

# Excellence in the Southeast

October 2008

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## MESSAGE FROM THE PRESIDENT

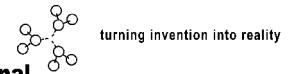
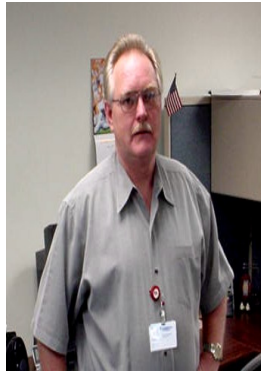
"Hello to all my fellow AME Southeast Region colleagues. Well, here we are, just two weeks away from "Going from Good to Great". I encourage each of you to get plenty of rest between now and then because this is one jam-paced conference; there will be things to do at all time in AME's goal to take each of us from Good to Great. Start plan-

ning your time now! In my prior newsletter I made mention of "how do we go from Good to Great", well, again, you need to be in Toronto to get the whole message. Should all paths cross in Toronto, please let yourself be know to me. Best of the best to you, and, I'll see you in Toronto."

Regards, Dewey

### SE REGION PRESIDENT

Dewey Smith  
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**National Nanotechnology Manufacturing Center**

Read more about the NNMC on page 3

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## AME SE REGION 2008/2009 SCHEDULE OF PROGRAMS

PROGRAM TITLE	NO. OF DAYS	DATES		LOCATION			NO. OF SPOTS
		FROM	TO	COMPANY	CITY	STATE	
Accounting for the Lean Enterprise	2	11/11/08	11/12/08	Power Partners	Athens	GA	24
Value Stream Mapping for the Office	1	11/13/08	11/13/08	TTU	Cookville	TN	15
AME National Conference and Exhibits Showcase	5	10/20/08	10/24/08	Sheraton	Toronto	CA	2000
Lean Bronze Cert Review	2	TBD	TBD	Four Points	Caguas	PR	20
Training Within Industry	4	2/16/09	2/19/09	Automatic Screw	Decatur	AL	TBD
Achieving a High-Improvement, Continuous Improvement Culture	2	2/25/09	2/26/09	TBD	Pensacola	FL	TBD

## Excellence in the Southeast

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### What is AME?

#### The Association for Manufacturing Excellence

(AME), founded in 1985, is a not-for-profit organization dedicated to cultivating understanding, analysis and exchange of productivity methods and their successful application in the pursuit of excellence. We are practitioner-based, and our events and workshops focus on hands-on learning. AME publishes the award-winning Target magazine and puts on several regional and national events each year.

**THE MISSION of the ASSOCIATION FOR MANUFACTURING EXCELLENCE IS:** To inspire commitment to enterprise excellence through shared learning and access to best practices, so members can personally succeed and help drive their company's success.

## Value Stream Mapping for the Office Tennessee Technological University, Cookeville, TN—November 13, 2008

Value Stream Mapping is a practical yet powerful tool that can be used to uncover waste and prioritize improvements to support measurable reductions in lead time and cost.

Using a real-world case study, participants will learn how to use value stream mapping to identify and document the flow of information within an office/administrative process. Mapping the value stream begins with a "current state map" which documents current conditions and allows recognition of inefficiencies and waste that contribute to higher costs and longer lead times. Equipped with this system view of the value stream, participants apply lean techniques to diagnose the sources of waste, and to create a "future state map". The future state map depicts the vision for an efficient, lean value stream that is more flexible and responsive to customers' demands. To bridge the gap between the current and future states, the participants use brainstorming and similar techniques to create an action plan that can be used to prioritize and manage the improvements necessary to achieve the future state.

Value Stream Mapping will allow your team to create a game plan that, when implemented, will result in smoother, more efficient office environment.

**Go to [www.ame.org](http://www.ame.org) to sign up NOW!**

## Accounting for the Lean Enterprise Power Partners, Athens, GA—November 11-12, 2008

Major Changes to the Accounting Paradigm: Lean is not just for the shop floor; accounting can and should be lean, too! Find out why standard costing and variance analysis distort the real benefits from implementing lean, waste valuable time and resources, and are unnecessary. Learn how to empower accountants with lean tools and include them as strategic partners in leaning your operations. Revitalize your accounting information with performance measures that report the real story of your lean successes.

**Go to [www.ame.org](http://www.ame.org) to sign up NOW!**

Excellence in the Southeast

**The Nanomanufacturing & Dual-Use Commercialization Conference**  
 November 3-5, 2008 Savannah Georgia (Riverfront Marriott)  
 Web Site: <http://NationalNano.info>

AME offers the opening presentation to this critical conference on commercializing nanotechnology. The National Nanotechnology Manufacturing Center strongly believes that existing companies will lead the effort to build the infrastructure needed to do this. NNMC recognizes AME members as the most qualified in leading the manufacturing of nanotechnology based materials and devices. This makes attending the conference an excellent opportunity for individual manufacturers and suppliers to make the contacts that lead to contracts. This is not a scientific based conference but is intentionally focused on the manufacturing aspect of this revolution and is attended by a focused group of attendees. The timely presentations give you the vital information you'll need and introduces you to the Nano Valley Consortium. The NVC is a member based group of companies who enhance their exposure to military and non-military markets through the collaborative benefits. The team approach is an excellent vehicle for more effective marketing and project success. Companies benefit by mitigating risk and faster ROI by increasing their resources through the consortium model. Attending the conference gives you the opportunity to meet the people who are able to fill your gaps in tech, supply chain or equipment, while giving you an audience for your core capabilities. We emphasize participating in the Poster Gallery as an effective means of making these connections. Please see our web site and register today. <http://NationalNano.info> or call Tracy Becker at 478-494-7813.

**COME TO THE SOUTHEAST REGION BOOTH IN TORONTO  
 MEET YOUR BOARD OF DIRECTORS**

These guys are going to kill me for this, but here they are!



Bill Kraus



Gary Lambert



Clyde Self



Danny Jones



Hank Czarnecki



Burgess Oliver



Tony Smith



Kirk Eaton



Glenn Marshall

## HALDEX BRAKE PRODUCTS—MARION, NC REGIONAL FINALIST FOR THE AME EXCELLENCE AWARD

Haldex Brake Products, located in Marion, NC, is a leading supplier to the North American aftermarket for commercial vehicles. This facility is primarily involved in the remanufacture of heavy duty truck parts. Remanufacturing is recycling – saving natural resources while creating a product line that meets original equipment specifications. The Marion facility was opened in 1985 as a Greenfield project under the name of Midland Brake, Inc. At that time, it was the first Original Equipment Manufacturer to remanufacture competitive products. During the first two years, valves and compressors for air brake systems were the primary products. Through the years, the product line has expanded to include water pumps, air dryers, clutches, alternators, starters and hydraulic braking systems. In 1998, the company was sold to Haldex.

Haldex is headquartered in Stockholm, Sweden and offers proprietary and innovative solutions to the vehicle industry on a global basis. Our focus is on products that improve safety, the environment and vehicle dynamics. Haldex was formed by a merger of various companies : Garphyttan, which supplies high quality valve spring wire to the automotive industry; Haldex, which started to supply brake adjusters for trucks & buses in 1968; and Hesselman, which supplied electro hydraulic systems to truck makers. Barnes Corporation, a producer of hydraulic gear pumps, was acquired in 1987 and then in 1991 the Vickers gear pump business was added. The acquisition of the Anchorlock Spring Brake and Neway Valve business occurred in January of 2002. This represents 29 facilities around the world with over 4,000 employees. Haldex also recently acquired Concentric to expand our Hydraulics group.

The Marion facility is a component of the Commercial Vehicle Systems division headquartered in Kansas City, Missouri. The employment level is currently at 90 employees. The facility sits on 54 acres and the main building encompasses 81,000 square feet. The 2007 Sales were \$20 Million. The sales by market for 2007 indicates a breakdown of 57% to Warehouse distributors, 17% Automotive, 13% Original Equipment Suppliers Direct Ship, 6% Private Branded Compressors and 5% Canada Sales Group. Some of the more prominent customers would include Napa, Fleetpride, Freightliner and Caterpillar.

Our Lean journey actually began in 2002, with the introduction of a program entitled “The Haldex Way”. The Haldex Way is a management philosophy, which focuses on customer satisfaction and –at the same time – achieving world class performance. By implementing the Haldex Way principles in the entire group – from product development through the whole supply chain to the customer – we will ensure our success. The core values are customer first, respect for the individual and elimination of waste. Our progress is measured through a series of tier challenges and we achieved the Copper tier in September of 2005, the Bronze tier in June 2007 and intend to challenge for the Silver tier in November this year.

Check back next month for articles about Blue Bird and Schneider Electric, also finalists for the Excellence Award.

# Excellence in the Southeast

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To host an AME event in your  
area, contact a SE Region  
Director in your state.

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