



In this issue we feature ConMed Corporation, the 2008 Perfect Engine Site Award winner. ConMed began its lean journey in 2006 and has created a business culture that uses continuous improvement to innovate, focus on the customer, and reliably bring new products to market. ConMed's transformation is an impressive one because of their expedited approach to developing a lean culture and the discipline required to generate and sustain rapid business improvement. ConMed did in just one year what many companies do in three.

If you ask David Johnson or Don Keeler at ConMed how they did it, they would attribute the transformation to strong committed leadership; extremely aggressive implementation, including clear objectives, discipline, and accountability; a robust continuous improvement cycle; a technologically-advanced visual management system; and an army of dedicated employees.

Also featured in this issue is the retiring CEO of Pella Corporation, Mel Haught, another visionary leader who led a company-wide LeanSigma® transformation to create a high-performance organization. The Pella Storm Door plant in Clear Lake, Iowa, also won the Perfect Engine Site Award in 2004.

One company profiled in this issue has taken lean a step further, to help the people in its local community. Amway Corporation, based in Grand Rapids, Michigan, helped the Kids' Food Basket, an organization that provides meals to school children at risk of going without, streamline its meal-packing process, saving time and improving quality—all of which allowed Kids' Food Basket to expand capacity to help more children in need.

This December, I will host CEO Boot Camp, an intimate, one-on-one opportunity to meet and learn from leading CEO practitioners who aggressively leverage lean as a tool for market dominance. Attendees will spend three days meeting directly with CEOs from four leading companies who

have led their organizations through a lean transformation: Steinway & Sons, Sealy Mattress, ConMed Corporation, and H&T Battery Components. If you're trying lean but not succeeding, if you are thinking about getting started but not certain if it's worth the time or effort, or if you just want to benchmark your program against another, consider joining us for an inspirational, thought-provoking tour of outstanding lean organizations.

A visit to these facilities or any other Perfect Engine Site Award winner will leave you energized and ready to return home with a renewed focus on your own LeanSigma® transformation. Whether you join us for a vision tour, attend CEO Boot Camp, or pick up the phone and chat with someone at one of these exceptional companies, I am certain you'll reconsider the intensity of your own initiative and seek ways to drive better results, faster than ever before. This economy will take a turn for the better some time in 2010 or 2011 and you won't want to miss the opportunity to leapfrog your competition and go for the gold. ■

A handwritten signature in black ink that reads "Anand Sharma". The signature is fluid and cursive, with a horizontal line underneath the name.

Anand Sharma  
Co-founder & CEO  
TBM Consulting Group, Inc.  
asharma@tbmcg.com