



QPSL



Profitability; sharing our experience

May 14th 2014 Loughborough





Angus Brogdon

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Over 40 years in the PVC & PVCu Extrusion Industry

Contract Flooring Accessories -

Insulated Cavity Closers -

Bespoke PVC & PVCu Extrusions -

Wood Plastic Composite Profiles -



...a Lean Enterprise

Our Principles are:

To create **value** for customers

Generate **flow** to eliminate job queues.

Let customer **pull** determine what is made.

Strive for **perfection** – never satisfied.

Always **learning** to be better



GREEN - environmentally aware
SAFE - for employees & customers
CLEAN - transparency in all that we do

THE 8 WASTES

Transportation

Manufacturing:
Have short ways between production and storage or dispatch.

Sales:
Plan your route to minimize miles.

Transportation means moving work in process or products from place to place in a process or having to move materials, parts or finished goods into or out of storage or between processes.

Why it is waste: The longer a product moves around, the longer there is no value being added to it, as it is not being physically transformed.



Inventory

Let the customer pull his products straight out of the machine or from the workbench, not out of the shelf!

Reorder automatically when you're about to use the last piece. Do it before an inventory list of orders, get the most to be you do anything else.

Inventory means: Excess raw material or finished goods causing long lead times, obsolescence, damaged goods, transportation and storage costs, and delay. This can also be in form of work in progress.

Waiting



Speak up when something/someone delays your work, search for a solution to start a process quicker. Don't leave your customer waiting on you. Plan your day and have work for the time you spend waiting ready. Follow up phone call or the email in between. Be on time for meetings. Attend to your guests waiting at the entrance asap - the time is precious too.

Waiting is: Workers merely standing with persons for an automated machine, or having to stand around waiting for the next processing step, tool, supply part, etc., or just plain having no work because of no stock, for processing delays, equipment downtime, and capacity constraints.

Overproduction

Producing less earlier or in greater quantities than needed by the customer. Producing earlier or more than is needed generates other wastes, such as overstocking, storage, and transportation costs because of excess inventory. Inventory can be physical inventory or a queue of information.

Let the customer pull his products. QPSL is optimized to allow a flexible and quick reaction to the ordered products. Don't produce only for the shelf or the date given if the item is not a demand for it in the immediate future.



Overprocessing

This can be: Taking unnecessary steps to process the part, inefficiently processing due to poor tool and product design, causing unnecessary motion and producing defects. Waste is generated when providing higher quality product than is necessary.

Listen to the customer. Know the required quality standards. Control your cost. Adjust your level of sophistication with the customer one.



Movement

Similar to transportation, but movement refers to movement of operator and equipment. Any motion employees have to perform during the course of their work other than adding value to the part, such as reaching for, looking for, or stacking parts, tools, etc.

Try not to run twice because you have forgotten something on the first run. But never refuse to go twice for something heavy to avoid injuries.

Office:
Move your feet every now and then because it is healthy, just be reasonable with picking up single pages from the printer instead of the full document.



TIM WOODS

under utilised Skill

Skill under utilised: Losing time, ideas, skills, improvement and learning opportunities by not engaging or listening to your employees.

You have an idea or experience how something can be improved? Share your thoughts, your knowledge, because the whole company will benefit from it and you are part of this company.



Defects

Production of defective parts or correction. Repairing or rework, scrap, replacement production, and inspection means wasteful handling, time, and effort. You can't add value twice if you have to do it again - simply costs double.

Be a bit of a pro: cost money and time - Money for the resource to pay staff, lighting, etc. to do it again, to do so means that you have to push a not very good job back in the queue in order to get the work out!



Get to know Tim Woods and let him help you to memorize the lean principles.

A little of history

An additional 'leg to the stool'
Wood Plastic Composite (wpc) ...
... but using existing equipment

... Market place (not decking)

Dacatie > Frame Former Customers > Timber Windows
Look and work like timber but perform better

Development with customers
A voyage of discovery, trial and error, learning

Tool design, making and commissioning; Tool room of 3 with local sub contractors
CAD and Product Manager

Does it contribute to the bottom line?

Does it reduce cost, save time, eliminate hassle?

(Waste TIM WOOD)

Does it improve Quality and Service?



Does it contribute to the bottom line?
Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

Use it **“straight out of the packet”** (pallet / cage)

No need to extract moisture

No need to treat or condition



Does it contribute to the bottom line?
Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

Use it all straight out of the packet (pallet / cage)

No knots
No defects
Straight
No inspection

Consistent - Every time Every piece



Does it contribute to the bottom line?
Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

Use it all straight out of the packet (pallet / cage) **and paint it**

No additional preparation
No sanding required
No need to prime

Standard paint and process with all your natural timber

Excellent paint adhesion
(Tests and experience)



Does it contribute to the bottom line?
Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

Use it all straight out of the packet (pallet / cage) and paint it

Work it how you like

Dry glaze and clip system
or Nail and pin
or Glue and tape

Cut, mitre, lap joint

And you can bend it!



Does it contribute to the bottom line?
Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

Use it all straight out of the packet (pallet / cage) and paint it
Work it how you like

And no return to site!

??????



Sustainability

- The wood fibres are sourced from sustainable sources.

Performance

- Thermal Conductivity Tests
- Secured by design
- Water Absorption 'does not rot'

Service Life

- Here's the mat!



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Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)
Does it improve Quality and Service?

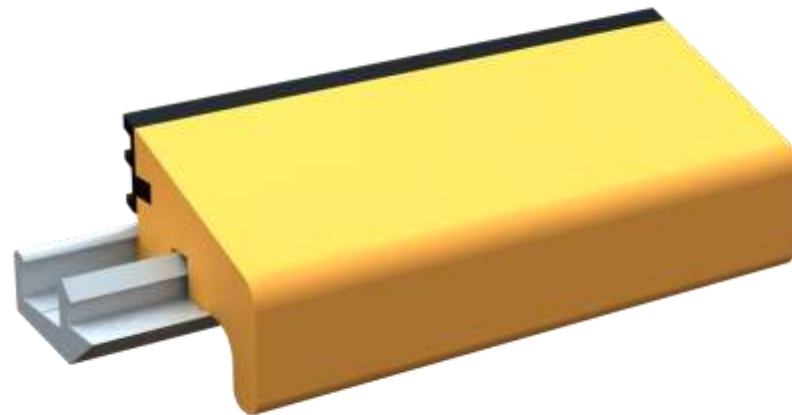
Use it all straight out of the packet (pallet / cage) and paint it
Work it how you like

And its available now....

Standard profiles available, direct or via distribution

Or
Your own design; agree cad drawings,

Or
Joint design; agree cad drawings,



Does it contribute to the bottom line?

Does it reduce cost, save time, eliminate hassle? (Waste TIM WOOD)

Does it improve Quality and Service?

Over to you.....



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