

2,920 COMPANIES 92,400 GRADUATES

Nominee for the Nobel Prize in Economics

Odyssey of the Mind Creativity Award Recipient



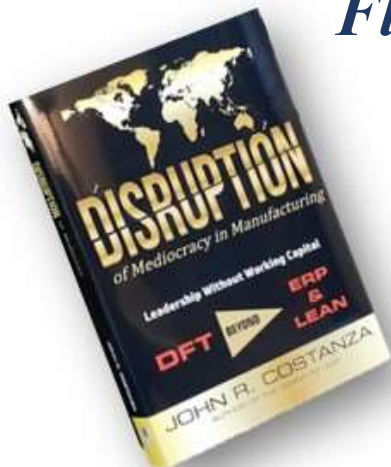
As featured on



World News Tonight



*The Digital Generation of Interactive  
Flow Manufacturing & Consulting*  
**BEYOND LEAN & ERP**



John Costanza Institute of Technology, LLC

*Demand Flow Technology,  
The Proven Path to Zero Working Capital &  
World Class Manufacturing*



877-455-2482

FlowManufacturing.com

JCIT2.com

## THE INDUSTRY LEADER IN FLOW MANUFACTURING

*The John Costanza Institute of Technology, has provided leadership to corporations around the world for over three decades. Our Demand Flow® Technology (DFT) transforms companies into responsive, flexible, demand driven “weapons” with minimal working capital. With digital streaming technology, JCIT 2 has taken DFT training and support to a whole new level.*

“The Demand Flow® Business Strategy is the successfully proven, integrated strategy for any size company. The phenomenal impact and financial benefits of the Demand Flow® Business Strategy are outstanding.”

*John Rutledge, Chairman  
Rutledge and Company*



“DFT is an absolute business discipline, and for every one of us – from the factory floor to the office – it is another way to simplify the business...to put order into everything you do.”

*Jack Welch, Ex-Chairman of the Board and CEO  
General Electric Corporation.*

“Demand Flow® Technology is the foundation of our success. It has evolved from a business strategy to a core competency of our company.”

*Emmanuel A. Kampouris, Ex-Chairman, President and CEO  
American Standard Companies, Inc.*

## INTERNATIONALLY RECOGNIZED FOUNDER OF DFT BUSINESS STRATEGY

Recognized industry-wide as the “Father of Flow Manufacturing,” John R. Costanza is president, CEO and founder of JCIT 2. Mr. Costanza is a highly successful DFT practitioner, entrepreneur, internationally best-selling author, business strategist and patented inventor. Today over 92,000 business professional JCIT graduates, in over 51 countries, have adopted this revolutionary business strategy.

His new book, *Disruption of Mediocracy*, is a direct comparison of Technology vs. Philosophy, DFT vs. Lean. On a global basis, Mr. Costanza continues to lecture and work with companies throughout the world who embrace DFT as a business strategy.

## ELIMINATION OF MEDIOCRE MANUFACTURING

- **Single Digit Inventory Turn-Over**
- **ERP Scheduling**
- **Philosophical Lean, Agile, Waste Elimination**
- **Forecast Driven Production**

*See...  
DFT vs. Lean  
www.JCIT2.com*

## The DFT Differential...

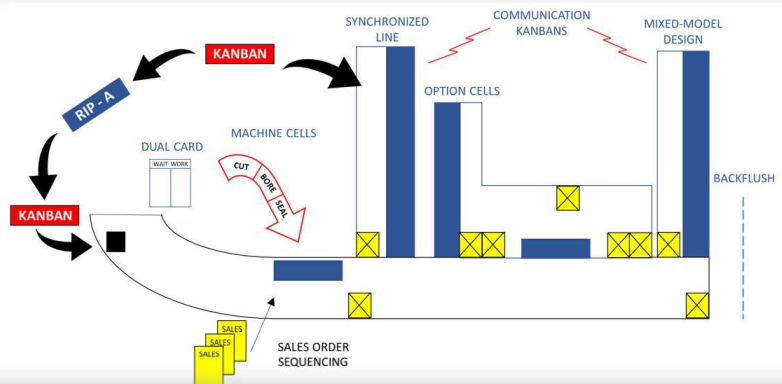
To succeed in this competitive, global marketplace, manufacturers must move from schedule-based (ERP) to Demand Driven Flow Manufacturing.

DFT is not a philosophy, DFT is a proven mathematically based approach to transform your business. DFT is a proven path with tangible steps to achieve bottom line results and eliminate Working Capital!

Demand Flow Manufacturing	Lean/Agile/Waste Elimination
Total Business Strategy	Production System
Designed for all Discrete and Process Industries	Designed for Paced Lines Automobile Industry from the 70's & 80's
Driven by Actual Demand	Driven by Forecasts
Adjust Product Mix-and Volume Daily	Changing the Product Mix Requires Line Design Changes and Re-Training
Carry some Raw Materials for flexibility with Minimal In-process and Finished Goods	Focus to Raw Material with massive expensive Finished Goods
Zero Working Capital	Out-Dated Just-In-Time Raw Materials

## Training, Company Wide, State-of-the-Art

DFT Training Interactive workshops feature “live” questions and answers. They are designed for all organizations in the manufacturing company, from top management to all employees in manufacturing, engineering, planning, marketing, finance, accounting and employee relations. Our Digital training is customizable from the complete Business Strategy to a specific organization.



## DFT Support, Consulting & Digital Leadership

In addition to education, JCIT 2 offers full implementation support of Demand Flow® Technology through DFT Consulting. These services ensure that the company will achieve a successful DFT implementation in an accelerated time frame

## DFT Certification Programs



**Manufacturing Degree**



**DFT Masters Degree**



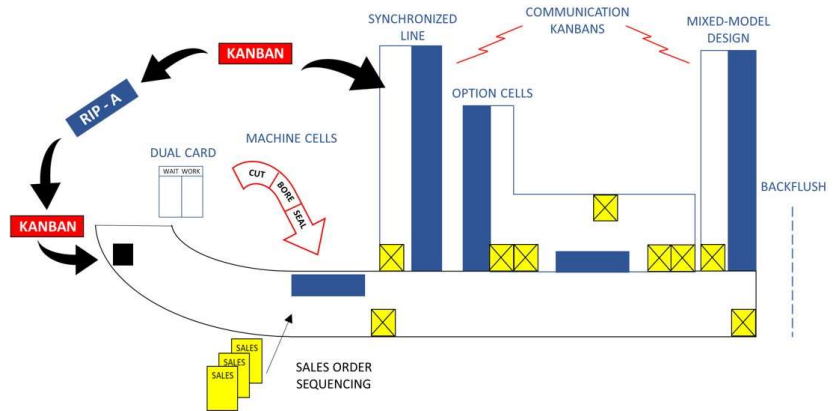
**Double Diamond-Double Inventory Turns DFT Doctorial Degree**

# DFT DIGITAL TRAINING

## Customizable Training for all Organizations

Taught by the Internationally Recognized Author, Educator and Creator of DFT, Mr. John R. Costanza

- DFT Business Strategy
- Demand-Driven Corporation
- Flow Technology Design
- Demand Pull Material
- Demand Planning-Eliminate Scheduling
- Flow Based Costing & Double Inventory Turns
- Private Workshops Conducted at Your Site
- Train as often as you like
- Complimentary App for Calculations
- The Proven Path to Reducing Working Capital



*Private digital workshops with labs, reviews and live instructors*

*Company licensed, digital on-site training workshops and labs accessible to all employees*

### MANAGEMENT COMMITMENT

- DFT Business Strategy
- Eliminating (Push) Scheduling
- Technology-DFT vs Philosophy-Lean
- Establishing Target Goals
- Abolish Push Working Capital

### TECHNOLOGY & FLOW DESIGN

- Designing the Flow Process
- Process Volume & Mix Models
- Sequence of Events Foundation
- Takt Process Targets & Index
- Visual Op Method Sheets & TQC
- In-Process PPM Quality Design

### MIXED-MODEL FLOW

- Balance Index & Variation
- Line Design Efficiency Target
- Synchronized vs Paced Operations
- Process Perfection Line Design
- Total Product Cycle Time

### FIXING LEAN MEDIOCRACY

- Removing Lean Scheduling
- Replacing Theory with Results

### KANBAN PULL SYSTEM

- Kanban Design & Management
- Kanban Sizing & Valuation
- Bill of Material and Backflush
- Single, Dual Card & Non-Repeating
- Finished Goods Kanban
- Electronic Kanban

### SELF-DIRECTED WORKFORCE

- Employee Training for Flexibility
- Flexible Workforce Reward
- TQC and DFT Op Valuation

### DEMAND PLANNING

- Demand Without Schedules
- Daily Rate Planning & Linearity
- Flex Fence Design
- Order Smoothing & Demand
- Sales Order Sequencing

### FORMAL COMPUTER SYSTEMS

- Role for the Computer in DFT
- ERP Compatibility Requirements
- Simplify the ERP System with DFT

### SUPPLY CHAIN

- Evaluation and Rating of Suppliers
- Supplier Forecasting/Flexibility
- Supplier Qualification & TQC
- Virtual Kanban and RIP Suppliers
- Supplier Chain Training

### MANAGING THE FLOW PROCESS

- Demand & Flow Rates
- Management Reporting Metrics
- Design vs Actual
- Self Directed Workforce
- Line Efficiency
- Kaizen & Process Perfection
- Double Inventory Turns to Start
- Path Forward

### FLOW BASED COSTING

- Costing in a Flow Process
- Eliminating Labor Based Costing
- Establishing Cost Drivers
- Managing Variances



# DFT Support, Consulting & Digital Leadership

## ON-SITE CONSULTING

### TECHNICAL AUDITS

- Current Status & Plan to Double Turns

### DFT IMPLEMENTATION PROGRAMS – DIGITAL CONSULTING

- Through DFT Consulting, we offer Implementation Programs specifically designed to transform your company into a highly responsive, flexible environment capable of responding to changes in customer demand quickly and with quality products. Guaranteed deliverables ensure client success in the complete Demand Flow Business Strategy. Our experience, developed over three decades of implementations in thousands of types of manufacturing environments allows us to implement the technology in any manufacturing environment.

### DFT IMPLEMENTATION EVENTS

- The DFT Implementation Event is a 5-Day intensified DFT Implementation for companies that need to produce results quickly. After a pre-event assessment, our team is on-site for one entire week to ensure a rapid and complete design and DFT Implementation in the targeted product lines.

## DIGITAL CONSULTING

### GLOBAL DESIGN MEETINGS

- Design & Kanban

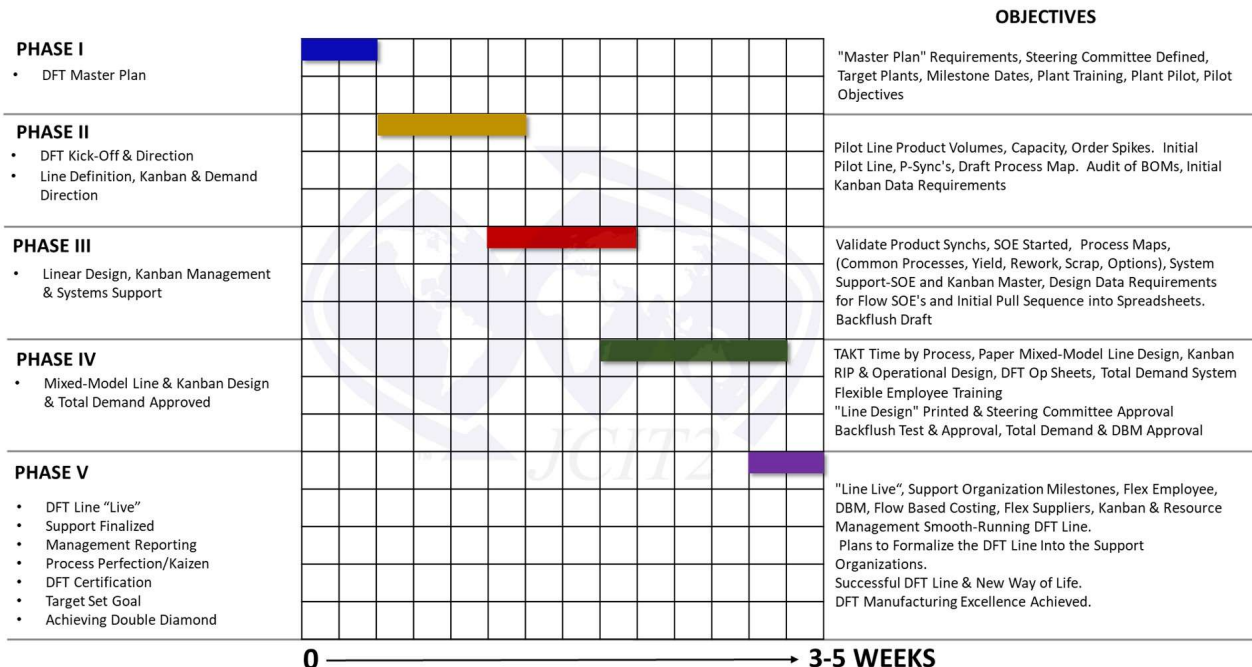
### ERP SYSTEM EVALUATIONS

- DFT Demand Plans

### STRATEGIC INVENTORY POSITIONING



## DFT IMPLEMENTATION PROGRAM





John Costanza Institute of Technology, LLC

6151 Lake Osprey Drive, Suite 300  
Sarasota FL 34240



*Responsible for Certification and Doubling Inventory Turns of Over 140 Companies!*

# More than 2,900 Companies and 33 Years of DFT Leadership

Black & Decker Corporation  
 Mueller Industries  
 Lennox, Inc.  
 Hewlett-Packard Company  
 Picker  
 Ingersoll-Rand Company  
 Bombardier, Inc.  
 Litton Industries, Inc.  
 Ohmeda Medical  
 MagneTek, Inc.  
 FMC Corporation  
 Stryker Corporation  
 Maremont  
 Lear Siegler  
 Sundstrand  
 Acuson Corporation  
 Rexnord Corporation  
 Lee Company  
 Emerson Electric Company  
 Sunbeam  
 Allen-Bradley Company  
 Boeing  
 KLA / Tencor Corporation  
 Lam Research  
 Northrop Corporation  
 Varian Associates, Inc.  
 Applied Materials  
 Ball Corporation  
 Octel  
 Parker Hannifin Corporation  
 AlliedSignal, Inc.  
 Master Lock  
 Newell Company  
 Phillips Industries

Pittman  
 Acme Electric Corporation  
 Rockwell International  
 Samsonite Corporation  
 Thomas Industries, Inc.  
 Pfizer  
 ABB  
 Ortel  
 PMI Food Equipment Group  
 Air Products & Chemicals  
 Puritan-Bennett  
 Quantum Corporation  
 Nortek, Inc.  
 Price Pfister  
 Advanced Energy  
 Reliance Electric Company  
 Simmons-Rand  
 Tesla  
 Mikron Industries  
 Briggs & Stratton Corporation  
 Whirlpool Corporation  
 Xerox Corporation  
 Brooks Electronics  
 Cabletron Systems, Inc.  
 Texas Instruments, Inc.  
 Cummins Engine Company  
 Westinghouse Electric Corp.  
 Humphrey Instruments  
 Dana Corporation  
 ITT Corporation  
 John Fluke Manufacturing  
 Delphi Chassis  
 US Robotics

Coulter Electronics  
 NACCO Materials Handling Group, Inc.  
 Trinity Industries  
 Dover Corporation  
 Sullair  
 Land Manufacturing  
 Cinsa, S.A.  
 Trane Company  
 Cobe Laboratories  
 Milwaukee Electric Tool  
 Boston Scientific Corporation  
 Spectra-Physics  
 Grass Valley  
 Harris Corporation  
 Tencor Instruments  
 Carrier Corporation  
 Harman International  
 Cascade Corporation  
 Dresser Industries, Inc.  
 Von Duprin  
 Warner-Lambert Company  
 Dual-Lite Manufacturing  
 EG & G, Inc.  
 Eaton Corporation  
 Welbilt  
 Deere & Company  
 Giddings and Lewis  
 Welch Allyn  
 Federal-Mogul Corporation  
 Heraeus Electro-Nite Company  
 Intermec  
 Johnson & Johnson  
 Medtronic, Inc.  
 Sundstrand de Puerto Rico

Hobart  
 General Motors Corporation  
 Hyster-Yale  
 Weasler Engineering, Inc.  
 Honeywell, Inc.  
 LifeScan, Inc.  
 MasterBrand Industries, Inc.  
 Chrysler Corporation  
 Sematech  
 Silicon Valley Group  
 J.W. Speaker Corporation  
 Kawneer, Inc.  
 Ampex  
 General Electric Company  
 Johnson Controls, Inc.  
 VF Corporation  
 Watkins-Johnson Company  
 Charmilles Technologies  
 Diebold, Inc.  
 Intel  
 AT&T  
 Tektronix, Inc.  
 American Standard Companies  
 Steelcase  
 Tellabs  
 Amerock Corporation  
 Bassett-Walker, Inc.  
 Leybold  
 A.O. Smith Corporation  
 TRW, Inc.  
 Fujitsu  
 Moog Music, Inc.  
 American Precision Industries

## DFT BEYOND LEAN

*Demand-Driven Technology  
 DFT-Technology & Tools  
 Direct Implementation Path  
 Major Impact to the Bottom Line  
 Global Leadership & Management  
 Elimination of Working Capital*

*Forecast-Driven Philosophy  
 Evolving Improvements  
 Never Ending Labor Focused  
 Elimination of Waste  
 Minimal Impact to the Bottom Line  
 Uninvolved, Continuous Consulting*

*Visit [www.JCIT2.com](http://www.JCIT2.com) for Details*