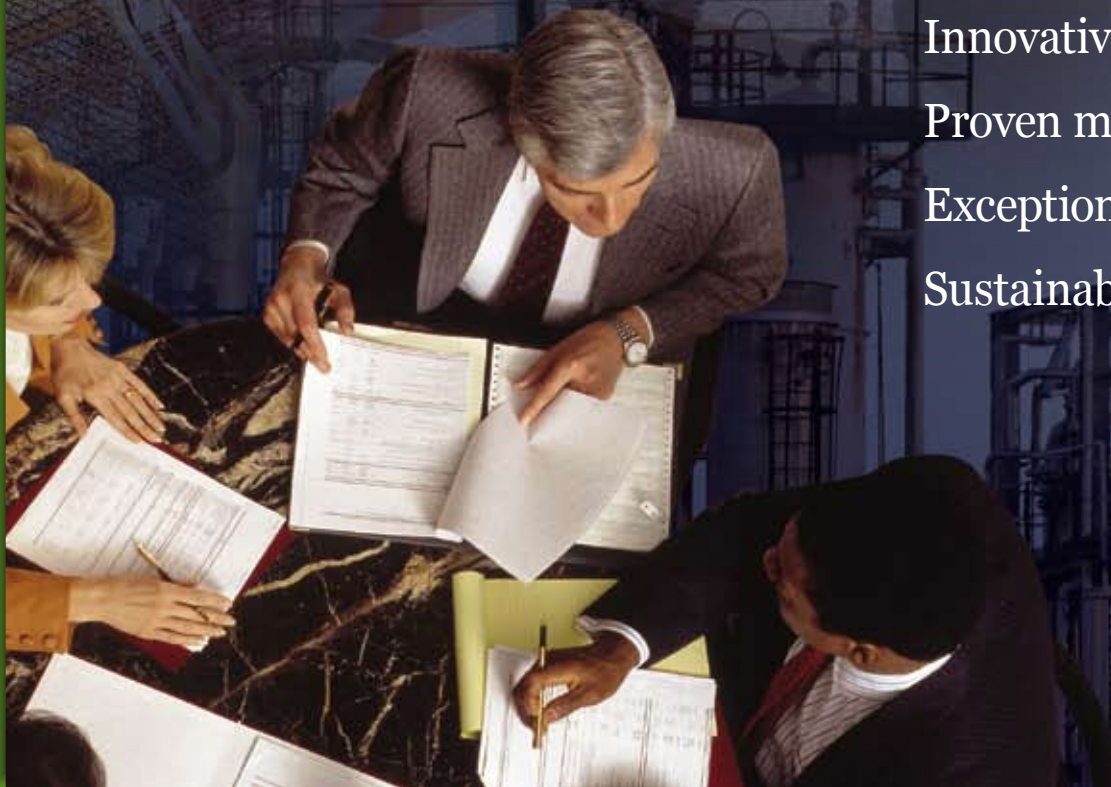




Raising **Performance**
to a Higher Degree

- Innovative strategy
- Proven methodology
- Exceptional people
- Sustainable results





Helping you
gain an edge

*CLG's **Performance Catalyst**[®] for Manufacturing is an innovative, customized step-by-step process that rapidly improves employee performance, encouraging high-impact behaviors that create a personal connection with targeted business goals and sustainable success.*

Manufacturers today are looking to maximize return on investment, minimize downtime and earn the optimum return on their investment on every hour and every dollar spent. **Performance Catalyst**[®] for Manufacturing electrifies your business strategy, transforming it into the critical few day-to-day actions that employees at all levels of the organization actually look forward to doing to continually improve your operations. It will also help you:

- Improve business results
- Increase leader/manager effectiveness
- Attain faster, more consistent, efficient and sustainable execution of your goals
- Create a “want-to” workplace rather than a “have-to” culture

The best part? Our clients are saying Performance Catalyst[®] is their secret for success. It's the key to results that will satisfy your shareholders and outperform your competitors.

Proven results you can count on

CLG's work in the manufacturing industry indicates that most challenges emerge from at least one of these categories: Cost Management, Reliability, Quality, Productivity and Utilization, Safety, Environment, Lean Six Sigma, and Employee Engagement. Here are just a few examples of the results our clients have enjoyed after implementing **Performance Catalyst®**.



Cost Management

- \$124 million saved in 1 year on fleet utilization and management
- \$500 million increase in sales of vaccine
- Equipment rental and hauling costs drop 45% in one year



Safety

- Recordable incidents decreased 75% in six months
- 27% increase in compliance with use of PPE
- TRIR down to .8 from 1.9 in 9 months



Reliability

- Critical Preventive Maintenance (PM) performance up 325%
- Completion of scheduled work jumps from 77% to 83% in 6 months
- Plant shutdowns drop 75%



Environment

- Reduced environmental incidents 25% below targeted goal
- Environmental exceedences drop two thirds in 6 months



Quality

- Improved on-time shipments from 15 – 98%
- 50% increase on one production line with 15% less variability
- 78% drop in exceptions on operators' recording of equipment data



Lean Six Sigma

- Packaging line changeover times drop to 1 hour from 2.5 hour average
- Error-free data entry improves from 12 – 59% with document defects reduced 60% in 6 months
- Improved line performance led to \$7.3 million cost avoidance



Productivity and Utilization

- Record 92% utilization led to record high value product yield adding \$40 million to profits
- Capacity rose sharply in one year on three production lines: 88%, 107%, 105%



Employee Engagement

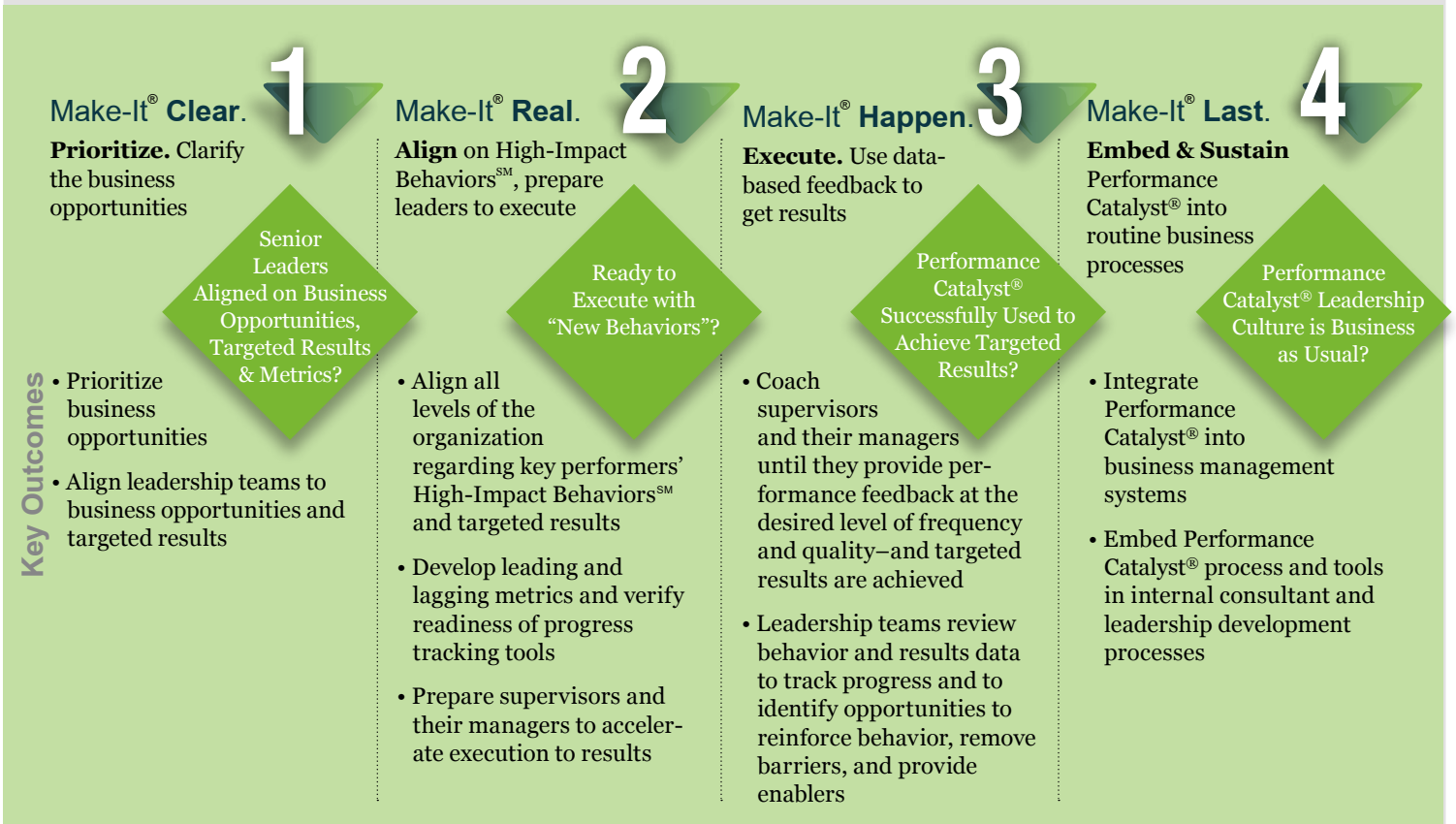
- Employee commitment index went from worst to first
- Survey scores equal/exceed highly effective companies' data
- Morale index jumps to 61 from 46 in 6 months

How We'll Work Together

CLG works very closely with your organization to learn your business, understand your strengths and challenges, plan the strategies that will help ensure your success, execute the plan, and partner with you to ensure sustainable performance.

Performance Catalyst® will help your leaders zero in on

High-Impact BehaviorsSM – the critical few actions key performers must take for the organization to productively execute strategic change or pursue operational excellence – and achieve targeted results. This simple, four-step, scientifically proven process works no matter what the business issue is.



What Performance Catalyst® Can Do For You

Your employees’ old routines and habits die hard, but performers who get the right feedback from the right people consistently do what’s needed to get the results you want. The most rewarding outcome is that you will have created a “want-to” workplace in this “have-to” world.

Learn More About Us

For more information, contact CLG at 412-269-7240 (ext. 2021), or visit us at www.clg.com.

Our Investment in You

Try us out for one of these free sessions:

1. A half-day session with the CLG team to refine your business case, get alignment on your existing strategy, identify results metrics or map behaviors to results....OR...
2. Conduct a DCOM® survey to identify where strengths and gaps exist so you know the level of effort required to achieve your goals...OR...
3. Half-day training session that explains the science behind the success of Performance Catalyst®.