

## David Viale – Recommendations

Dave has been teaching manufacturing concepts to people for over 20 years so that individuals can grow professionally and advance their careers. His enthusiasm is apparent, and he instills interest and a desire to learn.

I have had the pleasure of learning from, contracting with, and knowing Dave professionally for over 8 years. APICS courses brought us together which led me to hire him to teach on-site classes.

Dave is a people person who enjoys teaching and working with others. He has an uncanny ability to relate business events that have happened over the years (eg: Henry Ford's first assembly line) as well as current events (eg: companies he is currently or has worked with), so the people he is teaching or consulting with can understand and apply successful business concepts when learning and making critical decisions in support of helping companies grow revenue while reducing costs and inventories.

Most people think of Manufacturing when they hear Dave Viale's name, but his knowledge of Finance, Sales, Engineering, HR, etc. makes his teachings diverse and well rounded. Today he is teaching and looking at better ways for companies to remove wastes from their processes so as to allow people to be more productive, personally and professionally.

I have had the pleasure to work with Dave Viale during his most recent Lean All The Enterprise Workshop. He has been able to capture the essence of the Lean Journey experience and transfer it to the world of Sales and Operations Planning; the entire Supply Chain including Sales, Marketing, Purchasing, Planning, R&D, Finance, Ops and HR. All of professional people should look at bringing this workshop in-house. Because of his strong financial background (CPA and teaching college accounting and finance courses), he is able to show how every operational, sales, marketing, etc. has a financial impact on what people are doing.

I have been learning so much from Dave. I owe my career development, supply chain knowledge and management skills largely to Dave's teaching and help in the past 8 years. Today he is teaching at my company and helping to grow our business. I highly recommend Dave be your coach, mentor, consultant and teacher. He is simply the best.

*Junli Yamada  
BD Biosciences.*



I've known Dave since 1986. He is an excellent instructor in the areas of Materials, Manufacturing and Operations. Dave is personable and engaging. He designs his courses to thoroughly cover the subject matter, preparing his students to pass the required tests for certification (APICS, etc.). Dave's classes are focused on student participation, not just a lecture. I'd recommend Dave for anyone looking for a dynamic, motivated speaker who is always on the curring edge of the subjects he teaches.

*Mike Roche, Purchasing Manager  
Micrel, Inc.*

I have had the privilege of knowing Dave Viale for 30 plus years. He has been a great teacher of various courses and of certifying people on APICS courses. I have learned from Dave and have witnessed his great teaching skills. He is able to train large groups as well as mentor individuals. I recommend Dave as a key contributor to anyone seeking additional knowledge and education.

I have participated in Dave's training while I was employed at two different, Fortune 1000 companies. Both engagements covered at least a three to four year, continuous engagement. He works well with all levels in an organization.

*Jeff Bautista, Director  
Global Supply Chain Development*

I have worked with Dave Viale for almost ten years. I got to know him when I attended his CPIM course, which led to successful certification for a large number of those from our plant. Since then I have continued to work with Dave. He has given me the opportunity to participate in planning for his Lean courses and I was able to attend one of his Lean Enterprise workshops. I also worked with Dave on the Board of the Greater San Jose APICS Chapter where his ideas helped the chapter start to grow.

The thing that impresses me most about Dave and his work is that he never stops thinking about what is needed for the next generation of business. He took the Lean concept, which was mainly for manufacturing, and has expanded it throughout the enterprise. He can see ideas and areas for improvement that many would not even look at and he is able to make his ideas practical to all levels of business. I consider him an idea leader in the APICS training community.

*Marilyn Barclay, CPIM, PMP  
IT Business Partner  
BD Biosciences*



I have known Dave Viale for almost 20 years, when he recruited me to instruct for CFME. What impresses me most about Dave is his ability to answer complex questions using his real (practical) experience in the profession. He's not an academic; he's a former professional in Operations who discovered his attraction to teaching others.

Students recognize the real value of hands-on, in-the-trench experience. Several years later, I attended St. Mary's College, where they advertised that very fact – every instructor was a former professional in the field that they taught. Dave brings credibility to the front of the classroom.

Over the years, I've worked with Dave on several projects. It was then that I witnessed his ability to connect his technical knowledge to write material that is easily understood by students and practitioners.

*Dave Wilkins*  
*Operations Executive Consultant*