

Dr. Geoff Relph



Summary

Geoff is a Mechanical Engineer by training but found the challenge of Production Control more consuming whilst at Rolls Royce Cars in the 70's. Since then he has worked in the field of Production and Inventory Control, after working for Rolls Royce Geoff moved to Crosfields and GEC Marconi before a long career at IBM. Whilst at IBM Geoff managed the inventory for IBM's award winning manufacturing plant in Havant, Hampshire before moving on to a successful consultancy career roles, using his considerable experience in Manufacturing and Supply Chain Planning Projects to deliver benefits to clients in a diverse range of industries, including Automotive, FMGC, Machinery, Aircraft Equipment. In 2002 Geoff left IBM to set up Inventory Matters Limited which specialises in providing practitioner based consultancy in Manufacturing Planning, Control and Inventory Management, Inventory Matters is now in its fourth successful year of operation.

In the field of Inventory Management Geoff has spent many years working on the development of the inventory K-curve through continued research with academic partners. Geoff was awarded a Doctorate at Manchester Business School in June 2006. His research focused on Inventory Management in Business Systems. Geoff has in the past supported staff in the delivery of MBA courses at The Manufacturing Institute (Manchester) and Warwick Manufacturing Group. Geoff has published in a wide range of technical journals; including; Control, International Journal of Operations Management and the International Journal of Production Economics. In 2000 and 2002 he spoke at the 12th International Symposium on Inventory Research in Budapest.

Geoff was Chairman of the Institute of Operations Management from October 2003 -2005 and has been active in the Institute of Operations Management for many years, and through the years has served on the Editorial, Conference, Seminar and Membership Committees as well as serving on Council and Management Committee.

Areas of Expertise

- Inventory Control and Management
 - Business Systems and Business Process Improvement
 - Just in Time implementation
 - Business Systems implementation
- MRP, Inventory, JIT and Business Process re-engineering training

Scope of Experience

Geoff has experience with many significant multinational and national companies as a manufacturing and management consultant, trainer and mentor. He views the relationship with the client in the long term and is passionate about the delivery high quality consulting.

Market Sector Focus

- **Consulting experience in; Electronics, FMGC, Aerospace, Automotive Manufacturers and Tier suppliers, Process Industries**
- **Operational Experience in Electronics (15 years) and Automotive (8 years)**

Most Recent Assignments

- **Business Process Re-Engineering of Operations Management – Toiletries / Manufacture & Distribution**
Geoff led the project delivered in two phases – diagnosis and implementation. The diagnosis phase analysed the current operations management business processes and identified where there were non value added processes and identified the proposed to-be best practice processes. This led to the second phase where the to-be processes were implemented by the Inventory matters team covering all aspects of Operations Management, including – Project Management, Appraisal, System to System Communications, Product Structure, MRP Compliance, KPI definition and measurement, Paperless office. The project delivered time savings benefits and improved morale.
- **Enhancement to BaaN ERP – Aerospace OEM Manufacturer**
Geoff led the team that developed an Inventory Management module that has been incorporated into the clients BaaN ERP system. The module allows the senior management teams to more effectively optimise the sites inventory and communicate these plans to the key operational staff.

	<p>The module also provides targeted exception reports that focus on driving the inventory optimisation targets set by management. The design and implementation phases have been successfully completed and the results delivery phase is progressing well.</p> <ul style="list-style-type: none"> <p>Stock Management and Forecasting Study - Garden Equipment Manufacturer Geoff led a project to critically examine the Stock Management, Planning and Forecasting processes in a major UK supplier of Garden equipment to the retail trade. The business environment is highly seasonal and facing demanding large retail outlets. The project focused on the effective use of stock and how to vary the stock during the ‘seasonal’ cycle to bring maximum customer service and still meet important financial objectives. It also looked in detail at the planning and forecasting business processes and made recommendations for significant changes to the Planning and forecasting processes. The CEO’s comment after review of the report was ‘You have got under the skin of the organisation in a very short time and developed a credible plan – It is very rare that I say that about consultants’ The project is now progressing into the implementation phase. Follow on Projects to support the effective Inventory Management have been run for the Clients 2003- 2006 and continued support is in place for the coming 2007 season.</p> <p>Buffer Stock Analysis – 1st Tier Automotive Supplier Geoff has led and provided the technical and detailed analysis to a project to examine the buffer stocking policies in the ‘painted skins’ buffer stock area of the manufacturing process. The project has identified significant saving to the net cost of operations by an adjustment to the relationship between the cycle stock policies and the buffer stock policies enabling a more effective use of the bumper spray paint facility.</p> <p>ERP/MRP Training – Automotive Manufacturer and Aerospace Parts Supplier Geoff developed and delivered bespoke in-house ERP, MRP and inventory management and control training programmes for two clients training over 80 staff of all levels from Operational Planners to Directors. The courses focused on the fundamentals of business systems, implementation and day-to-day systems operation as well as the fundamental principles of stock management, bills of materials, and the MRP processes. During the two-day programmes, the clients’ cross-functional teams, facilitated by Geoff developed their own improvement plans for their areas of business.</p>
<p>Qualifications & Registrations</p>	<p>Qualifications</p> <ul style="list-style-type: none"> BSc in Mechanical Engineering - 1972 Doctor of Philosophy – University of Manchester - June 2006 <p>Registrations</p> <ul style="list-style-type: none"> Fellow of the Institute of Operations Management (Chairman 2003-2005) B.Sc. Mechanical Engineer, Chartered Engineer, Member of the Institute of Engineering and Technology Fellow of the Institute of Business Consulting Associate Member of the Institute of Directors
<p>Recent Papers</p>	<ul style="list-style-type: none"> Maintaining the balance Published in IEE Journal Manufacturing Engineering – July 2004 Professional Inventory Management Published in Control – Issue 5 2003 - Joint Paper with Witold Brezski First Steps in Inventory management Published in Control – January 2003 - Joint paper with Witold Brezski Overage – what is it and why it is important Published in International Journal of Production Economics – June 2002 – Joint with Peter Barrar
	<p>Inventory Matters 2002 - Present</p>

Employment	IBM UK Ltd 1982 – 2002 Marconi Space and Defence 1979 – 1982 Crosfield Electronics – 1977 – 1979 Rolls Royce Motor Cars – 1973 – 1977	
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