

**Davis M. Woodruff, PE, CMC**  
**Consultant • Speaker • Author**

*Most Requested Topics for  
Keynotes & Workshops*

- **Common Sense Business Success: The Ten Essentials**
- **7 Golden Rules for Customer Service**
- **Innovation: How to Minimize Business Cycles**
- **Leading in Tough Times**
- **From Numbers to People: How Technical Professionals Succeed as Managers.**
- **An Energy Management Process that Works**
- **Six Critical Leadership Issues for Every Business**



*When you are tired of fooling around with inexperience, lack of depth, academic theories & bureaucracy....it is time to call Davis Woodruff.*

**Management Consulting & Training Services**

- **Quality Management Systems:** ISO 9001, 13485, 17025, AS 9100
- **Environmental Management Systems:** ISO 14001; RC 14001
- **Leadership & Management:** Organizational issues, resource utilization and development
- **Energy Management:** Establish an energy management process that really works.
- **Innovation:** How to identify and implement ideas to save money...quickly, effectively and professionally.
- **Improving Process Performance:** Statistical methods, root cause analysis, lean tools, process improvement practices.
- **Controlling Costs & Eliminating Waste:** Focus on the six categories of waste.

*"The quality of your work and the dynamics of your classes reflect your in-depth knowledge of management. Your professionalism and integrity provided our managers a thorough understanding of the topics presented." G.W., CAS.*

*"I have been in business for myself for the past fifteen years and I have met many people, however I have met only one that has accomplished not only what he said he would do, but went the extra mile time and again; this person goes by the name of Davis Woodruff." W.J., MCM*

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Management Methods, Inc.  
P.O. Box 1484, Decatur, AL 35602  
Tel: 256-355-3896  
davisw@managementmethods.com  
www.managementmethods.com  
www.daviswoodruff.com



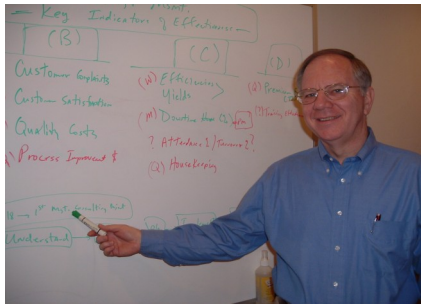
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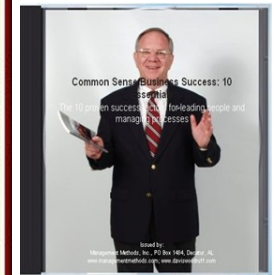
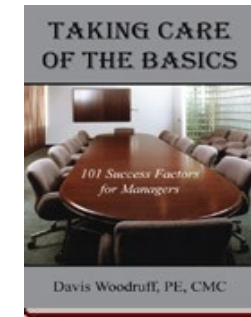
*Showing companies how to be the low cost,  
high quality, environmentally responsible  
leader in their industry since 1984.*

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*"-blessed is he who trusts in the Lord."  
Proverbs 16:20*



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- Leadership & Management
- Environmental Systems
- Energy Management
- Quality Systems

**Consulting • Speaking • Training**

**What to do about Quality?** ISO 9001 is the "ticket to the game" today. When the CEO gets tired of fooling around with "Quality Programs" and is ready for results we will show you how to get the most benefit from implementing an ISO, AS or TS based quality management system by making Quality "The Way We Do the Work." (ISO 9001; 13485; 17025; AS 9100). We will guide you through the quality management process while developing your internal resources **without creating a bureaucratic nightmare.**

**What about Environmental Management?** ISO 14001 and RC 14001 are internationally recognized standards for Environmental Management. Our experienced professional engineers will show you how to implement a common sense EMS that meets your company's specific needs without cumbersome bureaucracy. **Identifying and minimizing your environmental impacts,** taking a proactive approach to preventing issues and insuring compliance are keys to a successful environmental management system.

Having served over **140 different organizations and businesses since 1984,** our list of satisfied clients includes both large and small organizations. For a **list of our clients and comments from our customers** please go to [www.daviswoodruff.com](http://www.daviswoodruff.com) or [www.managementmethods.com](http://www.managementmethods.com).

***Producing more for less in times of increasing regulatory issues, cost pressures, technological challenges and customer expectations is critical for businesses today. Davis Woodruff can help you meet these challenges.***

**Energy Management** is a key to controlling cost and environmental responsibility. From the basic energy analysis process to defining ways to minimize energy consumption, we can show you what will really work. As engineers we understand the processes involved and go far beyond the "utility bill" analysis methodology that is so often the only tool utilized.

**Providing Leadership that works.** In today's high-tech world there needs to be a "high-touch" approach to leading people. Remember, you lead people and manage processes. Davis Woodruff's **Ten Essentials** are the critical factors for leading in today's fast-paced, intense workplace. **Effective leadership is the foundation for successful businesses.**

**Information Products for Leaders and Managers: Books, E-books, and CD's**  
 (order at [www.daviswoodruff.com](http://www.daviswoodruff.com).)

- **Taking Care of the Basics: 101 Success Factors for Managers** (full length book)
- **Managing Green to Save \$\$Green\$\$, An Energy Management Process that Works** (e-book)
- **Common Sense Business Success: The Ten Essentials** (Audio CD)
- **Leading in Tough Times: 15 Principles for Tough Times** (Audio CD)

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