

EIM

Effective Inventory Management Workshop AGENDA:

Oct. 20, 2026: 8:30AM - 4:30PM

7:30 - 8:30AM	Check in and Continental Breakfast
8:30AM	Workshop begins
10:00 – 10:20 AM	Break
12:00 – 1:00 PM	Lunch Buffet
2:15 – 2:35 PM	Break
3:30 - 3:40PM	Break

Oct. 21, 2026: 8:00 AM – 3:00 PM

7:30 AM	Continental Breakfast
8:00AM	Workshop begins
9:15 – 9:30 AM	Break
10:30 – 10:45 AM	Break
11:30 – 12:30 PM	Lunch Buffet
1:45 – 2:00 PM	Break

Total Instruction: 720 minutes = 14 credits awarded for attendance

AGENDA:

The EIM Workshop will cover the following 8 topics. Jon will be updating the Workshop as we move into October, 2026. We will address where the business world is in 2026, and discuss ways of dealing with challenges such as evolving supply chain disruptions, inflation and rising interest rates by adjusting forecast models and other replenishment parameters.

- **#1 – What Should You Stock?**
 - Goal of effective inventory management
 - Responsibilities of different departments in achieving effective inventory management
 - Different types of inventory:
 - Resale
 - Production
 - Maintenance, repairs and operations (MRO)
 - Determining what products to stock in each warehouse or store
 - Ranking products by activity, cost of goods sold and profitability

- Resale Inventory - Ensuring that all inventory is profitable or leads to other profitable sales
- MRO Inventory – Determining the “critical nature” of each item

- **#2 – Best Practice Forecasting #1**
 - The difference between dependent and independent demand
 - Forecasting new stock items
 - Determining how to stock products with sporadic usage activity
 - Defining the six elements of an accurate forecast
 - Understanding the difference between sales, shipments and usage
 - Verifying that usage is correctly recorded
 - Identifying and correcting for unusual usage activity
 - How events and other factors can affect a forecast

- **#3 – Best Practice Forecasting #2**
 - Common forecasting methods and where each should be utilized
 - Measuring the accuracy of your forecast
 - Collaborative information from customers and sales people (CPFR)
 - Building a cooperative environment throughout your supply chain
 - Different types of seasonality and trends
 - The appropriate forecast horizon
 - The effect of inaccurate forecasts on the entire supply chain

- **#4 – Determining When to Replenish Stock (Achieving Your Customer Service Goals)**
 - Calculating accurate replenishment parameters
 - Minimum/Maximum quantities
 - Order points, reorder points and line points
 - The difference between average lead times and anticipated lead times
 - Different method for calculating safety stock quantities
 - Using safety stock to balance customer service with your investment in stock inventory
 - Order up to and flow point replenishment

- **#5 – Determining How Much To Order (Maximizing Profitability or Minimizing Costs)**
 - Economic order quantities
 - Purchasing when presented with price breaks
 - Evaluating rebate offers
 - Buying before a price increase
 - How space, money and product life limits affect purchasing decisions
 - Determining your ideal inventory investment and potential turnover

- **#6 – Implementing an Effective Replenishment Operation**
 - Setting up a multi-location supply network (assemble, transfer or buy)
 - Distribution requirements planning (buying into the future, importing and container maximization)
 - Materials requirements planning (acquiring raw materials and components just in time to complete an assembly or project)
 - Best practice purchasing policies and procedures

- **#7 - Benchmark metrics – Analyzing your progress**
 - Fill rate, customer service level and stockouts
 - Vendor analysis
 - What inventory turnover really tells you
 - Turn/earn index and gross margin return on investment
 - Excess stock and dead inventory

- **#8 – Utilizing all the tools and techniques presented in the seminar, developing a plan for your organization to achieve effective inventory management**