



THE BOTTOM LINE

Transform the way you do business.

MAP Helps Non-Profit Assist Companies

HSI (High Sierra Industries, Inc) is a nonprofit Nevada corporation serving northern Nevada's mentally and physically challenged persons, for over 25 years, by providing light manufacturing jobs, job training and assisted living services to approximately 200 individuals. These programs are partially funded by state government grants and subsidies, with revenue from assembly and light manufacturing making up the difference.

"MAP's Project Manager, Bob Bricca, helped us increase by over 30% the number of persons we serve by providing the link to technical assistance which enabled us to transition to our new computerized accounting system."

A few years ago, HSI challenged itself to serve more of this largely unserved population, but found it was limited by its existing computerized accounting systems. These limitations included systems that they'd outgrown and that were no longer supported by their hardware and software providers. Separate systems were not compatible with each other and weren't capable of the detailed labor and other cost reporting required for grants and job and product costing.

HSI didn't have the cash and human resources it needed to professionally analyze its current and future computerized accounting system needs and evaluate possible alternatives, leading to implementation of a solution to these issues.

LaVonne Brooks requested assistance from Bob Bricca, MAP Project Manager and current volunteer Chair of HSI's Board of Trustees. Bricca requested assistance from Mike Reed, formerly College of Business Administration Dean at the University of Nevada, Reno, where Bricca had been a volunteer Advisory Board member for years.

Continued on page 3.

Another **MAP** Success Story

Nth DEGREE MOBILITY

By Jeff Lawrence, Operations Manager, MAP Reno, NV



Nth Degree Mobility is a start-up company founded in 2002. Located in Moundhouse, NV, they are an automotive aftermarket parts company that is rapidly growing in the number of products they design and sell and the number of people they employ.

Nth Degree Mobility designs and manufactures aftermarket off-road products for Jeep's that are cutting edge based on solid engineering to provide the safest, most thoroughly thought-out designs money can buy. Nth Degree Mobility makes products that solve problems.

Continued on page 2.

For more business success stories, past newsletters, upcoming classes and convention events visit our website.

www.mapnv.com

Or call MAP toll-free: 1-800-637-4634

Nth DEGREE MOBILITY *cover story continued...*

Situation:

With rapid growth comes growing pains. Nth Degree started out with few products and inventory was managed manually and in the heads of the purchasing and warehouse managers. Jim Frens, President/Owner & Nicole Frens CFO/Owner of Nth Degree Mobility saw the need to change the way they were ordering and managing their inventory. Nth Degree was faced with an increase in the number of component parts they needed to plan, purchase, and store, and they were doing all of this manually and with spreadsheets. Rapid introduction of new products also contributed to the need to manage their inventory differently. The manual process (combined with the new products) was causing problems with both shortages and too much inventory (i.e. wrong product mix).

Solution:

MAP initially brought in an outside consultant, Jim Tarr, to help with some of the planning, procurement, and storage issues Nth Degree was facing. Mr Tarr assisted in two projects to help with ordering and storage.

The first project was to separate the hardware and “C - Item” components from the fabricated parts and put them on a two-bin replenishment system that reduced the need to plan these items separately.

The second project was to assist in putting together a location system so that parts could be stored and located in a systematic manner. A location system was devised for all of the racking and storage locations through out the facility.



Since products were being planned on a spreadsheet, Jim Tarr and MAP looked into planning systems that Nth Degree could use for their customer order management, planning, purchasing and inventory. The recommendation was for a small but complete package, pcMRP by Software Arts.

The system was initially implemented using a reorder point methodology that was changed to a Master Production Schedule driven plan on the advice and guidance of MAP.

Results:

Nth Degree Mobility is successfully growing it's revenue

“MAP has been instrumental in helping us through our early stages of growth. They have been able to locate resources for us in addition to providing solid business solutions to enable us to continue to grow. I look forward to continued assistance from MAP as we take the business to the next level.”

— JIM FRENS, *President*

through the introduction of new products and growth in demand for the existing product lines.

The two-bin system has allowed Geoff Houghton, “Chief Stuff Getter,” and his staff, to efficiently order the hardware without having to spend valuable time planning each component.

With the warehouse location system and the implementation of pcMRP, Nth has been able to implement a cycle count program and increase inventory accuracy. This locator system has also allowed warehouse staff to use pick-lists to pull materials for work orders and sales orders.

The biggest impact to the business has been pcMRP implementation and conversion to a Master Production Schedule driven plan. With the move to a Master Production Schedule based ordering system, Nth Degree, along with MAP's guidance, has been able to reduce its inventory by over 25% which is more in line with its sales. This has improved inventory turns from 2.9 turns in Q3CY06 to 4.5 turns in Q4CY06, continuing on with an impressive 5.7 in Q1CY07 (93% improvement over Q3CY06). The sales department along with operations, and purchasing work together to develop a sales and operations planning model where realistic sales and material plans have been developed.

Take advantage of what many companies are already tapped into. For information about MAP, go to www.mapnv.com.

Late breaking news! Due to Nth Degree's success they have just recently been acquired by American Expedition Vehicles.

MAP Welcomes Our New Staff Members!



Rich Maiorana

Masters Degree from William Paterson University in Wayne, NJ

Rich has twenty-five years of domestic and international management experience in service operations and program management. He has successfully implemented and directed Program Management and System Integration organizations. Rich has worked in the Telecommunications, Video Broadcast and Technology Development industries. He has provided consultative assistance to companies ranging in size from grass roots to Fortune 1000's. His strengths are developing plans for business and operations, completing projects on time and within budget while meeting or exceeding expectations, introducing technology to assist in the achievement of client business objectives, and communicating as a team player to all levels of project participants and sponsors.

Jeff Englehart

BS in Chemistry, USAF Academy

MBA, University of Phoenix

Jeff has over 15 years of experience in the military and manufacturing operations. He was an officer in the USAF and supervised numerous aircraft repair facilities. As a manufacturing manager for concrete products he has experience in process management for inventory control, production and process flow, quality improvement and safety improvement for industrial facilities.



MAP Helps Non-Profit Grow Profitably *continued cover story...*



LaVonne Brooks and Bob Bricca.

As a result of this networking, Stephen Kerr, PhD, Assistant Professor of Accounting and Information Systems at UNR's College of Business Administration, assisted by Simon Jooste, an undergraduate student intern, donated their time and expertise. They undertook the task of assisting the company in forming a cross-functional team and using an evaluation matrix to organize competing perspectives for deciding the goals of their first planned system development life cycle. This work took about 18 months to complete and resulted in the company successfully transitioning to a new computerized accounting system.

Collaborative efforts among MAP, HSI and UNR's College of Business Administration resulted in positive outcomes for all parties. HIS was professionally guided through an assessment and implementation plan, at no cost, and was able to successfully transition to a new computerized accounting system capable of meeting its current and future requirements. This enabled the company to evaluate and act on which manufacturing services and customers were more vs. less profitable and to increase its state subsidies by reporting more accurate and complete labor data. HSI's operating revenue has increased by over \$3 million over the last 3 years, while its number of persons served (the original objective) has increased by over 30%.

The University executed a successful community outreach project required by its federal land grant institution status. The professor was able to facilitate student learning in a real-work scenario and to publish his case study in a professional journal. The student intern experienced a real business problem solving scenario. And MAP fulfilled its mission of helping Nevada manufacturers increase profitability. Visit MAP at www.mapnv.com today to read more success stories like this one!



Intro To Project Management

November 8, 9:00 a.m. - 4:00 p.m.
At CSN Summerlin High Tech Center
Las Vegas NV 89144

Register online at: www.mapnv.com.
Event NV0000199EV

Contact Lou Lamatrice at (702) 651-4737 or Lorraine O'Neill (702) 651-4360.

Everyday Negotiating Skills

December 13, 9:00 a.m. - 4:00 p.m.
At CSN Summerlin High Tech Center
333 S. Pavilion Center Drive,
Las Vegas NV 89144

Register online at: www.mapnv.com.
Event #NV0000197EV.

**NORTHERN NEVADA & RURAL NEVADA
LIVE! IN RENO WORKSHOP**

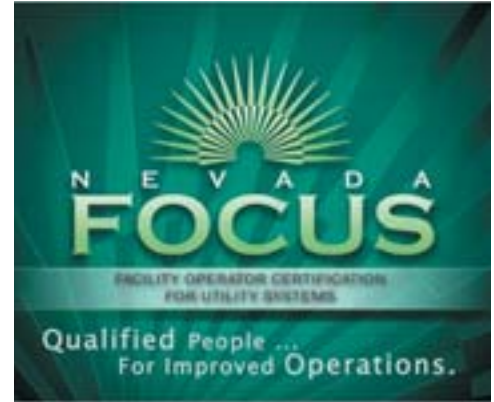
February 8 through April 25, 2008, 12 consecutive Fridays.

Registration and cost:

Tuition waiver is available on a first-come, first-served basis, subject to the limits of our available funding. To qualify for fee waiver, applicants must commit, via our online application process, to attending the entire 12-week workshop series and



to submitting at least one potential energy-efficiency recommendation from their workplace for development into a project proposal during Workshops 11 and 12. Visit our website at www.nvfocus.com and click on the northern nevada link to see if you qualify.



The cost is \$1,500 for the entire series, or \$150 per 8-hour workshop. Cancellations must be received a week in advance to qualify for a refund, less a \$50 administration fee.

Registration fee includes instruction and handouts. Continental breakfast, lunch, and break snacks are included at our Carson, Elko and Reno locations.

Nevada FOCUS is a collaborative effort of Sierra Pacific and Nevada Power Companies, the Management Assistance Partnership, the Nevada State Office of Energy and the Nevada System of Higher Education. An advisory board comprised of senior practitioners and other experts has developed the curriculum.

For more details or to become involved as an advisor or instructor, contact Bob Bricca, MAP Project Manager at 775-772-9824 or bbricca@mapnv.com.

"This will help my career and make me more marketable for promotions with my company."

— Gerardo Garcia, Buildings & Grounds
Master Foods/Kal Kan, Fernley

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.

Ray Bacon,
Executive Director
Tel: 775-882-6662
Fax: 775-883-8906

Nevada Manufacturers Association
780 Pawnee Street,
Carson City, Nevada 89705-5338

**Complimentary
Financial Analysis**
(\$300 value)
for the first 10 businesses
who contact
Max Gregorich,
Project Manager
at 702.895.4998



SOUTHERN NEVADA FOCUS COURSES

Facility Operator Certification For Utility Systems

This series of courses can lead to facility operator certification. One day courses include continental breakfast (begins at 7:00 a.m.), lunch, refreshments and free parking. Each course begins at 7:30 a.m. and concludes at 4:00 p.m. and is held at the UNLV Stan Fulton International Gaming Institute, 801 E. Flamingo Road, Las Vegas, Nevada. NSHE awards 0.7 CEU and 7 PDH per course with certificate. Discounts may apply. Register online at www.nvfocus.com, and select the Southern Nevada link.

FOCUS TRACK I

November 27: Electrical Systems – Part II

- Electrical Control Circuits
- Motor Theory/Motor Selection – Start/Stop/Ladder Logic
- Electrical Motors - Variable Speed Drives
- Low Voltage Systems – Telecommunications, Security, & Fire Alarms

January 22, 2008: HVAC – Part I

- Central Plant Boilers, Chillers, and Cooling Towers
- Hydronic Systems, Pumps, and Treatment
- Air Handlers – Constant and Variable Air Volume (VAV)
- Testing, Adjusting, and Balancing – Air and Water Systems

February 19, 2008: HVAC – Part II

- HVAC Systems and Controls – Electric, Electronic and Pneumatic
- Ventilation
- Indoor Air Quality
- Housekeeping and Cleanliness – Equipment, Filters, and Coils

March 18, 2008: Energy Management Systems (EMCS)

- Why EMS - What It Can Do for You
- Data Visualization – Optimizing EMS Capabilities
- Energy Management – Optimizing Utility Rate Structures
- Computerized Maintenance Management Systems (CMMS)

April 15, 2008: Cx and Operating to Code

- Code Interpretation – UMC, IBC/UBC, NEC, UPC and ADA
- Understanding Theory Behind Fire and Life Safety Codes
- Code Requirements for Indoor Air Quality -- ASHRAE
- Fundamentals of Design – Electrical, Mechanical, and Plumbing Systems

May 20, 2008: Energy Conservation

- Energy Conservation Measures That Work for You
- Identifying Common Energy Waste
- Water Efficiency for Building Operations
- Compressed Air Systems

FOCUS TRACK II

November 29, 2007: Energy Conservation

- Energy Conservation Measures That Work for You
- Identifying Common Energy Waste
- Water Efficiency for Building Operations
- Compressed Air Systems

January 24, 2008: Innovative Management Principles

- Identifying What Motivates People – Behavioral Modification
- Managing for Energy Efficiency – Eliminating Wasteful Practices
- Project Management Systems – Software That Works
- Project Scheduling Fundamentals

February 21, 2008: LEED and “Green Building” Concepts

- Design Goals and Project Objectives
- Integrating Concepts into Projects
- Alternative Energy Sources
- Passive Energy Conservation Measures – Thermal Envelope Systems

March 20, 2008: Project Economics

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

April 17, 2008: Operations and Maintenance

- Preventive Maintenance – Operations, Education, and Training
- Thinking Beyond Your Specialty – Extending Equipment Life
- Building Support for Your Cause – Increasing Awareness
- Emergency Power Operations and Stand-By Generation
- May 22, 2008: Building Quality Into Your Systems
- Continuous Quality Improvement – Ongoing Evaluations
- Inspections and Standard Practices That Work for You
- Functional Testing – Developing a Deficiency List
- Safety in the Workplace – Your Primary Consideration

June 19, 2008: Building Commissioning and Stewardship - Formerly Capstone Course.

- Stewardship – Sustaining the Effort
- How to Commission a Building
- Thinking Out of the Box

Just In Time

By Max Gregorich

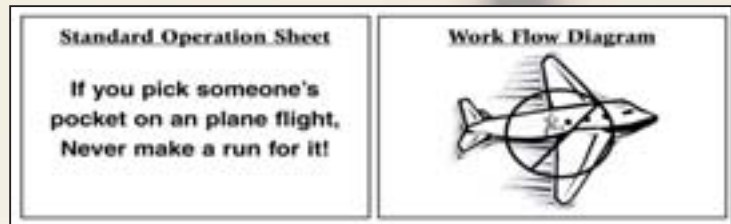
To Standardize...or Not to Standardize That...Is Some Question!



OK. Some things are obvious. However, when you are trying to mix people, materials, processes and technology for the sake of accomplishing work in the most efficient way, I suggest creating "standard operations" because everything ... is never obvious ... or simple enough for everyone to remember.

In my past columns, we've discussed Value Stream Mapping, 5S, Visual Management, Quick Changeover etc...all in the name of identifying and eliminating waste. If you've been paying attention, you'll know that waste is what your customer will not pay for ... but you will. Like it or not.

So, once you've created a "future state map" that has eliminated identified waste, you must train employees on the new "documented" procedures. Key word: "documented." Why document? Simple: The cost of cross training and training new employees will be significantly reduced and errors will no longer consume management's time. They should have better things to do anyway. Like trying to figure out how to beat the competition that already uses standard operations.



Here's how:

1) Establish your improvement team and have them: 2) determine your takt time (takt time = available daily production time / required daily quantity of output), 3) your cycle time (the time it takes to successfully complete the tasks required for a work process), 4) your work sequence and 5) the standard quantity of your work in progress. Armed with that data have them 6) prepare a standard workflow diagram and 7) a standard operation sheet. And finally 8) establish a continual improvement plan.

Join me here next month when we'll begin to examine the components of the "8 steps to standard operations."

Questions? Need help? Call 702-895-4998. It's a direct line to the author.

Max Gregorich is a *Project Manager* for the Management Assistance Partnership (MAP).

MAP Lean Manufacturing Programs That Work!

Lean Manufacturing 101 Workshops

Northern Nevada (one day) **Lean Series, LE101**

MAP Northern Nevada will be conducting the popular one day Lean Manufacturing workshop October 18 at TMCC Meadowood located at 5270 Neil Road in Reno. Join other leading manufacturers in the Reno area and learn how to improve your profitability. The workshop is designed for owners, operations managers, production supervisors, leads and ALL company employees responsible for improving efficiency throughout the business! 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. Fee: \$250.00 includes lunch and materials. Registration includes lunch and materials. Register online at www.mapnv.com.

Lean Manufacturing 101 Workshops -

Southern Nevada (one day) **Lean Series, LE101**

MAP Southern Nevada presents the popular one day Lean 101 workshop on November 14 at CSN Sahara West Campus: 2409 Las Verdes Street, Las Vegas. The Workshop is designed for

owners, operations managers, supervisors, lead persons and others who contribute to efficiencies in the factory or office. Reinvent profit making opportunities. World class companies use these Lean Manufacturing principles to gain a competitive edge and higher profit. Registration includes materials, continental breakfast, lunch and snacks, plus The LEAN ENTERPRISE Memory Jogger booklet as a continuing resource guide. Topics to include: more throughput, less inventory, lower labor costs, higher quality, less scrap, customer satisfaction, safer work place, neater work place.

Outcomes from taking the workshop include:

- * Learn how to get rid of the 8 common sources of waste.
- * Use a "hands-on" workshop to experience the transition to Lean Manufacturing.
- * Develop a "specific" project for your company as a class project.

Fee: \$299.00 includes materials, resource guide, continental breakfast and lunch. Register online, at www.mapnv.com, "Lean Manufacturing Workshops & Seminars," Southern Nevada.



Isn't it about time...

...you knew what your boss knows?

Industry experts...

Real world knowledge...

Tomorrow's skill set, today...

Join us today at www.apics-nors.org to find out about the new CSCP and industry renown CPIM certifications and how APICS can get you the skills and knowledge sought after by today's top employers.

The industry's premier knowledge base, instructors, and curriculum are waiting for you.

www.apics-nors.com





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

4505 Maryland Parkway, Box 451076
Las Vegas, Nevada 89154-1076

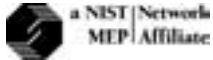
Call MAP toll-free: 1-800-637-4634
from within the 775 or 702 area code.

Terry Culp - Business Manager / Managing Editor
Off: (702) 895-2615 Fax: (702) 895-3000
culp@mapnv.com

Sandy Haslem - Director
800 Haskell: (775) 784-1935 Fax: (775) 327-2266
shaslem@mapnv.com

Jeff Lawrence - Operations Manager. Northern Nevada
Off: (775) 856-5315 Fax: (755) 856-5320
jlawrence@mapnv.com

The Industrial Extension Program of the
Nevada System of Higher Education.
MAP is an affiliate of NIST MEP.



IN A WORLD OF CONTENDERS MAP BUILDS LEADERS

Since 1995, we've helped over 500 Nevada Companies improve their productivity, reduce their costs and enhanced their business. With 75% repeat business, we must be doing something right.



Visit our website at
www.mapnv.com
for our client success stories
and the \$477 million dollar
positive impact MAP
has generated for the
state of Nevada.

**Call us today at
800-637-4634.**



The Industrial Extension Program of the
Nevada System of Higher Education.