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DON'T MISS THESE EVENTS

CNY ROUND TABLE

May 25 | Elmira, NY

More info on [page 2](#) or at <http://www.ame.org/event/cny-round-table>

LEADERSHIP TECHNIQUES TO START USING RIGHT NOW LEAN LEADERSHIP PANEL

May 26 | Concordville, PA

More info on [page 3](#) or at <http://www.ame.org/event/leadership-techniques-start-using-right-now>

Register Now!

Upcoming Events

Events	Dates	Location	
CNY Round Table	May 25	Elmira, NY	Page 2
Lean Leadership Panel	May 26	Concordville, PA	Page 3
Lean Accounting	June 10	Elmira, NY	Page 4
Lean Office/Visual Management	June 13-14	Chicago, IL	Page 5
Design & Manufacturing	June 14-16	New York, NY	Page 6

To sign up for AME events, contact AME at 224-232-5980. To host an AME event in your area contact a Mid Atlantic Region Director.

UPCOMING EVENTS

CNY ROUND TABLE

May 25 | Elmira, NY



EVENT DESCRIPTION

Are you looking to obtain continuous improvement ideas from other companies? Have you ever said, “How do they do this?” Are you interested in benchmarking with other manufacturing companies? Have your continuous improvement efforts come to a plateau, or worse, hit a wall?

AME is providing a forum to share, learn and grow in a short duration, highly localized, friendly format. Attendees will participate in a round table discussion which typically starts with the identification of several continuous improvement topics of importance to you and your organization. This session will focus on the foundational elements of a successful lean effort. Attendees are encouraged to bring a friend that has a background or experience in continuous improvement.

Note: *There is no cost for AME members and member invited guests / Non-members are required to pay a \$50 registration fee*

HOST COMPANY

SEPAc Inc., in Elmira, NY is a custom engineering company and manufacturer of motion control products including electromagnetic clutches and brakes. We provide innovative solutions of the highest quality and reliability to OEMs, distributors and end users around the world. Our brake and clutch applications range from aerospace and defense to robotics, energy, healthcare, and a wide variety of industrial markets.

WHY ATTEND?

- Learn continuous improvement best practices from your peers
- Learn how companies are staying competitive
- Identify opportunities for your organization
- Learn how challenges are being addressed

MORE INFO & REGISTER HERE: <http://www.ame.org/event/cny-round-table>

Sign Up Now!

www.ame.org/ame-events

UPCOMING EVENTS

LEADERSHIP TECHNIQUES TO START USING RIGHT NOW LEAN LEADERSHIP PANEL

May 26 | Concordville, PA



EVENT DESCRIPTION

Let's face it, lean leadership is an area where we can all improve. Join us for a tour of Southco's operations and see firsthand examples of techniques their leadership uses daily, weekly and monthly to get results. A global leader in Engineered Access Hardware, Southco solutions are a key part of products you and thousands of others interact with every day. Over the past 60 years, Southco has transformed and grown through innovation. You won't want to miss this opportunity to see the results. After the tour, we've assembled a panel of industry leaders with more than 100 years of combined experience in business, manufacturing and continuous improvement. Come hear their best practices, and bring your questions. After the panel, you'll enjoy an opportunity to interact with other area leaders in small group sessions as we tackle how to apply lean leadership and overcome your biggest challenges.

HOST COMPANY

Over the past 60 years, **Southco** has transformed and grown through innovation, strategic acquisitions and overseas investments into a global leader in Engineered Access Hardware. **Southco** solutions are a key part of products you and thousands of others interact with every day. It's engineered access hardware solutions include key "touch points" such as locks, latches, captive fasteners, hinges, handles and other innovative products. It's application universe is immense and covers industries such as marine, automotive, off-highway/construction, RV/caravan, industrial machinery, enclosures, HVAC, medical equipment and network, telecommunications and computers.

PRESENTERS

Jack Doherty, VP of Operations and Technology, joined Southco in 2001 as the director of operational excellence, a position he held for three years. In 2004, he moved to the United Kingdom as Southco's European operations director where he supported the integration of a major acquisition. In 2006, he returned to the US and was named vice president of operations. Prior to joining Southco, Jack worked in various operations leadership and continuous improvement positions for global manufacturing companies. He is a graduate of the United States Naval Academy.

Michael Galbus, EVP of Operations, Zodiac Arresting Systems, began his lean education in the mid-1990s as a lean six sigma black belt. He led multiple continuous improvement teams in a variety of continuous and discrete manufacturing plants. Ultimately he became a lean master black belt at CertainTeed at the corporate headquarters in Valley Forge, PA. Over the last six years, Galbus has been applying what he has learned from a countless number of hourly team members, supervisors and managers at Zodiac Aerospace in Aston, PA as the executive vice president of operations.

Peter Rapp, Managing Director, Merit Medical Systems Inc., has over 30 years of experience in the medical device industry working for Johnson & Johnson, General Electric Healthcare, Surgical Specialties and the last 18 years at Merit Medical. He has held positions in quality assurance, regulatory affairs and manufacturing. He has extensive experience in developing and implementing lean six sigma operational excellence systems.

MORE INFO & REGISTER HERE: <http://www.ame.org/event/leadership-techniques-start-using-right-now>

UPCOMING EVENTS

LEAN ACCOUNTING FOR THE LEAN ENTERPRISE

June 10 | Elmira, NY

EVENT DESCRIPTION

Learn why accounting and operations must become allies for a successful lean journey in this one-day intensive course.

The operational strategy most effective in achieving world-class performance is lean. Unfortunately, accounting can be an obstacle to the lean journey, as traditional performance metrics are not aligned with nor promote lean behavior. Operations professionals achieve great gains on the production floor but are surprised when there is little evidence of improved operating results. Manufacturing must understand why improving flow, reducing inventory, improving customer service and creating capacity will potentially lower earnings. Manufacturing must be able to explain this, in advance, so accounting is not surprised when quarterly results are prepared. Accounting and manufacturing must work together to develop new metrics and "plain English" financial reporting. This class will illustrate the changes required based on 35 years of leading such changes.

HOST COMPANY

Founded in 1905 to manufacture a machine tool clutch, the **Hilliard Corporation** has evolved from a small one-product business into a special-applications engineering company serving customers worldwide. Hilliard produces a wide array of products, including front drive differentials for all-terrain vehicles, Auto-Lok clutches used in snow throwers and riding mowers, filtration equipment for the power generation industry, separators that coalesce water from oil, vent mist eliminators that prevent oil emissions generated by high speed rotating equipment from escaping and polluting our environment, pneumatic starters used to start large gas turbine engines and brake systems used in elevators and various mining applications. Hilliard has four divisions located in Elmira, New York and employs 650 people. The Hilliard Corporation started its continuous improvement journey in 2012. It has adopted lean thinking as a way of doing business and has implemented many improvements across the organization that has had a significant impact on the bottom-line.

BENEFITS OF ATTENDING

- Why shop floor improvements will likely be invisible to accounting
- Why current metrics will not illustrate lean improvement
- What manufacturing practitioners can do to create an alliance with accounting
- Why your company's cost system likely promotes non-lean behavior
- How to value inventory in a lean environment
- How to calculate costs without a standard cost system
- How to construct "plain English" profit & loss statements
- How lean tools eliminate waste and transactions in accounting



A World Leader in
Motion Control and
Filtration Technology
Since 1905

ISO 9001:2008
CERTIFIED

MORE INFO & REGISTER HERE: <http://www.ame.org/event/lean-accounting-lean-enterprise>

Sign Up Now!

www.ame.org/ame-events

UPCOMING EVENTS

LEAN OFFICE & VISUAL MANAGEMENT

June 13-14 | Chicago, IL

EVENT DESCRIPTION

This two-day workshop is focused on office lean and visual management for the office environment. The session includes problem solving, value stream and process mapping topics and culminates with creating visual management boards to engage all team members in problem solving and communication. This session has been very well received due to the very practical, hands-on nature of the day, as well as the usable outcome for the office-based teams. The basic concepts of lean are the same in manufacturing and the office, but this session helps make the connection with office specific examples. Feedback from past participants: “Jean’s conviction, drive and humor made the training a very interesting and also enjoyable experience;” and “The right combination of theory and practice was good.”

PRESENTER

As president of Jean Cunningham Consulting, **Jean Cunningham** provides strategic lean guidance, management training, workshops, and kaizen events to a wide range of companies. Her goal is to enable clients to tightly integrate their business functions (Lean Business Management, The Lean Office) with lean operations, reduce waste, and maximize customer and product focus. In addition to her extensive consulting schedule, Jean speaks at lean conferences and teaches lean accounting for the Ohio State University Master of Business Operational Excellence program.

TO REGISTER & MORE INFO: <http://www.ame.org/event/lean-office-and-visual-management>

Sign Up Now!

www.ame.org/ame-events



SHARE • LEARN • GROW
PURPOSE DRIVEN
EXCELLENCE

★ 9 KEYNOTES ★ 54 PRESENTATIONS ★ 40 TOURS ★ 12 SI SESSIONS ★ 40 WORKSHOPS

CALL FOR SUBMISSIONS

REGISTRATION OPENS **OCTOBER 19-23** during **Cincinnati** 2015 Conference

Location: Dallas, Texas / Sheraton Dallas Hotel and Conference Center / 400 North Olive Street, Dallas, TX 75201

UPCOMING EVENTS

Design & Manufacturing

A Design News Event | ATLANTIC

Attend the East coast's largest [advanced design & manufacturing event](#) to source suppliers, network with peers, find inspiration for you next project, experience the newest technology, and learn from leading experts in the industry. Your pass grants you access to 7 co-located shows, including: Atlantic Design & Manufacturing, MD&M East, EastPack, HBA Global, ATX East, PLASTECH East, and Quality Expo. This event will provide solutions to your challenges in any aspect of the product development life-cycle. As a valued member of the Association of Manufacturing Excellence you have been granted free admission to the expo and 20% off all conference content. Click [here](#) to register or specify promo code 'AME' at checkout.

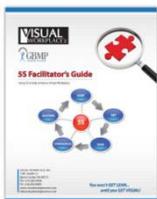
Join us on the new AME Mid-Atlantic LinkedIn group

- We are pleased to announce the creation of a group specifically for members and non members in the region to 'share-learn-grow'. We encourage you to reach out to others via this group to pose questions, share best practices, and network. Participation is key to a vibrant group. Hope to hear from you soon!! Go here to join: <https://www.linkedin.com/grp/home?gid=8352655>

Using 5S to Help Achieve a Visual Workplace

Whether you are just beginning your 5S/Visual Workplace journey, or are in the midst of Lean implementation, our 5S Facilitator guide is a useful tool providing 5S Project Checklist, Concrete examples from different environments, Acquaintance with effective 5S methods, and Key points to assure employee buy-in.

[Click here](#) to download the Visual Workplace document: *5S Facilitator's Guide*



AME WEBINAR SERIES

WEBINARS

Each month world recognized speakers make one-hour presentations representing a wide variety of topics. Authors, AME Excellence Award recipients, Shingo Prize recipients, and thought leaders in their respective areas form the lineup of presenters. Webinars are very modestly priced at \$25 for members, \$50 for non-members, and free for corporate members. The webinar series is just one way AME is enhancing the value it delivers to its members while fulfilling its mission of “Share-Learn-Grow.” So, gather together some colleagues at your organization and register for a webinar today! The lineup includes:

- When Lean Doesn't Stick and What To Do About It: June 2
- Lean Thinking In Office and Service Environments: July 7
- Adapting Lean For High Mix Low Volume: September 29

Go to <http://www.ame.org/webinars> for more details and to register for these and other upcoming webinars.

MWCC 2016 Mid-Atlantic Lean Conference

October 18-19

Timonium, MD

More Info: <http://www.mwcmc.org/event-2077089>

RECOGNIZING PARTNERS IN THE REGION

The Mid-Atlantic region has been reaching out to various organizations in the region to leverage opportunities to better fulfill its mission of “Share-Learn-Grow”. We would like to express our appreciation to the following organizations who have agreed to publish AME regional events on their websites and/or in their various e-mailings to their network members. The success of any regional event relies not just with the host company, but with a strong showing of attendees who are willing to share their experiences and to continue the networking beyond an event.

So thanks to: Alliance for Manufacturing & Technology (Binghamton NY) – www.amt-mep.org
Maryland World Class Consortia – www.mwcmc.org
IMC (Williamsport PA) – www.imcpa.com
Delaware Valley Industrial Resource Center (DVIRC) – www.dvirc.org
Manufacturers Resource Center (Lehigh Valley PA) – www.mrcpa.org
Delaware MEP – www.demep.org
MANTEC (S. Central PA) – www.mantec.org
NE PA Industrial Resource Center (NEPIRC) – www.nepirc.com
Greater Reading Chamber (Reading, PA) – www.greaterreadingchamber.org
Maryland MEP – www.mdmeep.org

It is our great hope that we will be recognizing many more organizations in the future.



LEAN CERTIFICATION SESSION 1 – July 27

LEARN MORE & REGISTER AT <https://mantec.org/event-registration/?ee=68>

MANUFACTURING RESOURCE CENTER EVENT



PREVENTIVE CONTROLS FOR HUMAN FOODS

June 27-29

LEARN MORE & REGISTER AT

<http://mrcpa.org/events/preventative-controls-human-food/>

Dynamic, Visual Process for New Product Development

Count on a vigorous, integrated system for workflow management to help your organization ramp up an improved new product development (NPD) process. That's the counsel from Ron Mascitelli, principal of Technology Perspectives. "First, you identify a product that is an opportunity, and create a project plan and team for the process," Mascitelli said. "Then, when that's in place, set up a visual board for tracking progress and identifying issues based on the project plan – it's a kind of magnifying glass on the project. It's a dynamic approach, so team members are continuously tracking to schedule and progress, and determining where to go next. The idea is to keep people engaged in the process."

A physical project board can be used as a prototype. "Then, as people are engaged as a team, through face-to-face meetings, they work out the bugs in the project board by using and adapting it, before they switch to virtual communication online," added Mascitelli. "Teamwork really matters. People become emotionally involved in the success of the project, with a sense of accountability."

Mascitelli encourages regular, 15-minute stand-up meetings at the NPD project board. "In these cross-functional meetings, people receive rapid information and feedback, helping them to identify issues, and then focus and align as a team," he said. Value creation is enhanced as the team eliminates waste, and in turn, achieves faster cycle time. The net result is better control and risk avoidance, and a gain in speed and efficiency, providing the potential to do more NPD projects. Each NPD process is unique, and each one carries risk. Visual management and frequent, rapid communication within the project team helps to minimize potential hazards along the path to successful development.

Mascitelli offered suggestions for developing NPD project team prowess. "Keep stand-up project team meetings short; you may want to set a timer," he said. "That's creating energy. No one's getting comfortable. It's something like a pep rally – keep it moving, with high involvement. Facilitation of these sessions requires leadership and some skill. Don't have executive management run the NPD meetings. You need team ownership and involvement."

Editor's note: For information about AME regional events focused on leadership and workforce issues, employee engagement, lean implementation and other topics, check www.ame.org/ame-events. An AME Mastering Lean Product Development workshop event, led by Ron Mascitelli, is planned June 7 in Poway, CA, at HM Electronics. Watch for details about tours, presentations, workshops and special interest sessions planned for the 2016 AME annual conference in Dallas, TX, Sheraton Dallas Hotel and Conference Center, October 24-28, at www.ame.org/Dallas. Mascitelli will lead a workshop on "Lean Product Development Implementation" during the conference. Additional information about lean product development is featured in the book by Mascitelli, Mastering Lean Product Development: A Practical, Event-Driven Process for Maximizing Speed, Profits and Quality. Coming up in your regional newsletter: Cultural Change Igniting New Product Development Progress.

Lea Tonkin, a contributing writer for AME regional newsletters, is the president of Lea Tonkin Communications.

OCT
24-28



AMEDALLAS2016

INTERNATIONAL CONFERENCE

LAST CHANCE

DISCOUNT

ENDS JUNE 30, 2016



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AME MISSION

Inspire a
commitment to
Enterprise
Excellence through
Experiential
Learning by
bringing people
together to Share,
Learn and GROW.

VISION

A Manufacturing
Renaissance
driven by People-
Centric
Leadership
coupled with
Enterprise
Excellence.

CORE VALUES

- Volunteerism
- Practitioner Focused
- Integrity & Trust
- Passion for Excellence
- Engaging & Welcoming

Share • Learn • GrowSM

NATIONAL PROGRAMS

Share • Learn • GrowSM

Adopt a School

The AME Adopt a School Program connects manufacturers with schools in their local communities to give students an opportunity to experience practical, hands-on learning and to help manufacturers give back to the community while helping the next generation of manufacturers.

More info: <http://www.ame.org/adopt-school>.

Five Benefits of Hosting a Regional Event

- 1 - As a host you can select the subject. Identify a “gap” in existing knowledge or experience within your organization. AME will bring in a facilitator to teach the Host participants as well as the other attendees.
- 2 - Hosting an application based event (e.g. a kaizen event) will provide the host company with tangible improvements in the selected area. Attendees from other companies will be valuable resources during the event to implement real change. AME will bring in a facilitator if required.
- 3 - Build your network of fellow Continuous Improvement and Operational Excellence professionals that will provide continued benefits long after the event.
- 4 - Receive suggestions for improvement from attendees after a tour of the host facility.
- 5 - Use the event as a “rallying point” for the organization to progress to the next level in your quest for Operational Excellence, or to reinvigorate a stalled effort.

Value Stream Mapping, Lean Office, Pull Systems, Toyota Kata, TPM, TWI, Daily Visual Management – whatever the subject area - AME can help you close an existing knowledge gap. Contact Mid Atlantic Regional President Rich Maguire (email: RichM@remcon.com) to discuss the possibility of holding An event at your facility.



If you are currently pursuing Lean Bronze Certification, or you are considering doing so, attendance at AME’s regional events counts towards the ASQ/AME/Shingo Institute/SME Lean Bronze Certification. That’s right, 1 hour credit per hour tour and presentation. For the ‘classroom’ portion of events, it’s 1 hour credit per hour in the classroom. Attendance at an AME webinar also counts – 1 hour credit for each webinar attended.

AME’s [Manufacturing Job Board](#) showcases job openings in manufacturing and highlights talented candidates who are exclusively interested in manufacturing/technology. The AME Manufacturing Job Board has benefits for job seekers and employers alike.

The AME Manufacturing Job Board is FREE for Job Seekers



As a Corporate member all of your employees may attend AME events, including conferences and workshops at AME member rates. Five key contacts within your organization will become full AME members.