

COMPETE SMART

Montana Manufacturing Conference

Please Route to:

- CEO
- Owner
- Production Manager
- Development Officer
- Human Resources
- Sales Manager
- Office Manager

REGISTER ONLINE at www.mtmanufacturingcenter.com or call MMEC 406-994-3812

Design: Kelly Belcourt, Wise Acre Studios, Inc. Printed by ColorWorld Printers

MONTANA'S PREMIER MANUFACTURING CONFERENCE
Great Northern Helena Hotel
Wednesday-Thursday, Oct. 4-5, 2006

Montana State University
P.O. Box 172455
Bozeman, MT 59715-4255

EXTREME MAKEOVER
IT STARTS WITH A VISION

THE ART FORM **THE EXTREME** **THE LESSONS**

Erik Wahl

COMPETE SMART
Montana Manufacturing Conference

EXTREME MAKEOVER

IT STARTS WITH A VISION

Dear Montana Manufacturers,

You don't have to go it Alone! We invite you to attend Compete Smart this fall for **A NEW SENSE OF VISION**. Come run with your peers & allies as we tour various manufacturing plants and explore an Extreme Showcase of student work and learning environments for your future skilled workforce.

Fierce global competition calls for all of us to explore and enhance the palettes we use for business decisions. At Compete Smart, you can check out makeovers for expanding your markets, making productivity improvements, maximizing your in-house talent, and managing day to day, applying what may already be on your palette in a different way. Find out what keeps Montana company leaders up at night as they unveil their extreme challenges and tools for success.

This is an excellent opportunity to invest some time with manufacturers like yourself and service providers who are committed to manufacturers. You will have a chance to explore a showcase of products manufactured in Montana as you and your team partake of breakout sessions that will provide a new brush for applying continuous improvement in your operations. Join us in the evening for a festive barbecue & brewery tour.

Make a commitment right now to participate in Compete Smart on Wednesday and Thursday, Oct. 4 & 5 in Helena. The breakouts, networking events, plant tours and activities will help frame a landscape for new possibilities.

Sincerely,
Conference Co-hosts

Steve
Steve Holland
MMEC

Rick
Rick Edwards
NorthWestern Energy

Montana Manufacturing Conference

Opening Luncheon & Keynote Address

Come, re-define your assumptions about vision, goals and success with **THE ART OF VISION**. Erik Wahl, recognized artist and business visionary, will challenge your organization to transcend mediocrity with a presentation uniquely designed to channel innovative strategies to create extraordinary results.

Erik's special blend of warmth, passion, humor and experience will help you identify previously unchallenged roadblocks to success. Discover how to sharpen your own creative skills, and identify a personal style for inspiring yourself and others to rethink vision and purpose.

The principles in this uplifting and highly practical message will redefine the role of leader as artist as well as architect. Watch as Erik dynamically choreographs a painting that will leave you in awe!

"His presentation was one of a kind ...keeps you engaged! One of the best speakers I've ever heard."

— Lee Gilliland, Controller, NorthWinds Publishing, Great Falls

NorthWestern Energy

**MONTANA
MANUFACTURING
EXTENSION CENTER**

HIS LESSONS in vivid color His presentation AN ART FORM His role model — THE EXTREME

Additional Conference Sponsors:

STUDENT ASSISTANCE FOUNDATION **Montana Community Finance CORPORATION** **TSI** **UPS** **First Interstate Bank** **MONTANA STATE UNIVERSITY** **Montana Chamber of Commerce**

Montana-Dakota Utilities, Dell, Gateway, Computrac, Allied Waste Services, MT Dept. of Environmental Quality, AZ & Company, D.A. Davidson, Helena Community Credit Union.

DARRELL MILLER, Co-Owner

Marks-Miller Post & Pole, Inc.

Come, listen as Darrell paints his personal philosophies in a ten-point plan for developing business success. He will share some of the trials and tribulations AND payoffs of running a business in Montana and what has set the partnership apart from the competition in the last 30 years.

Marks-Miller Post & Pole, Inc. in Clancy, Mont. is owned and operated by Gary and Debbie Marks and Darrell and Karen Miller. Since its beginnings in 1976, both families have been actively involved in all daily operations. The company's primary business is producing and selling round wood fencing materials and specialty items such as deck railing and furniture stock. Products are manufactured on site using Lodgepole Pine trees harvested from the surrounding area.

BRAD REID, CEO

Diversified Plastics, Inc.

Brad's story will resonate as he mixes the high points for more success in Montana with stories of successes and failures with relatives in the family business. He will sketch out the evolution of father/son succession and his purchase of the company as well as reveal the lessons of "You can't do it all yourself." He will answer the question, "So who do you rely on?" Then, he will further captivate your attention with "The Final Makeover" as he describes re-envisioning to rebuild from last year's catastrophe.

Diversified Plastics, Inc. - engineered plastics for the way you do business - started in the family garage in Missoula in 1976. It was Brad's father's hard work, the son's Engineering degree from MSU Bozeman and 20 years of hands-on experience inside that led to Brad's purchase of the \$2.5M revenue company from his father in 2003 — a pleasant "story-book" ending for his "home-grown" company. Come hear what's been happening since Brad and his wife Wendy put their energies into the company while raising two young children.

JIM WRIGHT, VP of Manufacturing

Semitool, Inc.

Peek into the world of vertical integration. Hear how Semitool differentiates itself from others in the semiconductor industry when Jim shares the common threads of business pressures from Semitool's unique perspective in a highly competitive global market. He will depict the challenges of cyclical extremes in the industry, the regulatory environment of importing/exporting and how the company overcomes this issue of speed to market and cultural differences in a worldwide arena. You will get a glimpse into the buying behaviors for capital-intensive equipment and the extreme challenge of managing that and corresponding labor pool ups and downs — in a rural community where impacts are high.

Semitool, one of Montana's largest companies, is a worldwide leader in the design, manufacture, and support of high performance equipment used in the manufacturing of semiconductors. It is both a technology company and equipment manufacturer with 1200 employees, over half of which work in Kalispell and Libby. Wright joined the firm in late 2003 focused on increasing the company's ability to respond to varying customer needs and market conditions. He has 17 years of manufacturing management experience, 12 in the semiconductor equipment industry and five in aerospace. He and his wife Judy have a small ranch where she trains horses.

MONTANA WORLD TRADE CENTER

STERLING SAVINGS BANK

REGISTER TODAY!

EXTREME MAKEOVER

IT STARTS WITH A VISION

Company Info

Company Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____ Co-Web URL: _____

Phone: _____ Fax: _____ E-mail: _____

Attendees

Registrant: _____ Title: _____

Registrant: _____ Title: _____

Registrant: _____ Title: _____

Road Tour & Showcase: # Attending OR **Pre-session:** # Attending

UM Helena College of Technology plus (select 1 per attendee)

o Summit Aeronautics o American Chemet o Independent Record Lean Airplane

| Conf. Workshops: | # Attending | Conf. Workshops: | # Attending | Conf. Workshops: | # Attending |
|-------------------------------|--------------------|-----------------------------|--------------------|----------------------------|--------------------|
| A-1 Export/Strategies for CEO | _____ | C-1 IP Understandable | _____ | E-1 First Marketing | _____ |
| A-2 Export/How to Start | _____ | C-2 Where's the \$\$, panel | _____ | E-2 Sales Makeover | _____ |
| A-3 Going Global 2006: panel | _____ | C-3 Power in Financials | _____ | E-3 Learn for Office | _____ |
| A-4 Going Global cont. | _____ | C-4 Power Financials cont. | _____ | E-4 Learn for Office cont. | _____ |
| B-1 Value Stream Mapping | | | | | |
| B-2 Work Instructions | | | | | |
| B-3 Advanced Lean | | | | | |
| B-4 Advanced Lean cont. | | | | | |
| D-1 First Break Rules | | | | | |
| D-2 Team Problem Solving | | | | | |
| D-3 Art of Hiring Smart | | | | | |
| D-4 Health Plan, panel | | | | | |

REGISTER EARLY!
to catch the Road Tour
(mid-seating)

Registration Fee

\$175 per person. SAVE \$50 each with team enrollment (2 or more); save another \$25 each if you register by Sept. 12

Enter # to attend \$175 ea x _____ = _____

Team discount < \$50 ea x _____ = _____

Check registration fee waiver here if you are: o sponsor o speaker/presenter

o Exhibitor o MMEC o Board Member

Early-bird by Sept. 12 < \$25 ea x _____ = _____ > _____ TOTAL = _____

Payment Method (circle one):

Check enclosed Bill my company Purch. Order # _____

VISA Mastercard # _____ (Exp.)

Make your check payable to and mail payment to:
MONTANA MANUFACTURING EXTENSION CENTER
Montana State University
PO Box 174255
Bozeman, MT 59717-4255

Accommodations

Compete Smart
MT Manufacturing Conference
Oct. 4 & 5, 2006
Great Northern Helena Hotel
35 Great Northern Blvd.
Helena, MT 59601

A block of rooms has been reserved for the nights of October 3 & 4. Please call the hotel directly before Sept. 8 to make your reservations at the special conference rate. Be sure to mention Compete Smart Manufacturing Conference to receive discount rate (plus tax).

For sleeping room details or other special needs, please inform hotel when registering.

\$5 per night, plus tax
800-829-2407 for
Great Northern reservations

AGENDA - Compete Smart, Helena - Great Northern Helena Hotel

WEDNESDAY - October 4 DAY ONE



| | |
|-----------------|---|
| 7:15 am - NOON | Registration in Lobby |
| 8:00 - 11:45 am | Road Tour & eXtreme Student Showcase, brought to you by MMEC |
| 8:15 - 11:30 | Bonus Pre-session: LEAN Airplane, a live simulation |
| 10:30 - 12:00 | Exhibitor Hall w/networking with refreshments |
| NOON - 1:45 pm | Opening KEYNOTE Luncheon - "The Art of Vision" with Erik Wahl |
| 1:45 - 2:10 | Network/Visit Exhibitors/Break |
| 2:10 - 3:40 | CONCURRENT BREAKOUTS |

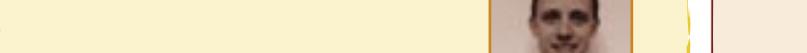
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|---|
| A-1 Export Growth: International Strategies for CEOs, Carroll Thomas |
| B-1 Lean Makeover: Start With Value Stream Mapping, Mark Shyne & Todd Daniels, MMEC |
| C-1 Intellectual Property Made Understandable, Marti Elder Inc. |
| D-1 First Break All the Rules, Mike Wier, NorthWinds Publishing |
| E-1 eXtreme Fit: Your Marketing Plan - Your Business Strategy, Leesa Nopper, Marketing Works & Carl Coletti, UTAP |

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|-------------|--|
| 3:40 - 4:10 | Exhibitors/Networking/Break |
| 4:10 - 5:40 | A-2 How to Get Started Exporting, Carey Hester, MT International Trade Office |
| | B-2 eXtreme Work Instructions: How to Write Right, Debbie Johnson, S&K Electronics |
| | C-2 Capital for your Makeover: Where's the \$\$, panel moderator Linda Kindrick, MCFD Executive Director |
| | D-2 eXtreme Problem Solving: Team-Based Solutions, Kreg Worst, MMEC & Paul Hutter, AEM |

E-2 Sales Makeover: Using & Managing Sales Representatives, DeeAnn Cates w/Hi-Country Snack Foods Dean Yonkovich

6:15 - 9:30 **Extrme Taste Tour & Cookout w/ Lewis & Clark Brewing Company**, catered by the Brewhouse. Co-hosts NorthWestern Energy & Montana Manufacturing Center

9:30 pm Day 1 Ends



THURSDAY - October 5 DAY TWO

| | |
|----------------|---|
| 7:00 - 8:00 am | Breakfast with Exhibitors and Sponsors |
| 8:00 - 9:45 | eXtreme Challenges: Succeeding from Montana. Three Company Leaders, a General Session in Ballroom |
| 9:45 - 10:10 | Exhibitors/Networking/Break |
| 10:10 - 11:30 | A-3 Going Global in 2006: A Montana Perspective, Intro with Andres C.Y. Liu, TECO; panel moderator Megan Harrington, MWTC (continues to 1 p.m.) |
| | B-3 Advanced Lean: The Meat & Potatoes of a Lean Makeover, Bill Nicholson (continues to 1 p.m.) |

| | |
|---------------|---|
| 10:10 - 11:30 | A-3 Going Global in 2006: A Montana Perspective, Intro with Andres C.Y. Liu, TECO; panel moderator Megan Harrington, MWTC (continues to 1 p.m.) |
| | B-3 Advanced Lean: The Meat & Potatoes of a Lean Makeover, Bill Nicholson (continues to 1 p.m.) |
| | C-3 The New Art of Hiring Smart, Steve & Vicki Wilson, Willow Creek Consulting |
| | D-3 The New Art of Hiring Smart, Steve & Vicki Wilson, Willow Creek Consulting |
| | E-3 Lean for Office & Administration, Lloyd Taylor, Sterling Savings Bank (continues to 1 p.m.) |

11:30 - 11:45 Networking/Break

11:45 am - 1:00 pm A-3 Going Global (continued)

B-3 Advanced Lean (continued)

C-3 Financials (continued)

D-4 eXtreme Recruitment/Retention: Health Plans/Cost Containment, panel moderator Judi Kimmell, EBMS

E-3 Lean Office (continued)

1:00 - 2:30 pm **WRAP UP with Feature Speaker & Closing Luncheon** (Energizing & Entertaining Guest CEO under Wraps; DON'T MISS IT!)

XTRME TASTE TOUR & COOKOUT

Wednesday, Oct. 4 • 6:15 to 9:30 p.m.



THE MOST SOUGHT AFTER TICKETS IN TOWN!

Dinner on Wednesday night includes an eXtreme tour through the Lewis & Clark Brewing Company and cookout in an intimate covered setting adjacent to the Brewing Company, catered by the distinctive Brewhouse. Enhance the vision with peers and allies while you network, make deals and see what's involved in making everyone's favorite - Montana microbrews. Hosts for the evening are NorthWestern Energy and the Montana Manufacturing Center.

Judi Kimmell D-4 Leesa Nopper E-1 Carl Coletti E-1

ROAD TOUR & EXTREME STUDENT SHOWCASE

(Limited bus seating - so register early if you plan to catch this)

A very special event has been added to the Compete Smart morning Road Tour with generous support from the Student Assistance Foundation. In addition to selecting a visit to one of three local manufacturing plants, you will tour a state-of-the-art welding shop, expanding machine shop, and aeronautics repair shop at the UM Helena College of Technology (COT). This bridge to the training grounds of future skilled workforce will include a Student Project Showcase from Helena High School, Capital High, and COT. Attend and sign up for a chance to win a handcrafted student door prize.

In addition to the Campus tour, choose one of the following plant tours:

SUMMIT AERONAUTICS GROUP

— Major force in aeronautical engineering and manufacturing, the company broke ground on a 37,500 square foot manufacturing facility near the Helena airport in 1997. Today, Summit is known nationwide for its precision machining and tooling and is a key player in the contract to build the USAF F/A-22 Raptor.

AMERICAN CHEMET CORPORATION

— Established in 1946, Chemet is a privately owned manufacturer and marketer of a variety of copper powders and dispersion-strengthened copper powders for applications including friction, brazing, lamping, lubrication, and more. Today, it is best known for its variety of copper oxides sold around the world for use in antifouling coatings, catalysts, agricultural uses and more. Diversification and continual improvement have made this East Helena firm an industry leader.

HELENA INDEPENDENT RECORD (IR)

— Visit the IR commercial web-printing plant and learn about the complexities of printing a daily newspaper and juggling customer jobs on an intricate web press. The IR history is as rich as the history of its community, with roots in two newspapers first published more than 130 years ago. Today, the IR has a daily circulation of 14,250.

BONUS MORNING BREAKOUT SESSION

(Concurrent with plant tours; NOT available for those on Roadtour)

LEAN MANUFACTURING WITH AIRPLANE LEAN

Presenter: Bill Nicholson, MMEC, former Honeywell Lean Expert

Want a better understanding of what this "Lean" stuff is all about? Lean Airplane will not only introduce the different Lean Manufacturing tools but give you an opportunity to apply them in simulated manufacturing rounds of building a paper airplane. You'll transition from a high inventory, long lead time, poorly organized facility. The class is fast paced, fun and very dynamic.

Conference Breakout Sessions, October 4 & 5

To help you with a new vision for the way you do business, attend sessions led by MMEC staff, specialists, and partners in five tracks.

Choose from one Track or select from several (careful the times don't overlap). Better yet, bring your key people and share what you learn. Just indicate on the registration form which sessions will be attended each day and the number attending each.

TRACK A: Market Makeover: International Perspective

A:1 Export Growth: International Strategies for Manufacturing CEOs

Presenter: Carroll Thomas, NIST MEP

Many companies seek guidance on strategic and leadership decisions critical to international success before they engage tactical resources. This session will look in-depth at the management challenges of growing the international side of your business.

A-2 How To Get Started Exporting

Presenter: Carey Hester, Montana International Trade Office

Exporting is not mysterious or difficult if the fundamental elements of the export process are understood and followed. Don't let fear of the unknown create a roadblock. This session will walk you through the tasks business executives face almost immediately when they decide to take a proactive approach to exporting. Learn to identify and evaluate potential foreign markets and distributors/agents. Explore a methodology for short listing markets to be exploited and critical criteria for evaluation.

A-3 Going Global in 2006: A Montana Perspective (2-part)

Moderator: Megan Harrington, Montana World Trade Center

Selling and shipping goods outside the U.S. can be fraught with bureaucracy, expense and risk. For those companies that take the plunge, the rewards can be significant. This two part session will provide a brief look at "Niche for Investment and Trade in Asia" by Andre C.Y. Liu, Director of the Taipei Economic & Cultural Office in L.A., plus a first-hand look at what you need to know and lessons from a panel discussion led by Megan Harrington. Explore hot markets and resources available to help paint your niche in international trade. Panelists include John Ryan, CEO, ArmaAuto, and Russell Moody, Owner/President, RM International — two Montana companies that have prospered in international waters; Mark Peters, Director, Montana U.S. Export Assistance Center, and Carl Coletti, Program Manager, MWTC.

TRACK B: eXtreme Makeover: The Lean Way

B-1 Lean Makeover: Start with Value Stream Mapping

Presenters: Mark Shyne & Todd Daniels, MMEC

Not sure how to get started with your Lean Makeover? Learn the secrets of making a Lean transformation with Value Stream Mapping. This session will sharpen your "eye for waste" and "eye for flow." Using a manufacturing case study, you'll learn how to identify a product family and see its entire value stream, how to map the value stream to identify and eliminate waste. This session will help you learn how to establish a direction for company improvement efforts.

B-2 eXtreme Work Instructions: How to Write High-Value Work Instructions

Presenter: Debbie Johnson, S&K Electronics

Reduce costs by decreasing rate of rework and scrap thereby increasing quality and the on-time delivery of your product with work instructions that are clear, concise and easy for users to understand. In LEAN terms, good work instructions reduce waste and non-value added time. A "hands-on" short course feel free to bring along good and poor examples or a project you need assistance in putting together. Learn how to assess and meet the needs of work