

WHAT OTHERS SAY ABOUT THE LEAN SIMULATION MACHINE:

"A very realistic, down to earth simulation. A great teaching and learning tool! The Lean Sim machine clearly demonstrates the differences between traditional and competitive manufacturing systems. The discussions and 'team build' problem solving techniques that were presented in between each production simulation encouraged involvement and interaction from all participants."

—General Motors, Lansing Training Division

"The Lean Simulation is an important teaching tool at Donnelly. Rather than lecture at people, the simulation allows participants to experience how their decisions impact the bottom line in a much more powerful and fun way. We require all new hires to experience the simulation. We also use it for team facilitators to teach our policy deployments system. An advanced version is used to teach how a total pull system works. The simulation provides any facilitator with a flexible tool to not only teach lean concepts, but to show how leadership, participation, and teamwork work. Our employees like how the simulation recreates the dynamics of a real factory."

—Jay Ewing, Manager, Donnelly Production System Office

"The Lean Manufacturing Simulation is one of our most effective training tools. Our employees easily associate the simulation with our manufacturing process and product structure. The conversion from a conventional, functional department structure to an efficient lean manufacturing process is very convincing. It allows employees to tie together how moving to a lean manufacturing process on the shop floor can impact the bottom line."

—Randy Boonstra, Director of Stamping/Forming, National Manufacturing Company

"This simulation is a great way for people to learn experientially how to create economic growth and ship quickly with a lot less inventory."

—Rob Sligh, President, Sligh Furniture Company

"The Lean Manufacturing Simulation is one of the most exciting learning tools I have seen. It allows people to simulate lean concepts without creating real scrap or losing customer goodwill. It took over three years to develop. The Participant and Leader Guides were designed by Dynamic Training Corporation, one of the best Instructional Design firms in the country."

—Paul Davis, President, Scanlon Leadership Network

ORGANIZATIONS NOW USING THE LEAN SIMULATION MACHINE:

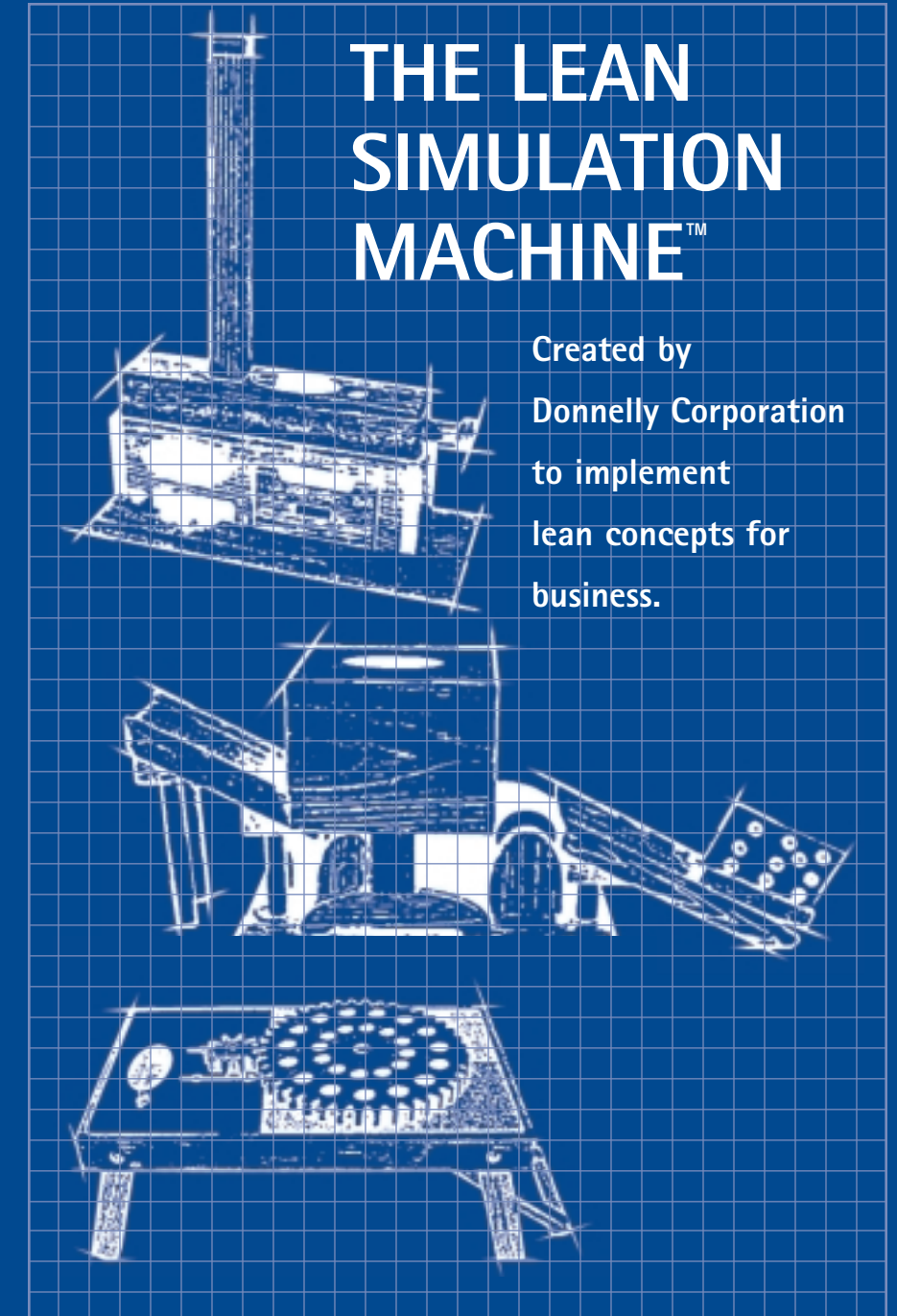


2875 Northwind Drive • Suite 121
East Lansing, MI 48823

THE LEAN SIMULATION MACHINE™

Created for and used by one of the "100 Best Companies to Work for in America" — the Donnelly Corporation

You are invited to experience . . .



Created by
Donnelly Corporation
to implement
lean concepts for
business.

DISCOVER THE LEAN SIMULATION MACHINE™

Donnelly Corporation created this amazing simulation device to implement lean concepts. The simulation helped contribute to the following results:

- 35% reduction in scrap
- 30% improvement in productivity
- 90% reduction in customer defects
- Proven results
- Cost effective
- Hands-on
- Easy to use
- Informative—front line to CEO
- Own or rent
- Training available
- 100% satisfaction guaranteed

YOUR FACTORY-IN-A-BOX INCLUDES:

- 3 Finely-crafted oak machines that simulate typical manufacturing processes:
 - a paint line (includes paint racks, paint booth, conveyor system and ramps)
 - an injection molding machine (complete with 3 dies to simulate die changes)
 - a heat treating machine
- Comprehensive Leader Guide with overheads and class handouts (over 150 pages)
- 30-page reproducible Participant Manual
- Excel™ spreadsheet to automatically perform financial calculations
- Pallets, finished good racks, nuts, bolts, linkages
- Heavy duty locking storage box

HOW THE LEAN SIMULATION MACHINE CAN WORK FOR YOU

The **Lean Sim. Machine** allows six to ten people to experience traditional and lean manufacturing concepts in four to eight hours.

Highly interactive and hands-on, the **Lean Sim. Machine** allows participants to create the dynamics of a factory that produces automotive components. Processes created include: injection molding, heat treating, painting, assembly, and conveying.

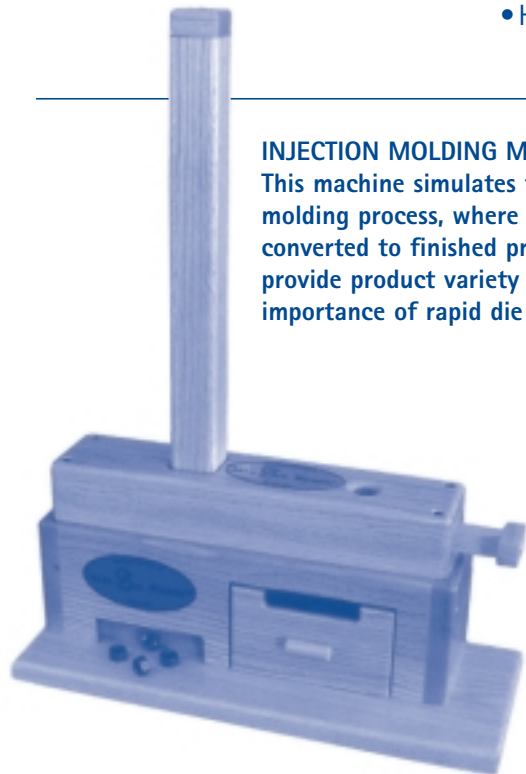
The Lean Sim. Machine is based on the article 'Decoding the DNA of the Toyota Production System,' by Steven Spear and Kent Brown, *Harvard Business Review* reprint 99509.

"The Lean Sim. Machine is an extremely effective way to educate all levels of the organization on lean manufacturing principles and how they tie into financial performance. I recommend it to anyone launching lean manufacturing efforts."

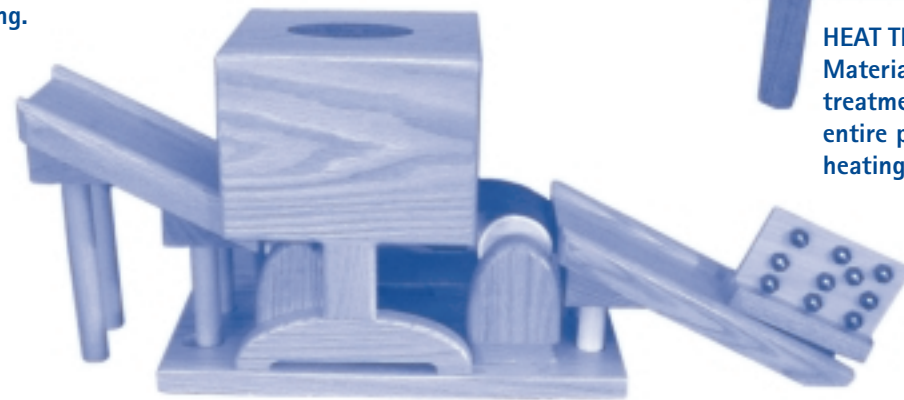
—Steven J. Kay, CPA, Plant Manager, Spring Engineering and Manufacturing Company

Three product variations require die changes and quality defects can be introduced by the facilitator. The simulation begins with traditional manufacturing and moves to "lean" as participants suggest changes that can be immediately tested.

Participants see the immediate impact of Lean Manufacturing techniques on the bottom line, and learn how to work as part of a team.



INJECTION MOLDING MACHINE
This machine simulates the injection molding process, where raw material is converted to finished product. Three dies provide product variety and illustrate the importance of rapid die changing.



PAINT LINE MACHINE
After the materials are molded, the application of "paint" is simulated by this assembly. Three different colors are loaded, painted and unloaded during this process.



HEAT TREATING MACHINE
Materials are "hardened" through heat treatment. This machine simulates the entire process from loading, through heating and cooling, to unloading.

HOW YOUR ORGANIZATION CAN OBTAIN THE LEAN SIMULATION MACHINE

- Available for purchase at the price of \$5900 plus shipping and handling (plus 6% sales tax in Michigan.)
- Available for a 5-day rental at the price of \$950 plus shipping and handling (plus 6% sales tax in Michigan.)
- Trained facilitators can deliver the program for you, or train your staff to deliver it.

Among other benefits of membership in the Scanlon Leadership Network, the **Lean Sim. Machine** is available for purchase at the discounted price of \$2900, and a 5-day rental is free.

For information about the **Lean Simulation Machine** or the Scanlon Leadership Network—

Email:
Association President
office@scanlonleader.org

Write:
Scanlon Leadership Network
2875 Northwind Drive, Suite 121
East Lansing, MI 48823

Phone:
517.332.8927
Fax: 517.332.9381

On the web:
www.scanlonleader.org

No-risk Guarantee: you must be 100% satisfied with your Lean Simulation Machine or you may return it for a full refund!

LEAN SIM. MACHINE ORDER FORM

- I would like to purchase the Lean Sim. Machine
- I would like to rent the Lean Sim. Machine
- Please contact me or send me more information on the Lean Sim. Machine and Training Program
- Please send me more information on the Scanlon Leadership Network

Method of payment: Check Visa MasterCard AmEx

Card # _____

Expiration Date _____ Signature _____

COMPANY NAME _____

CONTACT PERSON _____

ADDRESS _____

PHONE _____

EMAIL _____

SCANLON LEADERSHIP NETWORK • 2875 NORTHWIND DR. • SUITE 121 • EAST LANSING, MI 48823

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