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This book provides approachable and
insightful chapters that summarize state-of-
the-art thinking and research on alliances and
networks. Contributions by leading scholars
cover foundations or fundamentals as well as
frontier areas through a diverse range of
perspectives. Power Shovels is a celebration
of the land leviathans that have inhabited the
open pit mines over the past century. Due to
their massive size and unbelievable
capabilities, interest in these machines
extends far beyond their role in the
extraction of minerals and precious metals.

Author Orlemann focuses on the super stripper and loading class of shovels. Discover how the super stripper can remove vast amounts of earth and place it over a football field away. This book reveals design, engineering, manufacture, assembly, and operation of these modern and massive shovels. Four questions determine whether a company is using interorganizational cost management. Does your firm set specific cost-reduction objectives for its suppliers? Does your firm help its customers and/or suppliers find ways to achieve their cost-education objectives? Does your firm take into account the profitability of its suppliers when negotiating component pricing with them? Is your firm continuously making its buyer-supplier interfaces more efficient? If the answer to any of these questions is "no", your firm risks introducing products that cost too much or are not competitive. The full potential of the supply network can be realized only when the entire supply chain adopts interorganizational cost management practices. Competitive pressure has led many firms to try to increase the efficiency of supplier firms through interorganizational cost management systems, a structured approach to coordinating the activities of firms in a supplier network to reduce the total costs in the network. It is

particularly important to lean enterprises for two reasons: Lean enterprises typically outsource more of the added value of their products than their mass producer counterparts. Lean enterprises usually compete more aggressively and must manage costs more effectively. Interorganizational cost management can reduce costs in three ways: through product design, through product manufacture and through cooperative approaches between buyers and suppliers to build smoother interfaces. However, more than just cost management must cross interorganizational boundaries. Suppliers are also a major source of innovation for lean enterprises. Successful supplier networks encourage every firm in the network to innovate and compete more aggressively. Read this book to learn to manage the supply chain to forge competitive advantage while reducing costs. In *Yellow Steel*, the first overarching history of the earthmoving equipment industry, William Haycraft examines the tremendous increase in the scope of mining and construction projects, from the Suez Canal through the interstate highway system, made possible by innovations in earthmoving machinery. Led by Cyrus McCormick's invention in 1831 of a practical mechanical reaper, many of the builders of today's massive earthmoving machines began as

makers of reapers, plows, threshers, and combines. Haycraft traces the efforts of manufacturers such as Caterpillar, Allis-Chalmers, International Harvester, J. I. Case, Deere, and Massey-Ferguson to diversify from farm equipment to specialized earthmoving equipment and the important contributions of LeTourneau, Euclid, and others in meeting the needs of the construction and mining industries. He shows how postwar economic and political events, especially the creation of the interstate highway system, spurred the development of more powerful and more agile machines. He also relates the precipitous fall of several major American earthmoving machine companies and the rise of Japanese competitors in the early 1980s. Extensively illustrated and packed with detailed information on both manufacturers and machines, Yellow Steel knits together the diverse stories of the many companies that created the earthmoving equipment industry--how they began, expanded, retooled, merged, succeeded, and sometimes failed. Their history, a step-by-step linking of need and invention, provides the foundation for virtually all modern transportation, construction, commerce, and industry. What would happen if everyone in your company followed a disciplined approach to cost reduction? Go ahead -- imagine it. What would

it look like? How can it be done? The answer -- smart cost management. Effective cost management must start at the design stage. As much as 90-95% of a product's costs are added in the design process. That is why effective cost management programs focus on design and manufacturing. The primary cost management method to control cost during design is a combination of target costing and value engineering. Target Costing Objectives: Identify the cost at which your product must be manufactured at if it is to earn its profit margin at its expected target selling price. Break the target cost down to its component level and have your suppliers find ways to deliver the components they sell you at the set target prices while still making adequate returns. Value Engineering: The connection to function: An organized effort and team based approach to analyze the functions of goods and services that the design stage, and find ways to achieve those functions in a manner that allows the firm to meet its target costs. The result: Added value for your company (development costs on-line with added value for your company; development costs on-line with selling prices) and added value for your customer (higher quality products that meet, possibly even exceed, customer expectations.) CATERPILLAR CHRONICLE tells the whole

Caterpillar story--from 1870 to the present. More than 200 color and 50 black-and-white photographs reveal these heavy-metal monsters in their true grandeur, from prototype testing to on the job service. Some companies discover the value of cross-border collaborations only after fighting long, head-to-head battles that leave them financially exhausted, intellectually depleted, and vulnerable to the next wave of competition and innovation. Grudgingly they come to recognize the benefits of sharing and trading control, costs, skills, capital, information, technology and access to markets - but only after a heavy price. Now companies can begin to learn the value of collaboration and how to capitalize on strong, flexible alliances by reading *Collaborating to Compete*. Written by McKinsey & Company's leading international management consultants, this strategic and operational guide provides practical information on how to design effective cross-border alliances-based on hundreds of case studies worldwide that illustrate the common factors that go into winning alliances. The authors argue that successful companies are transferring competence across borders by retaining key managers from acquired companies and by employing other strategies designed to reap the best from both companies in the

consolidation. The authors also argue that effective collaboration is based on a long-term sequence of actions and that alliances fail when they're driven by hasty shortsighted goals. The authors highlight key steps in putting together a powerful alliance including: overcoming the resistance to alliances from executives and managers; finding the best structure and partner to meet a given set of goals; building flexibility into your collaboration to permit changes in legal and financial structures; ensuring good, frequent communication between you and your partners; setting up internal mechanisms to resolve conflicts quickly; and rescuing poorly conceived alliances. In reading about the activity of leading companies in the U.S., Japan, and Europe, readers will discover that even acquisitions - once a strictly predatory enterprise - are now taking on a more collaborative color. Drawing on McKinsey's strategies from the Triad, *Collaborating to Compete* goes on to show why cross-border strategy approaches need to account for the unique regulatory structural, and cultural barriers presented by individual countries and regions. The book shows that by following through on the basic prescription: U.S. companies can "ally for advantage" to open up the once impenetrable Japanese market;

Japanese MNCs can successfully move into those complex U.S. markets; U.S., Japan, and other countries can crack the European Economic Community; and European companies can transcend obstacles and make successful U.S. acquisitions. Collaborating to Compete also looks hard at the dramatic restructuring of Europe and Asia and points out how European companies will have to use cross-border acquisitions and alliances to respond to new threats from global and Pan-European competitors. Vols. for 1955-62 include: Mining guidebook and buying directory. Japanese manufacturing investment in the European Community has grown dramatically over the last twenty years. At first, instances of investment were few, concentrated in a small number of industrial sectors. But since the mid-1980's there has been a surge of investment in a much wider range of industries. This volume details the growth of Japanese manufacturing investment in Europe in fourteen industrial sectors. The impact of Japanese competition and direct investment on European industries is considered in the context of the emergence of the three major trading blocs: the United States, Japan and the EC. Roger Strange concludes by making important policy recommendations, and arguing for the need for a new theoretical framework

for assessing the political economy of foreign direct investment. A comprehensive review of earthmoving and construction equipment from the birth of primitive industrial tools to today's awe-inspiring machines! The biggest haulers, dozers, scrapers and unusual specialty equipment in the field are presented here in over 500 black-and-white photographs. The author's expertly written text details machine categories and discusses the history, evolution, design and manufacture of these industry giants. Packed full of top-quality archival photographs, most taken from manufacturer archives. "This colossal reference book documents the timeless urge to reshape the world, and the machines used to do so from the 1088's to today. From utility tractors and loaders up to the largest diggers and bulldozers, every piece of heavy equipment is listed here by model and manufacturer, making this the most exhaustive book on the world's most hard-working vehicles and machines"--Publisher's description.

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