

## **Don Guild, Principal**

### **Professional background**

Twenty years in manufacturing line operations, beginning in 1964, including shop supervision, scheduling and materials management, and operations management. Implementation of automated requirements planning and participative management systems.



Two years of consulting in the mid-1980's for Dr. Eli Goldratt, specializing in the application of finite scheduling techniques and constraints theory. Founded Synchronous Management in 1986 to focus on the hands-on application of lean techniques in purchasing, manufacturing, and distribution.

Experienced in training and application of value stream mapping, pull/kanban system design and implementation, cellular manufacturing, plant layout, changeover reduction, and lean performance metrics.

Hundreds of clients have ranged in size from \$1MM per year to over \$1BB per year in annual sales. Manufacturing environments served include high-volume, repetitive production, engineering prototype shops, job shops, vertically integrated fabricators, and purchase-and-assemble shops. Industries served include casting and forging, machinery, aerospace, biotechnology, electronics components and assembly, food processing and consumer products.

Pioneering work includes capacity-based lot-sizing techniques for changeover-intensive resources, make-to-order kanban for the non-repetitive job shop, and auto pull for complex repetitive environments.

### **Sample publications and national conferences**

VALUE STREAM MAPPING, *2011 Annual Conference Proceedings*, Association for Manufacturing Excellence

VIRTUAL PULL SYSTEMS, *2008 Annual Conference Proceedings*, Association for Manufacturing Excellence

EPEI: THE LEAN ALTERNATIVE TO EOQ, Association for Manufacturing Excellence, 2005

LEARNING TO PULL, *2003 Annual Conference Proceedings*, Association for Manufacturing Excellence

PULL/KANBAN SYSTEMS, *Annual Conference Proceedings*, Modernization Forum, November, 2001



LOT SIZING IN LEAN MANUFACTURING, *Work in Process*, Vermont Manufacturing Extension Center, Spring, 1998

LEAN MANUFACTURING LOT SIZING, *Advantage*, Connecticut State Technology Extension Program, January, 1998

CUSTOMER-DRIVEN PULL SYSTEMS, *1993 Annual Conference Proceedings*, Association for Manufacturing Excellence

DISTRIBUTION ON DEMAND, *1991 Annual Conference Proceedings*, American Software Users' Group

REDUCING BATCHES WITHOUT SETUP REDUCTION, *1991 Quick Changeover Conference Proceedings*, Institute for Industrial Research

MAKE-TO-ORDER KANBAN, *1991 Annual Conference Proceedings*, Association for Manufacturing Excellence

CAPACITY-BASED LOT SIZING, *1990 Annual Conference Proceedings*, American Software Users' Group

### **Academic background**

Associate in Arts in Liberal Arts, Orange Coast College, Costa Mesa, CA, 1977  
Bachelor of Science in Law, Western State University College of Law, Fullerton, CA, 1975  
Juris Doctor in Law, Western State University College of Law, Fullerton, CA, 1977  
Masters in Business Administration, Pepperdine University, Malibu, CA, 1982

### **Awards and Recognition**

Member of the Association of Manufacturing Excellence  
Certified on the Fellow Level by the Association for Operations Management (APICS)  
Author of the Pull/Kanban training program for the NIST-Manufacturing Extension Partnerships  
Author of Pull/Kanban Systems training for the Lean Enterprise Institute  
Faculty member of NIST-MEP and the Lean Enterprise Institute.  
Frequent speaker for AME, SME, ASQC, and APICS.