

# EXPERIMENTAL OUTSOURCING MISSION TO CHINA



## BPL 002 MISSION REPORT

Manufacturing Exploratory Mission To China, April - June, 2008

Ref: BPL Public Memorandum, 20 February, 2008, Department of Trinkets  
BPL002\_China08Memo.pdf

### **Mission Objectives:**

Obtain methodology and location for outsourcing of BPL products, establish relationships with Chinese manufacturing entities, complete a test run of a BPL product to establish feasibility, return product and all documentation for analysis.



Early in 2008, BPL hatched a scheme to fund a trip to China and at the same time to outsource its entire labor pool. Reasoning that all 'real' companies are doing it, BPL became involved in the idea of producing cheap baubles. Not being able to afford to outsource even its single employee, BPL decided to send him to China, where he would complete an entire production run, and then return with the merchandise, to be distributed as real Chinese-made-by-American-company stuff. This plan's object had the extra advantage of being both American made and also made in China at the same time, perhaps doubling its legitimacy, if not its value. A suite of watercolor paintings would be hand made (the cheapest way of course), using a new BPL generated watercolor box, or Art Application System. These would be sold sight unseen before the trip to a public hungry for anything Chinese. From the original Memo of 20 February, 2008: *"It has come to the attention of the Executive office that a BPL employee's girlfriend has been given the opportunity to visit China for six (6) weeks. Certainly, this turn of events represents some kind of*

achievement on her part, some accolade or accomplishment worthy of applause. But we are not concerned with that happy circumstance at this juncture.

What we at BPL are interested in is the fact that this could be an opportunity to finally have a BPL product manufactured in China. This would represent yet another notch in our corporate belt, legitimacy-wise. And you,



fair member of the consuming public, can help....It is hardly necessary to emphasize the importance for BPL to have a global presence. As the smallest and least well equipped of all known aerospace manufacturing companies, we have to be innovative when it comes to production. For instance, we can think of no other company that doesn't even pay its employees as a matter of policy. So for us to have a facility in China, spewing out our products at unheard of rates and for unheard of rates, albeit manifested as just one person doodling on a kind of vacation, is a chance of a lifetime."

#### **Mission Results:**

BPL-002 is considered a Success not only because all objectives were accomplished but because we cleverly inserted success into the mission definition. This foregone conclusion is supported by the fact that BPL managed to outsource its entire labor force to China (aping the actions of legitimate companies), and generate products with little or no quality fluctuation (where quality was present),

at maximum profit (in the dozens of Yuan). Several impromptu experiments were added to the mission after these objectives were met, with equally inconclusive but nonetheless positive results. We were able to do this without



compromising our devotion to impoverished means and rickety argumentation, and have concluded China Operations with a net gain of Zero (0) or less, per our Charter.

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#### **Mission Prosecution Overview:**

Upon arrival in Beijing, the BPL employee was warmly received and lavished with what we regard as excessive generosity. It should be noted that this introduction to China had nothing whatever to do with BPL; it was merely reflected from our employee's spouse, the intended target of the welcoming committee. Intentions notwithstanding, he was subjected to several days of intense touring via private bus. He took the opportunity to purchase some Communist Flag Pins in the vestibule to the bathroom at Chairman Mao's Tomb, near the Forbidden City. These were used during the mission to try to convince prospective manufacturing organs of BPL's sincerity in the matter of finding an exploitable labor force. Visits to culturally significant sites like the Great Wall and the Cloisonné Factory yielded material for our experiments.







Once ensconced in the University at XinZheng, our employee set about conducting experiments in earnest. Even though we stated that we would be manufacturing 'tourist style landscape paintings', we found that the tourist in China is meant not to produce anything but to consume as much as possible. We considered our experiments to be corporate secrets so the behavior of our employee had to be concealed behind the veil of Baffling Foreigner Activities (BFA's). In the deployment process of the Portable Aqueous Medium Stowage and



Deployment Unit (PAMSDU), or watercolor box, manufactured for this mission (see BPL Procedures Doc. 0008-0324-001, also listed as wc\_box.pdf), we managed not to attract too much attention. In All, over 56 paintings were produced, although one or two surpassed the target level of mediocrity for the project



and had to be disqualified. On a couple of occasions, exceptionally poor examples were sacrificed as bribes to officials for favors and to some others in exchange for directions and snacks. Subjects varied AS but not WITH the quality of the units, and the tools and materials performed within the ranges predicted. The main goal of outsourcing our labor force was easily achieved, as BPL's only employee was in China during the entire experiment and executed all phases of the mission personally.



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There are a couple of events that are worth including in this report, as they may have bearing on future interactions with 'Sinofacturing' concerns.



Our employee made contact with one small enterprise, involved in 'art' production. Tentative deals were made, on an ad hoc basis, with much hope for the future, in spite of the difficulty of pinning down the difference between the translation for 'million' and 'billion', and a relationship was quickly established based on deep mutual respect and trust.

As this relationship deteriorated over a period of weeks, much educational residue was left all over everything. It seems that conditions exist whereby a businessman will make broad claims, backed up by lavish banquets and copious



volumes of a universal solvent, which are less than accurate. Upon discovery (usually within 24 hours of submission of broad claim), and confrontation, the businessman will reinitiate the process, with even greater claims of efficacy and promises of reward, which are also quickly revealed to be fiction. The businessman finds these outcomes embarrassing and would much rather gamble on the chance that his promises might miraculously come true tomorrow than admit a fault today. This of course is very educational to us at BPL because we would never think of hiding one of our faults, and spend long hours devising new and innovative methods for displaying and distributing our limitations and shortcomings.



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A second group of unplanned events had to do with the presentation of a lecture by the BPL representative. During the course of his semi-surreptitious furtive production of manufactured-in-China-with-genuine-outsourced-American-labor products, he had occasion to meet and talk with students. Being naive they took an interest in what he had to say. Eventually the request was made of him to give a presentation to the host University in the Lecture Hall. It should be noted that he did not seek permission from the upper management of BPL and simply created this follow on to the mission without completing the proper paperwork, budget allocation requests, feasibility conjecture discussions, telepresence conference





liason communication dispatches, etc., so it is only after much time has passed and procedures have been put in place that the event can be retroactively and also reluctantly endorsed. The title of the lecture was "How To Start An Aerospace Company Without Really Knowing Anything", and was delivered 15 May, 2008 to a group of around 300 students and administrators. BPL's employee agreed to give the lecture but was at the time of the acceptance of the task unaware of the unwritten policy of pairing English speaking lecturers with non-English speaking audiences. It seems that filling a room and then quickly emptying it of students is better accomplished when they are presented with mandatory attendance requirements, but prevented from actually participating in the



event. An impromptu experiment was devised to find out if the students might actually be interested in a given subject. No fewer than seven (7) students were engaged in the task of translating the hastily written lecture. Over many days, discussions and meetings were held between the BPL representative and these students as they attempted to understand each other and concoct a comprehensible presentation. The results of this attempt might be hard to define but the important thing is that something happened (see BPL Corporate Philosophy document). Great volumes of food and drink were consumed on these





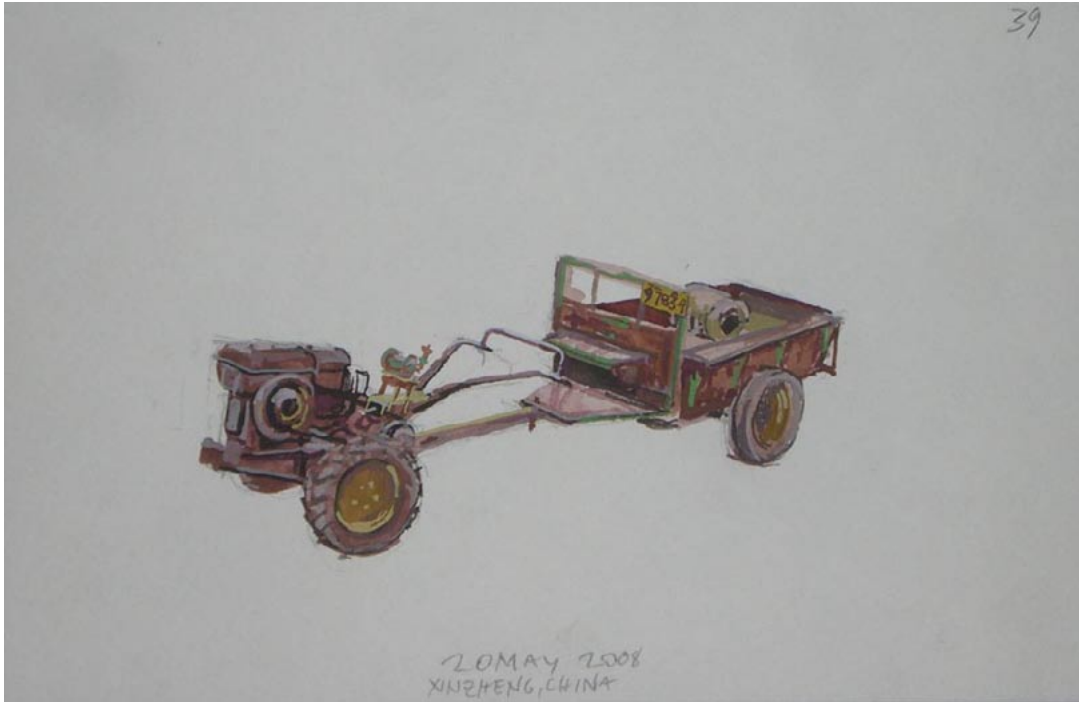
occasions and the number of participants sometimes ballooned to 18. The stomach capacity of a teeny little Chinese college student remains unknown. The attendees of the lecture were given a complete printed translation in English and Mandarin of the lecture as presented, and semi-simultaneous translation was provided by the translators themselves in a feat of selfless cooperation, or perhaps juvenile avidity. The projected images' relevance to the oration was perhaps less of an issue than it might have been in an



American university setting, given the overwhelming novelty of the format in general. Ultimately, it was demonstrated unequivocally that engaged students have more fun. Or are at least convincing enough.

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The final stage in the mission is to distribute the experiments to the volunteers who sought to participate. It is beyond the scope of this report to enter the novel-length description of what really happened



during the time BPL had a presence in China. Supplementary information could be made available if the need arises, but for the time being the documents included with this report should suffice. At this juncture outsourcing seems to be a viable alternative to making an honest living. The recommendation of the staff member who actually did the outsourcing work in China is that all BPL activities should take this form. An asinine suggestion of course, from the one member of the team who had his job outsourced. BPL stands by its commitment to do less with more, and as the economy becomes leaner, so does BPL's commitment.

