth

Meeting will feature a panel of Award winners and examiners of the prestigious Texas Award for Performance Excellence (TAPE). David Branch of Branch-Smith Printing and TMAC's own Marge Woodard, TAPE Board of Overseers member, Senior Examiner & Mentor, will share their knowledge on what makes a company a winner.

HOT TOPICS FROM THE MANUFACTURING WEB

Extracts from the Manufacturing News electronic newsletter of 3/4/02

The manufacturing sector has turned around, says the Institute for Supply Management. New orders and production grew last month and the overall economy grew for the fourth consecutive month, the institute reported in its "Report on Business," located at: <http://www.napm.org/ISMReport/ROB032002.cfm>

Personal income in January increased by 0.4 percent over December or by \$35 billion, and disposable income increased by \$118.3 billion or 1.3 percent, according to the Bureau of Economic Analysis. Personal consumption increased by \$28 billion. <http://www.bea.doc.gov/bea/newsrel/pi0102.htm>

The 2000 Annual Survey Of Manufacturers, Product Shipments lists annual data from 1997 through 2000 for 1,500 classes of manufactured products ranging from aircraft to zippers and is a product of the Census Bureau. The report, produced from a sample of 52,000 manufacturing establishments, is derived from data taken from the Census of Manufacturers. To view how your industry has improved or regressed, go to: <http://www.census.gov/prod/2002pubs/m00as-2.pdf>

Extract from the Small Business Information section of About.com website of 3/4/02

When it comes to finding the best information about and for family business, there is really only one place to look fambiz.com. When I first discovered fambiz.com back in 1997, they were called the NetMarquee Family Business NetCenter. Since then, they have merged with Circle.com and the family business site became fambiz.com.

fambiz.com's major strength is its alliance with the academic world. There are universities around the United States and in Australia that have strong [family business centers](http://fambiz.com). They conduct research and produce articles that will benefit executives and owners of family businesses. fambiz.com has over 300 keyword searchable articles and research papers covering family business topics, and a great many of them come from these family business centers.

Family businesses face special problems and have concerns that differ from those of regular businesses. They also have some advantages over other businesses. For details go to <http://sbinformation.about.com/library/weekly/aa030500a.htm> or find more family owned business resources at <http://www.fambiz.com>.

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DON'T HAVE ACCESS TO THE INTERNET?**

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GFWMA

NEXT MEETING

**April 9th
5:30 - 8:00
Fort Worth
Petroleum
Club**

**Performance
Excellence
Panel
Discussion**

GFWMA
1150 S. Freeway Dr.
Suite 143
Fort Worth, Texas
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CALENDAR OF EVENTS

Call for information about training discounts for GFWMA members!
UTA/Fort Worth 817-272-5922!

----- Breakfast Workshop Series -----

UTA/Fort Worth Journey to Excellence

Wed. 7am-9am 1st Visit is FREE!
7300 Jack Newell Blvd So.
Fort Worth, 76118

March 13, 2002

Process Design - Integrating With the Vision

March 27, 2002

*Appropriate Technology -
Developing Solutions From the Vision*

April 3, 2002

*Appropriate Technology -
Developing Solutions from the Vision*

----- GFWMA Meeting -----

March 12, 2002 - 11:30am to 1:15pm

*GFWMA Monthly Meeting
Holiday Inn North, I-35 & Meacham*

April 9, 2002 - 5:30pm to 8:00pm

*GFWMA Monthly Meeting
Petroleum Club, Fort Worth*

----- Other Events -----

March 21, 2002

*Lean Round Table Discussion & Reception
Hyatt Regency DFW
NO Cost to Attendees*

March 28, 2002

*Global Shop Solutions
"Achieving 100% On-time Delivery"
9am - Noon Location UTA / ARRI in Fort Worth
GFWMA members - \$20*

April 1, 2002

*National Energy Policy Conference
Location UTA / ARRI in Fort Worth
Price - \$35 call TMAC 817-272-5922 for details*

April 3, 2002

*Principles of Lean 101
Location: 1st Odyssey Bldg in Euless
GFWMA Member receive 15% discount off
Normal price of \$295*

April 4, 2002

*Principles of Lean Office 101
Location: 1st Odyssey Bldg in Euless
GFWMA Member receive 15% discount off
Normal price of \$295*

April 16, 2002

*Value Stream Mapping
Location: 1st Odyssey Bldg in Euless
GFWMA Member receive 15% discount off
Normal price of \$195*

April 23, 2002

*Kaizen Team Facilitation
Location: 1st Odyssey Bldg in Euless
GFWMA Member receive 15% discount off
Normal price of \$295*

April 28 - 30, 2002

*Applied Manufacturing Conference in San Antonio
Call TMAC at 817-272-5922 for pricing and details*

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