Ben Moore

From:	"Agent Technologies, Inc." <bmoore@agenttech.com>
To:	<bmoore@agenttech.com>
Sent:	Wednesday, February 13, 2008 1:40 PM
Subject:	eCommerce 4 Manufacturing (sm) Newsletter

February 2008

In This Issue

One, Two, Three for the future of American Manufacturing

Today American Manufacturing is facing unprecedented challenges due to China and other countries that can provide lower cost manufacturing. What can you do? For some manufacturers, there is no solution. Sorry!! Look at the textile industry. For the remaining manufacturers you have to challenge what you have been doing for the last couple of years and find your strategic value.

American Manufacturers need to stop taking a back seat to what is going on and lead the change. If another manufacturer can make the product cheaper than you, then source it from them and concentrate on the other value you bring to the table - maybe assembling the final product to customer specs, then do that instead of getting sub par returns on investment and energy from manufacturing the product.

Also, rethink how you are using technology. Yes, I said the "T" word...sounds costly. Many American Manufacturers have not invested enough in technology and are losing efficiencies in productivity because of it. How much is the right investment? There is no right formula but not doing it is the wrong formula.

Also, think about how eCommerce impacts your business. Yes, eCommerce. For years I have been explaining to American Manufacturers that eCommerce is more than just selling simple undifferentiated products to consumers over the Internet. eCommerce is any Internet related activity that facilitates the buying and selling process. Now that I gave a definition, what does that mean.

1) Understand your selling process. If you generate quotes before you make a sell and these quotes involve multiple people and resources in your organization, consider leveraging some system to assist you in generating quotes. For years we have built these types of knowledge systems for our clients that have minimized involvement of their engineering and other resources to turn around client quotes faster and reduce the cost of a quote. I don't care if this "system" is only a complex spread sheet you have created over the years, get something in place to minimize your cost of quote and increase the speed of turning around a quote.

By: Agent Technologies, Inc

The future of Enterprise Resource Planning

- Customer Relationship Management
- To Do List Management
- Price Quote Management
- eCommerce System

Coming Soon!

- Inventory Management
- Production Management
- Financial Systems Interface
- Intelligent Agents

2) Understand your own work process. Everyone feels they have a handle on their own work process, but the truth is that many manufacturers can't see the forest for the trees. Work ON the company not just IN the company. That's one of the reasons we have our WorkProcess 2 Web Service where we take our client's work process to the web saving them a lot of time and a lot of money by lowering the transactional costs involved with every touch point in the work process.

3) Understand your workforce. Many of us have workforces that are too costly for what they provide and in many cases are not cross trained to do multiple tasks. This hurts because our workforce is typically our largest ongoing cost. For American Manufacturing to continue to exist, our workers have to be cross trained and more productive than workers in other countries. Without the right workforce driving your company, all the best systems in the world can't save it.

Ben Moore
President
Agent Technologies, Inc.

The Consumer's Workshop: the future of American manufacturing

The Consumer's Workshop: The Future of American Manufacturing is a hand book on how to setup the systems within your company and create the workforce you need to be successful now and in the future. Written by authors that have worked at some of America's largest manufacturers, founded their own manufacturing organizations and helped numerous small manufacturers grow.

The Consumer's Workshop: The Future of American Manufacturing is a must read for today's business leaders. It is insightful and provocative in its approach to where US manufacturing has been, how manufacturing got into the troubles it faces today and what we need to do to become the standard for world class once again. If we want to know how to regain that competitive edge once again, the roadmap is certainly the pages of The Consumer Workshop.

-- Bruce Vaillancourt,Director, NIST MEP Program, TechSolve, Inc.

The Consumer's Workshop is an extremely timely review of how manufacturing strategy developed in the past and how it will change in the future. The author team clearly demonstrates that companies have to change -- and provide plenty of advise how such a change should take place."
-- Frank Piller, PhD, International Manufacturing Consultant

As the authors make clear, eventually American manufacturing will become the workshop for direct production of consumer's own
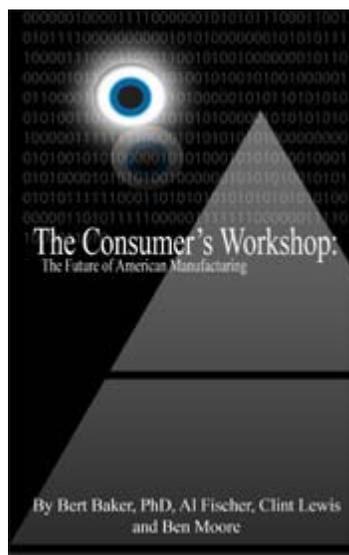
Manufacturing Statistics

1) Manufacturing Output was unchanged in December 2007 with an Index 115.7 (1997=100)
Source: Federal Reserve Board

2) Manufacturing Employment lost 28,000 jobs in January 2008 and a total of 269,000 jobs in the past 12 months Source: Bureau of Labor Statistics

3) Manufacturing Trade Deficit in November 2007 increased $5.8 billion, or 8.6 percent, to $72.7 billion. Sources: Census Bureau, Bureau of Economic Analysis

4)Manufacturers' New Orders increased in December 2007 to 441.6 billion. There has been an increase in six of the last seven months. Source:Census Bureau

The Consumer's Workshop:
The Future of American Manufacturing

By Bert Baker, PhD, Al Fischer, Clint Lewis and Ben Moore

5) Manufacturers' Inventories increased in December 2007 to 528.1 billion. There has been an increase in ten of the last eleven months. Source: Census Bureau

designs -- or it will be no more. Begin that path by following the steps outlined here."
-- B. Joseph Pine II, author, Mass Customization: The New Frontier in Business Competition

Investment: $12.99
http://www.theconsumersworkshop.com

Agent Technologies, Inc.
Phone: 513-942-9444
Fax: 513-942-9446
Email: info@agenttech.com
Agent Technologies Inc

Founded in 1995, Agent Technologies, Inc. provides e-Commerce Solutions, Business Reporting Solutions, e-Business Strategy Development and Agent Based Systems. We specialize in comprehensive eCommerce 4 Manufacturing (sm) Solutions through our manufacturing consultants and software applications.

Forward email