



## INVENTORY MANAGEMENT SEMINAR OUTLINE

### Day One

9:00 a.m. - 5:00 p.m.

- Implementing proven inventory practices throughout the organization
- Understanding everyone's role in inventory management
- Understanding the "hidden costs" of purchasing and inventory
- Calculation of turnover, turn and earn, gmroi, fill rates and service levels
- The impact of Gross Margin Dollars through effective purchasing
- Methodologies for effective and accurate record keeping
- Efficient receiving, put way and picking procedures
- Eliminating errors in the warehouse
- Impact of the warehouse layout on product movement and cash invested
- Management of slow moving items
- Identification, management and disposition strategies for DEAD STOCK
- How to handle new items
- Effective physical inventory counting
- Developing cost effective cycle counting procedures
- Use of ordering controls (order points, safety stock and surplus stock)
- How to use Line Buying to your advantage
- Meeting vendor minimums and the impact on cash
- How much to order (EOQ, Class Replenishment, Min and Max)

### Day Two

9:00 a.m. - 1:00 p.m.

- Central Purchasing considerations
- Effective use of Central Distribution and "Hub and Spoke" network
- How to use replenishment timing strategies to increase turnover and R.O.I.
- Developing the "Recommended Buy Report" and how to use it effectively
- How to interact with the computer system to develop proactive reporting tools
- Branch Management strategies
- Branch Replenishment
- Branch Manager Compensation Plans
- Buying ahead of a price increase
- The impact of Price Breaks, Quantity Discounts and Vendor Specials
- The financial impact of Cash Discounts

Executive Coaching  
Inventory  
Management  
Pricing Strategies  
Technology  
Identification &  
Implementation  
Warehouse  
Management  
Customer Service  
Analysis  
Operations Review  
Dead Stock Programs  
Vendor Relations  
Replenishment  
Strategies  
Asset Management  
Employee Training

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