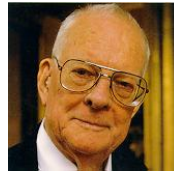
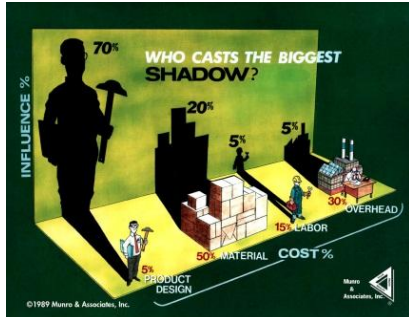


In The Business of INNOVATION

Munro
&
Associates, Inc.



The great inspirer-
Edwards Deming

*"As variation is reduced
Quality will increase."*

Mr. Sandy Munro



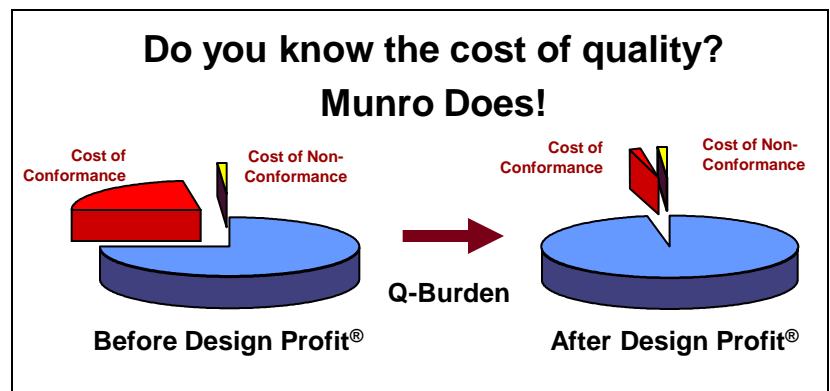
*"All variation stems
from design."*

While working together as a team

"Everything stems from the design and that's where Munro's methodologies start. Munro brings the knowledge, experience and metrics to the design team so they can understand exactly how their designs affect customer delight, quality, reliability, manufacturing and total accounted costs."

Peter Marks

Worldwide Executive Consultant



Munro Generates the Metrics Required for a Strong Business Case



Munro's Design Profit® methodologies reduce the complexity and improve the quality associated with your product's design. Design Profit® exposes the hidden factory costs of your designs and produces the metrics required to build a business case for your design concepts. Munro has developed effective means to ensure your organization maximizes all possible chances for success.

Design Profit® EXECUTIVE SUMMARY

	Baseline	Redesign 1	Redesign 2	Redesign 3
Parts	131	70	42	32
Good Parts	4	4	2	1
Steps	636	494	346	265
Score	3,394	2,557	1,885	917
Fasteners	87	29	14	0
Tools	113	94	64	29
Poke Yokes	1	0	0	0
Total Defects	1,3476	1,0742	.8194	.6735
Right First Time	25.81%	33.97%	41.48%	66.54%
Total Labor Cost	\$55.78	\$41.26	\$31.23	\$14.39
Piece Cost	\$240.36	\$229.62	\$201.12	\$112.16
Q Burden	\$53.38	\$43.50	\$34.73	\$10.96
Total Cost	\$349.52	\$314.38	\$267.08	\$137.51
Annual Production	8600	8600	8600	8600
Annual Savings	N/A	\$302,160	\$708,984	\$1,823,286

The dollars are in the details!

Munro delivers the details to ensure you achieve the highest quality at the lowest costs.



Visit Munro at www.leanandesign.com or via phone 248-362-5110

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In The Business of **INNOVATION**

Munro
&
Associates, Inc.



“Munro’s Lean Design® Workshops and Competitive Benchmarking contributed to a 25% reduction in EHPV [direct assembly time] on our “C” segment program.”

Larry D. Lyons
Vice President
DaimlerChrysler FWD Vehicles



“We stepped aside and let Munro do it all to make sure we were thinking outside the box.”

Phil Tralies
President & CEO
Club Car, Inc.

“The past few months represent a significant period of growth in CDC’s history. During this time, Munro and Associates, Inc. played a prominent role in our development.”

Eric Hartwig
Assistant Plant Manger
Cirrus Design Corp



Design Profit® Software is being used by companies worldwide to give their design teams a true competitive advantage.



“In 2003, DICKEY-john® updated engineering procedures to include Lean Design® in all new products, after three years Lean Design® has achieved an increase in company profit of 20%... and climbing.”

Paul Layton
Technology Specialist
DICKY-john®



“I can’t state in strong enough terms the overwhelming potential for cost savings demonstrated in the Munro Lean Design® methodology.”

Alden Sproul
NASSCO



“Lean Design® enabled us to quickly score our design for complexity and provide a method by which design trades could be measured rapidly. It brings a powerful automotive methodology into the Defense Industry.”

Jorge Pica
LSS Black Belt
Lockheed Martin

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