

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 na-

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.

LEAN BRONZE CERTIFICATION REVIEW & EXAM Atlanta, GA— September 10-12, 2008

The Lean Certification program, sponsored by AME, SME, and Shingo Prize, is an opportunity to incorporate significant training and development. Lean Certification will standardize practices within organizations, regardless of size or industry. Unlike other programs in the market today, Lean Certification is awarded based on experience, education, and mentoring - and it must be renewed. The Bronze level is the first, followed by Silver and Gold, on the journey to complete expertise in knowledge and implementation of Lean.

The Lean Bronze Certification review course (September 10 & 11) will explore what the certification is about, what the exam will encompass, and additional necessary steps to complete the Bronze Certification. Any and all interested individuals are encouraged to attend.

Lean Certification provides benefits to both you and your employer.

Benefits to employees:

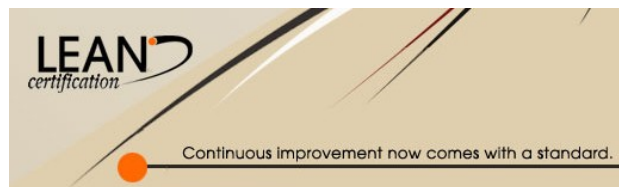
- Provides a widely recognized and transportable lean certification credential
- Documents your knowledge and skill to show that you qualify for new roles and responsibilities
- Guides your lean journey, with each step mapped out
- Offers opportunities to obtain mentoring to help you build your lean skills
- Provides opportunities to learn through mentoring others

Benefits to companies:

- Provides a consensus-based tool for measuring proficiency of lean practitioners
- Identifies true lean experts, removing uncertainty when engaging a consultant or hiring an employee
- Helps align lean practices within the company, through supply chains and across industries
- Provides customers with confidence that the organization's continuous improvement efforts will be effective

Study materials for the course consist of the body of knowledge listed on the SME website. (www.sme.org/leancert) These materials must be purchased and read by attendees prior to attending the review course. Please bring your materials for use during the course and the open book exam.

Go to www.ame.org to sign up NOW!



Excellence in the Southeast

Board Member Spotlight—Past Presidents

Find Glenn Marshall at the AME National Conference in Toronto

He is a past-president of the Southeast Region and he wants to hear what you have to say.

If you can't find him, look for Burgess Oliver, another past president.

We hope to have your entire SE Region Board members in attendance so look for more photos in the next issue.



Glenn Marshall



Burgess Oliver

**AME National Conference October 20-24 in Toronto:
Be There!**

<http://ameconference.org/>

The Initial Lean Transformation of Mark Architectural Lighting

With its acquisition of Mark Architectural Lighting last July, Acuity Brands sought to expand the brand's national presence as well as secure a stronger presence in the Northeast, especially in New York City, where Acuity Brands newest sales and marketing office was located.

To bring the Edison, N.J.-based specialty lighting manufacturer into the Acuity Brands fold, Integration Manager Karyn Gayle provided oversight and direction in integrating various functions including finance, IT, human resources, sales, and, of course, the Acuity Business System. Karyn used her experience in the Leadership Development Program to apply Lean thinking to the integration, as well as to put the customer first, and protect the Mark Lighting value proposition in the marketplace.

Mark Preston, director of Supplier Development, led the Lean transformation of Mark Architectural Lighting. The challenge he identified was to outline a 13-week supplier-development transformation plan. Among Mark's first steps was to select Kirk Eaton, manager of ABS Deployment, as the day-to-day lead on the implementation and transformation efforts.

"There were several people targeted to do the transformational work on different weeks based on their expertise," Mark said, "However, Kirk was the common thread throughout the process to assist the leaders at Mark Lighting to navigate the path ahead." The challenge for everyone at all levels was to complete the project in 13 weeks – a task that would later become known as the 100-Day Plan.

For the entire report, contact Kirk Eaton at kirk.eaton@acuitybrands.com or shalsey@scfusa.org.

Remaining Strong Means Becoming Lean in a Struggling Economy

Breaking Records (And Not in a Good Way)

Strength through the Storm

Despite our struggling economy, some businesses continue to do well -- and we can be one of them. Our international business is growing. FedEx Ground still leads the market in growth, and is a major source of profit. These trends should give us some resolve during this bleak economic moment that we can do something.

So the question is: How do we stay strong through the current storm? More importantly, what can each of us do to help our customers, which in turn, will help FedEx. Finally, where does Lean Six Sigma come into play?

Getting Our Priorities Right

In the midst of the economy, budget constraints, cost-cutting, and cost-avoidance, we might look at our business processes and think, "We're already lean! How can we get any leaner?"

But lean isn't all about cost -- it's about creating value and eliminating waste. The following Lean Six Sigma tips will help us stay lean:

1. **Prioritize.** We are all busy, we all have goals to achieve, and we all have a variety of tasks to complete everyday. We should ask ourselves, "Are these goals in the right order? Are these tasks in the right order?"
2. **Create Value.** If your customer finds it valuable, it is valuable. And likewise, if they don't, it isn't. What do our customers see as value and how can we create it? Are we investing in the future so we ensure we continue to create value?
3. **Eliminate Waste.** Remember that any process that does not create value creates waste. What steps in the processes we use everyday can be eliminated without affecting quality?

For the entire article, contact jim.garrick@fedex.com or shalsey@scfusa.org.



Suggested Reading:

Lean Thinking, Banish Waste and Create Wealth in Your Corporation, by James Womack and Daniel Jones

The Toyota Way, Management Principles from the World's Greatest Manufacturer, by Jeffrey Liker

Yes Innovation, Everyday Improvement Everyday Leadership, by Chuck Yorke & Jim Garrick

The 2008 AME Annual Conference Team is pleased to announce that **tour and workshop registration for the Annual Conference in Toronto is now available!**

For a list of tours, workshops, Special Interest Sessions and Accelerated Learning Experience (ALE) please visit: <http://www.ameconference.org>.

Conference registrants *who are AME members* can sign up for one tour in advance on a **first-come, first-served basis**. There will be a tour desk available on-site for standby registrants. Pre-conference and post-conference workshops are available Monday and Friday for an additional fee of \$125.00 + 5% GST = **\$131.25 USD** for a half-day and \$200.00 + 5% GST = **\$210.00 USD** for a full-day.

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AME SE Region

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

Excellence in the Southeast welcomes articles
and success stories from your enterprise to be
presented in this publication. Please submit in
word document format to Sharon Halsey at
shalsey@scfusa.org

For additions or corrections, please contact
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