

All of the easy “STUFF” has already been done!

Last week we were visiting a company that we have been working with for a couple of years and I was searching for a way to explain what we really had accomplished so far.

It came to me in a flash...

All of the easy stuff had already been done! All of the low hanging fruit had been picked. It was time to face up to the fact that to continue the improvement effort we would need to attack the tough stuff.

Several years ago, before we started the improvement effort, our Non-Value Added to Value Added Ratio was 99.99/.01.

Two years into the effort we were at a ratio of 85/15.

Our new plan will take us to 50/50.

True, solving the easy problems and picking the low hanging fruit, did yield excellent benefits. But there are even bigger and more long term benefits from taking on the tougher ones.

It takes guts to go after the tough problems, to address the tough issues, and face up to the fact that the only way to continue the improvement effort is to tackle them.

It's the only way that we will get to a ratio of 50/50.

It takes leadership! It takes support! It takes commitment! And you must invest more time, effort, and perhaps some money. Is it worth it? We think so!

I have a good friend that says “Easy jobs don't pay much.” He's right!

WHAT'S YOUR NON-VALUE ADDED TO VALUE ADDED RATIO?

