



The M-TEC Monitor

May 2006

Volume 7

“If you think you can, you can. And if you think you can’t, you’re right.”

- Henry Ford

Innovation Accelerator to Supercharge Businesses

The objective of the new Kalamazoo Innovation Accelerator is to create and cultivate new technology businesses and promote the successful growth of established businesses. The program will leverage industry and university resources.

A two-track program is planned for the specific needs of the two target groups—new startups and established area businesses. Start-up companies will need more support placed on fundamental commercialization including finance, sales, marketing, patents and legal services, as well as location assistance for manufacturing or lab space, and exposure to funding opportunities. Established business will need more support and training focused on innovation processes, management training, and innovation certification to produce successful products for long-term growth.

Targeted industries are those identified by the State of Michigan in the high-tech fields of:

- Advanced Automotive, Manufacturing, and Materials Development
- Alternative Energy Technology
- Homeland Security and Defense Technology
- Life Sciences Technology

This is a private-public partnership between M-TEC, Western Michigan University's College of Engineering, Southwest Michigan First, and Metrics Reporting. M-TEC will direct the efforts of the partnership. For more information, contact Jim DeHaven at jdehaven@kvcc.edu.

New Staff at M-TEC

Trish Schroeder has joined M-TEC as the Training and Development Manager. With over 25 years experience in professional development and corporate training services, she has already contributed numerous programs to our training catalog. Most notably, a Six Sigma program and two new exam preparation programs for American Society for Quality certifications. She has formed a new partnership between Indiana University and M-TEC resulting in a local option for Certified Management Accounting Certification. All this in her first 6 weeks!

Please get to know her! She shares M-TEC's vision for delivering the highest quality training to strengthen local business. You are encouraged to invite her to your company for a visit. Reach her directly at (269) 353-1275 or by email pshroeder@kvcc.edu.

Staci Lajiness is the new face at the front desk at M-TEC. Staci has become the go to person for guests in the building and for staff. We knew right away that her customer focus and drive for our mission would lead her to become a valued contributor to our team. And we were right! If you haven't met her yet, please stop in the office and introduce yourself. Her contact information is slajiness@kvcc.edu or (269) 353-1253.

Lean Manufacturing Initiative

A work group made up of local manufacturers met on two occasions to explore programming and training needs in support of Lean Manufacturing initiatives. The results led us down two tracks.

“A sense of humor is part of the art of leadership, of getting along with people, of getting things done.”

- Dwight D. Eisenhower

The first is to offer up Lean Simulation programs to help companies explore the potentials of Lean Manufacturing. Becky Fulgoni of Landscape Forms volunteered to lead two programs in June. These sessions filled up in a day! (If you are interested in being placed on a waiting list for future programs please notify Pat Wallace pwallace@kvcc.edu.) The second path is for M-TEC to coordinate a series of plant tours to explore Lean Manufacturing Best Practices in the area. The locations and dates will be finalized soon. Participation in the tours will require advance registration and will be limited to manufacturing representatives. For more information contact Cindy Buckley cbuckley@kvcc.edu.

Leadership in the New Workplace: Building Organizations to Excel

Join us on July 26th (revised date) for the next live global satellite seminar on “**Leadership in the New Workplace: Building Organizations to Excel**” featuring **Madeleine Albright** (*First Female U.S. Secretary of State*), **Jack Welch** (*Former Chairman and CEO of GE*), **Brian Tracy** (*The World's Most Prolific Author on Sales Strategy*), **Justin Menkes** (*The Foremost Expert on Quantifying Executive Skill*) and **Pat Lencioni** (*World's Leading Authority on Organizational Health and Teamwork*). At this event you will learn:

Core Leadership Skills (how to use them every day in every situation)

Better Relationship Skills (strong teamwork depends on strong relationships...period!)

Critical Decision Making (times of crisis call for decisive action – get the methods for the madness)

What's Your Vision (learn how to clarify your focus and create a unique vision for you)

Executive Intelligence 101 (learn how to uncover executive intelligence and how to implement it)

The M-TEC, in partnership with LumaCore, is pleased to have the opportunity to host this live global satellite event. On April 26th, the series was kicked off with “**The Excellence Edge: Creating Great Organizations and Individuals for Success**” featuring best-selling authors **Dr. Ken Blanchard** (*The One Minute Manager, Raving Fans, and High Five!*), **Marcus Buckingham** (*The One Thing You Need to Know and First, Break All the Rules*) and **Dr. Tom Peters** (*In Search of Excellence, The Circle of Innovation, and Re-imagine!*)

This is a live broadcast by satellite throughout all four time zones. Visit the M-TEC website at www.mteckvcc.com for registration details. Additional information can also be obtained at www.luminaryseries.com

Certified Management Accounting – M-TEC & Indiana University

M-TEC is partnering with Indiana University to present IMA's Certified Management Accounting (CMA) Learning Series at M-TEC in Kalamazoo via interactive, state-of-the art distance learning video conferencing technology. The CMA Learning Series, created by the Institute of Management Accountants (IMA), will help management, accounting and finance professionals enhance their skills and prepare for the CMA Exam. Kalamazoo attendees will be able to experience Indiana University's faculty and course instruction from a local facility and eliminate travel time and expense. This course will combine live classroom instruction via video teleconference with textbooks and online, interactive testing components to deliver a comprehensive and customized learning experience.

The Learning Series consists of four convenient courses taken in any order with the exception of Course 4 which must be taken last. The M-TEC is beginning with **Course 2: Management Accounting & Reporting** which begins on Wednesday, June 28. For more information on the series or course content, visit M-TEC's website www.mteckvcc.com or call (269) 353-1253, visit the IMA website at www.imanet.org; or visit Indiana University's website for registration and additional **Course 2** information at www.iusb.edu/~cted/summer/cmaaccounting.htm.

Customer Spotlight

With nine facilities in three states, Schupan & Sons, Inc. is ready to collect, process, and market metal scrap; distribute aluminum products; and recycle beverage containers.

"We all have a few failures under our belt. It's what makes us ready for the successes."

- Randy K. Milholland

From Kalamazoo, MI to Elkhart, IN and beyond, the **Schupan Industrial Recycling** division targets large and small ferrous and non-ferrous scrap producers. With balers and state of the art centrifuge equipment, we stay on the "cutting edge" of recycling technology.

Schupan Aluminum Sales is a leader in innovative aluminum extrusions and custom shapes providing the manufacturing industry with their metal needs for nearly thirty years. We specialize in exceeding your needs, whether you require a standard stock item from distribution, or a technical medical component; Schupan Aluminum Sales can get the job done. Many of our products are part of medical components, outdoor furniture, leisure boats, office furniture, and automotive products.

Schupan Beverage Recycling is a processor and marketer of used beverage containers including aluminum cans, plastic containers, and glass bottles. We operate multiple processing facilities that recycle billions of cans and bottles for soft drink and beer wholesalers throughout the state of Michigan.

As an ISO 9001 certified company, we have established trust and respect by being accountable and responsible as we consistently provide products and services that meet our customer's requirements. We insure our future through commitment to continual improvement and honest relationships with our employees, customers, suppliers, environment and communities.

Per Jan Boynton, Director, Human Resources, "As our company grows, our business relationship with **M-TEC** has provided a venue for training and development."

Quarterly Manufacturers' Breakfast Forum

Mark your calendars now for the July 14th Breakfast Forum.

In February about 40 manufacturing representatives attended the Breakfast Forum which featured Controlling Worker's Compensation Costs. A lively and informative presentation was given, from an employer's point of view, by Kathie Vaught, Workers Compensation Specialist, Business Support Services, Michigan Economic Development Corp. The program centered around three key areas: 1) employers have rights...and responsibilities; 2) know what to expect from an agent; and 3) what information is necessary to effectively manage your costs. Those who were unable to attend the meeting should know that M-TEC has copies of the handouts which contain the lion's share of the material presented. However, Kathie Vaught would like everyone to remember that she hopes companies will invite her to provide an individual review of their Workers' Compensation program, **free of charge**. Her contact information is (517) 373-1717 or vaughtk@michigan.org.

Upon Kathy's recommendation to the group, it was agreed that M-TEC invite a Magistrate to a follow-up meeting to discuss among other subjects: legislative changes; how a case goes through the system; and perception that the system is weighted in favor of the employee. Arrangements for this meeting are underway. If you are not on our current notification list and would like to receive notice when details are formalized, please let us know.

Register on-line at www.mteckvcc.com for the Friday, July 14 Forum. If you have not been receiving e-mail invitations to the Quarterly Manufacturers' Breakfast Forum, please e-mail Staci Lajiness slajiness@kvcc.edu and ask to be added to the list. This breakfast forum continues to be sponsored by National City Bank.

RFID Technology Center Training Earns National Award Nomination

Helping more than 80 Michigan companies get up to speed on the potential of Radio Frequency Identification (RFID) technology earned a nomination for a U.S. Department of Defense (DOD) – Procurement Technical Assistance Center (PTAC) national award for the RFID Technology Center. The RFID training, which was done in coordination with the Michigan PTACs at 5 locations throughout the state, was attended by over 135 people from over 80 government suppliers.

"It's never too late to be who you might have been."

-George Elliot

During the half day training workshops, attendees learned the details of the DOD mandate, participated in a live demonstration of RFID, and discussed how to leverage RFID for internal benefit. Over 80% of the attendees rated the quality and usefulness of the training as excellent.

The Association of Procurement Technical Assistance Centers (APTAC), a national organization coordinating the efforts of PTACs across the country, recognizes outstanding efforts through national project of the year nominations and award. The RFID Technology Center and MI PTACs training workshops were honored to be nominated for the APTAC national project of the year.

The RFID Technology Center is planning more trainings in the future. If you would like more information, contact Kathy Johnson at (269) 353-1560 or kjohnson@kvcc.edu.

Are You Doing Business with Michigan?

Join us at M-TEC on Tuesday, May 16th, at 12:00 Noon where representatives from the State of Michigan will provide information on an outstanding opportunity for small businesses and underrepresented vendor groups who are interested in learning how to do business with the State of Michigan. Learn about becoming a registered vendor; how to bid on state contracts and about state resources available to small businesses. The State of Michigan has a contract portfolio over \$11 billion. Maybe it's time you learn how you can help this money stay with local businesses by registering as a state vendor and then bid on state contracts to make Buy Michigan Fir\$t successful. The target audience, among others, is small businesses, minority owned businesses, and service disabled veteran-owned businesses.

For more information about Buy Michigan Fir\$t, visit www.michigan.gov/BuyMichiganFirst where you can also register for this event or call (888) 734-9749.

M-TEC Welcomes New Advisory Board Members

Two new members were recently appointed to the M-TEC Advisory Board. We are pleased to welcome Evan Harter, Manager Partner, Asia Group Sourcing, and Randell W. Eberts, Executive Director, W.E. Upjohn Institute.

This Issue's Featured Training Highlights

Employers have long recognized the development of workplace skills as essential for creating and maintaining a competitive advantage. Jobs become increasingly more complex, making training and retraining even more important. Following are some of the offerings currently provided at M-TEC.

[Certified Management Accounting Learning Series – Management Accounting & Reporting](#)

[Buying Travel, Energy and Other Services \(ISM Satellite\)](#)

[Win-Win Communication: Power Up Your Persuasion Skills](#)

[Leadership in the New Workplace: Building Organizations to Excel](#)

[Notre Dame's Supervisory Development Program](#)

[Residential Builders License Exam Prep Course](#)

[Adobe Photoshop CS2](#)

[Fundamentals of Front Line Leadership](#)

[Follow this link](#) to Search the entire list of M-TEC training events. For complete program descriptions or to register on-line, please visit www.mteckvcc.com. We maintain a one-page Course Offering list which is easily [downloaded](#).

We hope you have found the information contained in this newsletter to be useful. Share your comments...we'd like to hear from you. If you wish to unsubscribe, please send an e-mail to mtec@kvcc.edu with the word UNSUBSCRIBE in the subject line and your email address in the body.

M-TEC at KVCC
7107 Elm Valley Dr
Kalamazoo MI 49009

Phone: 269.353.1253
Fax: 269.353.1299

Send Us An Email:
mtec@kvcc.edu

Visit Our Website:
www.mteckvcc.com

M-TEC Offerings



Giving Business a Competitive Edge

M-TEC

at KVCC in The Groves

7107 Elm Valley Drive
PO Box 4070
Kalamazoo, MI 49003-4070

Phone: 269.353.1253
Fax: 269.353.1299
E-Mail: mtec@kvcc.edu

Visit: www.mteckvcc.com
for information on:

- course offerings
- events
- on-line registration
- facility rental & directions



May 2006

	<u>Date</u>	<u>Price</u>
2272 Implementing & Support XP Prof 2002	May 1-5	\$2000
Excel 2003	May 9	\$195
Project 2003	May 10	\$195
Crystal Reports 9.0	May 11	\$195
Developing Websites using Dreamweaver	May 12	\$350
Dynamic Presentations Seminar & Workshop	May 16-17	\$795
Access 2003	May 17	\$195
Using Macromedia Flash	May 19	\$350
Word 2003	May 23	\$195
Adobe Photoshop CS2	May 24	\$350
Lean Simulation	May 24	\$25

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Excel 2003	Jun 1	\$195
Win-Win Communication: Power Up Your Persuasion Skills	Jun 6	\$225
Word 2003	Jun 6	\$195
Lean Simulation	Jun 7	\$25
Buying Travel, Energy and other Services (<i>ISM Satellite</i>)	Jun 8	\$60/50
Effective Performance Reviews	Jun 8	\$100
Project 2003	Jun 13	\$195
Managing Teams	Jun 15	\$100
Residential Builders License Exam Prep	Jun 20-29	\$175
Access 2003	Jun 21	\$195
A+ Certification	Jun 26-30	\$2000
Podcasting	Jun 28	\$179
Certified Management Accounting (CMA) "Management Acctg & Reporting"	Jun 28-Aug16	\$650/695

July 2006

Crystal Reports 2003	Jul 6	\$195
Project 2003	Jul 11	\$195
Editing Your Web Page	Jul 19	\$179
Access 2003	Jul 19	\$195
Excel 2003	Jul 24	\$195
2273 Managing & Maintaining a WS Win Server 2003	Jul 24-28	\$2000
Podcasting	Jul 25	\$179
Leadership in the New Workplace: Building Organizations to Excel	Jul 26	\$189
<i>(Global Satellite Seminar featuring Madeleine Albright, Jack Welch, Brian Tracy, Justin Menkes & Pat Lencioni)</i>		
InDesign CS2	Jul 26	\$250
Using Your Digital Camera	Jul 27	\$179

Travel costs too high? Ask us how Video Teleconferencing can help.