

Volume 13, Issue 04 □ January 23, 2006

Important Dates to add to your calendar...

- Feb 1<sup>st</sup>, 12-3:30 **HPM GMT Meeting**, Host: GE Meadowvale. GMT Members to RSVP Nicole
- Feb 14, 9-11 am **HPM Employee Leveraging Tours: Hammond Mfg Limited**, Guelph. Host: Rick Bruder. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- Feb 15<sup>th</sup> FULL: See March 9<sup>th</sup> below **Introduction to Standardized Work** - A no-nonsense workshop based on the Toyota Production system's practices. Hilton Gardens, Cambridge
- Feb 22<sup>nd</sup> 11:30-5:00 **HPM Board Meeting** – Host: GE Meadowvale. Agenda on the Web. Please RSVP
- Feb 28, 9-11 am **HPM Employee Leveraging Tours: Tempress Limited**, Oakville. Host: Dave Morgan. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- Mar 9<sup>th</sup> 8:30-5 **Introduction to Standardized Work** - A no-nonsense workshop based on the Toyota Production system's practices. Hilton Gardens, Cambridge
- Mar 14, 9-11 am **HPM Employee Leveraging Tours: GE Inspection & Repair**. Host: Colombo Bruno. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- Mar 28, 9-11 am **HPM Employee Leveraging Tours: Velcro Canada**, Brampton. Host: Stephanie Cirrilo. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- Apr 11, 9-11 am **HPM Employee Leveraging Tours: Canada Post**, Host: Arlene Yam. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or, [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- Apr 25, 9-11 am **HPM Employee Leveraging Tours: Hammond Power Solutions**. Host: Frank Dolinsek. 12 seats only available – first come. Register now with Nicole at 519-893-6260 or [info@hpmconsortium.com](mailto:info@hpmconsortium.com)
- June 12-15<sup>th</sup>, **Second Canadian Regional Conference... Kitchener-Waterloo Region Canada**. Consider accelerating your Lean Journey. Download from [www.hpmconsortium.com](http://www.hpmconsortium.com) – Click "Resources"
- Jul 5<sup>th</sup>, 12-3:30 **HPM GMT Meeting**, Host: TBD Meadowvale. GMT Members to RSVP Nicole
- Aug 23<sup>rd</sup>, 11:30-5:00 **HPM Board Meeting** Host TBD
- Oct 11<sup>th</sup>, 12-3:30 **HPM GMT Meeting**, Host: TBD GMT Members to RSVP Nicole
- Nov 22<sup>nd</sup>, 11:30-5:00 **HPM Board Meeting** Host: TBD

### Living with Clutter

"People hold on to stuff because 'I might need it some day.' Other see clutter as a 'whole lot of stuff from the past.' "What clutter does is – it keeps you either in the future or it keeps you in the past. You forget to live now."  
Peter Walsh "How to organize just about everything."

## More Details

### RE: Kitchener Conference

Here's some things to consider – since the \$500 Early Bird Discount will disappear Jan 31st

*"Whether competing against China or the world... Success in Manufacturing Begins at Home!"*

### Nuts and Bolts Stuff Transferable Passes

1. **This means that you can put more people in touch with the concepts and the solutions surrounding current Best Practices.**
  - a. Passes (or Registrations) are transferable on a daily basis
  - b. Once purchased, the pass may be given to anyone at the end of a day
  - c. When the person receiving the badge arrives at the conference the next day, a new badge will be prepared for them
2. **Price:** The conference is anticipated to sell out because of the limited convention space in this area for a 'Knowledge-Exchange' type conference. The pricing goes like this:
  - a. The Base Rate is \$1695 for non-members. (Add GST to all prices)
  - b. If you are an HPM, AME, CME, SME or Consortium member, **you get a \$200 reduction** making the pass \$1495
  - c. **RIGHT NOW the Early Bird applies to January 31<sup>st</sup> - which means a \$500 reduction** is in effect – Hence, **HPM, AME CME and SME Members pay \$995 to January 31<sup>st</sup>** (If names are not known, companies can commit numbers of attendees)
3. **Clarifying the Payment Process**
  - a. **As an HPM Member, who is not an AME Member** – go to the website [www.measureupforsuccess.com](http://www.measureupforsuccess.com) and click on "Registration". Download the Registration form and Register in the normal way.
  - b. HPM Members who are AME Members can register online at [www.ame.org](http://www.ame.org)

Keep an eye on [www.measureupforsuccess.com](http://www.measureupforsuccess.com) ... changes are being make almost daily...

***It's shaping up to be the largest LEAN Conference in Canada in 06***  
***Will you apply Lean Thinking to extract value from it? Here's some tips on ~***

## ***How to get the MOST from this conference!***



***We go for many reasons - to accelerate change in our world, to network, to refresh our vision, to learn, and a host of other reasons. Time is the currency of the 21<sup>st</sup> Century – properly invested time at the right conference can be golden.***

***For those conferences where you must achieve maximum value for dollars & time spent, the following will yield benefits. At every turn, we nod with agreement when the idea is expressed today that to survive we must become a "Learning Organization". But do we take a learning approach to such a high cost investment as a Conference? Check these out... how many of these points are part of your game plan.***

***You Begin Before You Go! – Begin with the right mindset – Do you have a clear vision & purpose in mind? Are you going with an 'end in mind,' as Dr. Covey would say?***

- ***Brainstorm what you want to know*** – it keeps you in control. Look at the event as a gold mine to be plundered
- ***Get excited or don't go!*** And don't approve anyone else going, either, who is not excited
- ***Quick Self-Test:*** Can you write down **the benefits to your customer you'll achieve** in measurable terms?
- Does the 'end' you have in mind **align with the vision of who is paying the bill?** What's the win-win? For whom?
- ***Go with a team:*** We learn more by exchanging & testing views with folks who also have clear vision.
- ***Establish simple measures:*** Measures such as: specific data gathered, numbers of people talked to, names & phone numbers of contacts gathered, etc. all help confirm benefit in tangible terms – and the more tangible the better. ***And they must be established before the team goes.***
- ***File a Flight Plan:*** Have each person complete his/her schedule and then check out the overlaps and the missing areas. Plan to meet as a group at the conclusion of each day to discuss and reinforce the day's learning.
- ***File a Landing Date:*** ***Before you go, commit to a date for a presentation*** that you will make ***upon return*** to share what you learned with those who couldn't go. Teaching is the highest form of learning as it requires that you develop a deeper level of understanding. Conference delegates will attend with the mind-set of absorbing enough knowledge to share back at the plant rather than just being intellectually stimulated for a few days.

***During – Make every move count two... Keep looking at how others think...***

- ***Do a Quick 'Rekky':*** Do a ***fast walk-about early*** to put it all in perspective. ***Don't talk to folks*** until your strategy is in place and you have the big picture – then go for it!
- ***Schedule regular briefings with your team during the conference.*** These exchanges will detect the holes in your thinking so you can re-gather what you missed before you leave
- ***Keep control of your conversations*** by focusing on the ***solutions you want*** – ***not on the 'wow stuff'***
- ***Bring sales folks & advocates down to earth:*** Ask, "If I bought this, can I make the payment of my PO conditional upon your solving my problem fully?" Watch the increased desire to listen to your needs.
- ***Go with your instincts:*** If something arouses your interest, be sure to gather data on it.
- ***Use the "Learning Journal" on site*** – Keeping a journal is a proven way of learning. Use it every day.

***After – consolidate & leverage the gains!***

- ***Take leadership:*** Upon return, take the initiative to make that presentation to your peers about what you learned and saw. Learn from their questions.
- ***Summarize what you learned:*** Use a '***Learning Journal***' – or any journal – to capture ideas and express your own thoughts as you add to your growing event file and networking (knowledge supply chain) list.
- ***Strengthen your Knowledge Supply Chain:*** When you return, make quick calls to all of the folks you met who have knowledge you may need. Let them know you appreciated meeting them. *[What you are really doing is ensuring that they will remember you when you call later with a real problem or for some specific information.]*
- ***Put your new-found knowledge to work quickly:*** Let '***use-it-or-lose-it***' be your guideline. ***By making this LEAN learning... others will be influenced by your leadership and will do the same. See you there!***