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Hi, just a reminder that you're receiving this email because you have expressed an interest in Institute for Lean Systems. Don't forget to add david.veech@theleanway.com to your address book so we'll be sure to land in your inbox!

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ILS Newsletter



Profitability
November 2012

Dear David,

Since it's election time, I thought it might be nice to send an update to you that had nothing political in it!

As we roll into the fall and winter in the US (and the opposite in Australia!) ILS is busy increasing the productivity and profitability of dozens of client companies. We can help you as well, even if we've been there before.

We're finding that a lot of companies are so busy (I guess the economy is getting better) that they don't think they have time to improve some of their processes. Others, often those with permanent improvement staffs, think they are already doing all they can or that they have already completed their key improvement tasks or spent their improvement budgets and can't do anything else, especially with outside resources. But that's not really the case.

Even if you've been running a string of improvement projects, I guarantee we can make improvements that provide an immediate jump in productivity, and a boost in profitability as well. Let us come in for a visit with your improvement team. We'll walk through the facility (regardless if it's a hospital, factory, distribution center, etc.) review the results your team has achieved, and give you some feedback. If we see something that you should be doing that you aren't, we'll let you know. This type of site visit is free (as long as you cover the travel costs) and we're happy to see how you're doing.

If you'd like something more aggressive, bring us in for a complete assessment of your organization. This assessment will identify key projects and projected savings you can achieve in a short period of time. If you engage us to manage the execution of these improvement projects we'll waive the assessment fee.

We've done some innovative and creative work in Product Development and in Production Scheduling recently that clients benefited greatly from. If this is where you need help, give us a call.

We'll even finance the engagement for you, by deferring our billing until after the projects have reaped the savings we project. Just send me an email or give me a call.

Finally, if you're a satisfied client of ours, please take a few minutes to forward this newsletter to your contacts in other companies. The best

Problem Solving with the C4 Process!



C4 is an evolution of PDCA designed to be easier to teach to the entire workforce.

We're offering on-site Problem Solving sessions for clients with as few as 4 and as many as 16 people per session for \$2,500 per day. These activities are flexible (1/2 day to 4.5 days) and we guarantee that the savings from implementing solutions will return at least twice the cost of the workshop. But the real benefit is gaining employee trust and skills as you do it. [Contact me for to schedule as session!](#)

Study Missions in 2013!

Last year, we hosted a group from Australia and California for a week-long study mission of world-class companies in Kentucky.

way for us to secure more work is through word of mouth. Please tell others about your experience with us and the results you've gotten. We certainly appreciate the help!

David Veech, Executive Director
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Re-branding ILS

We've been working on our website and marketing materials and hope to have everything ready to launch for the new year. We'd love your feedback on the current website and your ideas to include in the new one.

How can we serve your needs better? Let me know with an email. Thanks!

-David

Things We're Cooking Up



David has a couple of presentations coming up in November. First is at the [Lean HR Summit](#), November 8-9 in San Antonio. Last year, this was a great conference for an often overlooked piece of the lean transformation process. Send anyone interested in learning more about the role of people development in the future of your

company. To get a taste, download the White Paper I wrote at the [Lean Frontiers Website](#).

On November 13th, David is presenting at the Marine Dealers Conference and Exhibition (MDCE) in Orlando. If you're in the marine industry, this promised to be an incredible experience!

The [Compression Institute](#) is facilitating groups discussing water issues in several communities around the country. If you're concerned about water, power, or the use of other natural resources, contact [Jason McVay](#) for more information.

Want to get more from your problem solving efforts? We've put together several **C4 workshops** that can help you keep problem solving on track and focus on developing people in addition to reaching a solution. These workshops can run anywhere from a 25 minute overview to a week-long group experience. Contact [David Veech](#) for more information.

We've decided NOT to offer the [Executive Workshop](#) in December. For those who were considering coming, please accept our apologies. We can discuss conducting the workshop onsite for your leadership team. I promise it'll be well worth the effort.

We're also planning a US Study Mission to Kentucky companies for April and a Japan Study Mission a little later next year. Send me a note if

In April 2013, we're offering another to people all over the world. We're working with Mike Hoseus (author of Toyota Culture) to put together an unforgettable 4-day experience involving lean systems, innovative people practices, and bourbon. Plan to join us in Louisville on April 15th!

Next summer, we're planning to take a select group of clients on a study mission to Japan building on our success from a couple of years ago. This trip will include several of the world's best manufacturing and distribution facilities and will include downtime for some sight seeing. We're putting together a list of potential participants now. Send me an [email](#) if you'd like to be kept up-to-date on either of these trips.

Compression & ILS



We've built a close partnership with the Compression Institute whose mission is to create and support Vigorous Learning Organizations to enable better performance and outcomes while consuming dramatically fewer resources.

Discover how companies can grow their bottom line while compressing their use of resources having a long-term positive benefit to your company and the planet.

Send an email to david.veech@theleanway.com if you are interested in participating.

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Quick Links

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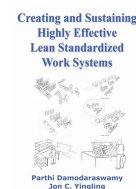
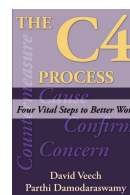
you're interested in these and we'll make sure you receive the details as we put them together.

If you need some help, send us a note! We're still offering our **Cost-Neutral financing** so even if you don't have coaching or consulting in your budget, we can work with you to realize a tremendous amount of savings and you can pay us after you've saved. Don't let a tight budget stop you from getting some help to stay competitive.

Thank you for letting us share this with you. If you liked it, please share it with some of your contacts. If you didn't, please let me know how we can improve it to serve you better.

Sincerely,

David Veech
Institute for Lean Systems



Our books on sale now!

See below for a special coupon offer!

Greening in Australia



ILS Australia has begun several green-focused programs for clients. They are rolling out diploma units in sustainability that include Green Value Stream Mapping and Carbon Accounting! For more information, contact Rina Sinha at rina.sinha@theleanway.com

**Save
20%**

Need help with your standardized work? Buy our book "Creating and Sustaining Highly Effective Lean Standardized Work Systems" today and get 20% off!

Take your problem solving to the next level with the C4 Process. Buy the book here and get a 20% discount.

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