

Recession-Proof Your Operations

written by Lauri Moon | January 23, 2020

Most manufacturers have experienced a decade of growth since the Great Recession ended in 2009. But there are signs — declines in new orders, a stagnating U.S. gross domestic product, reduced corporate growth estimates — that the good times may be coming to an end. If history does repeat itself, a slowdown will dramatically impact manufacturers' revenues, profits, and cash cycles. Fortunately, leaders of these firms can take steps to prepare their organizations before an economic slowdown or recession.

Learn what you can do to get ready in this exciting IndustryWeek webinar. You'll find out how to recession-proof your operations by:

- Creating an agile organization that reacts effectively to geopolitical, technological, and human factors that alter demand
- Building a strong manufacturing foundation by setting higher goals (via zero-loss thinking), establishing a system for high performance, and expanding employee capabilities
- Looking beyond the four walls of your own organizations to minimize or reduce demand variation, by collaborating with customers and integrating suppliers into your operations.

Speakers



Phil McIntyre, Managing Director, Client Development and Marketing, Performance Solutions by Milliken

Phil's career is steeped in thirty years' worth of business leadership and manufacturing expertise. Phil has successfully worked with and led several business units within Milliken & Company to profitable growth and financial sustainability.

Prior to his business leadership roles, Phil led the implementation of Milliken Performance System for the Performance Products Division and served as Director of Cost Improvement, where he was responsible for strategic cost reduction efforts.

Phil has also spent time as the Pursuit of Excellence Director responsible for integrating customer needs (and wants) with manufacturing and business capability. Early in his career, Phil worked in four different manufacturing locations, holding multiple positions ranging from quality to cost. Phil credits this early diversity in job responsibility and scope as the beginning of his in-depth knowledge of continuous improvement; his appreciation for sustainable, empowered safety processes and systems; and his understanding of the critical nature of establishing the right financial metrics to drive the right behavior.

Phil holds a degree in Industrial Engineering from Clemson University and a Master of Business Administration degree from Wake Forest University.



John Brandt, CEO, The MPI Group

An experienced executive, entrepreneur, journalist, author, and researcher, John R. Brandt is the founder and CEO of The MPI Group, a global management research firm, and the former editor-in-chief and publisher of both *Chief Executive* and *IndustryWeek* magazines. His new book — *NINCOMPOOPERY: Why Your Customers Hate — and How to Fix It* (HarperCollins, 2019) — is based on groundbreaking research into leadership and performance excellence across more than fifty thousand organizations. Brandt has earned more than twenty editorial awards for excellence, and also led more than three hundred advisory, marketing, research, and data engagements for clients, including Ernst & Young, Deloitte, Grant Thornton, Infor, the Italian Trade Commission, Microsoft, Performance Solutions by Milliken, SAP, and many others. Brandt also maintains a busy lecture schedule, speaking worldwide on how organizations, industries, and communities can avoid Nincompoopery and Despair by adapting themselves to the realities of new markets,

new corporate structures, and new customer expectations.

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