

MALTA 2011

LEAN BUSINESS EXCELLENCE

- advanced executive education -

First time in Malta

**Dr. Carlo Scodanibbio
and
Ing. Joseph Micallef**

jointly present:

“a modular and most comprehensive training program on lean management principles for the industry within the Maltese islands and neighbouring countries”

Training Event 08:

“LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT”

For the Manufacturing Industry

10-12-14 October 2011 – Malta Enterprise – Malta

an intensive 2-day course on how to plan lean production and effectively manage the entire value-chain in the manufacturing industry with a style suited to the turbulent and volatile times ahead

with thanks to:



LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT

A 3-Day Course Developed And Presented By:

Dr. Carlo Scodanibbio – Ing. Joseph Micallef
email: carlo@scodanibbio.com jmicallef@theiet.org

<http://www.scodanibbio.com/malta2011/>

LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT

Foreword .

*“We are what we repeatedly do.
Excellence, therefore, is not an act, but a habit.
Aristotle”*

FROM THE DESKTOP OF DR. CARLO SCODANIBBIO AND ING. JOSEPH MICALLEF

Dear Delegate(s),

Lean Thinking is changing the way organisations operate. No longer stuck in the paradigm of “mass” thinking many enterprises, including service and project-driven companies as well as governmental bodies/institutions, have tried to adopt some portions of the Toyota Production System, the Lean philosophy. Many have failed. Many have rushed off, taken a course and pronounced themselves LEAN. Yet very few have tested the depths of overall performance enhancement and added competitiveness possible with a complete change of paradigms in the “lean” direction.

Production Planning is a delicate issue: researches and case studies have shown that, in “traditional” enterprises, “traditional” production planning methods and software may contribute substantially to perpetuate an inadequate situation and, most important, waste of all sorts.

Many enterprises, in despair, have tried to undergo the Lean road whilst maintaining and keeping alive their “traditional” methods – including production planning methods – to discover very rapidly a total failure of the lean project. The net conclusion? They have gone back even more rapidly to their “comfortable” but no longer adequate model. A tremendous vicious circle!

Can that be afforded any longer?

Similar comments can be made for the way “traditional” manufacturing enterprises manage their **Value-Chain**, both on the Supply-side and on the Demand-side. Those that have implemented some Lean Manufacturing in their production system, still struggle to convert Lean principles for deployment on the **Supply-side**: in management of Suppliers, Sub-Contractors and – in general – in Procurement. “Traditional” approaches, style and bureaucracy – not to mention paperwork – are still alive and kicking....

On the **Demand-side**, from product development to logistics/distribution to after-sale service, old adagios are still predominant: all there is but a smooth, flowing stream of information and goods – and wasted resources and methods may still reach very high proportions.

Can that be afforded any longer?

This course will be a shocking course for many of you. Because it demystifies all traditional principles of the first industrial revolution on which the majority of manufacturing enterprises, still today, are built or around which they operate. By presenting the philosophy of the second industrial revolution (the lean revolution) and the main tools and disciplines readily available to all manufacturing enterprises to perform in an “excellent” status, this course is a door-opener to lean practices for whoever is:

- ready to listen to the message
- prepared to abandon obsolete principles, formulas and approaches
- willing to get to “lean” status.

This course will prove that there is a road to Lean for all manufacturing enterprises, provided that:

1. a gradual but global cultural shift takes place
2. traditional methods are gradually replaced by lean manufacturing methods – and
3. in parallel, the overall approach to production planning all along the value chain switches gradually over to lean planning principles.

We **GUARANTEE** that you will leave this workshop with the knowledge and tools to improve the value proposition of your organisation!

Dr. Carlo Scodanibbio and Ing. Joseph Micallef

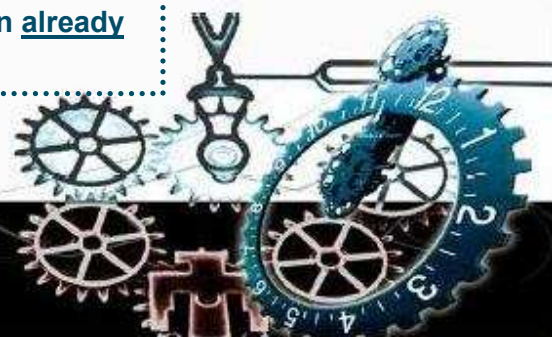
Lean isn't an option any more - it's a necessity!!!

This course is designed to give participants from the Manufacturing Industry a practical, “hands-on” presentation of Lean Production Planning and Lean Value-Chain Management methods suited to operate effectively in an already Lean environment or in a situation aiming at Lean status.

Course Trainers:
Dr. Carlo Scodanibbio and Ing. Joseph Micallef - Independent Consultants

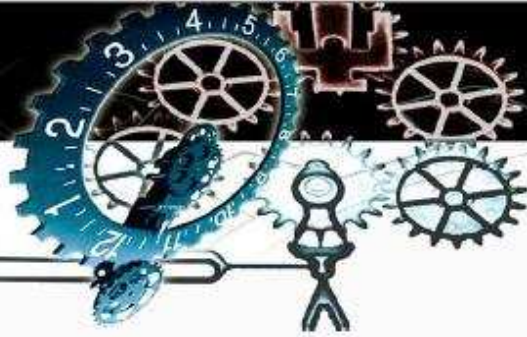
Course Dates:
10-12-14 October 2011

Course Venue:
Malta Enterprise – Malta



LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT

Course Outline .



Manufacturing Yesterday – Manufacturing Today And Tomorrow

- The main parameters of change – the market change – the impact on manufacturing operations
- Manufacturing Operations: definitions – main parameters and metrics.
- Understanding “*takt-time*”, “*throughput-time*”, *WIP* (work-in-progress) and their inter-relationships
- The fundamental difference between “*Catalogue*” Manufacturing and “*Contract*” Manufacturing.
- Manufacturing styles: “PUSH” and “PULL”. Movie time: effects of the “push” method - the “stock” issue – case studies.
- Manufacturing Methods: “BATCH/LINE” vs. “FLOW” - The *Small-lot Production System*: the smaller the lot, the less the waste! Movie time: one-piece flow vs. batch production - case study.

Production Planning Yesterday (“Traditional” Planning)

- MRP: Materials Requirement Planning – overview
- MRPII: Manufacturing Resources Planning – overview
- CRP: Capacity Requirements Planning - overview
- ERP: Enterprise Resources Planning – overview
- Other Planning methods: overview

World Class Manufacturing Operations

- Understanding the scenario after the change. Understanding the new Market’s features.
- Manufacturing Performance today: the prerequisites.

The Impact Of Lean Thinking And Value Adding Management In The Manufacturing Industry

- Focusing on the productive processes to maximise the output value.
- What is **waste**: classification of waste
 - Identifying waste in Manufacturing Operations – Movie time: “spot the waste!” - case studies. Halting waste proliferation - Reducing waste - Eliminating waste
- **Lean Manufacturing** and **Continuous Flow Production**, or Manufacturing with no waste.
- Why “traditional” planning methods are no longer adequate: even worse, they may contribute substantially to perpetuate a wasteful situation! What needs to be changed. Remember: a manufacturing enterprise is like a “*lawn mower*”! The consequent limitations and constraints.

Lean Productive Systems – The Planning Approach

- The Kanban approach to pull production.
- Why the Kanban method is no longer to be considered “lean” and in which cases it should be adopted. Towards Lean: “**Intelligent**” Kanban and Paced Withdrawal.

- Planning for *Continuous Flow Production*: “*simple is better...*”, “*...simple is beautiful!*”
- **Flow Production** golden rules: the *macro-mix/micro-mix* planning approach.
- How to reduce drastically all lead times through Flow Production: “*produce today what your customers ordered yesterday*”.
- How to cope with high demand volatility and variability through Lean Production and Lean Planning.

How to Deploy Lean Planning Techniques In The “Catalogue” Manufacturing Industry

- Starting from the top or from the bottom?
- Can Flow Production be extended factory-wide? The mixed “*push/pull*” compromise.
- Where and how to position the “*coupling*” between the “*push/batch*” and the “*pull/flow*” systems
- Basic Lean and Continuous Flow principles for the Continuous Process manufacturing industry and the highly mechanised/automated factory.

How To Switch-Over From Traditional Planning To Lean Planning: Value Stream Management, A Global Approach To Lean Planning

- The **Value Stream Mapping** technique: a practical deployment of all Lean Disciplines in an integrated fashion. The *Flow of Materials* and the *Flow of Information* in the “present” state and in the “future” state: an integrated guideline to future, **Lean Production Planning**.

The Lean Value Chain and Lean Production Planning

- Understanding the “*Value-Chain*” principle in manufacturing and its strategic role both in the “*supply*” side and the “*demand*” side
- Lean Supply Side: new relationships with suppliers and sub-contractors - Suppliers evaluation, classification, rating and grading: overview - Lean approaches to Supply Chain management - Integration of Suppliers and Sub-Contractors in the Production Planning Process. Is “*co-makership*” suited to you?
- Lean Demand Side: the integration of Distributors, Wholesalers and Clients in Product Development and Production Planning – the QFD (**Quality Function Deployment**) approach, or “*listen to the voice of the customer*”.
- Lean Logistics: how to cut drastically all waste inherent in logistics on both the supply and demand side – case study.

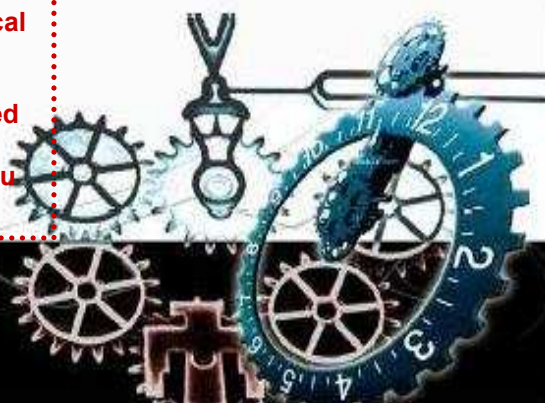
Lean Production Planning: The Software Issue

- Why Traditional Production Planning and Control Software is nowadays considered inadequate. Case study: can IT become a major draw-back for an enterprise aiming at world-class status?

This highly interactive course is designed to provide participants with practical and ‘hands-on’ insights on Lean Production Planning and Value-Chain Management practices, along with effective tools & techniques to achieve desired outcomes through practical case studies and live simulations. Derived from Dr. Carlo’s extensive experience on Lean processes, this course will be conducted with a highly engaging and result-oriented approach that gives you immediate and substantial practical know-how.

Course Dates:
10-12-14 October 2011

Course Venue:
Malta Enterprise – Malta



LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT

Course Outline .

An excellent course. It has opened my eyes to a lot of weaknesses in my plant. I go away with a lot of things to do!

[Partha Mazumdar – Factory Manager – Polymer Concrete Industries – Kitwe – Zambia]

- “Transition” SW for switching-over from Traditional Production Planning to Lean Production Planning: “paper-less” and “wip-less” Kanban, or “how to transform an existing, “push” style, MRP-based Production Planning system into a “pull”, Kanban-based system first and then, gradually, into an “Intelligent Kanban” and eventually into a “Continuous Flow” type of Planning system.

Specific Lean Planning Methods for “Contract” Manufacturers

- Contract Manufacturing is **Project Work!** As such, it cannot be planned with “traditional” planning techniques!

- **Lean Planning** - workshops and case studies. The concept of the **Last Planner**: how to eliminate all waste in Project/Contract Manufacturing works.
- How to make contract work flow, work-package after work-package - how to conceive “realistic assignments” – how to plan them – how to assure a high PPC (*Percent Plan Complete*) – how to improve the PPC even further by using the *5Why* technique.
- Movie Time: a world-class contract-driven enterprise - case study.

Lean Production Planning – Lean Value-Chain Management: a cultural revolution!

An excellent course. It has been able to:

- Reveal the truth about any traditional manufacturing environment’s weakness
- Demonstrate how simplicity and creativity can help us work more effectively first and more efficiently second....

[Ziad Debbas - Business Development Manager - Debbas Holding Sal – Beirut - Lebanon]

WALK AWAY HAVING A POWERFUL GRASP OF WORKING SKILLS TO:

- **Understand** the remarkable differences between “traditional” and “leaner” production planning methods, seeing the limitations of the former and the benefits of the latter, which is best suited to the modern manufacturing industry and vital to survive in turbulent and volatile-demand times.
- **Get acquainted** with core principles of the Lean philosophy and its repercussions on the way manufacturers plan and operate.
- **See** how vital a global attention to “value” is in the manufacturing industry and how important it is to reduce drastically any form of waste in order to face more confidently the way ahead.
- **Get** practical criteria to identify, in your own manufacturing concern, those processes in which Lean Manufacturing techniques could be implemented smoothly in parallel with a Lean Production Planning approach.
- **Visualise** the path to specific lean planning approaches suitable for “pull” and “continuous flow” production – and the way to tackle the “transition” between “traditional” and “lean” methods and planning.
- **Get hints** on how to modify gradually a “traditional” IT system suitable for “push” production switching eventually over to a “leaner” one capable of catering for Lean production.
- **Grasp** ways of expanding the “lean” approach all along the value chain, integrating gradually suppliers and sub-contractors on the supply side, as well as distributors and clients on the demand side; for enhancement of value-added and drastic reduction of waste throughout the chain.
- **Understand** the difference between “catalogue” manufacturing and “contract” manufacturing, and **learn** specific planning methods suited to the latter style of manufacturing.
- **Be satisfied** that without a solid cultural revolution no manufacturing enterprise can face effectively the challenges of the new millennium and aim at excellence or, at least, survival.

An excellent course. The ideas presented during the seminar and the methods for their application have changed my approach to the whole manufacturing concept.

[Philip Neocleous – Director - S.S. Neocleous & Sons Ltd – Nicosia - Cyprus]

An excellent course. I sincerely enjoyed and gained a lot out of these last 3 days. I thank you sincerely.

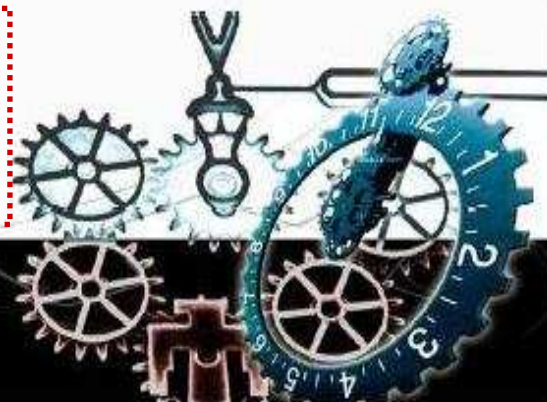
[Neville Olivier – Production Manager – Mecer Computers – South Africa]

Training Grants ranging between 60 and 80% may be made available to eligible enterprises through the Training Aid Framework (TAF) Scheme administered by the ETC.

Deadline for Training Grants Application: 16 September 2011.


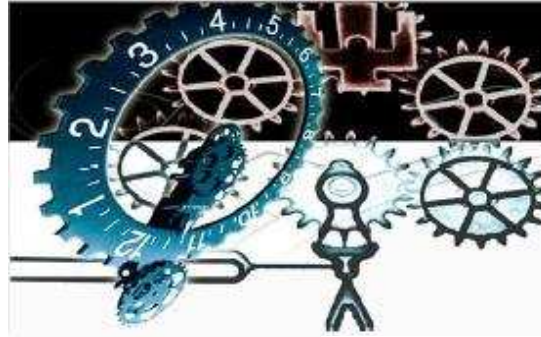
NB: the onus of enquiring about and applying for Training Grants rests vested with your Organisation.

“ if it doesn't add value, it is waste ”



LEAN PRODUCTION PLANNING & VALUE-CHAIN MANAGEMENT

About your Facilitators .



Ing Joseph Micallef graduated in electrical engineering from the University of Malta in May 1992. He has been involved in the manufacturing industry since 1990. Initially starting his career within the medical devices and plastics processing manufacturing sector, he later moved on within the electronics manufacturing sector. Throughout his career, Joseph has had experiences in a variety of industrial and automation processes, research and development projects, various manufacturing processes and occupied senior technical and management roles in research and development, process control, quality management, occupational health safety and business process management. For over these last c. 14 years, Joseph has been occupying the position of Quality Manager within a very dynamic high tech electronics manufacturing industry sector. Apart from his broad industrial experiences gained through the last c. 20 years, Joseph has also paralleled his experience within the services sector through his various freelance projects which he has undertaken since the year 2000 when he had ventured into the freelance consultancy and mentoring/training business. Joseph's career spreads primarily in Malta, but he has been assigned several projects and training opportunities in various countries within Europe (UK, Scotland, Belgium, France, Finland, Italy), the US (Jacksonville, Houston) and the Middle East (Egypt). Ing. Joseph Micallef is a corporate member of a number of institutions.

In particular he is registered Chartered Engineer with the Engineering Council (UK) – *C.Eng.*, corporate member in the Institution of Engineering and Technology (UK) - *M.I.E.T.*, European engineer through FEANI – *Eur.Ing.*, and warranted member within the Chamber of Engineers (Malta).



Dr Carlo Scodanibbio is an internationally renowned Trainer, Speaker and Industrial Consultant with over 40 years of experience in Plant Engineering, Project Engineering, Project Management, Industrial Engineering and Operations Management. A free-lance Consultant since 1979, he has worked in a wide spectrum of companies and industries in many Countries including Cyprus, Italy, India, Saudi Arabia, Malta, Namibia, Kenya, Botswana, Malaysia, Mauritius, Romania, Turkey, Lebanon and South Africa. Carlo has co-operated, inter-alia, with several organisations such as Italian Chambers of Commerce and Industry, Cyprus Chamber of Commerce and Industry, Cyprus Productivity Centre, Malta Federation of Industry, Malta Chamber of Commerce and Industry, Mauritius Employers' Federation, Romanian Paper Industry Association, United Nations Industrial Development Organisation, Federation of Kenya Employers and University of Cape Town.

An excellent course. I believe that any seminar whichever must be conducted by someone who is capable, has true art of teaching, brilliant, ready to help, smart to the point, assuring, good observer, and with comprehensive knowledge, as Dr. Carlo Scodanibbio. I have enjoyed the course and learnt to my entire satisfaction. [S Eraddun, Desbro Int., Mauritius]

Enthusiastic, optimistic and a dynamic facilitator, Carlo has been a frequent instructor and speaker at seminars and courses attended by well over 15,000 participants. Carlo, holds a doctor degree in Electrical Engineering from Politecnico di Milano, and has written numerous articles and research papers which have been actively published in many manufacturing newsletters, bulletins and international magazines.

Who Should Attend This Prestigious Event:

Plant/Factory Managers, Manufacturing Directors/Managers, Operations Directors/Managers, Production Directors/Managers – Production Planners and Supervisors – Procurement Managers – IT Managers - Marketing and Commercial Managers – Logistics Managers and Supervisors – Product Development, R&D and Process Engineering Managers: from all manufacturing enterprises (catalogue – contract – continuous process – labour-intensive – technology-intensive – etc.) (**Malta & neighbouring Countries**).

The very small enterprise (up to 20 employees) as well as small Contractors will particularly benefit from participating in this course.

A 3-day Training Event dedicated to Manufacturing Organisations of all types and sizes

Timings:

Registration will be at 08:00 on each day with the course beginning at 08:30. There will be a 15min break for refreshments in the morning and the afternoon (at approx. 10:15 and 15:15 respectively) and lunch will be served at 12:30. Each course session will conclude at 17:00. All timings are approximate due to the interactive and intensive nature of the course.

An excellent course, it was an eye opener

[Ernst Mathias - Manager, Projects - National Housing Enterprise - Windhoek – Namibia]





Registration .

Online Registration: <http://www.scodanibbio.com/malta2011/onlinereg/08.html>

Course Fees, Discounts, Terms and Conditions

Fees and Discounts Structure (prices are per Delegate excluding VAT)

<input type="checkbox"/> Price per 1 Delegate	€490-00
<input type="checkbox"/> 2 Delegates: less 5%	€465-00
<input type="checkbox"/> 3-5 Delegates: less 10%	€441-00
<input type="checkbox"/> 6-9 Delegates: less 15%	€416-00
<input type="checkbox"/> 10+ Delegates: less 20%	€392-00

Deadline for Course Registration: 3 October 2011

Early Bird Registration

Register and settle Training Fees by **12 September, 2011** and get **an additional 10% discount** on the applicable price (as per Fees Structure)

Loyalty Discount (*)

Organisations that participated in the Launching Conference 21st June 2011 qualify for an extra, overall **10% Loyalty Discount**

Please complete and sign this Form, scan it and email it to jmicallef@theiet.org or carlo@scodanibbio.com

DELEGATE/S DETAILS (in BLOCK CAPITALS) (more than 5 Delegates: please add separate schedule)

- 1 Delegate Name _____
Position _____
Email _____
- 2 Delegate Name _____
Position _____
Email _____
- 3 Delegate Name _____
Position _____
Email _____
- 4 Delegate Name _____
Position _____
Email _____
- 5 Delegate Name _____
Position _____
Email _____

ORGANISATION DETAILS (please write in BLOCK CAPITALS)

Organisation _____
Nature of Business _____
Address _____
City _____ P/Code _____
Country _____
Phone _____ Fax _____
VAT Number _____

We are registering ___ Delegates @ € _____/each
Total amount € _____
Less 10% Early Bird Discount € _____
Less 10% Loyalty Discount (*) € _____

Net amount to be invoiced (excl. VAT) € _____

Authorising Manager

Name _____ Position _____

Date _____ Signature _____

(This Registration is invalid without a signature)

Training Grants ranging between 60 and 80% may be made available to eligible enterprises through the Training Aid Framework (TAF) Scheme administered by the ETC. Deadline for Training Grants Application: **16 September 2011**. NB: the onus of enquiring about and applying for Training Grants rests vested with your Organisation.

TERMS OF PAYMENT

Fees include: participation to the 3-day Course "Lean Production Planning & Value-Chain Management" to be held at Malta Enterprise on 10-12-14 October 2011 – Refreshments and Lunches – Course Notes and Documentation – **Certificate of Achievement** (*Certificate of Successful Completion*, against satisfactory results in the course's tests and exercises) signed by Dr. Carlo Scodanibbio and Ing. Joseph Micallef – One free e-consulting Advice by Carlo Scodanibbio and/or Joseph Micallef. Upon receipt of a duly completed and signed Registration Form, a **Confirmation Letter** and **Invoice** will be sent to you by the organisers. Payment of Course Fees is strictly **on presentation** and is required **within 5 working days** from date of Invoice.

METHOD OF PAYMENT

Payments may be done by cheque or Bank Transfer in favour of Ing. Joseph Micallef, who acts as the official Course Organiser.

To arrange for payment after receiving **Confirmation Letter** and **Invoice** kindly contact Ing. Micallef directly on (+ 356) **9982 2244** or email jmicallef@theiet.org

CANCELLATION POLICY

All Cancellations of Registrations must be made in writing. Due to contractual obligations, a cancellation charge of 30% of the invoiced amount applies if the cancellation is received 10 days or less before Course starting date. However, a complete set of documentation will be sent to you. Substitutions are welcome at any time. Should the course be cancelled by force-majeure or for any other reason, you will receive a **full refund** of the paid Fees.

<http://www.scodanibbio.com/malta2011/>