



THE BOTTOM LINE

HIGH PERFORMANCE BUSINESS ASSISTANCE

Thank You For Letting Us Know!

After having spent the last few months asking and receiving input about your biggest challenges, MAP is ready to roll out services in response to the changing environment for manufacturing in Nevada. The biggest news is that you want, and we can deliver...GROWTH SERVICES....focused on top line growth to complement the process improvements you have made over the last decade.

The National Manufacturers' Extension Partnership is responding to the same requests across the country and has incorporated new products and services for the Centers to roll out to clients across the nation such as Profit 101, ExporTech, Choices for Growth, and Idea Accelerator, to name a few.

Be sure to watch for your invitation to some fun events to celebrate our Industrial Community in Nevada as we unveil these new services.... and a new MAP.



ANOTHER MAP SUCCESS STORY



Lean Office Saves 19 Days In YESCO Billing Cycle

By **Mary Arbutina, MAP**, Project Manager

When the controller said "It takes 29 days to get the final bill out to the customer", we knew this was a job for LEAN.

The Young Electric Sign Company's Las Vegas Division has over 800 employees in 4 states. They are the premier sign manufacturer in the Western United States. Everything from the number on your room door, the spinning display above the slot machine, the dazzling display on the strip, to the electronic billboard on your drive in are likely made by YESCO.

YESCO has hired Management Assistant Partnership, MAP, since 2001, to solve manufacturing problems and provide LEAN guidance. Production cycles in some areas were reduced from 3 hours to 15 minutes. Most manufacturing staff are trained in Lean techniques such as 5S, Value Stream Mapping and Pull. But like most companies, up to 70% expenses can be attributed to non-direct manufacturing. It was time to train the Business Office in Lean techniques.



Cover story continued on page 2.

Lean Office Saves 19 Days In YESCO Billing Cycle *cover story continued...*



MAP trained the business team using Lean 101, popular books on Lean Office and Value Stream Mapping. The staff chose 'days from last day of labor to final bill' as their Kaisen project. The team was shocked to value stream map the process and report 29 days as the current condition. The team broke the problems down by team member expertise and created Pull conditions that quickly brought the number to less than twelve days. A second Kaisen Blitz project identified more opportunities that resulted in a 10 day cycle.

Lon Searle, Controller says "The Lean Office approach has allowed us to serve our customers better, break down departmental walls, and cross-train so all functions are covered all the time. Deadlines are no longer an issue and our cash flow has improved significantly." Exactly how much money this private company has saved is confidential. But ask your controller for your average day's receivables; multiple that by 19. Where in your company do you want to invest that much money?

Take advantage of what many companies are already tapped into. For more information about MAP, visit www.map.com

“Partner’s Corner”

Successful Renewable Energy LEED EB Seminar

Over 80 professionals attended the LEED renewable energy seminar for existing buildings held at the UNLV Stan Fulton building on July 7th. Internationally renowned speakers covered topics on Solar Energy/Renewable Energy, Dr. Bob Boehm (UNLV), Solar Renewable Energy, Dr. Yahia Baghzous (UNLV), LEED EBOM & LEED for Homes Certification-Habitat for Humanity, Rick VanDiepen LEED AP (PGAL), and Wind Power Generation, Glenn Mauney (Wind Energy Consulting & Contracting).

MAP partnered with NV Energy, In Business Las Vegas and UNLV per MAP Project Manager Ed Sarmast who coordinated the event. Mr. Sarmast indicated there was very positive response after the seminar regarding the valuable content. Ed related that MAP is already planning more of these seminars due to the strong demand from the industrial/commercial sector.



\$660 Million Positive Impact for State of Nevada

In the past 7 years (2002 through 2008), the Management Assistance Partnership (MAP) program has generated \$660 million in positive industrial economic impact for the State of Nevada.

This number is supported by an independent survey of MAP clients, conducted by MAP's federal sponsor, NIST/MEP.

NIST/MEP holds MAP accountable for producing strong results and they rate MAP on a national level with the other MEP centers across the United States.

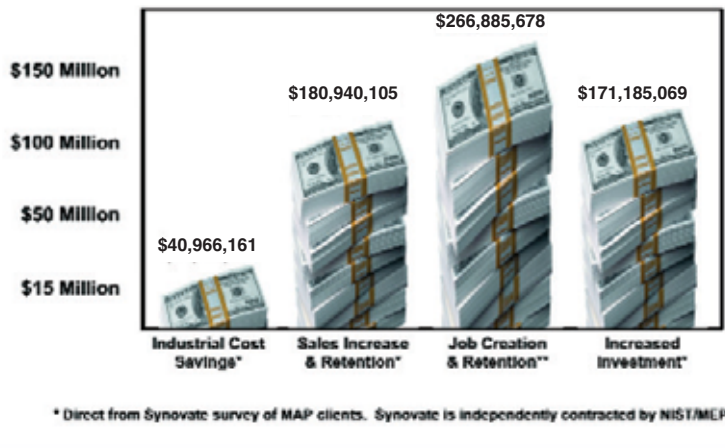


Nevada Companies May Be Eligible For Funding Assistance

MAP has had strong success in helping Nevada companies get funding for a variety of initiatives over the last few years.

MAP has connected with federal programs in the Department of Labor and Department of Energy to assist a number of companies throughout Nevada in training, Lean Manufacturing and energy savings initiatives. In addition, MAP has had strong success assisting Nevada companies with state initiatives in career enhancement training.

Call MAP at 1-800-0637-4634 and visit www.mapnv.com to make it happen for your company.



* Direct from Turner survey of MAP clients. Turner is independently contracted by NIST/MEP.

**Number of jobs from Turner survey, multiplied per CED guidelines to represent payroll dollars re-spent 2.3 times in the local economy to yield Employee Economic Impact.

Business Contingency Planning Series

Corporate crises can harm your business' viability and success. Gain the tools you need to keep your company healthy in the midst of a crisis.

Each 3-hour class, held Tuesdays from 8 to 11 a.m. at the TMCC/IGT Applied Technology Center, costs \$75.

- Business Contingency Planning I: Is Your Company Safe? (Sept. 15)
- Business Contingency Planning II: Planning and Recovery (Oct. 13)
- Business Contingency Planning III: Corporate Emergency Preparedness (Nov. 10)
- Business Contingency Planning IV: First Aid Planning and Needs Assessment (Nov. 23)

For details, go to wdce.tmcc.edu or call 829-9010

TMCC is an EEO/AA institution.



<http://wdce.tmcc.edu>
775-829-9010

The Variety and Convenience to Fit Your Life!

MEP launches Next Generation Manufacturing Overview

The American Small Manufacturers Coalition and Manufacturing Extension Partnership (MEP) Centers across the country commissioned a “Next Generation Manufacturing Study” to assess the country’s progress in implementing Next Generation Manufacturing strategies. This national study of more than 2500 manufacturing executives is one of the most comprehensive efforts ever undertaken

to identify strategic priorities and assess the strategy implementation progress of U.S. manufacturers. The study identifies performance benchmarks and establishes a baseline to measure future progress. The resulting scorecard provides a gap analysis between where we are today and where we need to be to win today and the decade ahead.



Next Generation Manufacturing refers to a framework of strategies that will drive manufacturing growth and profitability in the 21st century. They are: customer-focused innovation, advanced talent management, systemic continuous improvement, global engagement, extended enterprise management and sustainable product and processes. To remain competitive now and in the future, manufacturers need to achieve world-class performance in a select few of these attributes and parity with key competitors in all others.

The attributes of Next Generation Manufacturing were developed by manufacturers, industry thought leaders and Manufacturing Extension Partnership

(MEP) centers, and reflect the best practices and performance strategies of world-class companies.

The study results provide a wealth of valuable data. Manufacturers can see how they rank against world-class performance benchmarks and target improvements where needed. Knowing where the critical needs are, policymakers can strengthen and improve programs and services supporting manufacturers. For example, a low score on global engagement may indicate to policymakers actions are needed to help manufacturers sell into overseas markets.

Small and mid-sized manufacturers lag larger firms in the implementation of next generation strategies. The study found that one third of small manufacturers (less than \$10 million in revenue) surveyed were not at or near world-class in any of the next generation strategies. Given the escalating realities of 21st century hyper-competition, small manufacturers will need to significantly ramp up their next generation performance capabilities. For more information, visit www.mapnv.com to review the entire report.

NMA NEVADA
MANUFACTURERS
ASSOCIATION

NMA is an association of manufacturers in Nevada joined together to pursue common goals.

Through the leadership of its members, elected officers and staff, the NMA is recognized as the voice of manufacturing in Nevada.

Kay Bacon,
Executive Director
Tel: 775-882-6662
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Nevada Manufacturers Association
780 Pawnee Street,
Carson City, Nevada 89705-6938

Did you know...
Manufacturers reported that their top challenges and reasons they come to MAP for assistance are the need for growth and the desire for process improvements.

Upcoming 2009 Manufacturing Workshops

The purpose of Lean Manufacturing is to strengthen manufacturing firms by helping to reduce material waste, time and processes. Some manufacturers who embraced Lean Manufacturing systems experienced: productivity improvements, reduction in work-in-progress, increase of space utilization, improved quality and reduction in lead times.

Reinvent PROFIT MAKING OPPORTUNITIES. Salvage lost profits that already exist in your company through this popular "hands on" simulated Workshop. World Class companies use these LEAN MANUFACTURING principles to gain a competitive edge and higher profit.

Lean Manufacturing Workshop

October 15, 2009, 7:45 a.m. - 4:30 p.m.

UNR Redfield Campus, Nell J. Redfield Building

(A) Rooms 202 & 206

18600 Wedge Parkway, Reno, Nevada 89511

Cost: \$299.00 Includes training materials, continental breakfast, lunch and breaks.

Lean Distribution/Warehouse

November 5, 2009, 8:30 am - 5:00 pm

Desert Research Institute (DRI),

Las Vegas, NV 89119

Cost: \$299.00 Includes training materials breakfast and lunch.

LEAN 101

October 6, 2009, 8:30 am - 5:00 pm

All Manufacturing management & staff from the CEO to the Assembler

Desert Research Institute (DRI)

755 E. Flamingo Rd., Las Vegas, NV 89119

Cost: \$299.00 Includes training materials breakfast and lunch.

ISO 9001: 2000 Internal Auditor Training

September 23 and 24, 2009, 8:30 am - 4:30 pm,

Foster Corporation

4336 Losee Rd, Suite 7, North Las Vegas, NV 89030

Cost: \$650.00

Contact Jeff Lawrence: 775 315-6097, jlawrence@mapnv.com or

Lorraine O'Neill: 800-637-4634, lorraine_oneill@mapnv.com.

Course info online NOW at www.mapnv.com.

Quick ROI:

- More Throughput
- Less Inventory
- Lower Labor Cost
- Higher Quality
- Less Scrap
- Customer Satisfaction
- Safer Work Place
- Neater Work Place

Outcomes:

Learn how to get rid of the 8 common sources of waste. Use a "hands-on" Workshop to experience the Transition to LEAN. Develop a (specific) project for your Company as a class project.

SOUTHERN NEVADA FOCUS COURSES



Nevada FOCUS is a collaborative effort of NV Energy, the Management Assistance Partnership (MAP) and the Nevada System of Higher Education (NSHE). The purpose of the Nevada FOCUS program is to develop in-state resources for facility energy education at the building operator

level and improve energy efficiencies and indoor air quality for building occupants, employees, and patrons. Visit www.nvfocus.com/northernNV/aboutNN.asp for information.

Nevada FOCUS is recognized state-wide through continuing education or professional development credit. Upon successful completion of each course, NSHE will award 0.7 CEU (7 PDH) and issue a certificate of certification to those who satisfy all program requirements.

Fees: \$150 per course. Continental breakfast, lunch, refreshments and free parking provided. Discounts may apply.

Location: UNLV Stan Fulton International Gaming Institute, 801 E. Flamingo Road, Las Vegas, NV.

Each course starts at 7:30 a.m and concludes at 4:00 p.m. Breakfast is served at 7:00 a.m. Please arrive early for registration.

September 15, 2009 LEED & Green Building Concepts

- Design Goals & Project Objectives
- Integrating Concepts Into Projects
- Alternative Energy Sources

- Passive Energy Conservation Measures – Thermal Envelope Systems

October 20, 2009 Project Economics, ROI & Cost Benefits – the How To's

- Cost Benefit Analysis
- Life Cycle Costing – Energy Assessments
- Value Beyond the Building
- Investments/Return on Investments (ROI)

November 17, 2009 Operations & Maintenance

- Preventative Maintenance – Operations, Education & Training
- Thinking Beyond Your Specialty – Extending Equipment Life
- Building Support for Your Cause – Increasing Awareness
- Emergency Power Operations & Stand-by Generation

January 26, 2010 Building Quality Into Your Systems

- Continuous Quality Improvement – Ongoing Evaluations
- Inspections & Standard Practices That Work for You
- Functional Testing – Developing a Deficiency List
- Safety in the Workplace – Your Primary Consideration

February 23, 2010 Water Conservation & Stewardship

- Stewardship – Sustaining the Effort
- Thinking Outside the Box
- Water Conservation

Small Business Administration's America's Recovery Capital Loan Program

If your small business is stressed meeting expenses during these economic times, the U.S. Small Business Administration has a new loan program designed just for you.

SBA's America's Recovery Capital Loan Program can provide up to \$35,000 in short-term relief for viable small businesses facing immediate financial hardship to help ride out the current uncertain economic times and return to profitability. Each small business is limited to one ARC loan.

ARC loans will be offered by some SBA lenders for as long as funding is available or until September 30, 2010, whichever comes first.

At the College of Southern Nevada, Henderson Campus: The Nevada Commission on Economic Development's Identifying and Developing New Business Opportunities

Friday, October 2, 2009, 8:30 am – 11:30 am
Join MAP for this low cost event and learn how the Nevada Commission on Economic Development and SBA assists Nevada industry in growing their businesses. Representatives from NCED, Wells Fargo, DEC (District Export Council) will discuss and describe how industry can take advantage of these valuable business development services.

Procurement Outreach Program (POP) & Made in Nevada

Learn how to connect in getting government contracts. In addition, the large primary contractors performing these government contracts have subcontract plans that offer a vast amount of work for small businesses of all types. POP works with firms to help them find, bid on, and win these contract opportunities. POP also stays with winning bidders through contract performance!

Made in Nevada Program promotes Nevada-based businesses and products. The goal is to help businesses develop an increased volume of business inside and outside of the state. It is also the goal of the MIN program to expand the awareness of the variety of Nevada businesses. MIN helps fosters

pride in Nevada, the Nevada in Made brand and those products manufactured here.

SBA Loans – How To Get Qualified

Banks get small businesses qualified for SBA loans. Hear directly from the folks at Wells Fargo on how to get your business approved for the new stimulus backed SBA loans.

Export for Growth & Profit

Your products may have an untapped market overseas. This practical approach shows how you can sell and export your products to other countries with relative ease. The Wells Fargo small business department and DEC (District Export Council) will show you how to make that happen.

The \$15 registration fee will include a light breakfast and a copy of NCED's "Doing Business in Nevada-A Practical Guide."

Location: College of Southern Nevada, Henderson Campus, C Building, Room C133, 700 College Drive - Henderson, NV 89002

Register online with a credit card at www.mapnv.com. Or call Lorraine O'Neill at (702) 651-5694



2009 National
SBIR/STTR
Conference
November 2-5, 2009 • Reno, Nevada

MAP personnel are featured panelists for this national conference.

re-energizing
america

The 2009 National Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) Conference offers an exceptional opportunity for project developers, as well as agencies who provide assistance to or are interested in doing business with early- and advanced-stage ventures, to gather for a valuable exchange of information with peers involved in innovation. Visit www.unr.edu/SBIR-STTR2009.

Conference will be held at John Ascuaga's Nugget Casino Resort in Sparks, Nevada.

Sample Topics and Breakout Sessions

- Federal Agency and SBIR/STTR Program Overviews
- Small Business Participation in SBIR
- Proposal Preparation and Submission
- Strategies for Start Ups
- Finding and Working with Prime Contractors
- Legislative Updates
- Commercialization Planning and Assistance
- Financial Food Chains
- Evaluating Headiness for Funding

- Company and Intellectual Property Valuations
- Financial Food Chains
- Data Rights and Patent Issues
- Technology Transfer Agreements with Universities
- Optional One-on-One Sessions and Speed Networking
- Exhibitor displays (in Exhibit Area)

Contact: Shera Alberti-Annunzio, Extended Studies University of Nevada, Reno

Phone: (775) 784-4046 or 1-800-233-8928 | Email: shera@unr.edu | Visit www.unr.edu/SBIR-STTR2009





MAP provides business and technical assistance to improve Nevada industries' profitability.

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High Performance Business Assistance
For Small and Medium Sized Manufacturers,
Construction and Mining Companies.

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