

SEMINARS AND TRAINING

Our seminar and training programs are designed to inform, educate, and provide tools to all levels of management to carry out responsibilities in the most cost and service effective manner in support of your business goals and objectives. These include:

Inventory Management:

- Inventory management strategies and systems
- Inventories and flow of materials
- Inventory control techniques
- Inventory investment, service, costing, and forecasting
- Purchasing procedures and decision rules
- MRP/DRP/JIT order and planning systems

Operations Management:

- Planning manpower, equipment, and workloads
- Facilities design and planning
- Performance measurement
- Methods improvements
- Supervision- role, skills and communications

REM QUALIFICATIONS

- *We specialize in distributor and wholesaler operations and have worked for:*
 - Alling & Cory
 - Eastern Paper Ltd.
 - Foley Distributing Co.
 - S. Freedman & Sons
 - Philip Rosenau Paper Co., Inc.
 - Unisource, Inc.
 - Fresno
 - Jacksonville
 - Portland
 - Raleigh
 - Scott Paper Company

- *We know product logistics and distributor operating functions*
- *We have experience in evaluating and implementing improvements*
- *We have obtained significant results with our programs*
- *We have a professional staff which has:*
 - Seasoned business consulting experience
 - Substantial operations experience
 - Broad technical expertise

We can tailor these programs to meet the specific needs of your business. To find out more about our programs, call REM Associates:

REM Associates

OPERATIONS IMPROVEMENT PROGRAMS

FOR

DISTRIBUTORS and WHOLESALEERS



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TODAY'S DISTRIBUTOR CHALLENGES

- Customer service demands are increasing
- Costs to manage and carry inventory are increasing
- Business profits are decreasing

If these challenges look familiar, and your company is looking for answers to these challenges, The Inventory Management and Resource Utilization programs of REM Associates offer practical solutions to today's business managers. These programs are specifically designed to focus on Distributors and Wholesalers and are customized to meet your business' individual needs.

PROGRAM GOAL: IMPROVE OPERATIONS MANAGEMENT

- REDUCE THE SIZE AND COST OF INVENTORY
- REDUCE DELIVERED PRODUCT COSTS
- INCREASE OPERATIONAL EFFECTIVENESS
- MAINTAIN OR INCREASE SERVICE TO CUSTOMERS

PROGRAM FOCUS: CUSTOMIZED TO YOUR UNIQUE BUSINESS REQUIREMENTS

- INVENTORY MANAGEMENT PROCESS REVIEW
- INTEGRATED INVENTORY MANAGEMENT PROGRAM
- OPERATIONS MANAGEMENT ASSESSMENT
- OPERATIONS PRODUCTIVITY IMPROVEMENT PROGRAM
- SEMINARS AND TRAINING ON:
 - INVENTORY MANAGEMENT
 - OPERATIONS IMPROVEMENT

IMPROVED INVENTORY MANAGEMENT

1) Inventory Management Process Review

Focus: Conduct a diagnostic review and perform an analysis of inventory and purchasing practices. This includes the procedures, policies, and inventory data and systems for managing inventory and purchasing product.

Results:

1. Profile of inventory by volume, classification, and turnover
2. Identification of potential for inventory reduction
3. Estimate of savings potential, both capital and operating

2) Integrated Inventory Management Program

Focus: Conduct an in-depth evaluation, develop recommended changes, and implement a revised program for purchasing and inventory management. Our program evaluates forecasting, ordering procedures, vendor lead times, potential for line consolidation, along with detailed product analyses by SKU and simulation of inventory improvement results to estimate savings opportunities. Our program includes:

- ABC analysis of inventory
- Evaluation of vendor order & receipt cycles
- Recommendations:
 - Inventory profile and size
 - Replenishment procedures
 - Measures, standards, and reports

Results:

1. Increase in inventory turns of 20-30%*
2. Reduction in product inventory of 20-40%*
3. Reduction in inventory working capital of 25-35%*
4. Reduction in operating costs of 25%* of inventory value.

IMPROVED OPERATIONS MANAGEMENT

1) Operations Management Assessment

Focus: Conduct a diagnostic review of warehousing and transportation operations, including: purchasing, warehousing and facilities, delivery and equipment, customer service, and order processing functions.

Results:

1. "Report card" on operations effectiveness
2. Recommended areas of improvement
3. Estimate of potential savings

2) Operations Productivity Improvement Program

Focus: An in-depth review of all operating and service functions, procedures, policies and practices. Develop specific action plans for improved changes. Assist management in implementation and follow up, including:

- Facility layout and plan
- Personnel training
- Performance measures and standards

Results:

1. Detailed description of operations effectiveness and productivity
2. Specific recommendations on:
 - Warehouse layout
 - Warehouse storage and slotting
 - Operations methods improvements
 - Performance measures
3. Plan for implementation including tasks and timing
4. Reduction in warehousing and delivery costs of 15-20%*

* Based on our client experience.