

PMPA 2018 Management Update Conference: Concrete and Implementable Takeaways

PMPA's Management Update Conference will be held Thursday-Saturday, March 8-10, 2018, at the San Diego Marriott Marquis and Marina in San Diego, California. The conference is designed by owners and managers of precision machined products companies who serve on the association's Management Update Committee. This conference has continued with the "transformational" theme of the past three years. The focus this year will be on offering concrete and implementable takeaways for your attendees.

Three keynote speakers will be highlighted within this program. Offering a financial perspective on the state of our industry and the economy in general will be Brian Beaulieu of ITR Economics. Cathy McCullough, of the McCullough Group, will discuss the importance of developing personnel and making accountability clear at all levels of the organization. Jeffery Downs of FranklinCovey will review the four disciplines of execution—offering best practice ideas on how to put all the good information you will hear about into action.

Programming will focus on three core management functions of your business. This "track programming" will highlight progressive programming for business management, operations management and sales and marketing personnel. The sessions will be broken up into "blocks" that will appeal to each track. Examples of the type of programming offered include:

- Strategic Planning and Analytics
- Getting the Most out of Personnel
- Hiring for a Cultural Fit
- Best Practices for Selecting and Implementing a Machine Monitoring System
- Inventory Valuation and Cost Absorption Techniques
- B2B Disruptive Strategies
- Defining your Strategic Sweet Spot

On top of these sessions, multiple interactive discussions have been defined. A First Timer meeting, networking meet and greets focusing on "speed networking," and the return of the "30/30/30" roundtable discussions will be offered. The roundtable breakouts will be opportunities to hear multiple quick hitting improvement ideas within a small group setting that is best suited for interaction and sharing of ideas.



The key to any conference is to take back ideas and put the lessons learned into action. This year's conference will help you do both! Commit yourself to a new engagement after this conference and share your ideas with colleagues and partners. To assist you with this important step, the event will finish with a session facilitated by committee members. The session is designed to give you the tools you need to put all the actions you heard at the conference into an execution plan when you get back to your business.

PMPA is the ONLY national trade association exclusively serving the needs of the precision machining industry. Don't miss this opportunity to connect with the leaders of this industry. The Management Update Committee urges you and your management team to make this PMPA Management Update Conference an essential piece of your business plan in the first quarter of 2018. For further details, please visit pmpa.org. For more details on the event, contact Renee Merker at 440-526-0300 or email Renee at rmerker@pmpa.org.

Continued from page 17

Indicators that Drive Your Shop's Performance

which to win my daily commute—MPG, rather than MPH. By changing my measures, I have changed my performance.

Changing Measures Changed Performance

I no longer get unwelcome letters from the Bureau of Motor Vehicles. My insurance rates have improved, and I no longer get an adrenaline spike when I see a police car suddenly in my mirror or up ahead. A look at my bank accounts suggests that my driving to minimize fuel consumption has paid off. Rather than filling my fuel tank up six times a month, I am filling only once per week, if that. The average MPG for the life of the car is 48 mpg, according to the gage

and according to my log book where I record all my gas purchases. My MPG goes down in the winter and improves in the summer.

This article started by asking you if you are following the right indicators for your goals, because what gets measured drives performance. I hope that by examining the indicators that you follow in your business, you will, like me, reassess what the goals are to which we are driving. Speed, MPG and RPM: each of these measurements gives a different flavor to our driving. How does what you measure in your business influence your shop's performance?