

Opening General Session

9 a.m. to 10:10 a.m.

Keynote Address: Lisë Stewart, Galliard Group
Oklahoma Ballroom E

Ever wondered what you are going to do with the business you built? Are you curious about the value of your business and whether you'll ever realize a return on your investment? Are you depending on your business to fund your retirement? Are you wondering if you have the right successor, or any successor in place to take over the business you worked so hard to create? Do you worry about how you might be able to leave your business someday while protecting the jobs that your company provides?

Join Lisë Stewart, a popular speaker, author, and nationally recognized expert on small business as she shares seven important tips for ensuring that the business you built can become a source of financial security, a vehicle for leaving your legacy, and an opportunity for continuing to create jobs for the people you care about in your local community. Using humor, case studies, and common sense, Lisë will provide a wealth of tips and ideas that you can practically implement in your own business, as well as provide information on where to find the resources you may need to reach your goals.



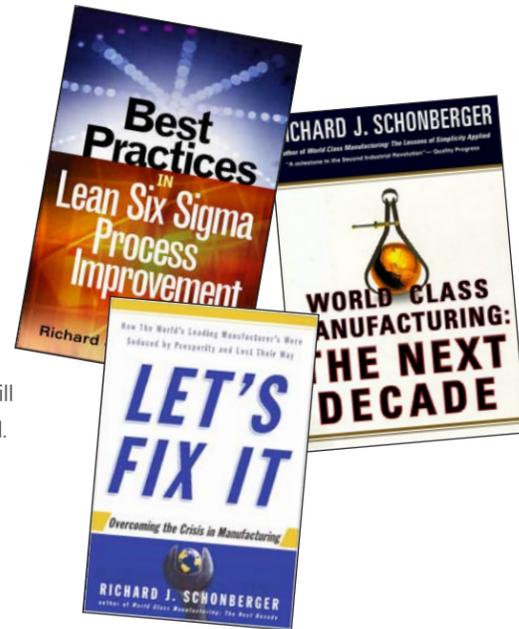
General Session Luncheon

Noon to 1:15 p.m.

Keynote Address: Dr. Richard Schonberger
Oklahoma Ballroom E



Dr. Schonberger is an internationally-renowned expert and author on manufacturing principles. He is the originator of the term and concepts of "World-Class Manufacturing" via his 1986 book by that title. The work is still widely read around the world and available in seven languages. His continuing research and study of best practices makes him a unique and powerful resource that will benefit Oklahoma companies looking to compete in the years ahead.



About the Oklahoma Manufacturing Alliance



Through our statewide network of manufacturing extension agents and applications engineers, we provide a full range of services to companies. The Oklahoma Manufacturing Alliance is the go-to source for assessing needs and finding solutions available through public and private resources. We offer free technical assistance and business advice, helping manufacturers become progressively more successful. Services focus on improving the bottom line, while growing the entire company. We live and work in communities across Oklahoma, taking our support to your workplace on your schedule.

525 S. Main, Suite 210, Tulsa, Oklahoma 74103 / (918) 592-0722 / www.okalliance.com



Presented by the Oklahoma Manufacturing Alliance

September 21, 2010
Embassy Suites Conference Center
Norman, Oklahoma

7:30 a.m.
Registration Opens

7:30 a.m. to 8:45 a.m.
Continental Breakfast with Exhibitors
(Oklahoma Ballroom F)

9 a.m. to 10:10 a.m.
Opening General Session

Keynote Address: Lisë Stewart, Galliard Group
Leveraging the Investment of a Lifetime:
7 Steps business owners can take to provide
a positive return for a lifetime of effort!
(Oklahoma Ballroom E)

10:10 a.m. to 10:30 a.m.
Coffee Break with Exhibitors
(Oklahoma Ballroom F)

10:30 a.m. to 11:45 a.m.
Morning Breakout Sessions - Pick One

- Fully Functioning Lean Manufacturing Cell Demonstration
(Crimson Room: *Other Side of Hotel Lobby*)
- Success Stories Using Measurable Management
(Boomer B)
- A Guide to Exporting and Discovering New Markets
(Sooner B)
- Purchasing Policies that Drive a Lean Supply Chain
(Sooner A)
- Healthcare Reform: The Financial and Legal Impacts on Your Business
(Boomer A)
This session repeats in the afternoon

Noon to 1:15 p.m.
General Session Luncheon

Presentation of the Governor's
Manufacturing Leadership Awards

Keynote Address: Dr. Richard Schonberger
Internationally-renowned expert and author on manufacturing principles. He is the originator of the term and concepts of "World-Class Manufacturing" via his 1986 book by that title. His continuing research of best practices makes him a unique and powerful resource that will benefit Oklahoma companies.
(Oklahoma Ballroom F)

1:30 p.m. to 2:45 p.m.
Afternoon Breakout Sessions - Pick One

- Fully Functioning Lean Manufacturing Cell Demonstration
(Crimson Room: *Other Side of Hotel Lobby*)
- Building Your Bench Strength
(Boomer B)
- An Overview of Business Incentives and Tax Issues.
(Sooner B)
- Supply Chain Visibility
(Sooner A)
- Healthcare Reform: The Financial and Legal Impacts of Your Business
(Boomer B)
Repeat of Morning Session

2:45 p.m.
Conference Concludes



Morning Breakout Sessions

10:30 a.m. to 11:45 a.m.

Rebuilding Your Culture to Support Continuous Improvement—Success Stories Using Measurable Management

Boomer Room B

Implementing new techniques for continuous improvement will yield temporary improvements but true long-term gains only come when the underlying culture is addressed. Without leadership, old habits creep back in that can move you away from a traditional style of management and control. This session will discuss the need for culture change, the difficulty of culture change, and an effective path to change using a program called Measurable Management in concert with other organizational development tools. This program, conducted over six months, helps managers and supervisors develop a listening and involving-style of leadership. It is critical to developing a culture centered on effective teamwork and a customer focused approach to continuous improvement. A panel of companies will share their stories of success.

The session will be facilitated by Vicki Anderson, Anderson Resources, in collaboration with Industrial Solutions. Anderson helps people develop the leadership skills necessary for peak performance. She has worked with manufacturing organizations for over 20 years to help them develop great cultures that can support continuous improvement.

A Guide to Exporting and Discovering New Markets

Sooner Room B

In spite of the challenges, smaller manufacturing firms are gaining traction in global markets. Join this panel discussion to learn how several Oklahoma manufacturers have successfully expanded into foreign markets the past few years. The dialogue will include an overview of the ExporTech program, which assists in the development of a customized international growth plan that is vetted by experts and quickly implemented.

This session will be facilitated by Mark Stansberry of the GTD Group. Panel members include Billy McCullers of SportChassis; Peter Barry of Enardo; and Denny George of Preston-Easton.

Purchasing Policies that Drive a Lean Supply Chain

Sooner Room A

Rising supply chain costs are the result of global market with segregated discipline and control of logistics activity. This session focuses on understanding and implementing Lean purchasing policies that unbundle logistics expense from product price. Imagine gaining a 20 percent save on inventory carrying costs and shipping costs. This session will give you the why's and how's as well as a review of a practical application to demonstrate the powerful results of this practice.

This session is facilitated by Wendy Buxton, president of LynncO Supply Chain Solutions. Headquartered in Tulsa, LynncO leverages leading edge technology to cost-effectively provide supply chain solutions on a global scale. LynncO distinguishes itself as an industry leader with a service offering that blends people, process, and technology creating efficient processes and seamless visibility across the entire supply chain.

Healthcare Reform:

The Financial & Legal Impacts on Your Business

Boomer Room A

HoganTaylor and Conner & Winters are teaming up to provide you with a succinct, high-level overview of the complex business and legal issues associated with healthcare reform. A panel of leading partners with both firms will direct the session. Q&A is an essential component of this event. Some of the questions that panelists will address: How can my plan lose grandfathered status? Who must my plan cover? What business options do I have? When do the new deadlines in the law affect my company? Is there a penalty for making changes to our plan?

Ask questions. Be informed. Be prepared.

About Conner & Winters: A well respected regional, full service business and litigation law firm, Conner & Winters has the experience and resources needed to solve the most difficult legal challenges. Founded in Tulsa in 1933, the firm has expanded to include offices throughout the south central United States and Washington D.C., and has more than 100 attorneys serving a broad range of local, regional, national, and international clients on both corporate and litigation matters.

About HoganTaylor: After merging two like-size firms in 2009, HoganTaylor is the largest accounting firm in Oklahoma/NW Arkansas with more than 180 employees and 26 partners. Its professional staff offers extensive "Big 4" experience and provides Accounting, Tax, and Assurance Services with a broad array of industry specific expertise. The firm also offers specialty expertise such as Certified Business Valuations, State & Local Sales and Use Taxes Services, and Litigation Support. With offices in Oklahoma City, Tulsa, and Northwest Arkansas.

This Session Repeats in the Afternoon

Afternoon Breakout Sessions

1:30 p.m. to 2:45 a.m.

Building Your Bench Strength

Boomer Room B

One of the greatest challenges facing any business is the need to develop the next generation of leadership in the organization—to ensure sustainability, productivity, and ultimately, profitability and success. Lisë Stewart will draw upon her many years of working with organizations to share practical tips and techniques to find, grow, and secure the next generation of talent.

This workshop will focus on:

- Matching talent to goals: Strategically speaking, what skills do you need?
- Hiring Smart: The advantages of using behavioral-based interviewing, a rigorous selection method and effective assessment tools.
- Tapping talent from the inside: Who, how and when . . .
- Using mentoring and coaching programs: What works, what doesn't.
- Data driven behavior: The key to using Key Result Areas and Performance Objectives.
- Silver spoons and golden handcuffs: Techniques to discourage entitlement and encourage performance.

Presented by Lisë Stewart, managing partner of Galliard Group, who has more than 20-plus years of experience sharing practical advice with American manufacturers.

An Overview of Business Incentives and Tax Issues

Sooner Room B

A solid introduction to the business incentives available to Oklahoma manufacturers and a synopsis of the many resources offered through the Oklahoma Department of Commerce. Also included is a discussion of state and local tax issues. Tom Smith of HoganTaylor will explore topics that include what is exempt and taxable in Oklahoma as well as how to deal with sales tax when selling goods both in and outside of Oklahoma. Smith also will draw on his experience as a state auditor to let you know what to expect when a state tax auditor shows up and will give an update on any recent tax law changes.

Supply Chain Visibility

Sooner Room A

A requirement for achieving continuous improvement: Do you always have the right product in the right place at the right time? Join this interactive session that explores the value of employing standardized processes and web-based technology to gain visibility of all moving parts within your supply chain—from supplier to customer. You've heard the phrase, "you can only improve what you can measure and you can only measure what you can see." See a live demonstration of supply chain visibility tools that help you drive continuous improvement and capture those elusive logistics savings.

This session is facilitated by Wendy Buxton, president of LynncO Supply Chain Solutions. Headquartered in Tulsa, LynncO leverages leading edge technology to cost-effectively provide supply chain solutions on a global scale. LynncO distinguishes itself as an industry leader with a service offering that blends people, process, and technology creating efficient processes and seamless visibility across the entire supply chain.

Healthcare Reform:

The Financial & Legal Impacts on Your Business

Boomer Room A

Repeat of Morning Session



The Living Cell: Lean Manufacturing Cell Demonstration All Day in the Crimson Room

An exciting feature of this year's conference will be a fully functioning manufacturing cell demonstrating the latest Lean techniques for workplace design. This cell will be set up and operating during the break-out sessions throughout the day building a real product. You will be able to view examples of 1-piece flow, point of use storage, flow racks, modular kit carts for material transport, visual factory management, performance measurement boards and more. The materials and techniques used in the design and building of the cell will demonstrate cutting edge techniques for maximizing value-creation in limited space while creating ergonomically optimized work stations.

The Living Cell is Sponsored by Industrial Solutions

The Living Cell is on display in the Crimson Room, which is located on the other side of the hotel lobby near the elevators

Oklahoma Manufacturing Alliance Sponsors

The Oklahoma Manufacturing Alliance works with local sponsors to provide Manufacturing Extension Agents who work under our direction and provide assistance to the state's nearly 4,000 manufacturers. MEAs work at the grassroots level to help manufacturers increase their competitiveness.

CareerTech

Caddo-Kiowa Technology Center, Ft. Cobb
Canadian Valley Technology Center, El Reno
Francis Tuttle Technology Center, Oklahoma City
Gordon Cooper Technology Center, Shawnee
Great Plains Technology Center, Lawton
Indian Capital Technology Center, Muskogee
Kiamichi Technology Center, Wilburton
Meridian Technology Center, Stillwater
Metro Technology Centers, Oklahoma City
Mid-America Technology Center, Wayne
Moore Norman Technology Center, Norman
Northeast Technology Centers, Afton
Pioneer Technology Center, Ponca City
Pontotoc Technology Center, Ada
Red River Technology Center, Duncan
Southwest Technology Center, Altus
Tri-County Technology Center, Bartlesville
Tulsa Tech

Higher Education

Murray State College, Tishomingo
Northeastern State University, Broken Arrow
Northeastern State University, Tahlequah
Northern Oklahoma College, Tonkawa
Oklahoma City Community College
Oklahoma State University, New Product Development Center
Oklahoma State University-Oklahoma City
Oklahoma State University, Stillwater
Redlands Community College, El Reno
Rogers State University, Claremore
Southwestern Oklahoma State University, Weatherford
Tulsa Community College

Government

National Institute of Standards and Technology
Oklahoma Center for the Advancement of Science and Technology
Oklahoma Department of Career & Technology Education
Oklahoma Department of Commerce
Oklahoma State Regents for Higher Education

Corporate

Arvest Bank
Bank of Oklahoma
BlueCross BlueShield of Oklahoma
Oklahoma Gas & Electric
Oklahoma Natural Gas Company
Public Service Company of Oklahoma
UMB Bank

Economic Development

Grand Lake Manufacturer's Council, Afton
Muskogee Development
Muskogee Port Authority
The State Chamber



2010 Governor's Manufacturing Leadership Awards

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2010 Governor's Manufacturing Leadership Awards

Boardman Oklahoma City

Boardman was founded a century ago and celebrated its 100th anniversary in August. Over the years, the historic Oklahoma City company has produced water well casings, stock watering tanks, gasoline truck tanks, steel silos for farm use, and at one time was considered the largest Oklahoma-based bridge builder. It manufactured cotton gin equipment until 1942, and during World War II, Boardman produced anti-submarine net floats, destroyer escort smoke stacks, and ventilators for the Liberty ships. During the Korean conflict, the company built huge bomb tail and fin assemblies, fire-fighting equipment for the Marine Corps, and cement batching plants for the Army Corps of Engineers. In 1929, Boardman began building custom fire trucks and that work continued until 1995. Boardman even developed the first "Auto-Page" drive-up book return... a curb service depository for Oklahoma City library patrons. It remains in use today and is now widely-used in every state and around the world.



Currently, Boardman makes custom steel and alloy plate A.S.M.E. pressure vessels for the oil, gas, and chemical industries.

In 1914, Boardman moved to its current location with production in one small building. As additional work was added over the past century, several new buildings were constructed. But as is typical, construction took place without any consideration to production flow. By the time Boardman entered the 21st Century, it sat on 8.4 acres, with 130,000 square feet under seven roofs. That complicated the manufacturing of its custom vessels, which are typically difficult to build anyway.

Working with the Oklahoma Manufacturing Alliance and Metro Technology Center, company leaders began developing a comprehensive plan to help the company become more efficient and profitable. The holistic approach involved a variety of tasks that touched all areas of the organization. Over the past three years, more than 30 projects have been completed, including safety and environmental audits, computer system modification, and an important leveraged buyout.

With the assistance of OSU Applications Engineers, Boardman devised a completely new plant layout. It dramatically improved process flow and reduced production time. The effort has paid off with more than \$5 million in new sales and \$1.5 million in cost savings.



2010 Governor's Manufacturing Leadership Awards

McKissick Products Tulsa

McKissick Products is an international manufacturer that markets a line of premium accessories used in material handling and rigging applications. The company has a distinguished reputation for providing a broad range of equipment suitable for the most demanding of operating conditions. Currently, McKissick is the largest block producer in the world.

Organized in 1925 as Peerless Supply Company, it began as a distributor specializing in oilfield and welding supplies. The company's involvement in the block business came after 1925. At that time, laws were passed requiring safety guards on wire line entrances to oilfield blocks. It was McKissick that developed and patented a wire line guard that could be opened to allow the reeving of the block without disassembly. Since 1937, when it began focusing on making blocks, McKissick has developed into the manufacturer of the widest range of crane blocks, snatch blocks, construction blocks, specialty blocks, and sheaves in the world. In addition, McKissick also produces the Crosby Red-U-Bolt Clip, the world standard for forged wire rope clips. McKissick's certifications to ISO 9001 and API Q1 reinforce their commitment to continued quality.

Over the past five years, the company has gone through an extraordinary transformation due in large part to the adoption of Lean Manufacturing philosophies. The process began with a series of meetings involving frontline employees...an effort to get input on how they felt their areas could operate more efficiently. Materials Manager James Jackson says his leadership team also took measures to ensure the employees were involved in helping implement the changes.

"Over time, as the employees got more comfortable, the process really took off. Once you get people to trust what you are doing, it takes off," Jackson says. "The misconception of what Lean is can be difficult to overcome, so it's important to communicate the process early on."

The leadership team was surprised how quickly even minor changes began paying off. With one initial project, the goal was to reduce production time by at least 30 percent. When all was said and done, and the Lean process was in place, the plant's production time was reduced by 67 percent. Before Lean, the set up would take just over three hours. After, it was taken down to less than an hour.



McKissick has since done 53 other Lean events where they identify an area for improvement, form a team, and implement the necessary changes. They also have two facilitators who follow up after the changes to ensure they have been implemented correctly and the process is going smoothly.

Thanks to these efforts, business grew more than 400 percent at the Tulsa facility from 2006 to 2008. And even though McKissick has been impacted by the slowing economy, company leaders agree conditions would be dramatically worse if they had not followed through with the transformation effort.



General Aviation Modification and Tornado Alley Turbo Ada

The partnership of General Aviation Modification and Tornado Alley Turbo operates under the same ownership umbrella from their facilities in Ada. Founded in 1994 by engineers George Braly and Tim Roehl, General Aviation Modification produces FAA certified fuel injectors for TCM and Lycoming air-cooled engines. Tornado Alley Turbo manufactures turbo systems for Beechcraft, Cessna, and Cirrus airplanes.

The products improve engine efficiency and create more uniform temperatures in air-cooled engines. The companies hold patents on the technology and the equipment is manufactured with extraordinary precision in terms of the fuel flows necessary to achieve performance results. The apparatus has earned prestigious awards, including Product of Year from Aviation Consumer Magazine.

To support its product line, General Aviation Modification constructed an engine test facility as a part of operations at the Ada airport. The facility uses proprietary software and is one of the foremost aerospace research and development centers in the country.

Over the past four years, the aerospace manufacturers have developed nine forward-thinking new products and each has garnered national and international attention. They've also had a dramatic effect on the local landscape, creating 50 new jobs in the Ada area and generating more than \$50 million in revenue.



Working with the Oklahoma Manufacturing Alliance and the local CareerTech centers, the companies have streamlined their production through Lean Manufacturing concepts. Applying the principles to more than 65 advanced welding fabrication methods has led directly to more than \$2 million in cost savings and increased production by 60 percent.

After working to recover research and development expenditures through federal tax credits, the companies recently rolled the funds back into R&D with an estimated \$3 million in new products coming this year. To help stay ahead

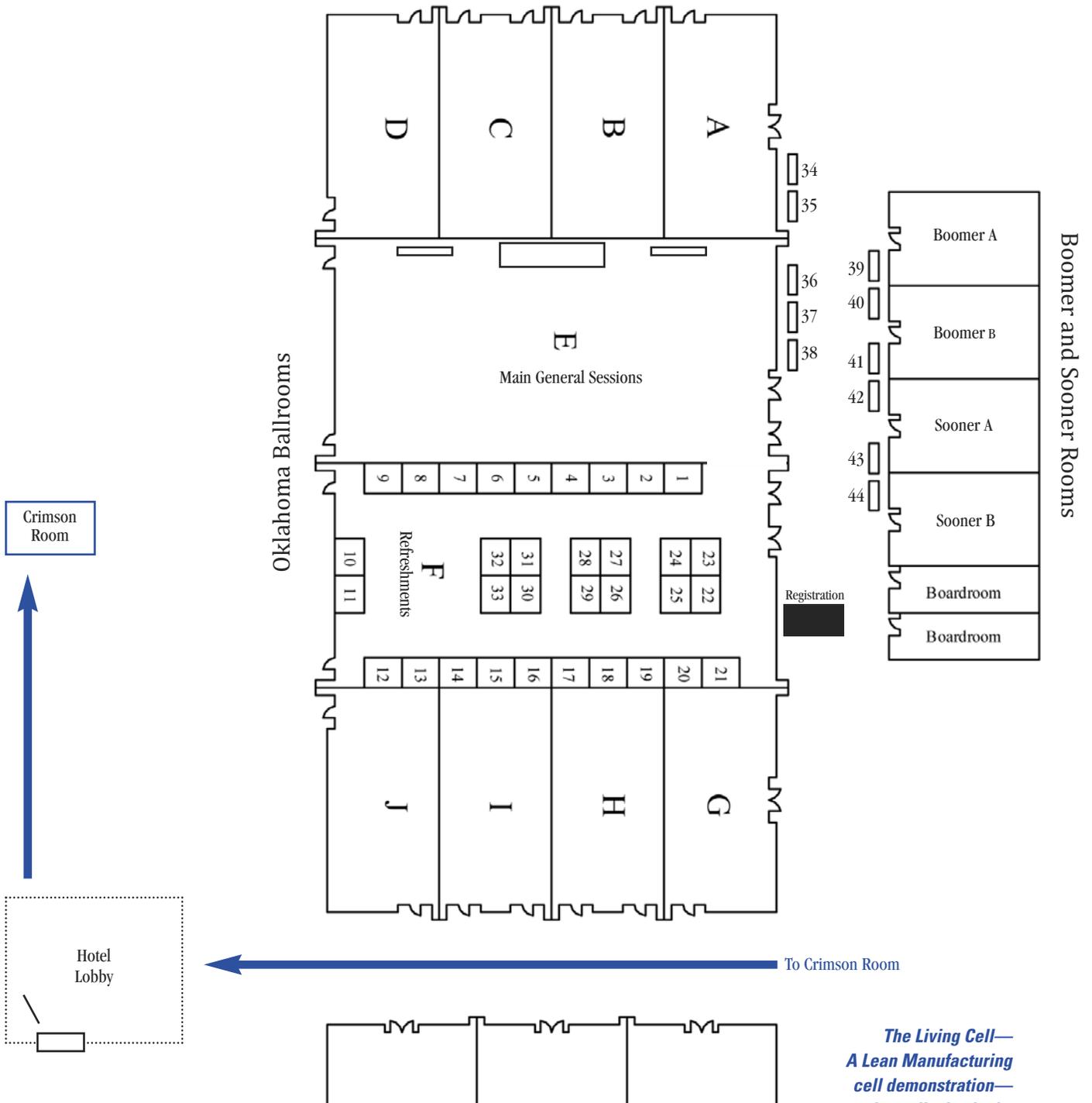
of the technology curve, the firms are working through the State Department of CareerTech to train 12 engineers in a highly specialized area of aerospace design.

General Aviation Modification and Tornado Alley Turbo are shining examples of Oklahoma's manufacturing spirit and leading the way in our state's ever-more prominent aerospace industry.



2010 Governor's Manufacturing Leadership Awards

Embassy Suites Conference Center



*The Living Cell—
A Lean Manufacturing
cell demonstration—
is on display in the
Crimson Room,
which is located on the
other side of the hotel
lobby near the elevators.*

Exhibitors

Please visit the many exhibitors to learn more about services, products, and opportunities that help Oklahoma manufacturers compete in a global economy.



Accufax

Alchemy Systems

Arvest Bank

BlueCross BlueShield of Oklahoma

BSI

CareerTech

Cisco-Eagle, Inc.

Cost Segregation Services, Inc.

Expense Reduction Analysts

First Fidelity Bank

Gallagher

Genesis of Oklahoma

Grapevine Media

Hampel Oil

HoganTaylor, LLP, CPAs

Industrial Solutions

International Business Systems

Jacobi Kelley Personnel

JD Young

JUMP Technology Services

KEE Group USA

Logistic Specialties, Inc.

LynnCo Supply Chain Solutions, Inc.

Maintenance Engineering of Oklahoma

NTMA Precision

OCAST

OK Department of Environmental Quality

Oklahoma Bid Assistance Network

Oklahoma Department of Commerce

Oklahoma Mailing Equipment

OSU Enterprise Center LLC

Prism Place

Public Service Company of Oklahoma

Research Wizard

Seed Technologies

Shoptech Software

State Chamber of Commerce

Topps Powder Coating LLC

U.S. Thermal Inspections

UMB Bank, n.a.

University of Tulsa

Vanguard Environmental, Inc.