

Mark Your Calendar

Manitoba Activities/Events

For further details, please contact
Debbie Leiter or Tammy Oakes at the
CME office at 949-1454
or visit our website:
www.daretocompete.ca

2008

December 10 Lean Manufacturing
Best Practice Tour – Melet Plastics

December 12 Commodity Tax
Breakfast Awareness Session

2009

January 13 start Lean Level I –
January 2009 program

January 20 Essential Skills Training
Breakfast Awareness Session

January 21 Lean Manufacturing Best
Practice Tour – Duha Color Services

January 22 Lean Principles 101 –
One Day Workshop

January 26 Lean Level II
Greenbelt Program - Winter 2009

February 4 Problem Solving –
One Day Workshop

February 10 start Lean Level I –
February 2009 program

February 11 & 12 Lean Accounting

February 24 start Manufacturing
Leadership Level I (Replacing the
former Shop Floor Leadership Course
(6 day program in 45 hours)

February 25 Lean Manufacturing Best
Practice Tour – Cascades Boxboard

March 10 2009 Manufacturing & Trade
Conference –
Wpg Convention Centre

March 9 - 13

2009 Manufacturing Week

Staying the Course



Manitoba's manufacturing sector continues to weather the storm of economic erosion that is blowing across the country thanks to our diversified economy. CME is pushing an aggressive strategy to enable Manitoba companies to become and stay competitive in their search for new export markets.

Speaking to manufacturers, Ron Koslowsky, Vice-President CME Manitoba says: "If you truly dare to compete, get on board with our industry association to more effectively confront and overcome your challenges and improve your competitiveness." The association directly represents more than 10,000 leading companies nationwide. More than 85% of CME's members are small and medium-sized enterprises. As Canada's leading business network, CME, through various initiatives including the establishment of the Canadian Manufacturing Coalition, touches more than 100,000 companies from coast to coast, engaged in manufacturing, global business and service-related industries.

According to Jason Myers, President CME National "The stakes are high and we can't afford to get it wrong. We need to work together to ensure that manufacturers and exporters, the drivers of innovation and wealth creation, emerge from this crisis more competitive, more profitable and world class."

CME's membership network accounts for an estimated 82% of total manufacturing production and 90% of Canada's exports. For more information on how CME can work for you, contact Ron Koslowsky at (204) 949-1454 or check: www.daretocompete.ca

Award Nominations - Last Chance for your submission!

Hall of Fame Award

Export Award

Introducing two new awards

Pioneer Award

Emerging Award

For details on all the award categories check our website: www.daretocompete.ca CME Awards Program. Suggestions of candidates for any of the four awards or requests for further information can also be made by contacting: Ron Koslowsky, CME Vice President at the CME office at 949-1454 or at ron.koslowsky@cme-mec.ca

Mission Statement:
Enable Manitoba's manufacturers and exporters to excel and grow in domestic and global markets

Vantage Foods - Kaizen events save \$72,000



Three Kaizen events in 2008 have shown very tangible benefits for Vantage Foods, a Winnipeg based manufacturer of case-ready meat products. The company has improved its on-time delivery performance, and realized cost savings totaling \$72,000 as a result events held in their shipping, packaging and cutting areas this year.

Continuous Improvement Specialist Christina Henley says the firm had first started employing lean manufacturing principles in 2005, but their focus has been more concentrated since 2007 when dedicated resources were hired.



The first event was held in the shipping area because we were not consistently delivering our customer brand



promise of 95% or greater on time delivery Christina says.

The event examined how orders are placed, wrapped and loaded – “We 5-S-ed the cooler,” she says, and identified dedicated locations for scanners and shrink and pallet wrap. The company also made changes to their Enterprise Resource System, which keeps track of everything in the system, and applied visual management principles to colour code things like shipping labels and pallet jacks.



“As a result of improved efficiencies, we reduced direct labour costs by \$30,000”, Christina says. And in the third quarter, our on time delivery rate was up to 97.8%.” In the packaging area, the process yielded another \$8,000 savings as a result of reconfiguring and standardizing equipment. In the cutting area, Vantage realized savings of another \$34,000 through cross training individuals and implementing standardized work. Representatives from each of Vantage's other locations in Chilliwack and Lenoir, North Carolina attended each of the events and the company hopes to realize similar results in those facilities, Christina says.

WHMIS Online Now

Every employee in your company needs a WHMIS certificate. It's the law!



2009 will see compliance with WHMIS certification within organizations closely monitored. Get your team ready, it is as easy for 1,000 as it is for 100. Flexible 24/7 WHMIS training online gives manufacturers and employees an efficient way to get certified in a short period of time. Corectech Business Systems and CME have partnered to give you Basic and Department Specific training available for both CME members and non-members. Register your company today and schedule an online demo to learn how you can do your WHMIS training for less!

www.daretocompete.ca > Training



Essential Skills Breakfast

Join us on January 20, 2009 for a Breakfast Awareness session on Essential Skills hosted by Sandi Howell, one of Canada's leading experts in the field.

CME's 2008 HR Needs Study indicated that employers have consistently named Essential Skills among their top ten most-required skills. This session will provide you with a better understanding of what ES are and how they can directly affect your operations. Loewen Windows will also give testimony on how they use Essential Skills training solutions in their organization.

For more information and to register online for this session go to:

www.daretocompete.ca > Events

Monarch maintains 'Core' focus

Monarch Industries was founded in 1935 and is a privately owned company that manufactures pumps, water systems, hydraulic cylinders, custom metal castings and cement mixers to agricultural, industrial and retail markets throughout North America. In 2007 the company sold the Pump Division to Franklin Electric Co., which represented 30% of the company's total revenues at the time. The sale provided greater opportunity for Monarch to expand and modernize core areas of their production within the Hydraulics and Custom Casting divisions.



Monarch operates plants in Winnipeg (Corporate office) and Winkler (Foundry division) Manitoba and employs over 570 people. The company also has distribution centers and an extensive parts and service network enabling the organization to successfully position itself to service the needs of a diverse customer base.



According to Gene Dunn, President and CEO of Monarch, "the manufacturing environment has changed dramatically over the last ten to fifteen years and, to be successful in manufacturing, you have to think of yourself as a globally competitive manufacturer. To penetrate new markets, manufacturers need to continually focus on being the low cost producer. Manitoba is an excellent location for Monarch to compete because we have the support of the Provincial Government, we have a good lobbying voice with CME and we have low hydro costs, which is a significant competitive advantage to our company."

Monarch Industries has been able to maintain its competitive edge by focusing on lean initiatives in all areas of the company, always with the goal of providing the best quality and service in the markets they serve.



Gene Dunn
President & CEO, Monarch Industries

Strong Leaders

CME recently held a session on Manufacturing Leadership, which proved to be a big success for those that attended. Facilitated by Linton Sellon this Certificate program is designed to take 'real life' case studies and work on problem solving using specific tools and resources to overcome challenges in day-to-day processes within a workplace. Some of the benefits that contribute to the programs' success are the focus on positive communication and attitudes, and sharing insights that can enhance effective change.

Norris Cook, from Arne's Welding Ltd, reported "Linton created a most positive learning environment, used excellent real life examples and taught concepts that could be easily remembered." Cook added "I would suggest this course as a

must for any new supervisors/managers and a great refresher for all".

According to Andrew Jakuszkowiak from G.J. VIS Enterprises "the way he teaches is easy to remember and implement in your daily routines."



For more information on the Manufacturing Leadership Program check our website at: www.daretocompete.ca > Training

Share Your Kaizen Success

If your company has achieved measurable results from an innovative change using Kaizen methods over the past year, why not present your case at the upcoming Kaizen Conference on February 5th at the Franco-Manitobain Centre. The presentations will be evaluated on the same criteria as used at Toyota:

- Problem Selection • Approach
- Teamwork • Presentation

Finalists will be announced at the Canadian Manufacturers & Exporters, 2009 Manufacturing & Trade Conference, March 10, 2009 and Gala Awards Dinner, March 12, 2009.

For information on how to register, check our website: www.daretocompete.ca > Events

Comings & Goings



Kimberley Puhach

CME welcomes **Kimberley Puhach** as our Aboriginal Human Resources Liaison. In this new position, Kimberley will collaborate with the Aboriginal community, industry and government to help address labour challenges, while providing training opportunities as well as promotion and public awareness. Kimberley looks forward to learning about CME members and working with you to develop a strong partnership with the Aboriginal workforce. You can reach **Kimberley** at **949-1454** or **email her at kimberley.puhach@cme-mec.ca**



Connie van Rosmalen

CME also thanks **Doug May** for his years of dedicated service as our Consortium Coordinator, Doug moves on to Atomic Energy of Canada (near Pinawa) as a Project Engineer and we are happy to welcome **Connie van Rosmalen** who will be filling the position on the CME team. Connie comes to CME after being with the Provincial Government in Transportation Policy for five years. Throughout her career in both transportation and agriculture, Connie has done a significant amount of coordination and stakeholder outreach. She is excited to be working with and for the Manitoba Consortium for Continuous Improvement (MCCI), the Manitoba Consortium for Operational Excellence (MCOE), and the Manitoba Consortium for Sustainable Improvement (MCSI). She will be taking on an active role in the Consortium Board meetings, Special Interest Group meetings (SIGs), and Best Practice Tours. She looks forward to meeting all Consortium

members and being a valuable part of the CME team.

You can reach **Connie** at **949-1454** or email her at **connie.vanrosmalen@cme-mec.ca**

Holiday Cheer...



The entire team at CME wishes you and your loved ones the very best for this holiday season. We all look forward to working with you in making your organization successful and prosperous in 2009.

Welcoming

NEW MEMBERS

Richlu Manufacturing

David Rich, CEO

Importer and manufacturer of mens workwear and outerwear



Based on finished material supplied in PDF format, 300 dpi, colour to **cheryl@liessensad.com**

Material due 15th of month previous.

Sizes:
1/6 pg. (2 3/8" w x 4"d) or
1/3 pg. (2 3/8" w x 8"d)

Times	1/3 pg	1/6 pg
1X	\$500	\$300
3X	\$400	\$240
8X	\$350	\$210

Issues:
September, October, November,
January, February, April, May, June
Discount available to CME members

NRC-IRAP Finalist



Congratulations to the team from Persen Technologies as Finalist for this year's Western Regional NRC-IRAP Technology Awards category. Recognition for their achievements was highlighted by CME Manitoba VP Ron Koslowsky at the annual Deputy Ministers Dinner held on November 6th at the Fort Garry Hotel.



The AMI is managed by CME and jointly funded by industry and the federal and provincial governments through the Canada-Manitoba Economic Partnership Agreement.

