

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

February 10 start Lean Level I –
February 2009 program

February 24 start Manufacturing Lead-
ership 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 – Winnipeg Convention Centre

March 10 Discovery Program Finals
& School Tour

March 11 Manufacturing Week 2009
Job Fair

March 12 2009 Gala Awards Dinner –
Winnipeg Convention Centre

March 25 Lean Manufacturing Best
Practice Tour – Parker Vansco

April 6 Lean Level II Greenbelt Program
Spring 2009

April 7 start Lean Level I – April 2009

April 7 Toyota Strategy Executive
Program – One Day Workshop –
Winnipeg (Lean Sensei)

April 20 – 23 ii Tour MB Best Practice
Mission to Quebec

April 23 Lean Principles 101 –
One Day Workshop

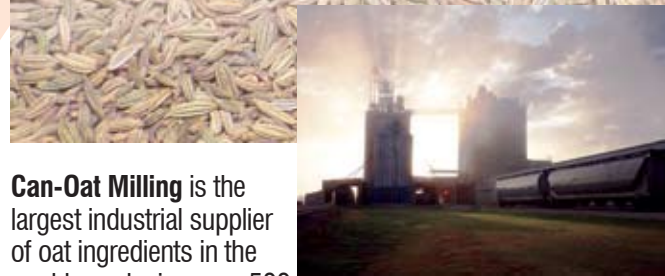
April 29 Lean Manufacturing Best
Practice Tour – New Flyer Industries

May 7 “Let’s Talk Exports” event

May 13 & 14 Lean Accounting –
ROI on Lean Two Day Workshop

EXPORT AWARD

2009 Recipient Can-Oat Milling



Can-Oat Milling is the largest industrial supplier of oat ingredients in the world, producing over 500 million pounds of oat products per year. The company operates three oat milling facilities strategically located in the heart of the best oat growing region in North America. The first mill, built in Portage la Prairie, Manitoba in 1991, produces a full range of oat products in several packaging options. The mill in Saskatoon, Saskatchewan was constructed in 1997 and specializes in manufacturing groats for

further processing into flakes, flour, and bran for the Portage la Prairie mill and other customer

destinations. In 2006, Can-Oat acquired an oat and barley mill located north of Edmonton, near Barrhead, Alberta. This organic certified facility is competitively positioned to supply the West Coast and Pacific export markets. Can-Oat Milling’s vision is to be the *Most Dynamic Oat Processor in the World*, which has been achieved through a dedication to quality, service and customer value.

Finalists

- Westeel
- Westfield Industries

STRAIGHT TALK

While some companies in Manitoba experienced a sales slowdown in 2008, many manufacturers have only recently felt its impact. Financial deflation and overcapacity combined with uncertain currency futures and credit limitations require innovative and flexible leadership.

At the same time, there are opportunities to apply technology, develop new markets, increase market share, and

invest in skills. Simply cutting costs across the board can limit a company’s long term success.

CME is committed to work with our members and with governments to develop policy and program solutions supporting manufacturers. As you can see with the current business conditions, manufacturing is clearly the lifeblood of the economy.

Let’s build it up!

Mission Statement:

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

Culture Change

Key to Improving Business



Before



After

Three years into its Lean journey, Midland Manufacturing Limited has recorded significant improvements in productivity, safety and cost savings. But for General Manager Gerald Bouchard, the most important change has been in the corporate culture, very likely the single biggest challenge for any company that is working on Lean implementation.

He cites the 5S-focused Kaizen event that Midland hosted in the spring of 2008 in particular. "We were in the third year of our lean manufacturing commitment," he says. "We hosted the Green Belt module, a Lean Level 2 event, which resulted in a more organized workplace, a safer workplace and a less cluttered plant. We freed up hundreds of square feet of space on the shop floor and reduced our on hand inventory by at least 50%," he says.



"But what the event did the most was that it engaged the employees on the shop floor," he says. "The changes are not being done to them, they are being done with them and by them." The feedback has been very positive, he says, particularly among the employees who have been directly involved. And the employees who haven't been involved keep asking, "When is it going to be our turn?"

A key element in the culture change is the monthly review of improvements. The company has a goal of one improvement a day at the workstation, Gerald explains. The seven teams in the plant go through their improvements each month. "We monitor and reward them for their improvements," he says. "To date, we have implemented more than 750 employee driven improvements on the shop floor."

Gerald credits the Lean manufacturing commitment for much of the company's recent growth. Midland is one of Canada's largest manufacturers of steel gravel trailers for the construction industry, with customers across Canada and throughout the mid- and south-western United States. The company started looking at Lean manufacturing as a way to increase production while minimizing capital costs. Ironically, the business has grown so much that Midland had to build a new paint shop – "the premier liquid paint facility in Southern Manitoba" – that was scheduled to go on line at the end of January.

Access Top Talent

Asper School of Business Co-operative Education Program

The Asper School of Business Co-op Program has talented business students looking for real-life work experience this summer. Students are pre-screened for academic excellence, communication and professional skills. Study areas include Supply Chain Management, Logistics, Operations Management, Human Resources, Accounting and more...

Wage subsidies and tax credits are available for employers.

Over 86% of Asper co-op employers say that our students exceed their expectations in the work place.
- Don't miss out!

Call us now for program information at **204-474-6548**,
Kelly_Mahoney@umanitoba.ca

www.umanitoba.ca/asper/co-op

Manufacturing Week 2009

*All events will be hosted at the
Winnipeg Convention Centre;*

**Manufacturing & Trade Conference -
March 10**

**Advanced Manufacturing Discovery
Program Finals -
March 10**

**Advanced Manufacturing Discovery
School Tours -
March 10**

**Manufacturing Job Fair -
March 11**

**Gala Awards Dinner -
March 12**

*For more information contact the
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**or check:
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Hall of Fame

2009 Manitoba Manufacturers' Hall of Fame Inductees

Art DeFehr – Palliser Furniture

Art DeFehr has built Palliser Furniture into one of the most successful furniture manufacturers in Canada, with plants in the United States, Mexico and Indonesia, the company employs over 2,700 people with annual sales exceeding \$200 million each year. The company was founded in 1944 by Abram Albert DeFehr, Art's father. After taking over as CEO and President in 1984, he has been highly regarded within the industry and recognized both for his business leadership as well as his contributions to humanitarian projects throughout the world.



Russ Edwards – Westman Group



Russ Edwards has built a company as 'Strong as Steel', according to Manitoba Business Magazine (1999). Started in 1975, over the years he has successfully built WGI Westman Group Inc. into a dynamic group of companies composed of Behlen Industries LP, Westman Steel Industries, Meridian Manufacturing Group and Canada Culvert. The Westman Group operates manufacturing, sales and distribution facilities in 24 centres in Canada and the United States, maintains dealer networks across North America, and has a worldwide customer base. The Westman Group employs over 1000 people and records annual gross revenues of over \$300 million.

Emerging Company Award

Genuwine Cellars Inc.

Since 1995 Genuwine Cellars has designed and built awe-inspiring wine vaults for the most discriminating and demanding wine connoisseurs. Our state of the art factory facilities are dedicated solely to building the finest wine vaults in the world.

Our passion for wine and the cellaring of wine is reflected in the meticulous detail and unique features that are part of every Vintage Vault™ by Genuwine. The company is led by founders Robb Denomme and Lance Kingma, whose passion for wine and depth of knowledge is evident as alumni of the prestigious International Sommeliers Guild.

Acrylon Plastics:

Acrylon Plastics is one of North America's leading manufacturers of ISO registered quality, high value custom engineered plastic products; using rotomolded, thermoformed and profiled processes. Acrylon has been a leader in quality and customer service for over 30 years and is committed to the products they make and to their customers.

Acrylon Plastics continually invests in expanding capabilities to meet the ever-changing requirements of OEM manufacturers. Acrylon Plastics practices continuous improvement, Lean manufacturing and technology ... they passionately believe in their corporate mission - "*Your idea, our solution*".

Pioneer Award

John Koslowsky - Puratone

Puratone started out in 1973 as the Niverville Feed & Farm Supply, a small feed retailer. The company quickly became a major animal nutrient supplier within Manitoba. John Koslowsky the founding President led the growth of the company over the next 25 years as he focused on offering quality products geared to the specific needs of their clients. Encouraging his employees in his belief that serving their community with ethical values and integrity would be the key to long term success and viability of the company proved to be true.

Today Puratone has grown into a diverse world-class leader in the agribusiness.

Peter Pakosh & Roy Robinson - Versatile

In 1947 two farm-reared businessmen, then brothers-in-law, Peter Pakosh and Roy Robinson teamed up to produce farm implements starting the Hydraulic Engineering Co. located in Toronto. The two entrepreneurs complimented each other in their abilities; Peter as the builder and Roy as the salesman. Due to high freight costs cutting into profits, they eventually moved west to Winnipeg, both acknowledging this was a great move to serve their farm customers directly.

In 1963 the company name was changed to Versatile Manufacturing Inc., with Mr. Pakosh serving as the President and Mr. Robinson as Chairman. Over the next 30 years the two partners dedicated their time and efforts to building the company into one of North America's largest farm machinery manufacturers.

DAY OF TRIUMPH FOR DISCOVERY TEAMS



The Advanced Manufacturing Discovery Semi-Finals held on January 13th at the University of Manitoba, proved to be an exciting event for students and teachers alike with participation from 15 high schools both urban and rural. The day featured students working with mentors from both the U of M Faculty of Engineering and Red River College, Manufacturing Techs in preparation for their presentations. Each team demonstrated their hovercraft for lift, load and propulsion

and presented their business report to a panel of 5 judges. As the event came to a close, each student was presented a Certificate of Participation, followed by the announcement of the top ten teams who are eligible for the finals on March 10th at the Winnipeg Convention Centre.

Congratulations to the finalists...

- Carman Collegiate*
- Garden Valley Collegiate*
- Glenlawn Collegiate*
- Kildonan East Collegiate*
- Landmark Collegiate*
- Lord Selkirk Regional Secondary School*
- Murdoch MacKay Collegiate*
- Sisler High School*
- Sturgeon Heights Collegiate*
- W C Miller Collegiate*
- Windsor Park Collegiate*



Are you looking for engineering talent?
The IEEQ Program connects you with engineering professionals for co-op terms and long-term employment.

Do you have staff with non-Canadian engineering credentials
who could benefit your company by being licensed in Manitoba? The IEEQ Program leads to EIT registration with APEGM, for internationally-educated engineers.

Visit us at:
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 Email: ieeq@umanitoba.ca
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Welcoming

NEW MEMBER

Manitoba Institute of PMAC
 Purchasing Management Association of Canada
 Allan Amundsen, Executive Director
 Professional member organization



In 1912 CME established a "Prairie Division" which blazed a trail for industry's voice to be heard above the politics of the times.

Businesses were struggling as they came through the aftermath of World War I, facing an economy with high unemployment, strikes and raging inflation. CME led the path to reason with Government representatives and began the fight to help develop policies where manufacturing businesses could compete, prosper and grow well into the unknown challenges of the future.

90 years later, that "Prairie Division" is now CME Manitoba and boasts a wide range of training and benefits for its member companies. With the rapid changes evolving in the world economy and trading markets, CME plays an ever important role in serving as the voice of the manufacturing industry for local and national companies alike. The goal of CME is to ensure that we work with both provincial and federal governments to enable Canadian manufacturers and exporters to become more efficient and competitive, sustaining healthy growth and to increase their position as a leading economic force within the global marketplace.



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

