



RISING TO THE CHALLENGE

Is Continuous Improvement Important for Your Business?

Presented by: Lyman Tschanz

Panelists: Preston Garner, Ken Turzinski, Tom Frank





Lyman Tschanz

President, PL Supply Chain Consulting

Lyman Tschanz has 40 years of experience with industrial companies in leadership roles in general management, manufacturing operations, and supply chain management. He started his career as a mechanical engineer with an MBA, and most recently was Vice President of Manufacturing Operations at Rockwell Automation.

Lyman has demonstrated his lifelong goal to make a difference and take on new challenges through a variety of progressive roles in his career.

PL Supply Chain Consulting is an independent business consulting organization, providing leadership support in supply chain and manufacturing strategy, process improvements, delivering growth, driving business operational improvements and turnarounds, advancing Industry 4.0 efforts, and general management. Lyman founded this business based on his experience and passion for helping leaders at manufacturing businesses of all sizes to succeed in today's competitive markets.



Preston Gardner

Owner & Director of Product & Purchasing, Palmer Hamilton

Preston started his career in Iowa at HNI, a publicly traded furniture company with roles in engineering, operations, project, and product management. He assisted in an acquisition which resulted in HNI achieving 5X growth over a 3-year period.

Preston then relocated back to Wisconsin to join his family furniture company, Palmer Hamilton. In the past 4 years Palmer Hamilton has doubled in size. The company has undergone extensive insourcing and capability expansions, along with significant operations improvements and product re-designs to improve overall throughput and support growth.

Preston holds a BS in Mechanical Engineering from Iowa State University





Tom Frank

President, Radius Packaging

Tom is the President & Chief Executive Officer with over 21+ years of experience in the plastics industry. Tom's extensive background in injection molding and blow molding spans a range of industries including automotive, power sports, power tools and packaging.

His visionary leadership style drives the business forward as the company continues to grow in a variety of markets.





Ken Turzinski

President, Tyri Americas

Ken Turzinski is the President and Co-owner of TYRI Americas, which manufactures the TYRI brand of lighting for off-highway vehicles. Ken has spent his entire career with international companies mainly in the areas of manufacturing, procurement, and product development.

In 2008, the company put an emphasis on developing export markets at which time Ken increased his role in market and business development including international expansion. Since that time, the company's revenue has more than tripled. Current focus includes increasing share of traditional markets such as off-highway, construction, material handling, and expanding into new markets such as 4x4 and powersports while focusing on quality and continuous improvement.



IS CONTINUOUS IMPROVEMENT IMPORTANT TO YOUR BUSINESS?

Is your business moving fast enough and far enough to meet your goals in an ever ever changing world?

IF A COMPANY IS NOT CONTINUOUSLY IMPROVING THEN IT IS SLOWLY DYING
DAVE WATERS

TO SUCCEED IN THIS WORLD YOU HAVE TO CHANGE ALL THE TIME
SAM WALTON

WATCH THE LITTLE THINGS; A SMALL LEAK WILL SINK A GREAT SHIP
BENJAMIN FRANKLIN

IF YOU ALWAYS DO WHAT YOU'VE ALWAYS DONE YOU WILL ALWAYS GET WHAT YOU ALWAYS GOT
HENRY FORD

Lyman Tschanz
PL Supply Chain Consulting

MANUFACTURING MATTERS!
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Continuous Improvement Journey Assessment

INTRODUCTION:
This assessment can be used as a quick scan of the current state of your Continuous Improvement Journey.
1. Individually, or as a Department, Team, or Functional Area, score each CI Principle using the Rating Scale provided.
2. Review the Action and Recommendations to help guide the definition of the Action/Next Steps.
3. Retake this assessment in one year, document what improvements have been made, and complete a new CI Assessment.
4. Share this journey with process areas but scoring for improvement. Avoid results deficiency going in the right direction.

Rating Scale	1	2	3	4	Rating
CI Principle #1: All of our employees understand how their daily work relates to the company objectives / strategies and priorities at all levels. Action/Next Steps:					
CI Principle #2: Problems are viewed as opportunities to improve processes and are solved quickly, and completely. Action/Next Steps:					
CI Principle #3: Standard work practices have been defined as "the best way to do the job so far", and leaders practice "GO and SEE" by spending time in work areas. Action/Next Steps:					
CI Principle #4: Our Metrics are timely, visual, meaningful and actionable, and are components of a Daily Management process led by engaged employees. Action/Next Steps:					
CI Principle #5: Employees are valued for their Head, Heart, and Hand, and the organization holds employees accountable / responsible. Action/Next Steps:					
CI Principle #6: Safety is our first priority for all Employees and owned by all Employees. Action/Next Steps:					
CI Principle #7: Our employees are aware of On-Time Delivery performance and the relation to their work. Action/Next Steps:					
CI Principle #8: We have a clear understanding of "Quality at the Source" and to "Never pass a defect" to the next operation in a process. Action/Next Steps:					
CI Principle #9: Our materials and information are organized in a manner to improve productivity, and allows employees to focus on value added work. Action/Next Steps:					
CI Principle #10: A visual production control system is in place to level, sequence, and control production regardless of volume or mix. Action/Next Steps:					
CI Principle #11: Our equipment preventative maintenance program is highly effective and includes production associate involvement, leading to few breakdowns / stoppages. Action/Next Steps:					
CI Principle #12: There is clear product flow, information flow, and understanding of what the customer values in our company processes. Action/Next Steps:					
CI Principle #13: Our workplace organization makes it easier to see interruptions, process flow, and to quickly identify abnormalities. Action/Next Steps:					
CI Principle #14: Key Performance Indicators in Office support teams are actively used to drive improvements for their internal and external customers. Action/Next Steps:					
CI Principle #15: Customer loyalty metrics are actively used to surface and address issues related to customer requirements. Action/Next Steps:					
CI Principle #16: There is a defined process to track, update and improve customer lead times. Action/Next Steps:					

Rating and Recommendations to guide the potential Action Items / Next Steps:
 CI Rating = 20: Conduct a formal Continuous Improvement assessment of your business processes and define how to start on your CI Journey.
 CI Rating = 30-40: Clearly define your organizational objectives, create a clear stage of your current state, and prioritize CI Principles for implementation.
 CI Rating = 45: You are on your way, consider revisiting your business/operational objectives and ensure your CI efforts align with your objectives.

Sum of Each Column: [] [] [] [] []
 Continuous Improvement Rating = Sum of All Columns

WMEP helps small and mid-sized manufacturers grow and succeed. Our decades of manufacturing experience, range of services, and passion for manufacturing translates into a consistently high return on investment for our clients.

ECONOMIC IMPACT - WCMP 2022
 \$282.6 Million
 1,855
 \$115.3 Million
 \$57 Million



EVERYTHING IN OUR
BUSINESS IS FINE



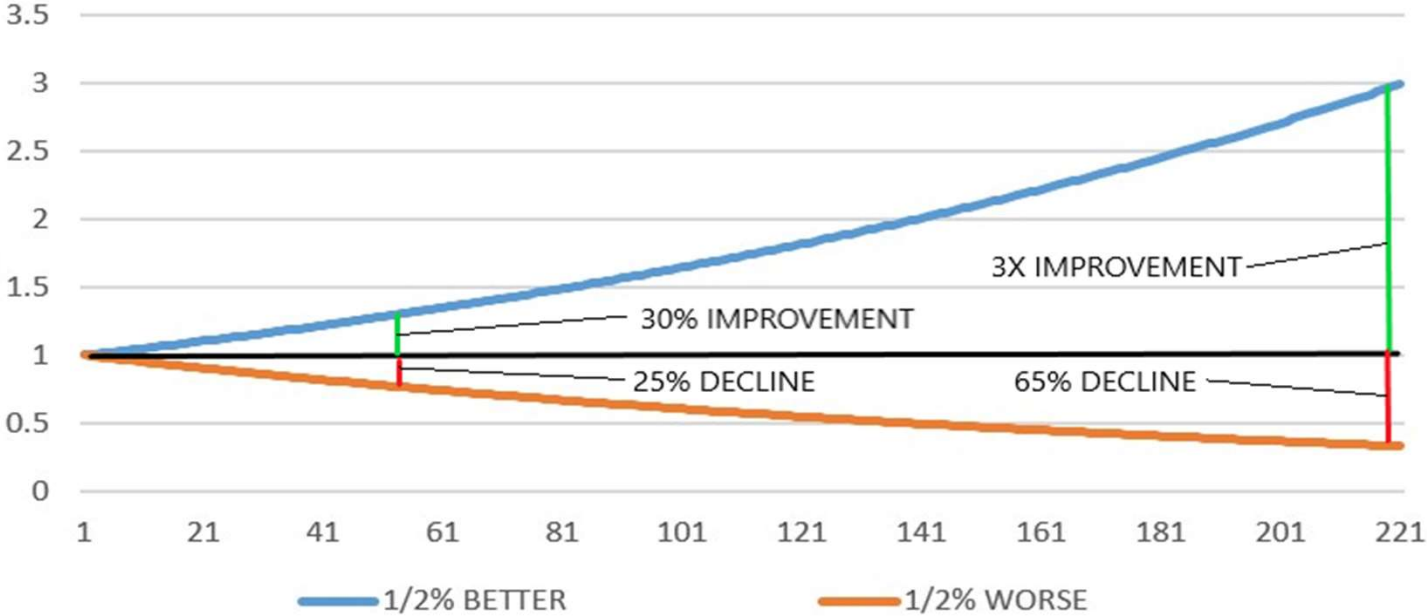
* IMAGES ATTRIBUTED TO NATENAELGINTING AND VALUAVITALY AT FREEPIK



SMALL PROBLEMS ARE HARD TO SEE

IMAGES ATTRIBUTED TO FREEPIK

The Impact of 1/2% Change Over a Year



SMALL IMPROVEMENTS *REALLY MATTER*

**I AM SORRY BUT WE
ARE TOO BUSY TO
WORK ON THAT.....**



IMAGE ATTRIBUTED TO FREEPIK



*HOW CAN I DO
CONTINUOUS IMPROVEMENT
WHEN I DON'T UNDERSTAND IT?*

* IMAGE ATTRIBUTED TO COOKIE_STUDIO AT FREEPIK

THE RESULTS OF WORKING ON CI CAN BE IMPRESSIVE

probably larger than you realize?

*I'd estimate that we've saved literally **hundreds of thousands of dollars** through our projects with the WMEP, along with improving our efficiency, creating a better work environment and improving the confidence and morale of our employees.*

**Don Lavrenz, President
Industrial Controls Co.**

In a recent survey of regarding lean practices, with nearly 50% of the responses coming from organizations with < 500 employees:

45% of the respondents reported gains from **20% to 80%** improvement across multiple areas of business performance

Ref: <https://www.industryreimagined2030.org/lean>
If you are involved in lean please add your input!

The (WMEP) organization is very professional, very knowledgeable. Most importantly, it is very strong in its ability to connect with employees on concepts, perspectives, and tools that can be viewed as very intimidating. WMEP consultants do a great job connecting with the shop floor and helping people understand those complex tools in a very simple way

**Ray Deeter
Chief Operation Officer**

HOW DO YOU GET STARTED OR ACCELERATE YOUR CI JOURNEY?

BELIEVE that continuous improvement is how everyone can work and that small changes matter

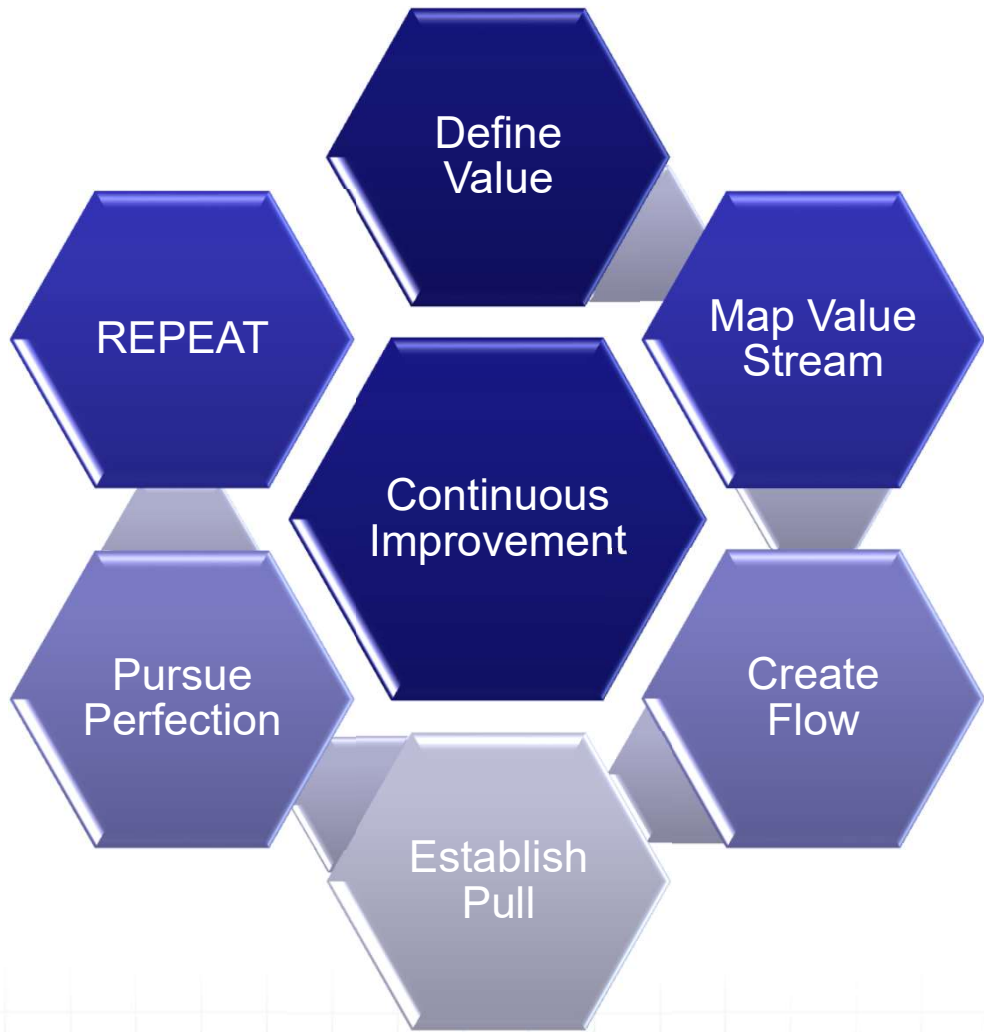
Seek out and **ASK FOR TRUSTED HELP** to get you started

PRIORITIZE the areas of greatest potential impact with a level of effort that **YOU SUPPORT**

TRAIN YOUR TEAM – start realizing improvements - look for early wins

CELEBRATE AND REPEAT - continuous improvement becomes part of your **CULTURE**





WE CAN'T



Thank You for Participating

Please complete the brief session survey to provide feedback to the presenters and in put to future editions of Manufacturing Matters!



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