

# MIDLANDS APICS Professional Development Meeting

## **“Driving Global Operational Excellence with Lean Six Sigma”**

Presented by:

**Mark Beffel**, CPIM  
Manitowoc Company, Wisconsin

**Thursday, February 15, 2007**

Please sign up by **Noon, Tuesday February 13**

*For your convenience register using the email link below..give your meal choice.*  
**sep2@valmont.com**

**Location:** **Dave & Buster's**  
132<sup>nd</sup> & Center in Omaha, NE  
(North of Center, next to “Big Lots” and Office Max)  
**402.738.3915**  
(see map below)

**Cost:** \$20  
**Dress:** Business Casual

**Agenda:** 5:30 pm - Networking (cash bar)  
6:00 pm - Dinner  
6:50 pm - Short Business Meeting  
7:10 pm – Presentation

**Menu: Please select one when you make your reservation**

1. *Grilled Sirloin*
2. *BBQ Chicken/Rib Combo*
3. *Grilled Atlantic Salmon*

*All served with tossed Salad with choice of dressings, potato, vegetable, dinner rolls & butter, coffee and iced tea. Soda extra*

**REGISTRATION (Required):**

Reservations are required for PDMs. We on the Midlands BOD appreciate the fact your schedule is very fluid and that plans change. It would help us immensely if you put your reservation in by the deadline and if plans change, please let us know. The unfortunate fact is that many caterers require a firm commitment on the number of meals 3 days in advance and we are billed for that amount no matter what. So, please keep us in mind if your plans change. It will help us hold down our PDM costs.

*To make reservations for the dinner meeting (please include your meal choice) and (optional) your company. Please email (email is the preferred method) your PDM reservation and meal choice no later than **Tuesday, Feb 13***

Steve will confirm your reservation. Send your reservations to:

**Steve Petersen, Valmont Industries**

Email : **sep2@valmont.com**

Phone : **(402) 359-6067**

Fax : **(402) 359-6203**

# ***“Driving Global Operational Excellence with Lean Six Sigma”***

## **Presentation Details**

***“Quality and efficiency are no longer a strategic advantage. Our customers expect it. Our goal is to exceed our customers’ expectations, and to do it better than our competition. They will not accept or pay for ineffective or poor quality products, services, or processes.***

***Without a common language, it is increasingly difficult to share what we learn or consolidate synergies among operations. Not only do we serve different markets and manufacture different kinds of products but now, more than ever, we speak entirely different languages.***

***For these reasons, The Manitowoc Company decided to adopt Six Sigma as our primary process to improvement. Six Sigma processes eliminate mistakes that create waste. For us, Six Sigma will become the journey (not the destination). This is a long journey and it will not be without some pitfalls. But, in the end, we will be a much better corporation. Six Sigma will become a way of life at Manitowoc.”***

With this letter to all Manitowoc employees in early 2002 from our CEO, we launched our Six Sigma program in North America. From this early beginning five years ago, our Operational Excellence program has expanded to include Lean, Six Sigma, Design for Six Sigma, Safety Management Systems, Project Management, and continues to grow on a global basis. This presentation will review our results, direction for the future, and share best practices.



## **Mark Beffel Biography**

Mark has over 35 years experience in Manufacturing, Engineering, and Operations management with John Deere, Pentair, Lozier, Ingersoll Rand and Manitowoc. Starting his career as an engineer with John Deere, Mark has held positions of Engineering Manager, General Supervisor, Operations Manager, Plant Manager, Director of Operations, Vice President Operations, Vice President Engineering, and currently is the Vice President of Six Sigma at the Manitowoc Company. He is certified in APICS, project management, and is a certified Lean Six Sigma Black Belt and Master Black Belt. Mark holds a BS degree from St. Ambrose University, an MA degree from Marycrest University, and an MBA from the

University of Minnesota.

In 2001 he launched the Six Sigma program at the Manitowoc Company, reporting directly to the CEO. In 2004, the program was taken global, and in 2005 the Lean program was combined with the Six Sigma program as the standard global process for continuous improvement across the company. He has conducted over 30 Belt classes in North America, France, Germany, and China. In late 2006, Mark became the Vice President of Learning and People Development (Chief Learning Officer) and the Lean Six Sigma programs were combined with all global employee training and leadership development programs to institutionalize Lean Six Sigma into The Way We Work at the Manitowoc Company.

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