

HS Phone
14MAR2006

- Terry Begnoche
- Mike Shaffner
- Paul Parent
- Robert Rowen
- David Harmon

Attendees

Terry sent out mail with some linkages

- Lean Supplier Development
- Techniques for working with suppliers
 - Paul Erickson, John Deere, a lot of papers on the web
- Paul has a number of companies in a consortium
- Tied with economic development to combat outsourcing
- They were trying to frame out a training program
- MEP: Manufacturing Enterprise Partnership funded by NIST
- Paul, Even if the MEP model is only 70% good still useful
- Some MEPs do well, but not all
- Sometimes the trainers don't have practical experience
- Here in New England Moving away from seminars
- Boston group started as an MEP Successful enough to become a standalone entity
- The successful ones have evolved reorganizing as a non-profit stand alone consulting
- MCT Manufacturing Critical Task

Supply Chain stuff, there is an interest

Supplier Development

- Lot of potential overlap with our Human Side topics
- Paul E gave a talk at an SME group meeting impact is for quality good for the overall supply chain
- Leaning of John Deere
 - Paul E. did the video because JDeere was downsizing the training efforts
 - The finance folks don't see a lot of the training benefits - just costs
- Video on the SME site

Amazing the supply chain issues

- Order all the parts at once
- But many parts are on back order
- But the invoices charge for 100% even though the parts aren't there
- 100% kit

It gets in the way of logic The infrastructure is so entrenched

- Contract says 750 hours
- So you use 750 hours whether you need it or not
- Even if you can do it in 300
- Why did the government write a contract like that
- A particular piece of equipment

There aren't any incentives to improve

- There are stashes of parts everywhere
- We are working there because of an Admiral's initiative
- Looking at Lean and 6 Sigma

It is a culture

- We might have been thrown out without their support
- We've been recommending changes
- That's why we are there I think the crisis is there
- There are leaders in the military that have the Lean "bug"
- In WW II we just threw people at it
- We do have the ear and heart of the lady that holds the contract

The system is probably designed to keep the system in place

San Diego

Training for combat

- They do some incredible things
- There is a book called the Marine Corps Way
- parallels the way teams work in the Corps to how businesses could work
- presentation in Wisconsin
- About climbing Mt Arrarat Dane Deutsch
- talked about how leaders formed
- Military situations tend to be life & death

Look at some of the leadership

- Turning jets around during the gulf during the exercise it wasn't that important
- But when it counted, people really changed
- Talk on the British Strike Force

Talk on the British Strike Force

- All the tools she knew wouldn't work without people buy in
- It was the crisis that gave her an opening

Paul: did a set-up event last week

- We realized that the set-up took 6000+ feet of walking around
- If I'd told him that I'd be the enemy
- But he realized it himself during the event

Talked about stretch goals Interview with Google

- Make it exciting

EastTec

- Lot of speakers signed up
- Chris Martin from Greater Boston
- Good free education on the show floor
- When its on the floor you need good acoustics
- We tried it 3 years ago in a tented off area
- There we a lot of noisy demo machines next door
- Forced me to pay closer attention
- We are going to have a mini-version of that WesTec
- We are going to having a 20x20 area for Hot Topics
- We will be in the software area

Blogs

- A lot of links Other blogs on the link list
- Questions about how a company can win the Shingo
- And then the parent goes bankrupt
- Often it is just a division or site that gets it not the corporate entity

Next Meeting

Structograms