**MARCH MEETING****Thursday, 11-Mar-2004****PROGRAM:**

**”COMPETING in the WORLD
MARKETPLACE for a HEALTHY
U.S. ECONOMY”**

- ◆ **Jerry Skoff – founder of SAMNow
(WI chapter-Save American Mfg)**
- ◆ **Philip Styrlund – expert on building
resilient organizations**

- *What is the reality of the world economy?*
- *How is this affecting business here in the U.S.?*
- *Save jobs, maintain integrity, and still prosper?*
- *What can SAE members do to compete and
successfully contribute to the U.S. economy
in a global marketplace?*

Transportation, communication, efficiency, increased development, capacity, trade laws, politics, technology, education, demand for imported goods... all have driven changes in our society. During the past 100 years, SAE members and the industries that they serve have contributed to many of these factors – factors that shape many business decisions today. What might the next 5 years look like, and how do we plan for the change? What leadership role will we take?

Please join us at our March dinner meeting featuring two very dynamic speakers, and their discussion on this important theme.

--- EVENT AGENDA ---

Registration:	5:30pm
Dinner:	6:00pm
Presentation:	7:00pm

**Location: Klemmer’s Banquet Center
< Williamsburg Room >
10401 W Oklahoma Ave
Milwaukee, WI 53227
phone: 414-541-0401**

--- DINNER / PRESENTATION ---**MENU:**

SELECT ONE : Filet Mignon, Mesquite Grilled Pork Chops, or Pasta Primavera. Soup du jour, vegetable, salad, breads, dessert and beverage included.

COST:

SAE Members / spouses:	\$18.00
Retirees:	\$15.00
Guests / Non-members:	\$20.00
Students w/ID	\$9.00

--- PRESENTATION ONLY ---

COST: SAE Members / spouses:	free
Guests / Non-members:	\$5.00

Registration:

Dinner reservations must be received the week before the event. Only charge card pre-payment can be collected on line, via <http://milwaukee.sae.org> . Email at: milw-sae@wi.rr.com , or phone: (414) 465-6722, and pay at the door.

“No-shows” with reservations will be billed.

50-Year members entitled to 1 free dinner annually.

Registration deadline: 2:00pm-Thursday, March 4.

Topic: **I Hope I am Wrong**

Perspectives from the founder of grassroots passion to:

Save American Manufacturing

- Learn the role of manufacturing and the health of our economy
- Understand how business is impacted by trade agreements
- Find the best ways to handle change in societal issues
- Understand legislation for the long term
- Keys to success in the new economy

Speaker: **Jerry Skoff** President, Badger Metal Technology www.SAMNnow.org



Jerald (Jerry) Skoff is the founder and owner of Badger Metal Tech, Inc. Since 1983, Badger Metal Tech has serviced the Industrial Tool market by offering MetalLife®, ThermalLife® and other proprietary die and perishable tooling surface treatments. Jerry has been active in Precision Metal Forming Association (PMA) and North American Diecast Association (NADCA) and the Die Materials Committee of NADCA.

In February 2003, Jerry and Cathy Schuld of Butler Wire, founded SAMNow (Save American Manufacturing Now) in response to the decline of tool and die, and manufacturing in the United States. SAMNow has developed into a national grass roots movement representing the concerns of American employees and American businesses. The volunteer organization educates the public and politicians on all areas of manufacturing and related services to foster understanding of the roles they play in the health of our economy.

SAMNow would like politicians to create responsible legislation that produces fair trade laws, and make citizens aware of the contributions that American manufacturing makes to our quality of life, here at home. SAMNow is not affiliated with any political party, trade union or association. SAMNow chapters have developed in more than 18 states with membership across the country.

Jerry and SAMNow has been interviewed by WTMJ AM620, The Milwaukee Journal Sentinel, and CNN's Lou Dobbs. They have presented to Senators Russ Feingold and Herb Kohl, Rep. James Sensenbrenner, and numerous governors and government interests around the country. SAMNow has been invited by the Clergy Symposium to discern, with church leaders from across the country, what impact job losses have on individuals. Through Jerry's and SAMNow efforts, they have influenced many politicians' opinions, pending state legislation and the public. Volunteers with organizational information and business cards will accompany Jerry at the presentation.
email: jvskoff@samnow.org

Topic: **Third-Box Thinking:**
**How winners are changing the way they
create and deliver value**

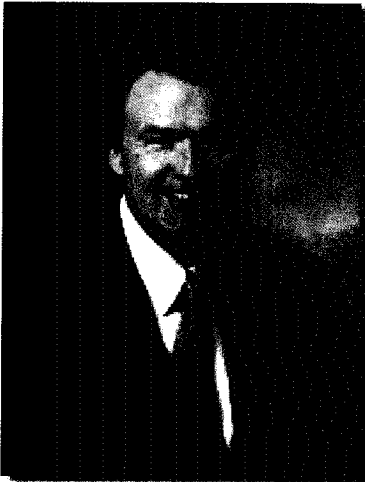
What are the challenges nearly every manufacturer faces today?

- Commoditization of product
- Margin pressures
- Increasing customer demands
- Outsourcing
- Productivity

In this discussion:

- Find out how leaders discover what their customers really care about
- Find out how to unlock your hidden assets that your customers want
- Discover how to develop products for a significant impact
- How to prevent your department from being outsourced
- Walk away with scientifically developed tools to increase personal and organizational Resilience, Innovation, and Productivity

Speaker: Philip R. Styrhund President, Summit Group, Inc. www.summitvalue.com



Phil Styrhund is an award-winning, global executive. Within the business world over the past 24 years, Phil has created some of the top performing sales teams within the telecommunication industry, and serves as an advisor to some of the top executives around the globe. Phil's education includes a B.S. in Business Administration, Finance and Economics, study in Rome, London, Brussels and Paris, an M.S. in Telecommunications Science and a M.A. in Business Administration. His functional expertise includes Network Planning, Engineering, Finance, Systems Design, Strategy, Market Planning, Market Management, Marketing and Sales.

Today, as President of Summit Group, Inc., he is one of the world's leading experts on building resilient organizations and leads the value transformation charge for some of the world's premiere organizations including Siemens, Visteon, and the General Services Administration. In addition to his compelling keynote presentations and engaging programs, Phil serves as coach, mentor, consultant and advisor to some of the top leaders across a range of industries. He has written, and been cited in, articles for numerous top publications including The Wall Street Journal, The

National Account Management Journal, The Los Angeles Times, Inc., Fast Company, as well as in several best-selling books including Adversity Quotient, and The Power of Purpose.

Beyond the business world, Phil Styrhund is a leader in local, national and global organizations. He serves on the Board of Regents for Augsburg College, is an advisor to the Colin Powell Youth Leadership Development Center, the Management Assistance Program, The British Trade Association, and is a sought after advisor to world leaders in other countries including Tanzania and Somalia.

Event Facilitator: Wayne A. Vaughn, P.E. Harley-Davidson Powertrain Operations

Mr. Vaughn will facilitate a discussion between M. Jerry Skoff and Mr. Philip Styrlund.

Currently, Mr. Vaughn is the Maintenance Director of Powertrain Operations at Harley-Davidson in Milwaukee. In recent years, he has lead the creation of new chrome cosmetic supply chains, implemented Evolution Engine Remanufacturing, managed the Transmission Product Plant Production, Human Resources, Genuine Parts Manufacturing, and Facilities.

During his time as the PTO facilities manager he implemented many programs including extensive training programs, an apprentice program, a crib organization effort, computerized maintenance management systems, predictive and preventive maintenance, and a Total Productive Maintenance program. This was accomplished while increasing the maintenance staff, increasing production by 50%, rearranging and installing hundreds of machine tools, installing two assembly lines, and expanding the facilities.

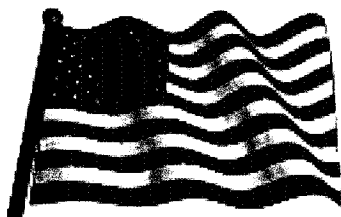
Mr. Vaughn is a member of the National Society of Professional Engineers, Society of Automotive Engineers, American Society of Mechanical Engineers, Tau Beta Pi, and a registered Professional Engineer. In 1993 he was awarded the Fredrick P. Smarro Award for Significant contribution in the area of Plant Engineering and Maintenance.

Mr. Vaughn has spoken for the American Institute for Total Productive Maintenance, International Maintenance Conference, Institute for International Research, American Society for Mechanical Engineers (satellite broadcast), International TPM Institute, and Engineering Information Transfer (Australia). He has appeared on several videos and TPM best practices, contributed to numerous publications, and has published several articles.

Mr. Vaughn has a Bachelors and Masters degree in Mechanical Engineering from the University of Michigan. He also has a Masters of Business Administration from Marquette University.

THE
SUMMIT
GROUP

USA



April 21 Meeting tour: FORD & Daimler-Chrysler Training Center, MATC North - Mequon

May 20 Meeting (family event) *AWIM* (A World in Motion@DiscoveryWorld) - Milw Museum

June 3-6, SAE Mini-Baja 2004 S.A.E. Midwest Mini-Baja competition

*Upcoming
Events*

Milwaukee Section 2002-2003 Governing Board

- Chairman's Note -

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SECTION DELEGATE:

Glenn Bower

Everything you wanted to know about batteries... Johnson Controls Battery, Inc. delivered! Wow!

After an excellent dinner, attendees toured the JCI test labs and learned about crucial battery tests, meeting Six Sigma criteria, enabling JCI to maintain their high product quality. We saw two examples of current production, 2004 hybrid vehicles, both of which incorporate batteries manufactured by Johnson Controls Battery, Inc. We heard Tom Dougherty (Director of Advanced Battery and Hybrid Systems) provide Q&A and a great battery presentation. Tom shared from his knowledge in the battery and hybrid markets, and provided information on future drivetrain system options under consideration. Thanks, JCI! It was all very impressive!

Since last spring we have been listening to you, our members, and we heard you ask for more events on new product releases and leading edge technology. With meetings like Modine, DeltaHawk, and Johnson Controls we're trying to do our part. Please do your part by going out of your way in your own industry and community, to share SAE information with co-workers, your boss, your kid's teachers, and others that would appreciate knowing what SAE and the Milwaukee Section have to offer.

March will be a busy SAE month with Congress and the Clean Snowmobile Challenge. I will be assisting some folks from Kohler and Modine in the operation of the competition, and we hope to experience the gorgeous Michigan scenery on sleds. A volunteer, Pat Schoepel, from Modine, will work with Mich. Tech. to promote this awesome event more next year.

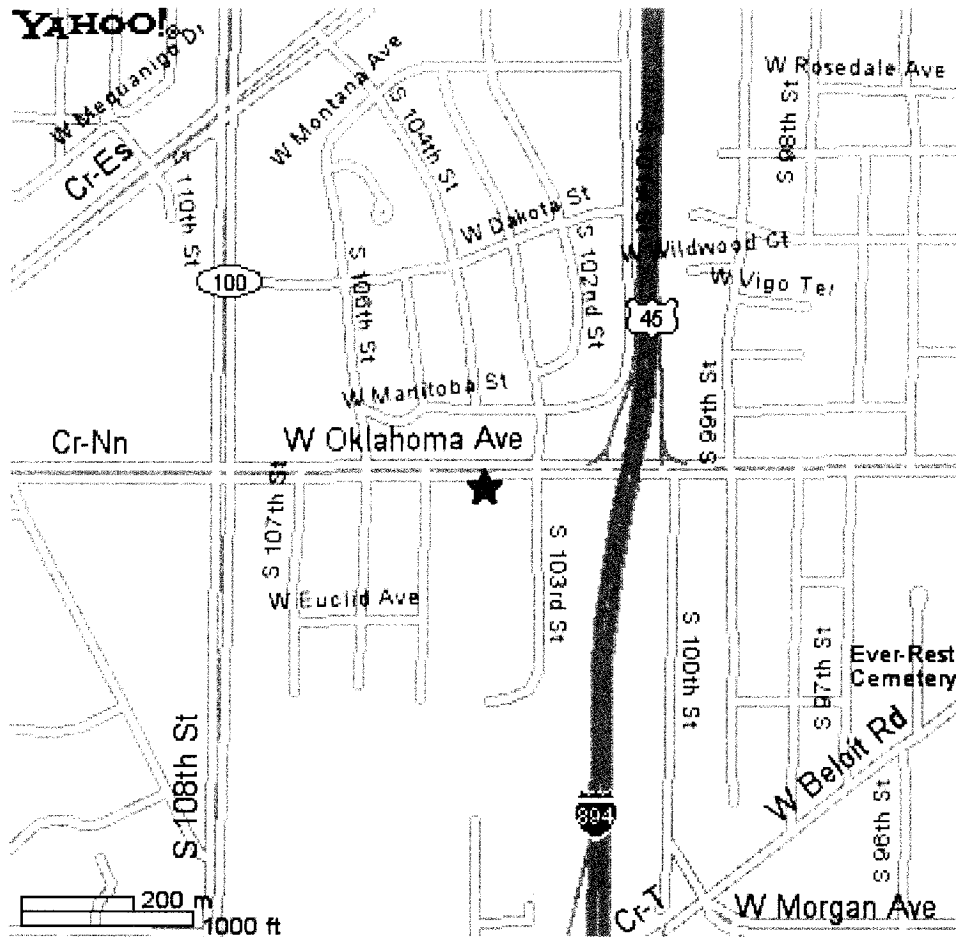
We are pleased and grateful to have Glenn Bower, Student Faculty Advisor at UW-Madison, represent the Milwaukee Section as our Delegate at Congress this year. Glenn oversees all the SAE Collegiate Projects at Madison.

Our March 11, 2004 meeting is guaranteed to be big! Given the economic impact of elections, political positions, company changes like Tower leaving Milwaukee, media presentations with Lou Dobbs of CNN, and recent articles in the Journal Sentinel, etc, you won't want to miss it. SAE has many global supporters within diverse companies. Find out how you and I, and the U.S.A. are affected in global markets, and where we are going. In one article, Johnson Control's Recruiting Mgr. Lynn Art, stated, "...the engineering industry anticipates a 27% shortage in engineers by 2005. ORGANIZATIONS that need emerging (engineering) talent will have to be more savvy with high schools, technical schools and colleges."

In addition to the SAE Foundation's *AWIM* activity in elementary schools, *Project Lead the Way* is a national middle and high school campaign to foster student interest in engineering. In Milwaukee, it works to set up engineering curriculum, which parallels offerings at Marquette University. We have learned from Dr. John Lumkes that MSOE will be administrating the program for all the engineering universities involved. I hope that you can make time to learn about these programs and stay current on events.

Please engage yourself with SAE and other organizations, for the purpose of strengthening our Nation's economy. We all play our part!

Happy Engineers' Week,
Dale Wiza, SAE Milwaukee Section Chairman



MAP : Klemmer's Banquet Hall, 10401 W Oklahoma Ave, Milwaukee, WI 53227
 phone: 414-541-0401

Meeting Sponsorship

We wish to thank the following organizations for their continued support of the Milwaukee Section:



Harley-Davidson Motor Co [Milwaukee]



Modine Manufacturing Co [Racine]

For more information on becoming a sponsor, please contact any section board member.

Keep current with us on these SAE web sites:
<http://milwaukee.sae.org> for the Milwaukee Section or
 the national site at milw-sae@wi.rr.com.