

THE MARKEL FOOD GROUP ACCELERATES ITS **LEAN TRANSITION** UNDER THE GUIDANCE OF LEAN FOCUS.

PROBLEM/ SITUATION



...CALLED A LONG-TIME MENTOR, WHO RECOMMENDED I REACH OUT TO LEAN FOCUS."

Markel Food Group companies strive to provide high-quality, innovative manufacturing solutions to customers all over the world. Their goal is to deliver exceptional value to food producers at every stage, from engineering consulting services to complete automated solutions and technical support.

"We'd been on our lean journey for many years," said Ken Newsome, Chief Executive Officer at the Markel Food Group. "However, I wasn't satisfied with our progress. So, I picked up the phone and called a long-time mentor, who recommended that I reach out to Lean Focus."

SOLUTION



THEY ALSO CONDUCTED SEVERAL KAIZEN EVENTS THAT TARGETED BOTTLENECKS AND LONG SETUP TIMES THAT IMPACTED ON-TIME DELIVERY."

Lean Focus discovered that the Markel Food Group lacked a standardized problem-solving process, as well as a formalized continuous-improvement organizational structure. They also didn't have a standardized process around annual strategy deployment of company-level strategic initiatives to drive revenue growth and profitability.

To solve these issues, Lean Focus first provided Ken with intermittent one-on-one executive coaching designed to enhance his effectiveness as a leader. Lean Focus also conducted a Leadership System Boot Camp with the leaders of various business units. The boot camp provided the business unit leaders with tools concerning problem-solving, daily management, and strategy deployment. Lean Focus even placed people in three key roles in the organization through their talent search practice.

Lean Focus' support didn't end there: They also conducted several kaizen events that targeted bottlenecks and long setup times that impacted on-time delivery. Finally, Lean Focus worked with all of the business units to set up their annual strategy deployment matrix and key performance indicators (KPIs) to drive year-over-year improvements in revenue and profitability.



THANKS TO LEAN FOCUS, WE NOW KNOW HOW TO PROBLEM-SOLVE, AND THAT HAS MADE ALL OF THE DIFFERENCE. WE WERE STORYTELLERS: IF WE DIDN'T HIT OUR GOAL, WE WOULD TELL A STORY ABOUT WHY WE DIDN'T HIT THE GOAL. NOW, WE UNDERSTAND PROBLEM-SOLVING, AND WE ARE MORE FOCUSED ON OUR KPIS."

KEN NEWSOME

Chief Executive Officer, **Markel Food Group**



RESULTS



BY THE END OF THE CLASS, THE MOST NOTED COMMENT, FROM THE LEADING SKEPTIC OF OUR LEAN JOURNEY, WAS, "I WISH WE HAD STARTED WITH THIS TWO YEARS AGO."



**ENHANCED PROBLEM-SOLVING SKILLS
THROUGHOUT ALL LEVELS OF LEADERSHIP**



**IMPROVED ANNUAL STRATEGY
DEPLOYMENT ACROSS ALL BUSINESS UNITS**



**BOOSTED PRODUCTIVITY IN THE BAKERY
SYSTEMS FABRICATION MACHINING
CENTER BY 20%**



REDUCED SETUP TIME BY 50%



**HIRED KEY TALENT THAT DROVE LEAN
TRANSFORMATION RESULTS FASTER**

