



If this News letter has been passed to you by a colleague and you wish to receive it directly please reply to david@hutchins.co.uk with 'add my address' in the subject line. Thank you.

Sustainable Business Performance

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If you have not visited our web site for some time you will find that it has been significantly updated and this is a continuing process. Please visit frequently. Also, if there is something that you would like to find but cannot please let us know and we will do our best to deal with it.

Workers increase product sales and stave off possible redundancies!

A Quality Circle team of skilled workers known as 'Decorators' at a well known high quality pottery had been warned that due to falling sales, redundancies could be expected. The Circle discussed this and asked for a meeting with their managers. They said that in their opinion, it was not surprising that the product line that they produced was not selling well. They said that it was outdated and they would not buy it themselves. They also asked if they might be given the opportunity to offer an alternative design. This being agreed they later returned with their ideas. It was an innovative concept and the company agreed to a trial launch. It proved immediately successful and they found that they could sell all that they could produce. The lesson is, never underestimate the resources that you have under your own roof, they might even be able to save the company!

London to Paris Cycle ride

Our last message two weeks ago featured David Hutchins planned ride from London to Paris in aid of the St Margaret's Hospice.

As a consequence, some of you contributed and we are very grateful. We are also pleased to say that David completed the ride and exceeded the target of £1100. He was one of two groups of 130 riders from across the UK collecting for a range of medically connected charities. These included the Children's Intensive care unit at St Mary's Hospital Paddington, bone cancer, prostate cancer and a range of hospices. Collectively a grand total of approximately £350000 was collected.

David thanks everyone who has donated to his cause and asks that if anyone still would like to donate, the web site www.justgiving.co.uk/davidhutchins1 is still open.



David on the right with two other London to Paris riders sponsoring St Margaret's Hospice, Yeovil.

If you are interested in our helping to increase the output of your performance improvement programme please contact David on david@hutchins.co.uk Ask about our Fast track Executive Briefings!

Deming said that survival is not compulsory. We can help you ensure that it is not an issue!

Order your copy of David Hutchins new book 'Hoshin Kanri—The strategic approach to continuous improvement' now, due to be published in September 2008. For more information please click on the following link:

http://www.indiancamp.co.uk/dhiimages//hoshin%20kanri_web%20publicity.pdf

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