

## Achieve Operational Excellence

Most executives can point to a few improvements within their plants yet are missing enhanced productivity and profitability. Why? Because they don't pursue improvement in a systematic way. Without a corporate architecture of system-wide strategy, planning, support, and implementation, continuous improvement initiatives are doomed to plateau or fail. Performance Solutions by Milliken helps executives think differently about their organizations and how to transform those companies.

### Milliken Performance System

Built on a foundation of safety and strategic clarity, the Milliken Performance System is designed to increase employee productivity, quality and efficiency, and create alignment between operations and other areas in the business. By creating a new systematic approach, the Milliken Performance System will help your company make improvements, uncover hidden capacity, identify new profit centers, and transform employees.

What makes the Milliken Performance System unique is the way we examine and change a business culture from the bottom up and the top down. This approach results in sustainable improvement.

### Zero Loss Thinking

What does Zero Loss Thinking mean? Zero-based thinking is a performance management mind-set in which there is no acceptable level of failure: zero off quality, zero breakdowns, zero delays, zero customer complaints, zero manufacturing wastes. By using this approach, the plant can reduce the real, total cost of a product rather than concentrating strictly on the conversion cost.

We can identify the costs associated with activities and materials that do not directly add value to the product. A clearer, more holistic view of the true financial cost of a product can be determined by tying the traditional spend and accounting "buckets" to the activities that drive that spending.





This approach allows the company to address the real root cause of spending rather than force spending reductions or cost containment in order to lower cost.

## Performance Solution Practitioners

As a team, our Performance Solutions by Milliken Practitioners average over 15 years of service at Milliken & Company or other outstanding manufacturing companies. Each business practitioner has spent an entire career implementing the principles of safety, operational excellence, and performance improvement.

Performance Solutions Practitioners engage clients at the most senior corporate level down through frontline associates, assisting them with development of a systematic improvement approach and implementation of their own versions of the Milliken Performance System. They are educators, mentors, challengers, and validators.

## Industries We Serve



Printing &  
Packaging



Consumer Product  
Goods



Food &  
Beverage



Automotive



Chemical



Textiles

## About Performance Solutions by Milliken

Performance Solutions by Milliken (PSbyM) is an operational excellence and safety consulting company designed to help food and beverage, paper and packaging, chemical, consumer packaged goods, textile and other manufacturers increase productivity, quality and efficiency. PSbyM brings a unique, Practitioner-based value proposition to its clients and helps companies achieve substantial and sustainable improvements in their operations and safety excellence efforts. For more information about Performance Solutions by Milliken, please visit:

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

## About Milliken

For over 150 years, Milliken has been innovating with the purpose to explore, discover and create ways to enhance people's lives. Our community of innovators has developed one of the larger collections of United States patents held by a private U.S. company. With expertise across a breadth of disciplines, including specialty chemical, floor covering and performance materials, we work around the world every day to add true value to people's lives, improve health and safety, and help make this world more sustainable. For more information, visit [www.milliken.com](http://www.milliken.com).