

Improving Profitability

Improving Distribution Operational Efficiency and Effectiveness



Part of the three modules
Certificate in Distribution Management [CDM]
Program

Other two modules:

- Industrial Sales Leadership
- Inventory Management

Who should attend?

- Distribution Managers
- Branch & Regional Managers
- Purchasing Professionals
- Distribution Operations Professionals
- Potential operations and management employees

Program Dates

6 - 8 October 2009

College Station, TX

5 - 7 October 2010

College Station, TX

Fees

\$1900 / Participant

Register Today

Online:

<http://readcenter.tamu.edu>

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College Station, TX 77843-3367

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Learning Objectives

This program will address:

- What is the current role of the distributor in the supply chain?
- How to interpret Distribution financial statements?
- How to apply Lean tools to Distribution processes?
- What are the advancements in warehouse technologies?
- What is the difference between Leadership and Management?

Program Outline

Principles of Improving Profitability

- Role of Distributors in the Supply Chain
- Distributor operations contribution to the success of supply chains
- Distributors operations challenges in the new supply chain

Distribution Profitability

- Balance Sheet
- Income Statement
- Cash Flow Statement
- Financial Performance Ratios

Lean Distribution & Asset Utilization

- What is Lean?
- Lean Demand Management
- Lean Purchasing
- Lean Warehousing
- Waste Reduction & Lean Tools

Distribution Leadership

- Management and Leadership
- Leading during Change
- Resources and Capabilities
- Core Competencies and Competitive Advantage

Warehouse Processes

- Warehouse Material Placement
- Warehouse Processes: Receiving, Inspecting, Putaway & Cycle Counting
- Picking Methods
- Warehouse Best Practices

Technology & Product Identification

- Bar Codes , RF, Pick-To-Light
- Voice Technologies for Warehouse
- RFID Applications in Distribution

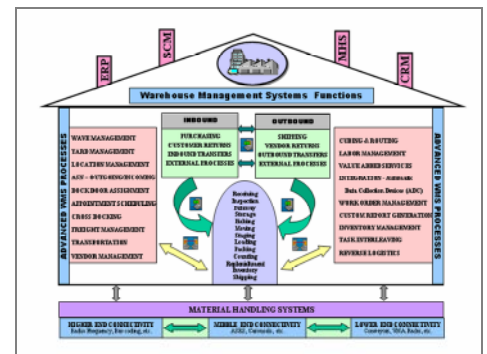
Key Performance Indicators (Metrics)

- Financial, operational & customer Metrics
- How to collect, measure, monitor and improve metrics.

Program Overview

One of the key success factors in distribution management is to utilize assets effectively while maximizing customer service (and profitability). For most distributors, the balancing of customer service versus inventory and other forms of capacity is the key to success and even survival itself. Poor asset management will lead to cost structures the market will not support and poor customer service will lead to lost sales and ultimately declining market share.

This unique distribution Systems focused program teaches operational topics that are critical to distribution operations management. The program teaches operations management, lean management processes, warehouse management methodologies and tools, Profitability and Distribution leadership.



Key Takeaways

- Better understanding of Distribution Operations Management
- Implementing Lean Tools to operational processes.
- Understanding warehouse processes and best practices.
- Introduction to advancements in warehouse technologies.
- Overview of distribution financials and profitability

Benefits

- Opportunity to learn and implement proven operational methods to increase efficiency.
- Methodologies, Tools and Techniques for performance improvement within distribution operation.
- Streamline operations by improving processes.



Delivering Competitive Advantage through Education

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