

# Effective Inventory Management

12-13 March 2025

2 x half-day online sessions

This workshop will provide delegates with a comprehensive understanding of current best practices in inventory management and importantly, how to apply them effectively in their current environment.

Specifically, the workshop will cover:

- The role & functions of inventory within the supply chain
- Best practices for the management of inventory
- Performance measurement & improvement
- Solutions to inventory management challenges
- Understanding the real cost of inventory
- Supply chain principles & management issues

The content of this workshop is practical and delegates will leave with ideas and proven methodologies that can immediately be implemented in their supply chain.

This workshop is aimed at an intermediary level. In order to maintain the interactive nature of the workshop, attendance to the workshop is limited.



# Workshop Content:

## Day 1: 08h30 – 13h00

### The Role of Inventory & Inventory Strategy

- Customer service & customer relations
- Customer / product profitability analysis
- The role & functions of inventory/stock
- Business objectives & inventory strategy
- Cost of holding inventory & “cost to serve”
- Goal of effective inventory management
- Availability, location, order fill rate, & postponement
- Sales, shipments & usage

### Inventory Planning

- Inventory: a liability or an asset?
- Distribution of cost of inventory
- MRP & DRP
- Pareto’s law / ABC analysis
- Stock cover & Safety stock
- Setting the right stock levels
- Re-ordering & replenishment
- Inventory turnover
- Just-in-time
- Ideal or model stock
- Promotional stock & “jobs”
- Practical methods for reducing inventory
- *Action plan!*

### Inventory Movement & Control

- Warehouse design, layout & flow
- Warehouse or distribution centre?

- Receipt, put-away, storage, picking & dispatching processes
- Inventory location & storage
- Product coding & identification
- Cycle counts & perpetual stocktaking
- Full inventory counts
- The use of technology
- Shrinkage, damages & missing inventory
- Inventory adjustments
- Inventory performance metrics
- *Action plan!*

## Day 2: 08h30 – 13h00

### The Changing Role of Purchasing & Suppliers in Inventory Management

- The importance of supplier relationships
- Gross versus nett margin?
- Flexibility & quick response
- Demand forecast accuracy & order lead times
- Economic order quantities
- The use of merchandisers
- Vendor managed inventory
- Service level agreements
- Managing lead times & delivery costs
- The “last mile”
- *Action plan!*

### Supply Chain Metrics, Performance Management & Problem Solving

- Measuring performance

## Workshop Content:

- The supply chain metrics hierarchy
- The strategic profit model
- Activity based costing
- Benchmarking
- Tips to improve inventory turnover
- *Action plan!*

### Inventory Management “Issues”

- Nature of demand
- Management philosophy
- Degree of product aggregation
- Multi-echelon & virtual inventories
- Process failures
- Hidden costs
- Skills, motivation & discipline
- Shrinkage
- *Action plan!*

### Inventory Management & Reverse Logistics

- Why be concerned about reverse logistics?
- Warranties, repairs & packaging material
- Critical reverse logistics success factors
- Opportunities for cost reduction
- Best practices in reverse logistics
- *Action Plan!*

### Wrap up and close

## Past Delegates:

Workshop well organised. Both presenters well prepared and good course content

*Matale Mmushi, Tshwane University of Technology*

The workshop was beneficial and filled the gap between theoretical teachings and real world experience

*Andrew Bosma, Just Enough*

The principles learned will be applied within our Supply Chain environment

*Zazi Nkosi, Sasol Synfuel*

Presenters very knowledgeable. Very informative course material - excellent!

*Ramesh Pillay, Logistics Manager, Festo*

I've learnt quite a lot today which I'll definitely take back & implement/show my colleagues

*Donita Esterhuyse, Volkswagen*

Content all well presented by well-informed presenters

*Donald Farnworth, Sasol Wax*

A very good overview on Supply Chain

*Elsa Chamberlain, Aspen Pharmacare*

I strongly recommend this workshop to anyone directly involved in a supply chain/logistical environment

*John E Cunha, Standard Bank*

## Who Should Attend?

This workshop will benefit practitioners operating in the manufacturing, retail, distribution and services industries, specifically with the following job responsibilities:

- Logistics
- Inventory management
- Supply chain management
- Warehousing
- Distribution
- Operations
- Order fulfilment
- Dispatch or receiving
- Stock control
- Materials management
- Demand management

## Workshop Cost

The cost per delegate to attend the workshop is R2 920 + vat. This includes access to the two days of interactive presentations, discussions, all course material and attendance certificate.

**Bookings of three or more delegates from the same company will receive a 10% reduction in the total delegate cost.**

If you wish to reserve a spot at the workshop, please complete the registration form on the final page, or alternatively contact us directly if you have any questions regarding content or the workshop in general:



010 500 1006



karl@vicenda.co.za



**Mike Johnston** graduated with a Bachelor of Science from the UCT and an MBA from the Graduate School of Business at Wits University. He spent 13 years with Tanker Services moving from management trainee to Group Operations Manager. After gaining years of experience in supply chain management, he embarked out on his own as a specialist Transport & Logistics consultant.

He then embarked out on his own as a specialist transport & logistics consultant. He has been engaged by numerous companies in South Africa over the past four decades to investigate and improve various supply chains and operations. This includes issues ranging from logistics & distribution strategy, procurement, order processing, inventory, warehousing & transportation.

Mike lectures regularly on logistics & procurement. He has been involved in numerous related conferences and workshops. He has been a committee member of the Southern African Roundtable of the Council of Supply Chain Management Professionals (CSCMP) and is a judge on the Logistics Achiever Awards & the Africa Supply Chain Excellence Awards.



**Doug Hunter**, a Scotsman, has lived and worked in and from Johannesburg for 35+ years. Starting as an Industrial Engineer in Glasgow, he moved through production, logistics and general management in the UK and South Africa before joining the "IT Industry."

He is a past president of SAPICS (the association for supply chain management), a business professional and applier of IT.

For many years Doug has helped match companies' business and strategic needs enabled with relevant business IT. Doug contracts directly to manufacturing and/or distribution organisations, mines, retailers, and indirectly via IT vendors plus their Implementation partners. Doug's uses his practical experience to maximise value and ROI from investments in appropriate business technology.

Doug has successfully facilitated and presented at many of Vicenda's conferences and workshops as well as contributed dozens of insightful articles to Logistics News as well as other blogs & publications.

Vicenda has been delivering business information services to the logistics and supply chain industry since 2005. Our focus is to provide supply chain practitioners with platforms to keep them informed, inspired and importantly, up-to-date with the latest industry trends.

Our workshops, conferences and roundtables bring together industry experts and seasoned practitioners to share their knowledge, experience and insight in interactive learning environments.

Although content is always based on sound academic principles, we have a strong focus on sharing fresh perspectives and practical solutions to the business challenges that supply chain practitioners encounter daily.

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# Registration Form: Effective Inventory Management

Online workshop: 12-13 March 2025



## Company Details

Company Name: \_\_\_\_\_

Postal Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Postal Code: \_\_\_\_\_

Tel No: \_\_\_\_\_

VAT No: \_\_\_\_\_

## Delegate Details

1. Full Name: \_\_\_\_\_

Designation: \_\_\_\_\_

E-mail: \_\_\_\_\_

2. Full Name: \_\_\_\_\_

Designation: \_\_\_\_\_

E-mail: \_\_\_\_\_

3. Full Name: \_\_\_\_\_

Designation: \_\_\_\_\_

E-mail: \_\_\_\_\_

## Terms and Conditions

1. The package includes programme materials, course certificate and access to the interactive online presentations and discussions.
2. Payment must be made in South African Rands.
3. Cancellations must be received in writing no later than one week prior to the event. A full credit will be given. A 50% cancellation fee will be charged for cancellations received within one week of the event.
4. Non-payment or non-attendance does not constitute cancellation. Substitutions are welcome.
5. Should Vicenda cancel the event or this contract for any reasons, Vicenda shall refund the delegate all monies paid in terms of this contract.
6. In the unlikely event that the date of the workshop changes to a date that would be more advantageous to the success of the workshop, delegates may not hold Vicenda liable for any costs incurred by such changes.
7. All intellectual property rights in all materials produced and distributed to delegates by Vicenda in connection with this workshop is expressly reserved. Any unauthorized distribution, duplication, or publication is strictly prohibited without the express permission of the Event Director.

## Conference Cost

Cost per delegate: **R2 920,00 + VAT**.

The package includes programme materials, course certificate and access to the interactive online presentations and discussions.

**Bookings of three or more delegates from the same company will receive a 10% reduction in the total delegate cost.**

Authorised Signature: \_\_\_\_\_

Full Name: \_\_\_\_\_

Date: \_\_\_\_\_

E-mail Address (if not a delegate): \_\_\_\_\_

--- Please scan and email signed registration form to [karl@vicenda.co.za](mailto:karl@vicenda.co.za) ---