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September 2011



Dear David,

When we launched ILS back in the summer of 2006, my partners and I had all just come out of an academic environment so a lot of clients and potential clients thought we were teachers. Well, we are, but we are much more than teachers now.

After many years of teaching students and business professionals, but limiting our on-site work to either workshops or supervising student projects, we've spent the last five years providing hands-on coaching, implementing, teaching, transforming, and motivating. In that time, we have managed to save our clients nearly \$100 million, keeping many of them out of financial trouble, and saving a lot of jobs right here in the United States.

We're very proud of that consistent record of sustainable, recurring savings for our clients and want those of you who knew us before, as teachers, to take another look at how we work with clients. Everything we do will include teaching people how and why we do what we do so we can ensure that you don't have to keep us coming back to progress; you will know how to do it yourself. This self-sufficiency is one of our core values and is a direct step to creating the organizational culture you'll need for future challenges.

In this issue of our less-than-regular newsletter, we'll explain our transformation approaches, tell you about our new books we're very excited about, and invite you to our 4-day Executive workshop in December. Here's hoping your summer is profitable, and if it's less than you'd like it to be, by all means, give us a shout. We'll be happy to help you change that.

David

Being a lean company

Most of our clients have tried "lean stuff" before they meet us. Many have spent considerable sums of money on consultants and trainers and still struggle with developing the elusive continuous improvement culture. Several have access to internal lean consultants either from their corporate offices or from sister facilities or do frequent kaizen events, but still fail to

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Upcoming Events

Join us for these events:

Sep 15: [INFOTEP/INTEC](#) conference, Santo Domingo

Sep 15-16: [Lean Accounting Summit](#), Orlando, Florida

Sep 26: [World Trade Day](#), Louisville, Kentucky

Oct 17-19: [IBEX 2011](#), Louisville, Kentucky

Oct 31-Nov 4: [Applying Lean Principles across the Supply Chain](#), Penn State University

Nov 8-9: [Lean HR Summit](#), Orlando, Florida

Dec 5-8: [Lean Systems Executive Certification](#), Louisville, KY

Follow-up Links

[ILS Website](#)



perform consistently.

We have developed effective approaches to transforming companies in any industry. None of these are easy or quick. All require the right kind of leadership: the kind that listens to employees with respect, and teaches through patient questioning and support.

With the current economy, many companies have already had to take drastic measures in response to radical changes in demand. For these companies, the challenge is positioning for growth and rebuilding trust with the workforce. For these goals, we offer our Strategic Transformation Partnership. This begins with three week-long sessions where we execute improvement plans and use these hands-on, practical applications to teach specific concepts to increase capacity with the existing workforce.

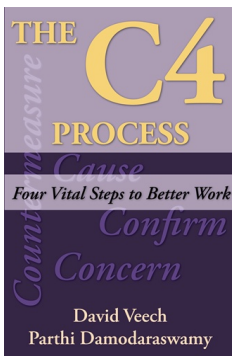
With the Strategic Transformation Partnership, we have priced it specifically to allow for the client's recovery. We offer our cost neutral financing, where clients don't have to pay anything up front, and will realize savings in their operations before they have to pay invoices. We guarantee that the activities will save more than we will charge.

For companies that need more aggressive recovery assistance, we do that too, with often staggeringly positive results in a very short period of time. Our Rapid Transformation Partnership focuses first on stopping downward performance trends (stopping the bleeding) then on stabilizing, and then on teaching for growth. We offer our cost neutral financing for this as well, with the client paying only after they have booked savings.

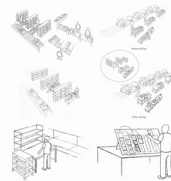
We still teach, too. We offer a third approach to companies who've weathered the big storm and feel that with a few more skilled people, they can reposition themselves for economic recovery. This is our Education Focused Transformation. We supplement all of these approaches with additional, focused workshops we conduct on-site.

Check our website for more details, or contact me (david.veech@theleanway.com)

New Books from ILS



Creating and Sustaining Highly Effective Lean Standardized Work Systems



Parthi Damodaraswamy
Jon C. Yingling

We've been busy writing this summer, and we've managed to finish and publish two books.

Jon and Parthi have collaborated on "Creating and Sustaining Highly Effective Lean Standardized Work Systems." The title describes it perfectly, and it presents a straightforward way to make standardized work

work in any organization.

David and Parthi have collaborated on "The C4 Process: Four Vital Steps to Better Work." This book details our problem solving approach which we recommend teaching to everyone in the organization. Click on the images to visit the publisher's website. Both books are also available on [Amazon](#).

Executive Workshop, Dec 5 - 8, 2011

Need to sharpen the saw? Want a new perspective on a tough problem? Need to introduce people to Systems thinking?

Join us for our Lean Systems Executive Certification workshop in Louisville, Kentucky from December 5 - 8, 2011.

This workshop is build around our StrikeFighter Systems Simulation which takes participants through three stages of organizational transformation. This simulation has proven effective for all types of organizations, from hospitals to steel mills.

This particular workshop will deviate slightly from the version described at our website. This week we want to bring in a critical focus on the importance of problem solving as a necessary skill for the entire workforce. We believe that a highly skilled and intelligent workforce is the most important asset any organization can have to prepare for an unknown future. We'll also focus on building the type of leadership required to allow the organization to thrive.

We're offering special pricing for this workshop as well. We normally offer this at \$3,995, but have slashed that price to \$1,995. If you have a group of people to send, let me know and we can work on that price a little bit more. We're running the workshop at the [Sheraton Louisville Riverside Hotel](#), just across the river from downtown Louisville offering excellent views of the city as well as first class facilities.

[Click here to register](#) (you'll need to create your own login and password). Contact me if you have any questions.

We continue to learn as we work with our clients. We turn that learning into useful practices for the next client. We've done recent work in home health care, steel parts, theater seating manufacturing, recycling centers, and with the [Compression Institute](#). If you're stalled or wondering where or how to start addressing your company's critical needs, give us a call or send us an email. We can help.

Sincerely,

David Veech

Institute for Lean Systems

[Forward email](#)



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