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Inventory *focus*

Making inventory work for you

Rigorous analysis and planning allows companies to operate without excess stock

Running on an inventory shoestring through JIT

Sunday Times reported how Just-In-Time practices in the automotive sector have shown the way for many entrepreneurs like Ryan Kliszcz of Saysshoes.co.uk. The May article highlighted how JIT had not only allowed Kliszcz to launch his business on a shoestring budget, but enabled the company to operate with near zero stock. Retail is a demanding environment, as businesses can quickly lose sales if popular selling products are not on the shelf. Rigorous analysis and planning enables orders to be fulfilled at the right time, ensuring stocks match demand.

Research by logistics provider *Evolution Time Critical* has shown that many successful small businesses are using ultra lean supply chain management principles, similar to those used in the automotive sector.

The article shows there are already people operating at the low end of the inventory curve, with high capability at near zero stock. The experience of many small firms demonstrate that operating lean enables them to compete successfully with much larger organizations.

OEM benefits from IM training

May 2011: Inventory Matter's Dr Geoff Relph delivered a two day course to a major aerospace company. The course MRP & ERP Essentials is designed to maximise performance from an existing control system. Find out more about our skills development programme at <http://www.inventorymatters.co.uk/training>

Inventory Headlines

IOM conference success

Dr Geoff Relph and Catherine Milner supported the May 11 conference at Studley Castle.

[Geoff's](#) talk on "Why lean inventory fails?" Was well received and thought provoking, delegates from Aerospace Manufactures and FMCG suppliers commented that "it made perfect sense when explained in such a clear way"

[Catherine](#) had been the driving force behind the event in her role as IOM Chair. Establishing the conference again into IOM calendar had been one of her key objectives when accepting the role in 2009, the May event is testament to her drive and project managements skills.



Join us at our October 5th event

Planning is already underway for our next inventory workshop, featuring speakers Mike Ashton from Hereford and Worcester Chamber of Commerce, and Hozelock's Simon Noakes . Building on the success of our March event, we aim to make inventory work for you.

INTERESTED? Email us at : info@inventorymatters.co.uk



Inventory Optimisation: launch of updated *Amis-delta*

We are pleased to announce that the updated version of [Amis-delta](#), our popular inventory optimisation tool, has been successfully released and installed at Hozelock. This software update offers several enhancements including improved functionality, speed and a monthly planning feature. [Hozelock](#), one of the UK's most popular gardening brands, has been a long time partner and user of *Amis-delta*. The monthly planning feature is an important tool for Hozelock and suits the demand profile of their seasonal business. Sales are heavily influenced by weather, with peak demand April

through September. In order to respond to consumer demand and maintain effective inventory control, their system must respond to rapid changes in stock demand, the updated *Amis-delta* allows them to achieve this flexibility.

[Dr Geoff Relph](#)



Professional Development

Upskill with our training courses for essential tools, skills and techniques needed to make informed business choices. Next courses:

September 15
Inventory Introduction: *one day*

October 11&12
MRP & ERP Essentials: *two days*

October 19&20
Inventory Advanced: *two days*

More details online at:
<http://www.inventorymatters.co.uk/training>

In the news... *from Catherine Milner*

Is failure a bad word? Fear of failure was raised as an issue at our recent IOM conference, preceded by a great vocal discussion on LinkedIn about how we can learn from our mistakes. Many organisations have such a negative culture, which means that talking about failure often leads to reprimands and sackings rather than being used as an opportunity for learning and improvement. To quote Thomas J Watson founder of IBM "Would you like me to give

you a formula for... success? It's quite simple, really. Double your rate of failure. You're thinking of failure as the enemy of success. But it isn't at all... you can be discouraged by failure / or you can learn from it. So go ahead and make mistakes. Make all you can. Because, remember that's where you'll find success. On the far side" So the message is clear, don't be afraid of failure, learn from it!
[Catherine](#)



The Doctor's Note...

Organizations benefiting from the current small green shoots of recovery know the best time to reduce inventory, is when demand increases. The resultant increase in cash flow allows the more difficult subject of unwanted stock disposal to be addressed, and investment in process improvement to be achieved without adversely affecting the bottom line.

[Dr Geoff Relph](#)

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