



Lean Six Sigma Supplies Return on Investment for Sanden International

Deborreh M. Wallace
Customer Relations Manager
Texas Manufacturing Assistance Center



Sanden International is the world's largest independent supplier of automotive air conditioning compressors. Their U.S. operations are located in Wylie, Texas.

Sanden is considered a world class manufacturing enterprise by many standards. It is a Quality Texas Foundation *Texas Award for Performance Excellence* recipient, as well as a winner of the coveted *Japanese Institute of Plant Maintenance* (JIPM) award. With the structure and processes in place required to achieve these coveted awards, Sanden decided to continue its journey of excellence by implementing proven Lean Manufacturing techniques. They chose the Texas Manufacturing Assistance to assist them (TMAC).

Brandon Phoenix, Sanden's Manager of Continuous Improvement, identified several basic Lean concepts, tools & techniques as a good starting point. These included TMAC's intensive Lean Six Sigma Black Belt and Green Belt training/project courses as well as Shingo Prize Examiner training. The goal was to develop a solid staff of knowledgeable experts. Training for the leadership team included: Basics of Lean Leadership, Lean Performance Measures, and Supply Chain Management. TMAC contributed to the development of other key Lean roles with additional training on Set-Up Reduction and Pull/Kanban implementation. In total, 8 different courses were presented. The goal of the project was to put Lean Leaders and Lean Experts in place. This team now forms Sanden's infrastructure for the continuous integration of Lean tools.

The trainings immediately provided a return on investment, including:

- A 40% reduction in changeover time from initial Lean Six Sigma project (which created an increase of hundreds more product out the door and a competitive edge)
- Elimination and reduction in redundant or wasteful corporate processes
- Improvements in problem solving skills through-out the organization
- Creation of a detailed organizational report identifying future opportunities for improvement
- \$36,000 Workforce Development Investment

Brandon Phoenix, Manager of Total Quality Management states, "The training and project work has been excellent and has had an immediate impact on operations at Sanden. TMAC showed a consistent dedication to excellence and organizational development in every activity and joint effort we consolidated for completion."



The Quality Texas Foundation and the Texas Manufacturing Assistance Center (TMAC) proudly work in partnership to enhance productivity and profitability for businesses in Texas. Performance Excellence methodologies combined with TMAC training will help you sustain and grow a competitive advantage. Many of the successful strategies used in highly competitive industries can now be deployed across other business sectors, including health care, financial services, and insurance. These TMAC courses, designed for your business, are proven cost-cutters:

- **Principles of the Lean Office 101:** This course improves an organization's productivity, quality, on-time performance and safety while reducing costs and raising employee morale. Participants learn in an interactive environment that teaches lean thinking, including recognizing non value-added work, understanding value streams, and identifying the eight waste of productivity and lead time.
- **Administrative Value Stream Mapping:** *Value Stream Mapping* is a tool for streamlining work and work processes, cutting lead times and reducing overhead. Participants will develop skills to analyze business processes from both the perspective of the process and the customer. This is an essential skill for identifying problem areas and creating a plan to improve business operations.
- **Lean Six Sigma Black Belt & Green Belt for Service:** By combining the strengths of today's two most important business practice initiatives—Lean and Six Sigma—into one integrated program, these courses demonstrate how to increase productivity and quality, while keeping improvement tied to business strategy. Participants will learn how to 1)achieve major cost and lead time reductions in less than a year; 2) compress order-to-delivery cycle times; 3) improve process consistency and eliminate waste throughout an organization.

For more information on how these programs can reduce costs, strengthen your business, and enhance your candidacy for the Texas Award for Performance Excellence, please contact Quality Texas or TMAC.

www.tmac.org 800-625-4876 www.texas-quality.org 214-565-8550

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TMAC provides training, technical assistance, and onsite improvement implementation. All services are competitively priced and customized to fit the way your company operates.

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