



September 23, 2013

Dear Dan,

We are at the **30-day mark in advance of our big Dallas event**, and hope you are planning to join us. Sleeping rooms are filling up fast, and our room block expires October 1, so please act now to ensure you get our \$199 rate. https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=10494111

As previously announced, we have an outstanding featured speaker on Oct. 23: Mr. Paul Akers. Paul has some amazing credentials in Lean in both implementation and book publishing, and his new book will be available to you as a conference attendee. If you would like to **hear a brief message from Paul on the benefits of attending the Dallas meeting** this year, please click the URL below. He promises to be a dynamic program addition! <http://youtu.be/NauPyJ08Msl>

Many **abbreviated abstracts of Congress presentations have been added to our website** to help you better understand the context and benefits of what will be presented. View these here: http://www.leanconstruction.org/media/docs/Abstract_excerpts_091613.pdf

AIA CES credit for Congress program: As those who attended last year will recall, we were able to offer CES credits for much of the 2012 program. We are applying to AIA to obtain credit for the program again this year.

Toyota's New Keiretsu: I recently had a member of our local National Capital Region Community of Practice pass along to me a Harvard Business Review book review (September 2013). **The book is *The New, Improved Keiretsu***, by Japanese professors Katsuki Aoki and Thomas Taro. The review makes the case that Toyota has further perfected the Keiretsu model in the wake of big downturns in the Japanese economy (1991 and 2008) based in part on the need to find new ways to stay competitive vs. overseas car makers. It talks about the advent of vendor relationships that are, "more open, more global, and more cost-conscious" than the traditional model. The new model includes enhanced emphasis on knowing and trusting suppliers, and involving them directly in new product development. This is intended to turn these relationships into a tool for both faster innovation and cost cutting, and is based on deeper collaboration, trust and even educational support. Toyota also is expecting its suppliers to provide "integrated systems of components" to drive down cost as never before. The review offers a number of insights into Toyota's New Keiretsu approach that appear to fit Lean Construction to a "T". http://www.leanconstruction.org/media/docs/September-23-2013_supplemental.pdf

Lean in Federal construction projects work. Look what recently came across my desk: a NASA solicitation asking for Lean delivery on a construction project. Pretty interesting, and a great indication that our collective efforts to get the word out continue to bear fruit. <https://www.fbo.gov/index?s=opportunity&mode=form&id=c7dd5910484fa293ab007da984247e54&tab=core&abmode=list&=>

Thanks for all you do every day to bring the promise of industry transformation a bit closer to fruition through the application of Lean tools and techniques.

Sincerely,



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Easy Access Links

15th Annual LCI Congress - October 22, 2013 – October 25, 2013, Dallas, TX

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Coming LCI Community of Practice Events

(See the LCI Website for our full [calendar](#).)

Carolinas CoP>> 3P Event: Cardboard and Collaboration at the University of Iowa, September 19

Register here: <http://lci-carolinas-09-19-2013.eventbrite.com>

Central Florida>> Bringing LEAN Manufacturing to Construction Prefabrication, September 25

Register here: <http://lci-central-florida-09-25-2013.eventbrite.com>

ConsensusDocs Workshop, December 11

More Details: <http://leanconstruction.org/calendar/35/166-ConsensusDocs-Workshop/>

(Click [HERE](#) for our FULL Calendar of events)