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TBM NAMES PELLA CORPORATION WINNER OF 2010 CORPORATE “PERFECT ENGINE” AWARD

Durham, N.C. – June 22, 2010 – TBM Consulting Group, the global business improvement leader for the manufacturing and service sectors, presented Pella Corporation with the 2010 “Perfect Engine” award recognizing the commitment to a continuous improvement philosophy and its success as a “Lean” enterprise. The award was presented to Pella’s President and Chief Executive Officer (CEO) Pat Meyer on behalf of the company’s Engineered Technologies Division (ETD). Based in Pella, Iowa, Pella is a family-owned, professionally-managed, privately-held company that manufactures a full range of high-quality residential and commercial windows and doors for new construction, remodeling and replacement projects.

“The Perfect Engine” refers to the precision interworking of human resources and physical assets to achieve outstanding productivity results that create business agility, growth and profitability. It is also the title of a book authored by TBM’s CEO Anand Sharma, who has consulted with hundreds of companies worldwide to implement and leverage a lean business system as an effective strategy for achieving and sustaining profitable growth.

This annual Pella award honors a manufacturer that has been successful in implementing LeanSigma® methodologies, the fusion of the two most powerful business process improvement systems of Lean and Six Sigma, throughout the entire organization and throughout its value chain.



TBM honored Pella Corporation’s Engineered Technologies Division (ETD) team with its “Perfect Engine” Award in 2010. Pella is the only company to have earned the coveted award twice in history.

Honoring Pella Corporation’s leadership in continuous improvement are front row from left: Gina Singer, Pella Corp Kaizen promotion office (KPO) manager; Brian Kingery, Pella Corp ETD director of operations; TBM CEO Anand Sharma presenting the Corporate “Perfect Engine” award to Pella Corporation President and CEO Pat Meyer, and Jim Meyer, President and Chief Operating Officer (COO) of Pella’s ETD (no relation to Pat Meyer.) Back row, from left: Larry Ehlinger, Pella Corp director of engineering and Bill Schwartz, TBM executive vice president.

Approaching nearly 17 years on its lean journey, Pella continues to use the LeanSigma approach to extensively innovate, develop and launch new products and has leveraged its competitive advantages into growth in sales and productivity. From 1993 to 2010, the company has executed more than 10,000 kaizen events leveraging lean to aggressively support its growth initiatives. Some of Pella's recent results include:

- The ability to utilize improvements to profitably diversify and grow, even in a down economy
- A steady ability to maintain short customer delivery-to promise-lead times
- The ability to maintain or reduce price for several consecutive years

"Pella earned this year's Perfect Engine award because of its proven ability to use lean as a strategic tool for growth," said Anand Sharma, Founder and CEO of TBM Consulting Group. "Pella was the first Perfect Engine award recipient in 2003 and this is the second time we have recognized the company for its achievements. Pella has demonstrated significant success gaining market share and building brand loyalty through its LeanSigma transformation and commitment to investing in the workforce."

"The Pella team is truly honored to again earn the 'perfect engine' award as we rely on lean principles to drive continuous improvement in our Engineered Technologies Division and throughout the business to add value and help create better views for our customers in the process," Meyer said.

About Pella

Pella Corporation is a leader in designing, testing, manufacturing and installing quality windows and doors for new construction, remodeling and replacement applications.

As a family-owned and professionally managed privately-held company, Pella is known for its 85-year history of making innovative products, providing quality service and delivering on customer satisfaction. Headquartered in Pella, Iowa, the company is committed to incorporating new technologies, increasing productivity and practicing environmental stewardship to create satisfied customers.

Pella manufactures quality windows, patio doors and entry door systems sold through a Direct Sales Network operating Pella® Window & Door Showrooms across the United States and Canada. For more information, call 888-847-3552 or visit pella.com and select building materials retailers, including Lowe's®. Follow Pella on Twitter.com @Pella_News.

About TBM Consulting Group

Headquartered in Durham, N.C., TBM Consulting Group is the leading provider of LeanSigma® Consulting and Training Services in North and South America, Europe and Asia. With more than 150 experienced consultants operating on five continents in seven languages across the globe, TBM has grown to be the worldwide leader in "lean innovation" and business improvement in the manufacturing and service sectors. The company's mission is to help discrete and process manufacturers and service companies create a competitive advantage to generate significant growth in sales and earnings. The company provides strategic direction and hands-on implementation to guide cultural and organizational transformation. TBM Consulting Group's LeanSigma approach integrates Lean principles for market agility and responsiveness and Six Sigma's focus on quality. For more information visit www.tbmcg.com

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