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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



Recovery
March 2013

Dear David,

Haven't sent a newsletter out since November, so I thought I'd carve out a little time and let you know what we're up to!

Judging by the number of inquiries we've been getting lately, the economy is on its way to recovery. The stock market hit a record high a couple of days ago. Housing is starting to show signs of growth again. Let's hope the sequester spending cuts don't stall things just when they're starting to roll again. Somehow I think we'll be okay.

We're fortunate to have a new contract with an old client, along with several new clients, and several that are testing the waters. We've also submitted a proposal for a big job out west that should be awarded later this month. The Graduate Certificate in Australia is overflowing, with over 30 people registered for the series that started this month. A few companies are asking about Executive Workshops to get their leadership teams aligned for resurgent transformation efforts, so all in all it looks like 2013 is shaping up pretty well.

We've got new team members on board with Mike Settles, Erica Anderson, Alex Butt, and Stu Brenner helping us out (and Alex and his wife Kristen just had a baby girl on March 8!). In Australia, Linda Ballis and Simon Lane are providing more support, and we're getting some help from Pat O'Flaherty, too, though he's trying to retire!

We've got a new partnership in Australia in Swinburne University. We've had a relationship with Swinburne since the beginning (2006) but their new Industry Solutions Group was a perfect match for ILS Australia so we've forged a new deal that so far has benefited both of us pretty well. Now we have new digs for our public education workshops...in Melbourne's Central Business District. Very spiffy, too!

I hope your year is shaping up as well. If not, maybe we can help. Give us a call and have us out for a site visit.

David

David Veech, Executive Director
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In This Issue

[Website update](#)

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 Train the Trainer sessions for clients with as few as 4 and as many as 16 people per session for only \$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. We'll even defer invoicing for the workshop so you can use the savings to pay the bill! But the real benefit is gaining employee trust and brain-power, making them much more valuable to your organization.

[Contact me to schedule a session!](#)

Study Missions

[Lean Systems Designer](#)[Problem Solving with C4](#)[Study Missions in 2013](#)

Website update

It's taking longer than we planned to get our new website ready for prime-time. The drafts are really looking nice and we're planning more content delivery through the website so it's still a little buggy. Keep watching for it though! We'll send another newsletter out when it's ready and ask you all to vet it for us and provide feedback. -D

LeanSystemsDesigner v.0.12

We've been in the basement cooking up software to help in the analysis of work systems and the development of more effective standardized work.

You'll be able to load a video of a work process and analyze it second by second to get a better job breakdown and understanding of the specific work steps in a work station. Then it will help you identify areas of waste and develop a future state that you'll be able to simulate and troubleshoot before moving any people or equipment.

We're looking for a few beta testers. If you'd like access to the software to try it out and provide us some detailed feedback, send me a note (david.veech@theleanway.com) and I'll get you fixed up. -D

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

this Fall

We're working with Mike Hoseus (author of Toyota Culture) to put together an unforgettable 2-day experience involving lean systems, innovative people practices, and bourbon.

We'll have more information out in April, with specific dates and itinerary.

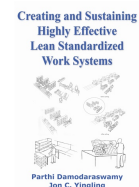
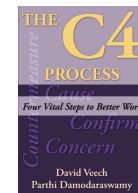
We're also planning to take a select group of clients on a study mission to Japan. This trip will include several of the world's best manufacturing and distribution facilities and will include downtime for some sight seeing. We're looking at dates and pricing options now and will have something solid by May.

I'll hope you'll consider joining us on one of these!

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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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