



SAS Manufacturing News

Representatives from more than 20 companies attended the SAS Manufacturing Executive Conference in April at SAS world headquarters in Cary, NC. John Engler, former Michigan governor and current head of the National Association of Manufacturers, spoke to the 46 attendees about the importance of innovation in manufacturing, the state of US manufacturing and legislation that affects manufacturers.

Engler discussed NAM's *Advancing the Innovation Process in Manufacturing* report, which is done jointly with Accenture. The report, in progress at The Economist Intelligence Unit, will focus on threats to US manufacturing such as global attacks on international property rights, the lapse of the R&D tax credit, and the overall US tax environment.

Despite threats and recent news about the economy, Engler says US manufacturing is quite healthy. Manufacturing sales grew from \$4 trillion in the late 1990s to \$5 trillion in 2006, according to the US Census Bureau. "The keys to success: quality, flexibility, innovation and exports," Engler said. While companies have benefited recently from the declining dollar, some manufacturers have always done well in exports. Engler cited John Deere and Caterpillar as examples. He also emphasized the importance of free trade and said that if Congress restored the R&D tax credit, the US would move from last among 21 OECD countries to 14th in tax incentives for business.

Attendees then listened to presentations on solutions geared toward manufacturers including SAS[®] Service Parts Optimization, SAS Demand-Driven Forecasting, SAS Service Operations Optimization, SAS Quality Lifecycle Analysis, SAS Customer Intelligence, SAS Marketing Automation and SAS predictive asset management. Union Pacific Railroad and Whirlpool were among the companies who presented at the conference.

"My sincere appreciation for being allowed again to tell the UPRR (and) SAS Forecasting story," said Chad Storlie, Business Director at Union Pacific Railroad.