



A WM production

October 2016

THE

MANUFACTURING

MANAGEMENT

SHOW

CONFERENCE EXHIBITION WORKSHOPS

23-24 November 2016
Ricoh Arena, Coventry

SHOW PREVIEW

Organised by:



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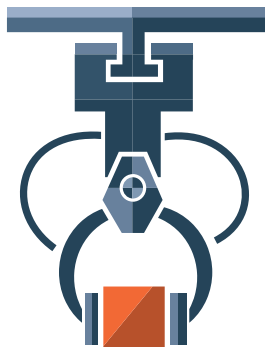
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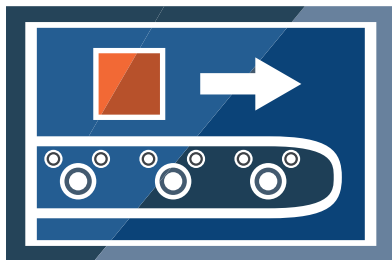
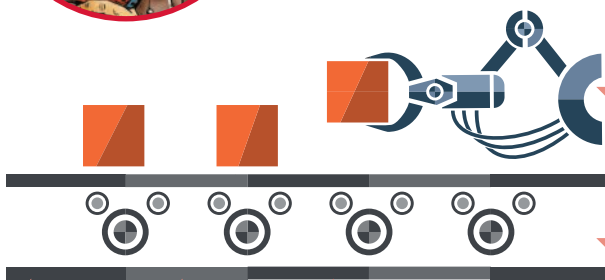
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www.manufacturingmanagementshow.co.uk



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Engaging your brain



Time to hit you with some freestyle rap. Don't worry, you're not in for the worst crime against hip hop since Vanilla Ice. My offer refers to scientific research (<http://tinyurl.com/hoklnpp>) into the brain activity of rappers during performances.

The idea was to create a brain map for creative thinking and our beat loving boffins found the bomb (that's street for cool, if you're uncool like me). Rappers who performed memorized verse over a backing track showed different brain activity to those who improvised.

The spontaneous group registered heightened activity in the medial prefrontal cortex part of the brain (aka the ideas centre) and lower activity in their dorsolateral prefrontal cortex (used for memory, planning and regulation). The results for the rehearsed group were reversed. Scientists concluded that we relax one area of our brain to bolster creativity in another.

So, what an earth has this got to do with persuading you to come to WM's Manufacturing Management Show (MMS) in Coventry next month? Well, word up. Keep doing the everyday tasks in the same old environment and you suppress the part of the brain responsible for innovation.

But, step out of the familiar confines of your factory and embrace this show and you'll boost the neurological pathway to generating some killer kaizen.

MMS is purpose built to kick-start your creative thinking. We have case study presentations (see p36) from frontline operators on overcoming crux manufacturing challenges like skills shortages, machine breakdowns and the roll out of new technology. There's an exhibition, conference and workshops across fundamental topics concerning factory managers (see p39-47). And, suppliers will be on hand with displays of everything from safety gloves to the Raspberry Pi minicomputer.

The following 12-page preview is designed to give you a flavour of what's on at the Ricoh Arena next month. It's then down to you to tune in that medial prefrontal cortex and make a date with MMS on 23-24 November.

Use your head and register now at www.mmshow.co.uk.

Max Gosney **Group Editor**



A manufacturing masterclass

The Manufacturing Management Show will host a stellar keynote conference offering advice on all corners of successful manufacturing management. Max Gosney looks at the line-up



If you want to learn how Toyota fosters a team-first culture or the maintenance strategy underpinning a Coca-Cola plant canning 100 Cokes a second, then book your free ticket to the Manufacturing Management Show conference.

The stage is set for two days of best practice advice across all areas of running a successful manufacturing site. Topics include health and safety, employment law, continuous improvement, materials handling and workforce skills development.

The scope might be wide, but all sessions at the conference will have one thing in common: a focus on providing practical, business boosting advice that you can take away and try back on site.

Day one: tackling skills shortages and new tech

Our programme kicks off on 23 November (9.15am-10am) with a case study of Bentley Motors, who have seized the initiative in the battle against manufacturing skills shortages. The luxury car maker went back to the drawing board with their apprenticeship programme to put a greater emphasis on in-demand production line skills. Tom Russell, senior development officer for Future Talent at Bentley Motors, will reveal how they worked with a local college to do it and the lessons for other manufacturers looking to grow their own.

The Advanced Manufacturing Training Centre will revisit the skills agenda later in the day (1.15pm-2pm). The £36m part industry, part government-funded centre is the UK's flagship facility for advanced apprenticeship training. Apprentices begin with basic training in manufacturing and engineering before getting hands on with state of the art production equipment in areas

such as intelligent automation, additive layer manufacture, robotics, metrology, mechatronics and 3D printing.

How some of those break-through technologies transform the factory environment will be on the agenda for Microsoft's Chandru Shankar (11.15am-12pm). Germany and South Korea have both set out national strategies to force ahead in the creation of smart factories. These sites could be laden with artificially intelligent machinery capable of autonomously 'thinking through' production constraints. South Korea plans 10,000 smart factories by 2020.

The era of free thinking factory kit may be coming. But, for now those conveyors, compressors and packaging machines won't maintain themselves. Developing a more effective asset care strategy will be the theme for Lee Baker, maintenance manager at Coca Cola Enterprises (10.15am-11am). Baker will be discussing a back to basics asset scorecard in operation at Coca Cola's Wakefield plant that ensures the only stop is a planned stop.

Improved energy efficiency is just one of the benefits of establishing a more proactive maintenance approach. And boiler manufacturer, Vaillant (12.15pm-1pm) will be on hand to detail how twinning energy and waste saving initiatives with continuous improvement is another catalyst for cutting your energy bills. Vaillant has reduced water consumption during manufacture by 64%, shrunk waste by 40% and carbon dioxide emissions by near 30%.

After a look at the factory plant: day one rounds off with two sessions looking at those all-important people on the shopfloor. How to better motivate and engage your employees is explored by Jeremy Praud of Lauras International (2.15pm-3pm). Then the focus shifts to creating a healthier, happier and ultimately more productive employee with Beate O'Neil, head of wellness consulting at Punter Southall (3.15pm-4pm).

Tips from JLR and Toyota on day two

As the sun rises over the Ricoh Arena on 24 November, making sure your employees always arrive on site in bright and glowing mood is the first item on the agenda. Nigel Blenkinsop, who heads up operations at Jaguar Land Rover Solihull, will reveal how better engaging the plant's people has been a spur for record-breaking production volumes and enhanced KPIs at the Solihull site (9.15am-10am).

Instilling a 'can-do' culture is also under discussion in the next session as Toyota's Tony Wallis takes to the stage (10.15am-11am). The Toyota Production System is a >>>





Speaker: Tom Russell, senior development officer for Future Talent, Bentley Motors
Topic: Skills
What you'll learn: How to take proactive steps to tackle core skills challenges and work with colleges to tailor an apprenticeship programme that meets your manufacturing needs



Speaker: Chandru Shankar, Microsoft manufacturing industry director
Topic: Industry 4.0 and the smart factory
What you'll learn: What is meant by the fourth industrial revolution and what it means for manufacturing



Speaker: Allan Harley, VPS plant coach, Vaillant Group
Topic: Energy Saving
What you'll learn: How to bolster your energy and waste reduction KPIs by twinning activity with continuous improvement



Speaker: Ken Revell, Atlas Copco
Topic: Maintenance
What you'll learn: How small adjustments to compressor operation and maintenance could result in significant performance gains

benchmark in lean manufacturing excellence. Wallis will look at component parts such as just in time manufacturing and jidoka, as well as the deeper emphasis Toyota on teamwork, respect and nurturing future talent.

What to do when your enlightened aspirations meet with acrimony on the factory floor is the focus of David Beswick's employment law focused session (11.15am-12pm). Beswick will explore the thorny topic of dealing with underperformance and misconduct.

Boosting your continuous improvement programme with Six Sigma will be under discussion with Mark Bown, director of operations excellence at Cummins (12.15pm-1pm). Bown will reveal how the data driven technique for eliminating defects and reveal how Cummins has used Six Sigma to maximum effect by combining it with other lean manufacturing elements.

In the data rich and IP driven environment of manufacturing, cyberattack is a constant threat. Lee Gluyas, partner at Nabarro LLP (1.15pm-2pm) will

investigate the cybersecurity threat a spike in activity targeted at industrial control systems.

But, while you are shoring up your systems against international hackers, don't forget some hidden dangers to factory performance lurking closer to home. The compressor is a fixture of many UK manufacturing sites and provides a power source for tooling and lineside machinery. Yet, it is widely overlooked in the rush to scrutinise OEE and uptime on more prominent pieces of factory plant. Atlas Copco's Ken Revell will detail the simple performance improvements around compressor operation that could save your factory tens of thousands of pounds (2.15pm-3pm).

Attendance of all 14 conference sessions described above is entirely free. However, places are allocated on a first come, first served basis. You can register for one or multiple sessions and the exact mix is down to your own areas of interest. If you are interested in attending then we advise you register at: www.mmshow.co.uk. ■

MMS Conference programme in full

DAY 1 - 23 NOVEMBER 2016

Proactive steps to addressing manufacturing and engineering skills shortages:

The Bentley Motors story

09:15-10:00

Tom Russell, senior development officer for Future Talent, Bentley Motors



Brilliant Basics Maintenance

10:15-11:00

Lee Baker, maintenance manager, Coca-Cola Enterprises



The Internet of Things and the age of the smart factory: are you ready?

11:15-12:00

Chandru Shankar, Microsoft manufacturing industry director, Microsoft Dynamics



Sustainable Lean: How Vaillant, Belper supercharged energy & waste savings by twinning efforts with CI

12:15-13:00

Allan Harley, VPS plant coach, Vaillant Group



Skills for the future: developing the workforce talent for the factory of 2030

13:15-14:00

Neil Fowkes, head of training, Manufacturing Technology Centre



Motivating teams and engaging your people

14:15-15:00

Jeremy Praud, head of UK/Europe, Lauras International



The essential guide to developing a productivity-enhancing Wellness Strategy

15:15-16:00

Beate O'Neil, head of wellness consulting, Punter Southall



DAY 2 - 24 NOVEMBER 2016

Engaging your employees

09:15-10:00

Nigel Blenkinsop, operations director, Jaguar Land Rover



The Toyota Production System: inside manufacturing's most revered operating system

10:15-11:00

Tony Wallis, commercial director, Toyota Material Handling



Unwanted Behaviour - help for managers

11:15-12:00

David Beswick, partner, Eversheds



Combining Six Sigma with other Continuous Improvement methodologies

12:15-13:00

Mark Bown, Director Operations Excellence, Cummins



Cyber Security: protecting your data and IP

13:15-14:00

Lee Gluyas, partner, Nabarro LLP



Smarter strategies for optimised compressed air management

14:15-15:00

Ken Revell, business line manager - Compressor Technique Service Division, Atlas Copco Compressors



Who's exhibiting?

A host of leading manufacturing equipment and service suppliers.

Check out the full list at www.mmshow.co.uk/exhibitor-list

How do I sign up for these sessions? Register for any of these conference sessions when you complete your show registration at www.mmshow.co.uk. The booking process gives you the choice of booking in to as many sessions as you like (subject to availability).

Health & Safety

Expert advice on reducing accident risks will be on hand at the Manufacturing Management Show, plus a look at how occupational health programmes can enhance workforce productivity

Send everyone home in the same condition they arrived on site: it's the unwritten rule in the factory manager's job manual. The Manufacturing Management Show will offer guidance on how to achieve that high safety culture. Whether you're a specialist health & safety manager or an operations manager who's sick of seeing avoidable injuries on the shopfloor – we've got a wealth of best practice content for you.

The road to world-class safety standards starts with a visit to our workshop theatres. Legal firm, FBC Manby Bowdler, will be exploring the Working at Height regulations and your responsibility as managers for safe working practices. Falls from height are the most common cause of fatalities in the workplace, according to latest HSE figures. The session at 12.15pm on 23 November in Workshop Theatre 1 will discuss the simple steps to minimise the risk of a fall, plus your legal responsibilities for contractors who may be working at height to clean or repair factory premises.

Contact with machinery is another major hazard on site and accounted for 12% of all non-fatal manufacturing injuries last year. Countering the risks through effective machine guarding will be on the agenda as testing and inspection specialist, TUV SUD takes to Workshop Theatre 1 at 1.15pm on 24 November. The session will tackle the Provision and Use of Workplace Equipment Regulations (PUWER) and the employer's duty to ensure equipment is

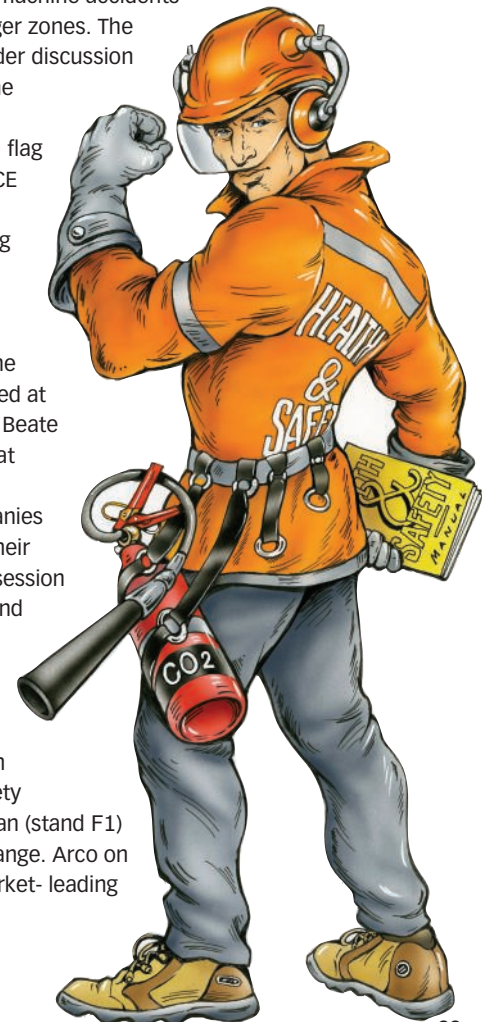


suitable for use, properly maintained and regularly inspected.

The seminar will examine common machine accidents and restricting access to machine danger zones. The dangers of substandard PPE will be under discussion at Workshop Theatre 1 at 2.15pm on the Show's opening day. Arco's divisional director of marketing, Adam Young will flag up the risk of products containing the CE quality mark that don't actually meet minimum safety standards. The warning follows a spate of footwear fitted with protective toe caps that failed laboratory compression tests.

The often neglected health side of the health and safety agenda will be explored at MMS' keynote conference programme. Beate O'Neil from Punter Southall, will speak at 3.15pm on day one about the direct performance benefits enjoyed by companies who take a more holistic approach to their workforce's health and wellbeing. The session will explore opportunities around diet and exercise advice, stress management and smoking cessation services.

Alongside the conference and workshop seminars, you can view equipment and services linked to health and safety on MMS' exhibition floor. Safety equipment suppliers like Buck & Hickman (stand F1) will be displaying their safety product range. Arco on stand D11 will be demonstrating its market-leading range of PPE products. ■



Health and safety: 5 things you'll learn

- 1** How to win worker buy-in to a high safety culture
- 2** Top tips on PUWER regs: machine guarding and preventing access to 'danger zones'
- 3** Working at Height: your responsibilities for employees and contractors
- 4** How to launch a productivity-enhancing occupational health and wellness programme
- 5** Live demos of the latest PPE solutions and how they can better protect your employees

Maintenance

Gain insight into Coca-Cola's brilliant basics asset care strategy and discover how to unlock some impressive MRO savings at the Manufacturing Management Show

It's 3am and the shrill ring of a mobile phone interrupts your slumber. "Yes", you croak. "Down? For how long? Right, I'm on my way." You fumble around for the car keys and curse your faith in a run to failure maintenance strategy.

It doesn't have to end in this nightmare scenario. At *Works Management's* Manufacturing Management Show you will find case studies and supplier talks on how to banish machine breakdowns by adopting a more proactive maintenance approach.

Coca-Cola's Lee Baker will reveal the essentials of Brilliant Basic Maintenance at the Show's conference keynote at 10.15am on 23 November. Baker will detail the rewards of keeping asset care simple, through advance planned cleaning, inspection and lubrication tasks for your plant and targeting your people against a score card. The session will offer exclusive insight into how Coca-Cola's Wakefield plant embeds a philosophy where the only stop, is a planned stop.

Once you've heard about setting maintenance strategy, it's time to look over products and services that can help you bring the best out of critical factory plant.

Leading suppliers of maintenance repair and overhaul (MRO) products will be exhibiting at the show and offering demonstrations of their product ranges. Brammer (stand F1) will have its Invend vehicle on display. This will show how vending machines can reduce your MRO bill by an average of 25-40%. Industrial consumables supplier, RS Components will also be inviting visitors to board its RS Live Innovation Truck where they can view MRO products and discover advances like Industry 4.0 and the Raspberry Pi mini-computer.

Brammer (at 11.15am Workshop Theatre 2 on day one and two) and RS Components (at 11.15am Workshop Theatre 3 on day one and two) will also be delivering presentations on how their products and services can improve your maintenance performance. Also on hand to offer maintenance advice will be Richard Kelly, MD at lean consultancy, EMS Cognito in Workshop Theatre 3 at 10.15am on day two. Kelly will discuss how you can achieve world-class

Maintenance: 5 things you'll learn

- 1 How to stop firefighting by developing a pro-active maintenance strategy
- 2 Achieving employee buy-in to maintenance by targeting your people against an asset care score card
- 3 TPM, root cause analysis and RCM: picking the right maintenance methodology
- 4 Discover smarter Maintenance, Repair and Overhaul services that reduce inventory, save money and add value
- 5 The path to world-class plant reliability

plant reliability by better engaging your people. The session will debate the run to failure mentality familiar with many UK factory floors and show how to beat it with engagement and shopfloor-led problem solving.

And, finally don't forget to extend some maintenance best practice to the good old factory compressor. Ken Revell, of compressor manufacturer and service provider, Atlas Copco (main conference at 2.15pm on day two) will be examining why this factory stalwart is bottom of the pile when it comes to best-in-class maintenance and some of the benefits of a more considered approach. ■



Continuous improvement

How to set the right lean manufacturing strategy and engage your workforce in change are central themes of the Show. Case study advice will be available from Toyota, Jaguar Land Rover and a host of Six Sigma experts

From the chance to check out the latest in designer-chic 5S shadow boards to tips on handling difficult conversations with change resistant operators – kaizen comes in many guises at the Show.

Continuous Improvement is a central theme across the keynote conference, exhibition and workshops. We'll be examining how you set the right lean manufacturing strategy and engage employees in delivering it.

The difference between success and failure is often down to your own leadership credentials, the Show's keynote conference on day one (23 November) will hear. Motivating employees and teams is the topic for Jeremy Praud of CI advisory firm, Lauras International at 2.15pm. A great manager unlocks an employee's intrinsic desire to see a job well done and triggers discretionary effort across the team, Praud will explain.

Higher levels of engagement can add up to some significant productivity improvements as Nigel Blenkinsop, operations director at Jaguar Land Rover's record-breaking Solihull plant will detail on day two of the conference (24 November). Blenkinsop, speaking at 9.15am, will reveal how the plant harnesses employee innovation and ideas in the quest for driving up manufacturing excellence.

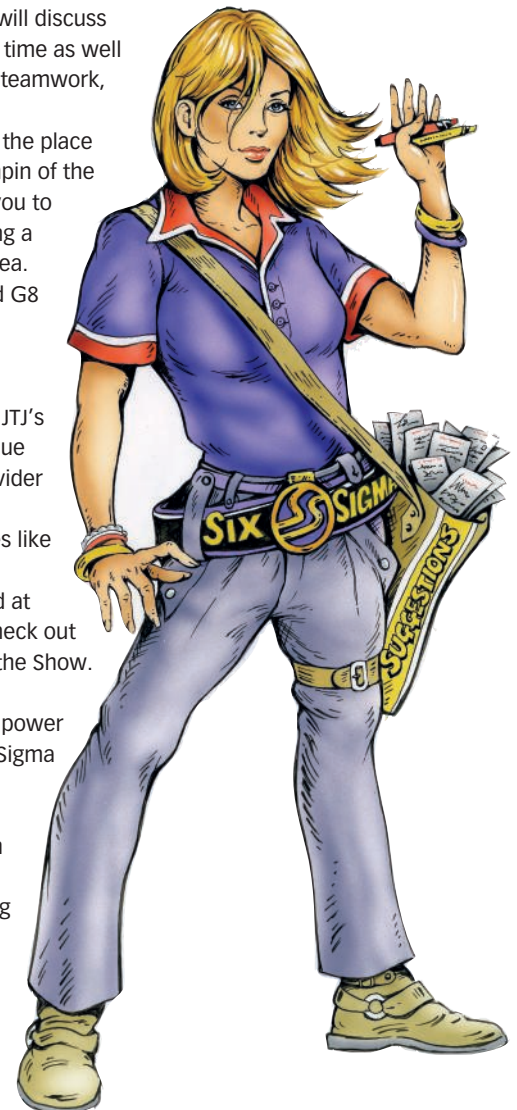
The lean manufacturing mantra is synonymous with one company above all others: Toyota. And, you'll have the exclusive opportunity to get the inside track on the fabled Toyota Production System with Tony Wallis, commercial director at Toyota, at 10.15am on day two of



the conference programme. Wallis will discuss lean concepts like muda and just in time as well as looking at Toyota's emphasis on teamwork, respect and problem solving.

Gemba, the principle of going to the place where the value is added, is a lynchpin of the Toyota way. And, we'd encourage you to take some gemba on board by taking a walk of our show floor or exhibition area. Clarity Visual Management on stand G8 will be displaying key visual management equipment. Products include visual management boards, shadow boards and floor graphics. JTJ's stand, F8, is another hotspot for value add. The training and upskilling provider offers training courses aligned to continuous improvement techniques like lean management and Six Sigma.

For anyone scratching their head at the latter, it's recommended you check out the Six Sigma learning seminars at the Show. Six Sigma blackbelt, Mark Bown of Cummins will be revealing how the power generation giant has combined Six Sigma with other CI tools to bring transformational change to the business at the MMS conference on 24 November at 12.15pm. CI consultant, Paul Allen will be looking at the maths behind Six Sigma – a data driven analysis tool to reduce defects at Workshop Theatre 3 at 1.15pm on the same date. ■



Continuous improvement 5 things you'll learn

- 1 Discover the secrets of the Toyota Production System
- 2 Advice on winning shopfloor buy-in to change
- 3 Your complete guide to Six Sigma and how to harness its power
- 4 Check out visual management solutions and other lean kit
- 5 Discover how to twin CI with energy saving efforts

Technology

Industry 4.0 is just one in a host of new technologies being billed as potentially game changing for UK production lines. The Show will examine the practical challenges behind new tech and the road to the smart factory of the future

More than 90% of manufacturing managers believe adopting the latest technology is fundamental to staying internationally competitive, according to WM's Technology in UK Manufacturing survey 2016. The challenge is for time poor site leaders is finding the kit that converts into KPI improvements.

The Manufacturing Management Show will investigate with conference seminars and workshops debating the practical challenges behind buzzwords like Industry 4.0 and artificially intelligent automation

Microsoft will kick off the discussion with a glimpse at the smart factory of the future at 11.15am on day one of the MMS Conference on 23 November. Chandru Shankar, Microsoft manufacturing industry director will explore what we mean by the Internet of Things, big data and augmented reality, as well as their practical applications in a manufacturing environment. The session will discuss how advances in automation could enable artificially intelligent factories capable of independently measuring, interpreting and optimising production floor performance.

From the challenges of tomorrow, to those of today as Lee Gluyas of Nabarro LLP looks at the growing threat of



cyberattacks on manufacturing IT at 1.15pm on day two of the MMS Conference. Around 90% of large businesses and 74% of small businesses reported a cyber security breach in 2015 with damages of £75,000 to more than £3 million. Gluyas will look at simple steps to enhance your site's security and better protect performance critical data.

Securing your IT system is one thing, syncing it in with existing technology is an altogether different challenge. Cathie Hall, MD at K3 Syspro will discuss a strategy for systems integration at Workshop Theatre 1 at 10.15am on the 23 November. The session will discuss how manufacturers can use integration to add value and create a competitive advantage. Elsewhere within the workshop programme, Guy Amoroso, managing director of 123 Insight will be discussing the do's and don'ts of ERP system selection and implementation at 12.15pm in Workshop Theatre 2.

Meanwhile, out on the exhibition floor leading technology suppliers will be offering the chance to get hands on with game changing new technologies. Visit RS Components' RS Live Innovation Truck and you can sample six interactive environments which demonstrate robotics, 3D printing, the Internet of Things and the Raspberry Pi mini-computer. ERP solutions will also be on display from leading suppliers like Datawright and Ochiba Business Solutions. ■



Materials Handling solutions

The flow of materials is the lifeblood of the manufacturing site. The Show will offer the chance to look at equipment and processes that help move materials through your site's in the most efficient way.

Toyota Material Handling will be showcasing its forklift truck range on stand E9 and offering guidance on driver training as well as the latest technologies to help you manage your truck fleets.

Protecting racking and shelving from damage will be the focus on stand F2. Here A-Safe will be displaying its polymer safety barriers designed to absorb and dissipate impacts from trucks and offering huge cost savings in maintenance, replacement products and downtime, according to A-Safe.

Designing safe systems of work in the warehouse is one way of avoiding those costly warehouse collisions and will be on the agenda at our workshop seminars. Check out more detail at www.mmshow.co.uk

Manufacturing Management

The typical manufacturing manager must deal with a dizzying array of daily tasks from planning the production schedule to recruiting their way around skills shortages. MMS brings advice on all of your top priority tasks under one roof

'Bringing the best out of our people and plant to maximise manufacturing performance'. The mission statement of the typical operations manager might be clear. However, the exact combination of business disciplines that must be mastered to achieve this goal is far more difficult to define. From the ins and outs of HR policy to defining ERP system functionality or finding the right the forklift – today's site manager must be a master multitasker.

With that in mind *Works Management's* Manufacturing Management Show is deliberately broad in scope.

We recommend starting out at our keynote conference sessions, where you will find a selection of best practice-led case studies focused on leadership, workforce engagement, energy saving, maintenance, technology and that old foe, skills shortages

Around nine in ten manufacturing managers are suffering a chronic gap in key skillsets, WM's People and Productivity report 2015 revealed. Luxury car maker, Bentley Motors will kick off our show conference at 9.15am on day one with a case study showing how the firm is taking steps to grow its own future talent. Tom Russell of Bentley will detail a manufacturing apprenticeship programme that equips young people with the skillsets most needed on the shopfloor.

5 benefits of attending the show

- 1** Case studies from Bentley Motors, JLR and many more on skills development, employee engagement and manufacturing flexibility
- 2** Advice on motivating teams and becoming a more effective leader
- 3** Make a business-boosting connection and network with fellow manufacturing managers
- 4** Insight into Industry 4.0 and how it can help you meet site KPIs
- 5** Check out the latest manufacturing plant and services on offer from leading industry suppliers

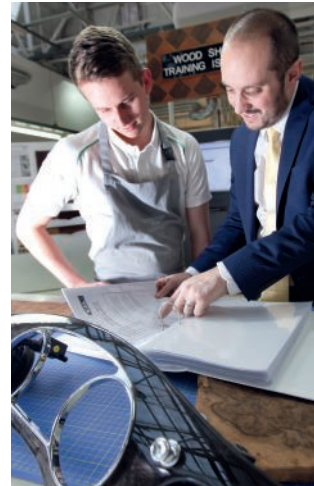
The theme of nurturing the next generation is continued by Neil Fowkes of the Advanced Manufacturing Training Centre (AMTC) at 1.15pm. Fawkes will reveal how the AMTC is skilling up apprentices to pioneer game changing technologies like intelligent automation and Industry 4.0.

Whether it's a fresh-faced apprentice or a shopfloor lifer – a common challenge among operations managers is motivating their people. You can enjoy some hints and tips on essential leadership skills from Jeremy Praud of Lauras International at 2.15pm on day one of the conference.

But, the path to truly inspirational leader never did run smooth. And, it's worth making a date with David Beswick, partner at Eversheds LLP at 11.15am on the conference's second day. Managing unwanted behaviours will be the theme for Beswick's talk with advice on dealing with underperformance and misconduct.

The best practice learning opportunities will continue out on the Show's exhibition floor. Here you will encounter a spectrum of factory equipment and services. Check out materials handling solutions including forklift fleet management software device, My Fleet from Toyota Materials Handling on Stand E9. The device means you can access the latest data on truck usage and service costs from your smartphone. Meanwhile, Brammer on stand F1 will be inviting you to step aboard its Invend demonstration vehicle and discover MRO-linked savings through vending machines solutions. RS Components will be showcasing their own MRO solutions as well as taking a peek at factory technologies of the future in its RS Live Innovation Truck on stand C16. You'll also find PPE, ERP solutions and much more on the showfloor.

There's something on offer for all areas of site management. So make a date with MMS on 23-24 November and come and discover ideas, products and services to help you on the path to manufacturing excellence. ■



The Do's and Don'ts

Top tips on making the most out of your Manufacturing Management Show visit

Do...

1 Go in with a plan

Having a clear idea of what you want to get out of the visit will lend you purpose and prevent you staggering wide-eyed around the exhibition like an extra from *Night of the Living Dead*. The plan doesn't have to be exhaustive, but bullet point a couple of targets. They might include listening to a specific keynote presentation; finding one new idea you can implement back on site; or stopping by a couple of IT exhibitors for a quote on a new ERP system. Your gameplan can be drawn up from the comfort of your factory back office by logging on to www.mmshow.co.uk. Here you'll find the full conference and workshop programme, plus a list of exhibitors.

2 Pre-register

Pre-registering ahead of the event means you can breeze past the registration desk on the 23-24 November and jump the queue at the coffee shop. Registering early also allows you to pre-book conference and workshop sessions that you want to make a beeline for. And, we'll also be able to email you updates about the show, exclusive offers and any special events taking place on the exhibition floor. Register for your space now at www.mmshow.co.uk

3 See as much as you can

The show will comprise three main features: a conference, workshop and an exhibition. Each offers a different style of learning and only by spreading your time across all three will you maximise the value from your show visit. The conference is located in the Jaguar Suite, positioned just before the main exhibition hall. The hands-on workshops are located in three theatres around the showfloor. As with the conference, we advise you pre-register for sessions of interest. Finally, plan in time to walk around the exhibition floor and look over equipment and services of relevance to your site.

4 Bring the team

Turning your visit into a team activity will allow you to cover the conference sessions, workshops and stands at the show much more effectively than an individual could hope to manage. Even better – places are entirely free so you won't incur additional costs for bringing a colleague or two. If you do attend as a group, then establish who's covering which show areas in your pre-visit debrief to prevent any duplicated efforts. Allocating responsibilities by content area would be a good place to start.

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of visiting MMS

Don't...

1 Be afraid to approach exhibitors
One party shuffles on the fringes trying to avoid eye contact while the other plays it cool from the confines of the bar stool. The typical exchange between trade show visitor and exhibitor borrows body language straight out of the sixth form leaving disco. It's baffling because both parties have a vested interest in breaking the ice. Visitors want to know how the supplier's product or service might help them back on site. Exhibitors want to meet and greet with potential new clients. So visitors, don't dilly dally on the edges of a stand. Be bold and purposeful. Approach an exhibitor who doesn't make the first move. Adopt a friendly tone, of course, and ask open questions: how might your product help me? How are you finding the show? What does this product you're exhibiting actually do? Exhibitors – in return, please avoid crossed arms, thousand yard stares and heads buried in laptops. If both sides can take that on board then we look forward to watching some beautiful relationships blossom at the Show.

2 Cram too much in
Dashing from conference hall to workshop theatre while trying to email your month end figures from the work phone is both a health and safety hazard and counterproductive. Try and dedicate sufficient time to

soak up the Show's many features. A half to full day will give you scope for multiple conference sessions, a walk around the exhibition floor and dropping in on a workshop. Remember that there's nothing stopping you from coming back again the following day. You will not incur a charge for visiting the show twice. But while you are there, we do encourage you to turn the phone to silent and focus entirely on the learning opportunities available to you.

3 Forget to ask questions and network
All of our conference and workshop seminars will conclude with a Q&A. This is your chance to tap into the expertise of some leading manufacturing stakeholders. Don't be shy: put your hand up and take advantage. Many of our speakers will also be staying on to see the Show so there are likely to be opportunities to pick their brains after they leave the podium. The networking doesn't have to stop there. The show floor will be a hive of business improvement conversations and don't be afraid to ponder the state of your 5S programme with the neighbour in the cloakroom queue. Everyone attending is doing so in the spirit of promoting and spreading UK manufacturing excellence.

Register now at www.mmshow.co.uk



Exhibition News

Discover EFACS E/8

Exel Computer Systems will be showcasing the features of its EFACS E/8 business solution system on stand C10. EFACS incorporates ERP, CRM, financials, document management and mobile applications. The software features user friendly features including more intuitive screens and 'at a glance' dashboards of key information.

Maintenance solutions

Discover software solutions for maintenance management with Valuekeep on stand G12. The company, which specialises in Computerised Maintenance management Systems, will be demonstrating its cloud based products and mobile apps to show visitors. These IT solutions can reduce maintenance costs and help manufacturers manage sub-contractors more effectively, according to Valuekeep

Full MMS Exhibitor list...

123 Insight, A-Safe (UK), Access UK, Arco, Bodet, Brammer, British Gas, BSI, Buck & Hickman, CEJN UK, Clarity Visual Management, Datawright, Delos, Partnership, Dravo, EEF, ENGIE, Entadata, Enviro UK, Exel Computer Systems, FBC Manby Bowdler LLP, Fluke (UK), Henkel, Hitex (UK), igus, Informance, JTJ Workplace Solutions, K3 Syspro, Lauras International, Mapvision, McCue, MedatechUK, Midland Metrology, norelem, Ochiba Business Solutions, PCMS Engineering, QAD, Renault-Nissan Consulting, RS Components, Sanderson ERP Software, SMC Pneumatics (UK), TLV Euro Engineering, Toyota Material Handling UK, University of Birmingham, Valuekeep, Zarges UK.



Six interactive zones spanning product design to purchasing are available to explore within the RS Live! Innovation truck. The 21.8m juggernaut can be found on stand C16 of the showfloor. On-board features include an interactive robot-led production environment, digital mannequin product selection and the chance to get hands-on with test, measurement and electrical products. The truck zones comprise design, maintain, build, store, RS Pro and purchase. Each is equipped with interactive features and information that could help you improve lineside performance.

Explore Priority ERP

Medatech will be showcasing the features of its Priority ERP, V17.2 on stand C11.

Features include enhanced functionality for BPM flowcharts, time and attendance, financials, warehouse management system, sales, purchasing and inventory.

A construction module allows extensive real-time analysis of your business and improvements to purchasing, warehousing processes and cashflow monitoring, according to Medatech.

The Priority system also includes an Amazon module that will allow users to reduce overheads and improve process efficiency by syncing sales order data with Amazon.

Medatech plans other integrations to allow data exchange on orders, listings, payments and reports.



We can work IT out

123 Insight will be offering micro-workshops from stand E5 to tackle key frontline challenges surrounding the successful implementation of MRP and ERP systems.

The sessions will look to pinpoint areas where manufacturers can yield the biggest gains such as stock control, purchasing and lead times. Visitors will be able to discuss their requirements with experienced staff, said 123 Insight. Guy Amoroso, managing director of 123 Insight, said: "Attendees will be able to get an understanding of what a good MRP system can do for their business while also understanding what the pitfalls are of traditional approaches."

Benchmark your business

Benchmark your factory's performance on stand A9 with the Delos Partnership and discover where you rank on the journey to world-class.

The firm has created an assessment built around 30 questions, that can rank a business on a scale from bronze to platinum. The tool will quiz delegates on aspects including vision and strategy, business process, data accuracy and continuous improvement. Richard Watkins, MD at the Delos Partnership said: "We will send you back a copy of your results with suggestions of how you might make some improvements. The advantage of trying it out at the show will be that we have our team available to go through the results with you, there and then."

Visual management made easy

Clarity Visual Management will have shadow boards, cleaning stations, signage and other visual management solutions on display at stand G8 of the Manufacturing Management Show.

Manufacturers can assess the strength of their CI programme's visual management with Clarity's Sherpa Stage One Report.

Matt Thomas, senior visual advisor at Clarity said: "So often, we see manufacturers who have spent huge amounts of money and effort on an excellent lean programme but, sadly, it never really reaches its full potential because the visual management falls behind"

The Sherpa Stage includes an examination of the existing visual controls, then suggests areas for improvement. These include illustrated current state/future state recommendations. The report also includes a basic design concept showing examples of visual



management boards, shadow boards, floor graphics, designed according to Lean principles and incorporating the organisation's corporate identity for maximum employee engagement.

showtalk

Why I'll be visiting the Manufacturing Management Show

"When out at a conference or event, you can always learn. There is no such thing as a perfect factory. We can think we're doing something really well, but you can go to a conference and hear from someone else and you're always going to learn something."



Trevor Newman, supply chain director, Coca-Cola Enterprises

"The versatility promised at the MMS Show sounds good. To be able to discover topic areas like CI, materials handling and maintenance in one location is extremely attractive.



And, if you come back with just two new ideas or leads then it's a success."

Allan Harley, VPS plant coach, Vaillant Group

Sign up for your place at the Show by logging on to: www.mmshow.co.uk



Arco showcases winter warming PPE range

Arco (stand D11) has launched an online selection tool to help manufacturing managers give Jack Frost the slip this winter. The Winter Weatherwear tool is designed to help workers layer correctly to ensure they keep warm and dry in extreme conditions.

Alongside the tool, Arco has also developed an expert advice sheet for appropriate winter clothing. Severe weather conditions can be a threat to workers' mental and physical health, according to Arco. Suitable workwear can defend against cold-induced illnesses and injuries, according to the PPE supplier.

Arco will be displaying its Winter Weatherwear range at the show, which includes head and face protection that allow wearers to retain heat and gloves for hazard protection as well as keeping those digits warm.

Vending to cut spending

Brammer and Buck & Hickman will be demoing vending machine solutions that promise enhanced productivity and reduced MRO spend on stand B14.

Invend is an industrial vending solution available exclusively through Brammer and Buck & Hickman, which can dispense a wide range of industrial consumables, from abrasives and cutting tools to hand tools, and from personal protective equipment (PPE) to lubricants and greases.

Invend is proven to reduce usage of MRO consumables by between 25 and 40%, according to Brammer.

