



July 2004

www.nwhpec.org

NW CONNECTIONS

Grant Status

Full deployment of the Grant-Funded training is finally here!! With the success of the pilot training program, NWHPEC is excited to announce 3 training opportunities for our members (with more to come)!!

Listed below are 3 opportunities to participate in training at NWHPEC member's sites. Please take the following into consideration when deciding to participate:

- **Seats are limited and will be issued on a first come, first serve basis.**
- Each NWHPEC member is limited to a maximum of 3 seats at each host company.
- When possible, please commit to attending the Principles of Lean AND Value Stream Mapping events.
- Participation in these events means that Grant Match is required. NWHPEC members must document all resources allocated to the training participation (participants time, travel, etc.) and provide that data to Mary Chalkiopoulos, OMEP Grant Administrator, the following month. Each NWHPEC member needs to identify an internal Grant Administrator who will provide this data to Mary.

Training Opportunities:

7/26 - Principles of Lean Mfg. 8/2-8/4 - Value Stream Mapping @ Process Tube Systems, Wilsonville

7/28 - Principles of Lean Mfg. 8/9-8/11 - Value Stream Mapping @ Woodfold-Marco, Forest Grove

7/30 - Principles of Lean Mfg. 8/11-8/13 - Value Stream Mapping @ Silver Eagle Mfg., Portland

8/16 - Principles of Lean Mfg. @ CoorsTek

8/19-8/20 - Set Up Reduction @ CoorsTek

If you have any questions regarding this training, please contact me.

Thank you!!

Julie Hatten

Project Manager, NWHPEC

503-778-6208

Our New Address:

NWHPEC

2141 NW 25th Ave

Portland, OR 97210-2578

Send your tips and ideas to the editor: charlie@warnescopemounts.com

Perkins and Company, PC is our CPA and Business Advisor

Stoel Rives, LLP is our Legal Advisor

Web Changes Coming

Our web administrator is working to improve our web site. Part of the plan is to have a public and members-only capability.

Public

- SIG minutes
- Newsletter archive
- Board minutes
- Calendar

Members-only

- Detailed contact information
- Training materials

Among other things these changes should be very helpful in our ability to provide member information while giving access to general information to all interested. As we build our training data this should give us great storage capability

Upcoming Events:

July 22 Lean Acct SIG @ Sunset
July 27 Learning Tour @ A-dec
Sept 16 Learning Tour @ OCS
Oct 5 Learning Tour @ Tiger Stop

SIG's & Contacts:

Customer Sales Interface

Dale Gehring 503-778-6366

5S/Visual Systems

Gabe Fasolino 503- 774-2498

Low Volume-High Mix

Dave Jeske 503-537-5266

Lean Accountability

Jim Warren 503-692-1900

Resource Connection

Charlie Lake 503-657-5590

Tidbits

Items of advice from professionals

Back in the days when Lean Thinking was more commonly known as World Class Manufacturing, many companies had the goal of 5% productivity improvements year-on-year. They commonly looked at Operations as the source, typically gleaning the improvement from their labor costs or suppliers. When they started their transformation, they may have achieved 10% or even 15% improvements the first year, but the ability to sustain that level year on year was usually not achieved. Newly re-energized Applied Material's CEO, Michael Splinter says they are achieving 10% - 15% productivity gains every year! He said " it is more of an ongoing management style".

The most successful companies achieve breakthrough productivity improvements by focusing on their entire business process from order to delivery, and from supplier to customer. It is much more than just operations and the processes for producing or delivering the product or service. The key performance indicator is throughput time. How long does it take from order to delivery? At Applied Materials, they measure the time from customer order to (and get this!) the point where the equipment starts-up at the customer's factory! From the customer's view, all of the processing time prior to equipment start-up is DEAD TIME!

To help solve the problem, map the process and look for ways to combine processes, reduce movement, and most important ELIMINATE steps! I have seen breakthrough cycle time reductions in my clients, in one case for a service organization, from over 40 days to 14 hours!

Business is a system, a process, from beginning to end, from soup to nuts. Take time to look beyond labor. Productivity gains can come from surprising places, and can really change the face of your business.

Rick Pay, **THE R. PAY COMPANY, LLC**
503.780.2014

Board Members:

Gabe Fasolino	Outside Director
John Burns	Director
Gale Long	Director
Open	Director
Dale Gehring	VP Finance
Charlie Lake	Pres.
