



March 13, 2006  
Volume 5, Issue 10

# LEAN THOUGHTS

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## GREEN EGGS AND HAM

### GOTCHA !!!

Did this phrase rekindle childhood memories of reading the CAT IN THE HAT and other wonderful stories written by DR SEUSS? Maybe, it even reminds you of reading these epic adventures to your own children.

Well here is what happened to me this week. Our local newspaper, The Record, each Wednesday in their business section profiles the start-up of a company within our region. This week the profile was of a specialty packaging company, Stellchem. The owner's business coach Beverly McCloskey, provided the owner with a copy of DR SUESS'S last penned book entitled "oh, the places you'll go".

Inspired, I went to our local bookstore to obtain a copy but found out that they were sold-out so I opted to purchase DR SUESS'S Sleep book which included the story I was seeking. Now as we evolve during life we decide to read more complex and academic literature to stimulate and educate our brains ... but sometimes it is good to get back to basics.

Many people pontificate on the meaning of life, leadership, good to great etc. But as we have learned in problem solving, children are clearly better in adopting 5 Why methodology than adults who tend to jump to solution.

### [oh, the places you'll go \(an excerpt\)](#)

*Congratulations!  
Today is your day.  
You're off to Great Places!  
You're off and away*

*You have brains in your head  
You have feet in your shoes  
You can steer yourself  
Any direction you choose.  
You're on your own. And you know what you know.  
And YOU are the guy who'll decide where to go.*

It was wonderful to go back to childhood and re-read all of those wonderful stories again, but this time they contributed much more meaning. Yes it seemed a little silly exploring the children's section of the book store to find my new re-found treasure.

As for the power of being a "sleep book", I interrupted Mariela from studying her latest Six Sigma adventure book to allow me to read to her "HORTON HEARS A WHO!" ... the result she fell asleep before I could get to the end of the story.

So have some fun, return to your childhood and read the book, you will learn something, it will bring back good memories, or at minimum you will have a cherished gift to provide to a child in the future.

### LEAN CONSORTIUM MEMBERS:

- CFN Precision
- CGL
- CTS Canada
- EATON Cutler Hammer
- KRAFT
- LA-Z-BOY- Residential
- MESSIER-DOWTY
- MORRISON LAMOTHE
- Orenda
- NESTLE WATERS CANADA
- STACKPOLE



Where "Lean Thoughts" Become Reality

The following is from the March AME-UK Newsletter by Chris McKellen. It is a "tongue-in-cheek" look at a comparison of a Toyota employee and a Typical UK Plant employee in the task of preparing a baked potato.

### *Baked potatoes - Toyota versus Typical plc (Ltd.)*

How a Toyota employee bakes a potato:

- Preheat new, high-quality oven to 350 F
- Insert a 1.0 lb Idaho potato
- Go do something productive for 45 minutes
- Check for doneness, then remove perfectly baked potato from oven and serve

How a Typical plc (Ltd.) employee bakes a potato:

- Conducts market test with suppliers in Mexico, Brazil, and Turkistan to supply 0.75 lb potatoes, choose lowest cost supplier with best Wings tickets.
- Change to incumbent supplier of Idaho potatoes, insist they meet Turkistan pricing with 3% annual price reductions.
- Upgrade to 1.0 lb potato, insist supplier erred by pricing for 0.75 lbs as instructed when he knows Toyota uses 1.0 lb potatoes.
- Instruct potato supplier to preheat the oven to 350F
- Demand that the supplier show you how he turned the dial to reach 350 F, and have him come up with documentation from the oven manufacturer proving that it was calibrated properly.
- Review documentation, and then have supplier check the temperature using a sophisticated temperature probe.
- Direct supplier to insert potato and set timer for 45 minutes.
- Have supplier open oven to prove potato has been installed correctly, and request a free study proving that 45 minutes is the ideal time to bake a potato of this size and variability due to orientation within the oven.
- Request a Six Sigma Study showing variable cook times for various potato sizes and orientations.
- Check potato for doneness after 10 minutes
- Check potato for doneness after 11 minutes
- Check potato for doneness after 12 minutes
- Become impatient with supplier (why is this simple potato taking so long to bake?). Demand status reports every five minutes.

- Conduct Value Engineering session and new market test.
- Change to 0.9 lb potato because customers will only notice if potato weight is reduced to 0.85 lb.
- Check potato for doneness after 15 minutes.
- After 35 minutes, conclude that potato is nearing completion. Pass through Gate review reporting all Green status.
- Congratulate supplier, and then update your boss on all the great work you've done, despite having to work with such an uncooperative supplier.
- Remove potato from oven after 40 minutes of baking, as a cost save without loss of function or quality versus the original 45 minute baking time.
- Serve potato.
- Wonder aloud what on earth those Japanese folks are doing over there to make such good, low-cost baked potatoes that people seem to like better than a Typical potato.

### *Why Implement Lean in the Front Office*

- Avoid re-dos on the factory floor
- Eliminate excessive handoffs, returns, and duplicate work
- Integrate technology more effectively
- Reduce contract and document processing time
- Improve order to cash processing flow and accuracy
- Improve customer lead-time
- Improve communications across departments and minimize conflicts
- Free up people to do strategic and proactive work
- Make individual and departmental responsibilities crystal clear
- Create a more focused and profitable organization

Source: *The manufacturers Edge* [www.mamtec.org](http://www.mamtec.org)

#### **BLOG**

<http://leanreflect.blogspot.com>

This will take you to a new blog on "lean" which is compiled by Karen Wilhelm, who is the editor of the Society of Manufacturing Engineers (SME) "Lean Directions" electronic newsletter





Tour Workshop Conference  
 Consortium Event Schedule

January	February	March	April	May	June
<p><b>T</b></p> <p>Wednesday 25  <a href="#">Eaton Electrical</a>,                      contact Joe Fisher,  <a href="mailto:JoeRFisher@eaton.com">JoeRFisher@eaton.com</a></p>	<p><b>T</b></p> <p>Wednesday 15,  <a href="#">CFN Precision</a>,                      contact Barry Wood,  <a href="mailto:bwood@cfn-inc.com">bwood@cfn-inc.com</a></p> <p><b>W</b></p> <p>Date &amp; location TBA                      Your own                      "STEP Diagnostic" to create Vision, Mission and Direction                      Contact Richard Kunst  <a href="mailto:Richard.kunst@la-z-boy.com">Richard.kunst@la-z-boy.com</a></p>	<p><b>T</b></p> <p>Wednesday 22,  <a href="#">Nestle Waters</a>,                      contact Mariela Castano  <a href="mailto:mcastano@perriergroup.com">mcastano@perriergroup.com</a></p>	<p><b>T</b></p> <p>Wednesday 19,  <a href="#">CTS Corp.</a>,                      contact Bob Garces,  <a href="mailto:Bob.Garces@ac.ctscorp.com">Bob.Garces@ac.ctscorp.com</a></p> <p><b>Consortium Shakeshowcase</b>                      Saturday 22  <a href="#">CTS Corp.</a>                      Contact Cindy Grolleman  <a href="mailto:cindy.grolleman@stackpole.com">cindy.grolleman@stackpole.com</a></p>	<p><b>T</b></p> <p>Wednesday 17,  <a href="#">Stackpole CSD</a>,                      contact Don Barber  <a href="mailto:Don.Barber@stackpole.ca">Don.Barber@stackpole.ca</a></p> <p><b>W</b></p> <p>Date &amp; location TBA                      "Compartmentalize the Noise"                      * Daily Report-outs                      * Standard work for Leaders                      Contact Richard Kunst  <a href="mailto:Richard.kunst@la-z-boy.com">Richard.kunst@la-z-boy.com</a></p>	<p><b>T</b></p> <p>Wednesday 21,  <a href="#">Morrison LaMothe</a>,                      contact Tony Vita  <a href="mailto:tvita@morrisonlamthe.com">tvita@morrisonlamthe.com</a></p> <p><b>C</b></p> <p><b>AME Regional Conference</b>                      Mon 12 to Thurs 15                      K-W Ontario                      Contact <a href="http://www.ame.org">www.ame.org</a></p>
July	August	September	October	November	December
	<p><b>W</b></p> <p>Date &amp; location TBA                      "Establish Anchors"                      * VSWI ... Visual Work Instructions                      * TPM ... Total Productive Maintenance                      Contact Richard Kunst  <a href="mailto:Richard.kunst@la-z-boy.com">Richard.kunst@la-z-boy.com</a></p>	<p><b>T</b></p> <p>Wednesday 20,  <a href="#">Kraft Foods</a>,                      contact Hanif Jivraj  <a href="mailto:hjivraj@Kraft.com">hjivraj@Kraft.com</a></p>	<p><b>T</b></p> <p>Wednesday 11,  <a href="#">Stackpole PMC</a>,                      contact Cindy Grolleman  <a href="mailto:cindy.grolleman@stackpole.com">cindy.grolleman@stackpole.com</a></p> <p><b>C</b></p> <p><b>AME National Conference</b>                      Mon 16 to Friday 20                      Dallas, Texas                      Contact <a href="http://www.ame.org">www.ame.org</a></p>	<p><b>T</b></p> <p>Wednesday 15,  <a href="#">Messier-Dowty</a>,                      contact Richard Evans  <a href="mailto:Richard.Evans@Messier-dowty.on.ca">Richard.Evans@Messier-dowty.on.ca</a></p> <p><b>W</b></p> <p>Date &amp; location TBA                      Your own                      "Get Organized"                      * 5S+1                      Contact Richard Kunst  <a href="mailto:Richard.kunst@la-z-boy.com">Richard.kunst@la-z-boy.com</a></p>	