be Eastern Europe, or Africa, or Latin America. The point is, there'll always be challenges and Kelley says, each challenge will pose more opportunity for American manufacturers with vision. "Kodak, for instance, has recently taken some of their work back from China and given it to an American subsidiary," Kelley said. "How did they get it back? On quality and price. Their purchasing director was amazed."

Today's American manufacturers must, and can, compete with Asia on quality and price, Kelley said. "Not on higher quantity, lower skill jobs. Those are already gone, pretty much," he said, "but the more complex jobs that require a higher skill level, that's the niche that American companies can gravitate toward."

"The key for American companies is to maintain an innovative approach to their manufacturing processes and to the technologies they use in their capital equipment."

In other words, stay on top of technology, work lean, work smart, watch for emerging markets and seize the opportunities they present.

Another critical component of success is to take advantage of programs already in place, Kelley said. Government bureaucracies are so big that a lot of companies don't even know what programs are available. For instance, final analysis, the coalition represents action. In an area of the country where politicians appear clueless, where governments seem incapable of action and simply lurch from crisis to crisis, where vision and leadership at the political level is non-existent, the Upstate Tooling and Machining Association represents a new, unified, well thought out, cohesive action plan for improvement.

Private individuals and business owners have taken the bull by the horns and have resolved to become players in the growing economy, to join the global marketplace, to grow their businesses at home and abroad, with or without government help. They have decided to act, not just react. And they fully expect to see positive results from their Upstate Tooling and Machining Association, in very short order. ■

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