

NEWS RELEASE



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For immediate release

ACHIEVEMENT DYNAMICS PROVIDES LEAN CONSULTING TO LAND O'LAKES Dairy company commits to getting lean

Arden Hills, Minn., Oct. 31, 2003 – Achievement Dynamics (ADI), a nationally-recognized lean management consulting firm, is providing on-site training and consulting to Land O'Lakes' plants located in Kent, Ohio and Carlisle, Penn. Land O' Lakes, Inc. (Arden Hills, Minn.) is the nation's number one marketer of butter and deli cheese

Achievement Dynamics founder Andy Carlino says that ADI is working with the plants to develop Value Stream Mapping and Control Point Standardization Plans, in addition to facilitating Kaizen Workshops and establishing these facilities as Lean Learning Laboratories for the rest of the organization. "Our goal," says Carlino, "is to transfer our skills and knowledge base to the client within a year, enabling them to independently continue along their lean journey and share their success with other Land O'Lakes constituencies."

In addition to the on-site training, Land O'Lakes is sending selected personnel to ADI's affiliate company and lean curriculum provider The Lean Learning Center (Novi, Mich.) for instruction utilizing techniques such as discovery simulations, case studies, personal planning and journaling.

Land O'Lakes, Inc. processes over 12 billion pounds of milk annually and markets more than 300 dairy products across the United States and around the world. "Land O'Lakes is a uniquely structured company owned by more than 6,000 producer-members and approximately 1,300 local community cooperatives," says Fernando Palacios, Vice President of Operations and Supply Chain. "We believe that if we can show an improvement in the Kent, Ohio and Carlisle,

Pennsylvania facilities, that this could have a positive affect on the rest of the Dairy Foods operations . . . helping to improve everyone's bottom line.”

Achievement Dynamics was founded as a management consulting firm in 1991 by Andy Carlino. It is known for its expertise in the principles and practices of lean manufacturing, organizational development, process improvement, and human resource development. In combination with its affiliate company, The Lean Learning Center (Novi, Mich.), a provider of lean curriculum, the companies provide a full complement of lean transformation services. Industries served include aerospace, automotive, communications, public utilities, health care, food processing, retail and more.

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