

3-PART WEBINAR



Association of Independent
Corrugated Converters

Creating a Manufacturing Business Plan and Tracking Performance Against it

Presenter: Jack Keller

All webinars begin at 11:30 am EST

(These webinars are 60 minutes long.)



Jack Keller is CTI's Senior Business Consultant, who with over 39 years in the Container Packaging Industry, now works alongside CTI's leading development team in enhancing and extending their current product line and consulting services. Experienced in all phases of the industry, Jack has held positions in Manufacturing, Controller's Group, Plant Management, and IT.

With industry experience split equally between plant and staff experience, Jack has successfully led large projects for companies such as MeadWestvaco, Weyerhaeuser and International Paper and has designed Waste Management, Cost Estimating, Production Analysis and Performance Management Systems for many major packaging companies.

Building Business Plans and Process Reliability Foundations

*Is everyone in your
organization focused
on the same goals?*

Thursday, September 8, 2011

- What are Manufacturing Business Plans?
- Why are Manufacturing Business Plans Important?
- Creating Manufacturing Business Plans

This webinar is the first in a series of three that explores Manufacturing Business Plans and why they are essential in improving business profits. By creating a manufacturing plan and tracking performance against it, a company can see where it has failed to achieve its predicted results. Detailed data—collected and compared to plan—can lead to the creation of action plans that address the areas where the most profit improvement is possible. This ensures organizations don't spend an excessive amount of time working on problems that have no bottom line effect, yet address the real money issues.

Tracking Performance Against Business Plans and Process Reliability Standards

Thursday, September 22, 2011

Consider that all of the following may curtail your profitability:

- Is marketing providing the agreed upon mix at the required revenue and profit levels?
- Is my tooling department making sure the tools I need are in the required condition at the required location when needed?
- Are my materials suppliers providing subpar materials which are costing me profit?
- Is the shipping department making sure all loads are on a truck, in the right sequence in order to provide excellent customer satisfaction at the lowest cost?

This webinar is the second of a series of three on Manufacturing Business Plans. Once an organization has gone through the business planning process, it will be time to communicate these goals. Everyone in the organization should know what is expected from them and should have easily measurable goals that are synchronized with the overall plan. They should always know what their performance level is and where they have fallen short.

Follow up Communication and Action Plans

Thursday, October 6, 2011

Action Plans are the central method for profit improvement. Only by creating a thorough and detailed business plan will the Process Reliability monitoring direct you to the things that are causing the greatest loss of profit and revenue.

What is a targeted action plan? What must be included in the plan to achieve success? In this webinar, you will learn some of the elements that must exist within an action plan, in order to be successful. They include:

- The plan must be **TARGETED** at an identified problem which is causing loss of revenue or profit.
- The plan must be **DETAILED** in that any activity required is known to the responsible parties.
- The plan must be able to be **TRACKED** without adding extra cost to the system.
- The plan must identify a **SUCCESS POINT** at which the action plan can be retired.

3-PART MANUFACTURING WEBINAR

Don't miss these dynamic webinars taught by a professional in the field.

To accommodate some of your "real-time" challenges and to offer a program that you can schedule around a production meeting, we are bringing you a series of Manufacturing Webinars entitled "Creating a Manufacturing Business Plan and Tracking Performance Against it".

Sign up today! Plan a meeting around the webinar enabling your group to talk afterward and set the stage for improvements.

These webinars are 60 minutes long.

Have questions? Give us a call.

Registration is by location. Each location needs to have a speaker phone, a computer with internet connection, and a monitor or projection screen viewable by all.

Name(s): _____

Company: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Email Confirmation Letter to: _____

Number of people who will be participating on the call: _____

Registration fee: \$450 entire series

- Building Business Plans and Process Reliability Foundations,**
Thursday, September 8, 2011, 11:30 AM EST
- Tracking Performance Against Business Plans and Process Reliability Standards,**
Thursday, September 22, 2010, 11:30 AM EST
- Follow up Communication and Action Plans,** Thursday, October 6, 2011, 11:30 AM EST

To register for the webinar, please fax or email the registration form back to AICC at (703) 836-2795 or email to tpyle@aiccbbox.org. Questions? Email or call Taryn Pyle at (703) 535-1391 or tpyle@aiccbbox.org. Once you have registered, a confirmation letter will sent providing information with dial-in instructions.

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