

LEAN AQUACULTURE WORKSHOP

Reduced Costs | Improved Quality | Increased Efficiency

February 18th, 2017

San Antonio, TX

Get tools and techniques you need to be more efficient and get results!



Workshop Content

Participants will explore tools to improve efficiency using guided team exercises and interactive simulations

- ⇒ Identify business strengths, weaknesses, opportunities, and threats (SWOT analysis)
- ⇒ Describe current workplace challenges and their solutions
- ⇒ Apply workplace organization and visual communication systems
- ⇒ Practice problem solving techniques
- ⇒ Brainstorm simple, low cost solutions that can be easily applied in the workplace
- ⇒ Develop value chain maps
- ⇒ Create individualized action plans



Instructor/Facilitator



Terri Lawrence

CEO/Founder
Lean Expert

- 20+ years experience in multiple industries
- National and international applications with results
- 1,000+ Improvement Events

Workplace Benefits

- ◆ **Reduce waste**
- ◆ **Lower Costs**
- ◆ **Increase Efficiency**
- ◆ **Improve Quality**
- ◆ **Increase Customer Satisfaction**
- ◆ **Improve Employee Morale**

“Genius is one percent inspiration and ninety-nine percent perspiration.”

Thomas A. Edison

Visit WAS.org
For more information



Learn New Skills and Leadership Techniques

What is the Lean method?

Lean is a customer-centric methodology used to continuously improve any process through the elimination of waste in everything you do; it is based on the ideas of “*Continuous Incremental Improvement*” and “*Respect for People*.”

Lean manufacturing is a business model and collection of tactical methods that emphasize eliminating non-value added activities (waste) while delivering quality products on time at least cost with greater efficiency.

Lean management is an approach to running an organization that supports the concept of continuous improvement, a long-term approach to work that systematically seeks to achieve small, incremental changes in processes in order to improve efficiency and quality.

Lean production is a Japanese approach to management that focuses on cutting out waste, whilst ensuring quality. This approach can be applied to all aspects of a business – from design, through production to distribution.



“Very effective in helping identify the problem areas and developing solutions to those problems.”

Workshop Participant
August 2016

“It was a great session, great team, great leadership from Terri!!!”

Workshop Participant
June 2016





David Cline
USAS President Elect



“Those of us that have worked with Terri know that she is a fountain of useful information, tools and techniques to help us see the big picture of what we are doing and where we would like to go. While the content of the workshop may be difficult to describe, I suspect that if you attend you will gain a greater understanding of LEAN principles and how they can improve your business; whether that is research, production, education, management or outreach. Terri demonstrates a variety of tools designed to improve personal and organization efficiencies by systematically identifying problem areas, creating standard operating procedures, organizing your workplace, reducing wastes, and improving communication and workplace morale.”

Agenda - February 18, 2017

- ◆ Workshop Objectives
- ◆ Industry Vision and Goals
- ◆ Introduction to Lean
 - 5 Lean Principles
 - 8 Wastes
 - Common Tools
 - Root Cause Analysis
 - Easy Management Tools
- ◆ Group Activity
 - Identify Issues in the Industry
 - Discuss & Prioritize
- ◆ Team Activity
 - Identify Potential Solutions for Top Issues
 - Prioritize Top Solutions
 - Report Out
- ◆ Create Action Plans
- ◆ Follow-Up Plan & Next Steps
- ◆ Adjourn



Pricing Information

- ◆ Base Price - \$200
(Reduced from the Regular Price of \$399)
 - ◆ US Chapter of WAS Member Pricing - \$100
 - ◆ US Chapter of WAS Student Members - \$50
- (WAS members who are not USAS members can get chapter pricing by joining the chapter for \$5.00)

“They gave us tools and basic knowledge on how to better understand the production processes of our companies, looking for:

- a) optimizing procedures reducing expensive steps,
- b) improving communication between team members,
- c) saving money by omitting non-useful production steps,
- d) opening mind to give new production ways an opportunity to be tried and implemented in our companies.”

Jorge Cuéllar-Anjel
Aquaculture Farmer
Panama

Improvement Expert



Terri Lawrence
Founder/CEO

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Professional Summary

Terri Lawrence is a dynamic, positive, and driven professional with more than 20 years of experience in facilitating, implementing, and creating inspired transformations through continuous improvement. Her experience spans a wide variety of engagements including large group presentations, small to medium-sized improvement workshop events, and one-on-one mentoring. Mrs. Lawrence's mission is to provide leaders, who have a drive for change, a simple and effective path to continuous improvement that gets results.

Terri Lawrence is experienced in executive coaching, negotiations, speaking, presenting, mediation, facilitating, education, and ultimately guiding organizations through positive change. She has served in many industries including aquaculture, healthcare, government, manufacturing, and scientific research & development.

Personal Highlights

- ◆ Facilitated over 1,000 Rapid Improvement Events
- ◆ Conducted Lean workshops at South & Central American business owners' annual shrimp & tilapia feed training sessions
- ◆ Guided quality improvement events at fish processing plant
 - Reduced error rate
 - Increased fish yield
- ◆ Engaged farm maintenance crew in team building
 - Clarified top priorities
 - Developed vision, mission, & values
 - Created work priority boards
- ◆ Led strategic planning sessions at aquaculture facility addressing farming, processing, transportation, sales, and marketing
 - Identified issues/barriers
 - Brainstormed solutions
 - Created action plans
- ◆ Introduced African farmers to Lean practices, organizational skills, and standardization

Exceptional Attributes

- ◆ Outstanding ability to motivate
- ◆ Impeccable skill for guiding others through change
- ◆ Exceptional talent for inspiring and focusing organizations to strive toward their vision, mission, values, and full potential
- ◆ Unique creativity to develop approaches that meet each client's specific needs
- ◆ Superior facilitation of strategy development focusing on high-level objectives, division goals, and department targets
- ◆ Extensive knowledge of effective strategy deployment navigation
- ◆ Vast expertise guiding businesses in connecting high-level goals with organization-wide activities
- ◆ Rare ability to navigate teams through tough issues with minimal conflict
- ◆ Great knack for teaching techniques using easy-to-understand methods
- ◆ Substantial proficiency and experience in applying improvement methodologies