

# SUPERCHARGE YOUR MANUFACTURING PROFIT WITHIN SIX MONTHS USING TOC

## Four Hour Webinar on Theory of Constraints (TOC)

In support of a country's National Welding Capability

**WEBINAR FOR AFRICA, CENTRAL AND SOUTH EASTERN EUROPE AND THE INDIAN SUBCONTINENT**  
**18 June 2020, 8:30 to 12:30 (South African Standard Time)**

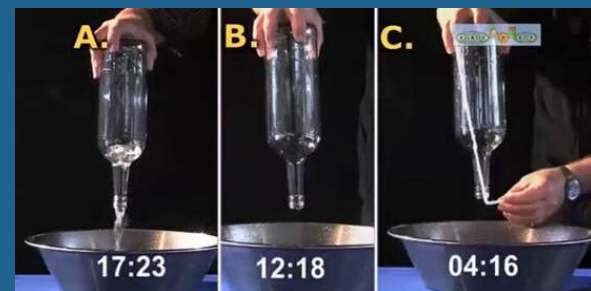
**Target Audience:** Business leaders, Operational leaders, Financial managers, Planning managers, Operational supervisors, Training & Quality managers, Technical services managers, Sales managers, Quality assurance managers  
**COST: FREE**

This webinar will demonstrate why and how it is possible for the same factory, the same infrastructure, the same people and the same equipment to

produce at least 20% more by doing things in a different way. This new approach will inevitably improve production flow, especially after lockdown, reduce costs, improve delivery times and through the project execution approach, improve due date performance significantly.

The webinar will help uncover the deeply rooted flaws in the way we think and manage our operations and introduce a fresh, new way. In order to achieve significant results, things must change. The physical work will be the same, but the way that leadership will unfold, the way the suppliers and customers will behave, will be different. It will require changes in the way we think, the way we plan, the way we measure, and ultimately, how we execute our operations.

To illustrate the impact of the new way of working we use the metaphor of creating a step change in the speed of water flowing through a bottleneck: This video has been viewed more than 140 000 times: <https://www.youtube.com/watch?v=mWh0cSsNmGY&t=18s>



## WEBINAR OUTCOMES

- The webinar will demonstrate how TOC can lift productivity through the application of systems thinking and enable significant improvement in delivery time, production lead time, cost, quality, and excellence.
- It will show how developing these capabilities can buffer companies against the increasing volatility, uncertainty, complexity and ambiguity business has to face.
- It will also explain how to create an environment with exceptional visibility, trust and alignment where employees and managers quickly learn how to deliver exceptional results

**To sign up: <https://tix.yt/BWx>  
or see: [www.stratflow.com/webinars](http://www.stratflow.com/webinars)**

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# AGENDA

## 8:30 to 8:55: Manufacturing Tactics in a Competitive World

- The Lockdown Challenge

## 8:55 to 9:30: TOC frame of references - a new approach

- 3 Bottle Metaphor
- Balanced Capacity / Optimise Everything
- Practical Example: Sand Mine Simulation
- The impact of variation, interdependence, context
- Why it does not work

## 9:30 to 9:50: Break

## 9:50 to 10:50: TOC Frame of Reference - TOC Solution for Operational Flow

- The TOC Framework: A new way of setting up the organisation
- How to manage Bottlenecks, Focus and the Flow of Revenue
- Practical Example: Slitter Operation
- Buffers & Protective Capacity. Drum-Buffer-Rope.
- Project Management, Logistics and Financial decision making

## 10:50 to 11:10: Break

## 11:10 to 11:25: Application in Real Life: The War Room

- TOC Optimised Flow Model
- Shifting Mental Frameworks
- Day-to-day Execution
- Practical Example: War Room

## 11:25 to 12:00: Leadership approach to Successful Business Transition

- Why Businesses Fail
- The Three Fundamentals for Success
- Mission Command and Employee Engagement

## 12:00 to 12:05: Summary

## 12:05 to 12:30: Questions & Closure

## FACILITATORS



ARRIE VAN NIEKERK has 25 years' experience with the application of the TOC. He has successfully applied it into more than 100 operations in many parts of the world, delivering remarkable results. His expertise lies in finding unique solutions for production flow lines in manufacturing, fabrication, construction, asset management and maintenance.



HENDRIK LOURENS has worked with Qantas, John Holland, CPB, Downer & Anglo American. He specialises in applying Complexity Science & Theory of Constraints (TOC) to deliver breakthrough results. He has turned around manufacturers and improved the safety & productivity of companies as well as published in various journals on efficiency and innovation.



CALLIE ROOS is an expert in new leadership concepts and the "War Room" to assist companies to create alignment & teamwork of their employees to implement TOC principles to increase company performance. In 20 years he has mastered the art to prepare leaders for agility, facilitate business for growth in challenging times and build capacity in teams through provoking experiences.

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