

## Lean Production explained to a friend

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How Luis sells worldwide by "Lean Production".



I was in a pub.

Luis invited me to have a beer together.

During the evening he told:

***"Mark, I want to open a new company and I would like to run the business by Lean Production."***

***"I know you are an expert, how it works the Lean Production?"***

In the next rows what I said to him and how my **advice him to sell worldwide.**

Ready ...

Go!

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A long evening speaking about Lean.



We spent **2-3 hours that evening and the discussion is still on** (after 8 years).

Time to time we have a conversation and exchange **ideas on new tools, techniques, and opportunities related to Lean.**

So,

the **key point number 1** is:

**Lean Production is a never end journey!**

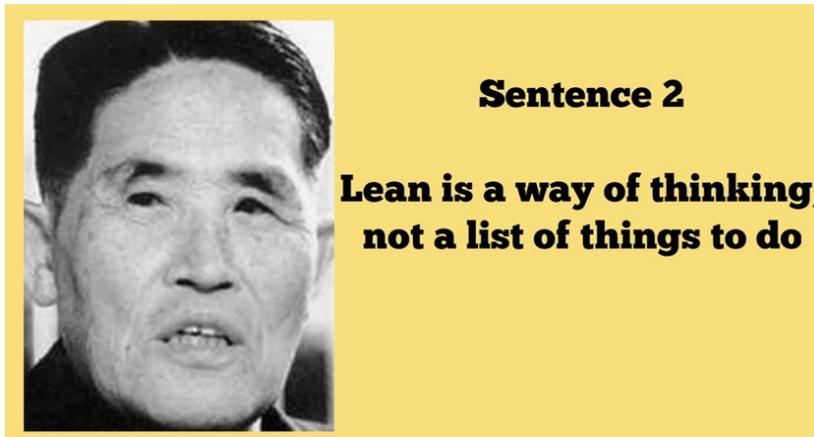
then,

the **second piece of advice** I gave him was...

**Lean Production is about people, not tools.**

I have to be honest with you ...

I took this advice from Shingo.



The **real goal** of a **Lean Company** is to have **every single employee the every day wake up thinking:**

**"How can I do my work better?"**

This concept is very well explained in the book of Ballè:

**The Lean Manager.**

Look,

this does not mean that you have not to know the tools,

you have to know the tools

and

you need to transform the company:

**Old way**

**Someone thinks and someone works**

**New company**

**everybody thinks and works**

In other words, you have to transform

**from vertical company to horizontal company.**

All this with the aim of eliminating wastes and hence costs.

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Do you like to waste? Lean Production advantages.



- Do you like to waste time in a queue in the bank?
- Do you like to waste money buying, not necessary things?
- Do you like to waste food?

I think the answer is:

**NO.**

So,

in your real life, **you are already a Lean Thinker.**

The goal is to **bring this mood in the company.**

To create a sense of belonging the will help to have a natural mood to the waste elimination.

Once this mood is set,

there are a lot of benefits for:

- The Company
- The Employees
- The Environment

a process with **less waste is more productive and I am quite sure with less energy consumption and garbage.**

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Why is important the history of "Lean Production"



During the dinner,

I started to speak about the fathers of Lean as:

- Taiichi Ohno**
- William Edwards Deming**
- Shigeo Shingo**

To know the history is useful to understand the Lean Production Principles and even to be inspired and inspire the others.

There is something **fascinating in this industrial story and you can use this to engage the others.**

Then,

it is important to see **what the others did and is doing with Lean.**

**The double-digit results are not commercial.**

**Believe me!**

The industrial world is going in that direction, if you will not follow the lean production methods there is a big risk for you to stay behind.

We collected for you a Lean Manufacturing Video collection where you can find a lot of videos that shows the results of Lean.

<http://leanmanufacturingpdf.com/lean-manufacturing-video/>

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Where to start practically with the Lean Transformation?



*Start Now!*

I know what are you thinking.

**Beautiful words.**

**Where to start?**

What I suggested Luis to start was with the

**5S Methodology**

<http://leanmanufacturingpdf.com/5s-methodology/>

It is a way to start immediately,

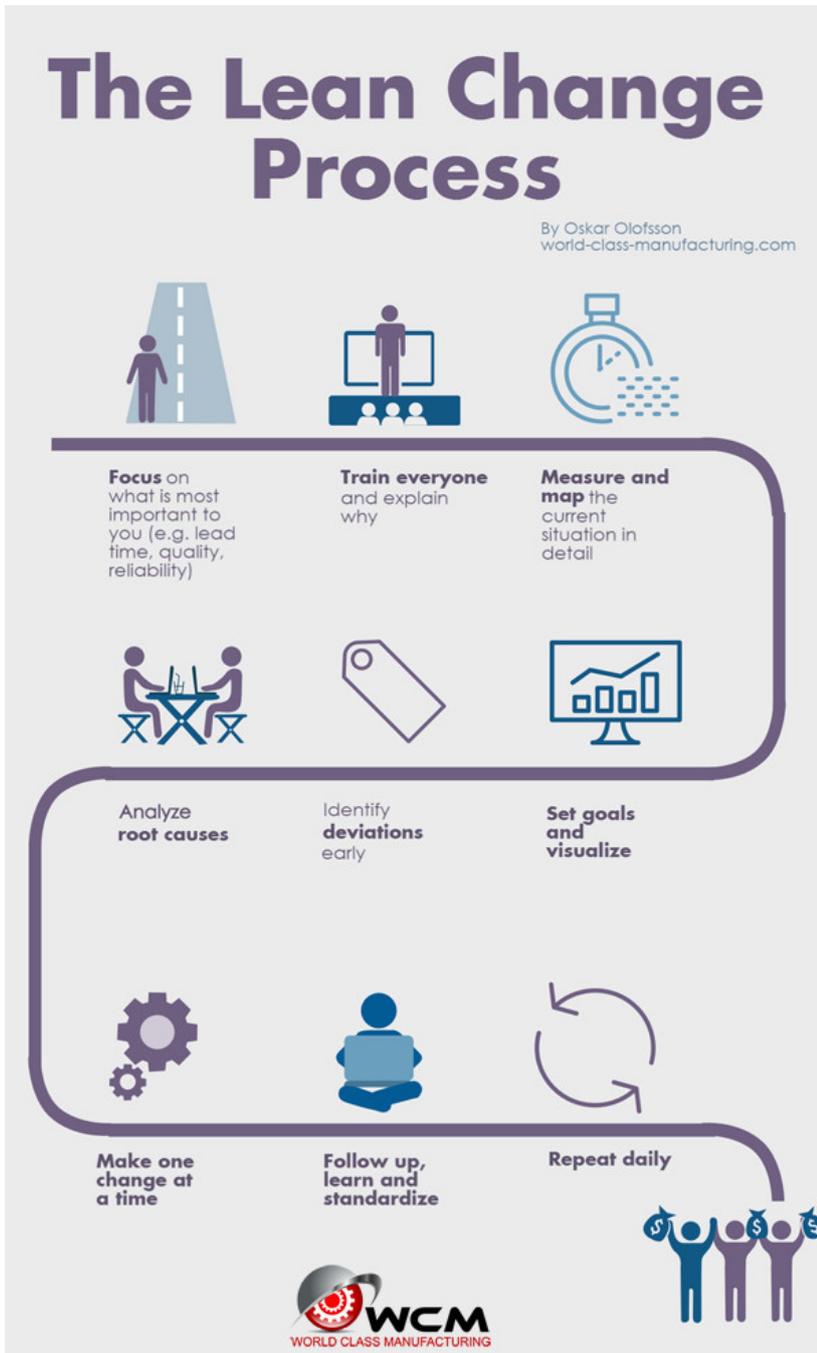
get results and instill positive mood.

**Really needs 5 minutes a day (every day).**

Here a page you want a great 5S PPT

Then,

as step by step guide you can refer to the following infographic.



look at the following video more and more.

This is the video I love the most for the Lean Production definition implemented step by step.

Lean Management - The 5 Steps >>

<http://leanmanufacturingpdf.com/lean-management-5-main-steps-video-5/>

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## Conclusions

Luis started with **5S and Kanban System** to manage the warehouse.

Then,

asked for **just in time to its suppliers.**

Now,

**everyday challenge the company to do better** and find the best way to serve the customer.

Finally,

they start to follow **projects and innovation by a Kanban Board.**

His company sells microscopes worldwide and **his business grow and grow every year in a never ending Lean Journey.**

If you want to do as Luis go to our

Lean Manufacturing Video

<http://leanmanufacturingpdf.com/lean-manufacturing-video/>

to start to understand the many aspects of a Lean Production Journey.