

# The Connection™

Marvin's View

January 7, 2009



## New Year Thoughts As We Sail Into Uncharted Waters

**Our country is facing a big challenge in 2009. Whether you are in the military, schools, health care, industry, food service or corrections everyone will be striving to do more with less labor, resources and dollars.**

**The good news is we have been here before and many have not only survived, but thrived.** And if we learned anything from the past, the first key is communication with management. Get their guidance on what changes they see coming in budgets, objectives, standards, etc.

**Now is an excellent time to implement changes.** The auto companies are not the only industry to want to stick with old concepts even when it seemed obvious that change was needed. But today, everyone will be receptive to improving operations. Review cleaning procedures, the number of products purchased and how they are controlled to make sure they deliver the results you need.

**A tight economy can bring out the best in your staff.** Several years ago we lost two national accounts and had to reduce production. Our factory staff voted to work shorter hours to avoid anyone being laid off. We recently attended the **Winning Workplaces Conference** to learn more about the innovative ways successful companies are motivating their employees. Ken Lehman, Founder and Chairman of this powerful program (co-sponsored by the Wall Street Journal), observed that economic downturns may have a silver lining. Mr. Lehman was right and this was a great example.

**Your staff has the answers so get them involved.** We are in the midst of a MUDA campaign. MUDA is the Japanese word for Waste and is one of the concepts that Toyota made famous. Our MUDA campaign is asking all our staff to offer suggestions to improve productivity and eliminate waste. We have done this before, but the interesting part is that this time the MUDA suggestions seem to focus on how each member of our team can help each other to improve. We will tell you more about this in future Connections.

**Let your suppliers be part of the solution.** We look forward to helping you review every aspect of your program. Our goal is to make every Pac help you clean better, more efficiently and with added impact whether it is saving energy, water or labor.

**Your customers can also help.** Creating less dirt is the easiest way to cut costs. We have written on this subject (what we call Preventive Housekeeping) for thirty years and if you want some ideas ask your representative or send me an email.

**But don't expect one big, easy answer.** Chances are you are already running a very professional operation and will not find any "big" solution. But there may be a number of smaller significant changes that will add up to accomplishing the goals you and your management have defined.

**In the next few months we will try to review some of the steps our accounts are using to improve productivity and effectiveness. We may be in uncharted waters, but we are all in them together. This is a great time to show your strength, lead your staff plus become an even more valuable asset to management.**

**Thanks for your support and have a Happy, Healthy and Successful New Year.**

**PortionPac Chemical Corporation**

Marvin Klein

email: [mklein@portionpaccorp.com](mailto:mklein@portionpaccorp.com)

[www.portionpaccorp.com](http://www.portionpaccorp.com)

©2008 PortionPac Chemical Corporation. All rights reserved.  
The Connection is a Trademark of PortionPac Chemical Corporation.

To view past Connections, [click here](#).



400 N. Ashland Chicago, Illinois 60622 • 312-226-0400 • [www.portionpaccorp.com](http://www.portionpaccorp.com)

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to [aroland@portionpaccorp.com](mailto:aroland@portionpaccorp.com) by [mklein@portionpaccorp.com](mailto:mklein@portionpaccorp.com).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by

