

Lean Thinking In Wholesale Distribution

“Fuel Your Company By Becoming A Lean Thinker”

A One-Day Workshop



Overview:

“Lean Thinking” is a culture of solving problems—a process of continuous and sustained improvement—that creates more value and increased responsiveness to your customer’s demands by continually searching for activities that don’t add value.

Lean Thinking asks that you think differently about your business processes and how to use Lean Thinking Teams to seize upon new opportunities for eliminating barriers to improved business process performance, while fostering team building skills.

- Identify opportunities for 30% to 50% productivity improvement
- Identify opportunities for reductions in “process transaction costs”
- Increase inventory fill-rates, reduce lead-times, while reducing inventory and space requirements up to 25%
- Increase supplier performance
- Serve customers faster with a better quality of service.
- And more!

What Will This “Lean Thinking” Workshop Experience Do For You?

Interactive & Hands-On:

- Attendees will break-out into “Lean Problem Solving Teams” and will challenge each other using a series of exercises focused on business process improvement opportunities.
- These exercises will enable attendees to gain experiential knowledge of the tools necessary for Lean Implementation.
- At the completion of the workshop, attendees will come away understanding how to function as “Lean Problem Solving Teams” and possessing the ability to develop the “tactical plans” required for addressing and successfully implementing lean improvement initiatives.

Ready for a “Lean Transformation”?

Here’s How It Works:

- Utilizing a “case study exercise” focused on a wholesale-distributor’s business process improvement opportunities, MCA Associates will provide a full-day, value-added and highly interactive workshop focused on how to identify barriers to improvement, how to “drive to root-cause”, and how to develop tactical plans for lean improvement initiatives.
- The workshop can be conducted at or near your place of business... at a single cost... for up to 35 employees at one time. Your cost can be as little at \$115 per attendee!

Make this the year that you become a “Lean Thinker”!!!

Optional:

- Our Lean Thinking Workshop Leaders will meet with a cross-section of your employees, the day before the workshop, to mutually identify and assess “areas for improvement” **within your company** with the highest potential.
- This provides for a highly customized workshop focused on **your business processes** and allows the “Lean Problem Solving Teams” to develop the “tactical plans” required for addressing and successfully implementing **your own lean improvement initiatives**.
- Your total cost, including the workshop, can be as little as \$230 per attendee!
- We can accommodate flexible workshop schedules that meet your personnel scheduling requirements.

What You Will Learn:

- The concepts underlying “Lean Thinking”
- Tools, tips and techniques for implementation
- Specific Lean principles as they apply to whole-sale-distribution and the specific “areas of opportunity”
- Value Stream Mapping and other Lean analytical tools
- The importance of “Lean Teams”
- Why “process thinking” is fundamental to delivering more value to customers at lower cost
- Why a “flow of value” is so important!
- The “3 Pillars” of Lean Thinking (it’s where the barriers are!)
- The 4-step methodology that drives to the “root-causes” of the “barriers, bottlenecks, and obstacles” that negatively impact your ability to seek “operational excellence”
- How to develop a “tactical plan” to address and successfully implement your own lean improvement initiatives.
- Management’s required mindset to lead a Lean Thinking initiative
- The value of a “facilitator”

Are you experiencing any of these frequent barriers to operational improvement that negatively impact order fill rates, transaction costs, accuracy, and delivery costs?

- Too much inventory and inventory inaccuracy?
- Waiting or delaying of “events”?
- Excessive handling/conveyance?
- Inappropriate processing?
- Information gaps?
- Unnecessary motion/ergonomics?
- Inaccuracies, mistakes, discrepancies?
- Lack of adequate performance measurement?
- Technology deficiencies and/or poor utilization?
- A culture and people’s attitudes that don’t seek out improvement?

Who Should Attend?

- Owners, Presidents/CEO’s, Vice Presidents, General Managers, Operations Managers, Branch Managers, Warehouse Managers, Distribution Managers and Purchasing Managers.

About The Workshop Leaders



Howard Coleman and Phil Helle of MCA ASSOCIATES have many years of consulting experience working with both wholesale-distribution and manufacturing companies seeking operational excellence. Their experience includes competitive advantage assessments, operational excellence idea leadership focused on continuous improvement leading to cost reduction, increased productivity and quality of services, inventory and supply chain management, information systems and technology and organizational assessment and development.