



Planning Ahead in the Real World...

It is amazing being married to an amazing woman. Orla is probably one of the greatest managers of people that has ever lived. She handles multiple board positions in local groups as well as oversees four senior care communities; she is also President of her state industry association.

What's her secret? Well one of them is planning. As part of her weekly and monthly routine, she juggles many reports, blogs, and three radio shows with constant updates for her receptive senior audience and staff. One of her recent blogs included the following planning guide (PLAN AHEAD) which I thought very appropriate for molders everywhere: As a manager, you may be tempted to initiate action without taking the time to map out plans. After all, it feels unproductive to think about how to do something you could simply roll up your sleeves and start making things happen yourself. Sound familiar? However, it's far less of an investment of time and effort to prepare for a project in advance than to repair a project after it has gone awry.

In management, all is well that begins well. Managers who carefully craft out their day and plan ahead enjoy success, while those who haphazardly race forward without planning

their day experience overall negative results.

Planning ahead operates as a leader's blueprint, script, or bible as I refer to it. It aligns action and focuses energy toward a goal, preventing costly delays and wasted resources. By following a coherent strategy, managers arrive at a predetermined destination instead of wandering in an uncertain direction.

These nine simple steps outline the planning process:

- P**lan Your Course of Action
- L**ay Out Your Goals
- A**djust Your Priorities
- N**otify Key Personnel that Your Plans Affect
- A**llow Time
- H**ead into Action - Make it Happen by Just doing!
- E**xpect Problems
- A**lways Focus on Your Successes
- D**aily Review Your Progress

As I read it, I was particularly struck by the middle point and how often we don't allow enough time for things to happen.



AISR Training Course in Alessandria

When was the last time your manager or owner left you to complete a project or task before adding three more?

Also, how often do you have your people focus on their successes? Do scrap and problems take precedence over the opportunity to congratulate someone on a job well done or the chance to let staff know how they compare to other molders?

Planning Ahead in the Roto World...

The world of rotomolding appears to be awakening along with the general economy and there has recently been a lot more activity in projects. More than a few molders have reported being busier than expected and actually in some cases better than ever. The same is true of associations and suppliers around the world and I recently presented a seminar for the Italian association (AISR) in Alessandria. Italy is a sophisticated market and it was refreshing to meet with a receptive group.

Penn College will host its annual Hands-On Rotomolding Seminar on March 8th and 9th. Now in its third year, the course has proved very popular and successful combining a series of classroom sessions with practical hands-on tests carried out on the plastic centers rotomolding equipment. Contact Christy Allen at callen@pct.edu for more details.

China has presented many opportunities for rotomolding

(and everything else in manufacturing) but progress has been slower than expected in recent years from a technical standpoint. Local equipment is available but the quality is low and local polyethylene material is difficult to source. As a result, the association is planning to hold a conference in Shanghai to promote and plan the future of training and support for the industry - we are aiming for dates in March.

New Zealand has long been a hot-bed of creativity in rotomolding with many entrepreneurs looking to overseas markets for their products. There have been up to 80 molders active in a population of around 4 million (and at least 50 million sheep). Clariant have taken over the local supply of material to this market and are ramping up their technical capabilities to support this effort. They also plan to have seminars for their customer base starting in March this year.

South America is a broad market with enormous potential as I have mentioned before and there have been enquiries about a 'tour' of the continent with seminars and training in multiple locations. Orla has decided that if it happens we must make it a dancing tour by taking classes of Merengue in Venezuela, Samba in Brazil, and Tango in Argentina. RotoDance classes may someday be available.

Looks like my plans for a busy year are developing well...

OVER 30 YEARS EXPERIENCE OVER 30 YEARS EXPERIENCE OVER 30 YEARS EXPERIENCE

Rotationally Molded Plastics



 **Niland Company**
Your Source for Any Plastic
Hollow Product Shape Up to
(95" diameter) and No Matter
How Intricate.

1-800-648-9013
Toll Free Fax 1-888-779-3065
320 N. Clark, Dept. JT, El Paso, Texas 79905
International Calls: Tel 915-779-1405 Fax: 915-779-3618
www.nilandco.com tom@nilandco.com