

Learn from the experience of some of the regions most successful manufacturing businesses.

This quarter includes a range of best practice topics that will help give you an insight into how other local manufacturers are using specific tools and strategies to improve their performance.

The Inside Industry programme is designed to work for you - if there are any particular topics you would like to see listed in the future, please let us know and we will do our best to arrange a suitable host company.



Take away valuable lessons to help you improve the competitiveness of your business.

Forthcoming Factory Visits:

Host	Topic	Location	Date	Time
Darron Tools	Culture Change Leading to a Lean Environment	Sheffield	18 June 2008	9.00 - 12.30
Pace	Protecting Your Copyrights, Patents and Trademarks	Saltaire	23 Sept 2008	9.00 - 12.30
ProCo	Creating a Team Oriented Culture	Sheffield	01 Oct 2008	9.00 - 12.30
Chapmans	The Motivation for Lean	Sheffield	08 Oct 2008	9.00 - 12.30
Kostal UK	Lean Manufacture, Lean Thinking	Rotherham	Date TBC*	9.00 - 12.30
Sound Leisure	Innovation in Manufacturing	Leeds	21 Oct 2008	9.00 - 12.30

*check website for date



Don't Miss Out...

Select a factory visit that interests you and pay £95.00+VAT. Book more than one person on a factory visit and pay £95+VAT for the first person, and £50+VAT for every additional person

Visit **InsideIndustry.co.uk** or call **0870 125 3311** to get full details of forthcoming factory visits and to book your place

Chapmans

Sheffield-based Chapmans Ltd is a family owned manufacturer of wear resistant pressings and fabrications mainly for agricultural machinery. To gain competitive edge, the company has now begun to apply its expertise into developing products for a wider range of industries including grass care, mining, road-laying and recycling.

The decision to drive forward with a Lean approach was brought about by dynamic changes to the market, meaning customers were demanding a Just In Time (JIT) response. As traditional orders reduced and new international markets opened up, Chapmans were forced to revisit their entire model, their culture, style and process of working.

After making a strong start at Lean, the company was hit severely by the floods of June 2007 which halted production for nearly 8 weeks. The key to getting the business back on track has been to keep the shop floor team fully involved from day one, including a thorough clean and refurbishment of machines, helping to create a real pride in the improved working environment.

Chapmans now views continuous improvement as integral to its development, and has even created a cost centre in the budget dedicated entirely to Lean. So far 15 people have been trained in Lean to NVQ level 2, and a Lean 'champion' is working full time to drive new changes.

On this visit, Chapmans will share with you how they have used negative circumstances to their advantage, harnessing the support of their workforce to create a Lean 'platform' for making realistic and sustainable improvements to drive the business forward.



Pace

Based in Saltaire, Pace plc is a leading technology developer for the global payTV industry. The company's main focus is on creating intelligent and innovative products and services for its customers, fuelling the development of digital TV. For the past 25 years, Pace has developed one of the world's most experienced specialist engineering teams and is now an internationally recognised partner of choice for leading payTV operators.

In a technically advanced market, demand is driven by increasing competition between payTV providers and new entrants. Pace has to stay ahead of the game when it comes to new product design and has worked closely with its internal and external lawyers to ensure its intellectual property rights are protected and enforced where necessary. The company has recognised that intellectual property rights are as much about strategy and enforcement as they are about the rights themselves, and uses them both to protect its assets and to gain competitive advantage.

On this unique visit, hear from both Pace and Brook North Solicitors about how to use a number of aspects of intellectual property to help you safeguard your ideas and brands, and even boost profits.

Pick up top tips on preventing your competition from getting too close to your activities, as well as learning how to attack others who use your rights.



ProCo

Based in Sheffield, ProCo is a modern print company providing individual solutions for its customers using advanced printing technology. Its services include litho printing, direct mail, digital print, database management and online ordering. In an extremely competitive industry, ProCo maintains its competitive edge by providing a 'high quality' service and individually tailored marketing models for its customers.

In 2004 £3m of investment was pumped in to create the ProCo re-brand, completely transforming the direction of the business.

ProCo is now a totally people-focussed operation, having put tremendous effort into empowering its workforce to run their own departments and take responsibility for measuring their own targets. Each team has been involved from the start in determining what should be measured and how, preparing weekly visual evidence of their KPIs to help the management team spot anomalies and identify potential improvements.

Transparency and communication are taken very seriously, helping to minimise the time wasted in meetings that do not add value. Everything is measured and controlled on ground-level, from energy usage, to machine downtime, to staff absence. Far from fuelling blame culture, visual management allows the management team to spend their time making strategic decisions, and leave the running of the business in the capable hands of its team.

On this visit, you will see ProCo's unique 'team' approach to modern manufacturing. Pick up useful tips on getting the most from your people to help your business run more efficiently.

Visit **InsideIndustry.co.uk** or call **0870 125 3311** to get full details of forthcoming factory visits and book your place

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Booking Form

FACTORY VISIT

(£95 + VAT per delegate)

(please indicate which factory visit you wish to attend)

Darron Tools	18 June 2008	<input type="checkbox"/>
Pace	23 September 2008	<input type="checkbox"/>
ProCo	01 October 2008	<input type="checkbox"/>
Chapmans	08 October 2008	<input type="checkbox"/>
Kostal UK	Date TBC*	<input type="checkbox"/>
Sound Leisure	21 October 2008	<input type="checkbox"/>

COMPANY INFORMATION

(please provide us with the following information about you)

Company name:

Company address:

Postcode:

Email:

Telephone:

Nature of business:

No of employees:

Turnover:

Name of person making this booking:

Name(s) & Job Title of person(s) attending the factory visit:

(Discount of £45 for each additional delegate)

**Before making a booking, please check availability
on our website www.insideindustry.co.uk**

CLIENT SIGNATURE

(please sign to confirm the information you have given above is correct)

Signature:

Print Name:

Date:

Please fax your completed booking form to **0870 125 3312**
or post it to:

Inside Industry
c/o The Manufacturing Advisory Service (Yorkshire & Humber)
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Leeds LS7 4HZ

Alternatively, log on to www.insideindustry.co.uk and book online

Thank you for completing the booking form. We will make
contact with you over the next 5 days to process your booking.