



Advancing Productivity,  
Innovation, and  
Competitive Success.

Register online at  
[apicsmilw.org](http://apicsmilw.org)  
\$25 members  
\$35 nonmembers  
\$0 student members

**Bridget Lazlo,**  
**President/Owner**  
**February 18, 2015**  
**5:30 PM Registration**  
**8:30 PM End time**

Location:  
**Crowne Plaza -  
Milwaukee West**  
10499 Innovation Drive  
Wauwatosa, WI 53226

The Milwaukee APICS  
Board of Directors is  
pleased to announce  
new, lower fees Break-  
fast Roundtables.

Breakfast meetings:  
APICS members are \$5,  
Guests are \$10,  
and students are free.

Register at [www.apicsmilw.org](http://www.apicsmilw.org) or

The Milwaukee Chapter of APICS is pleased to announce our  
next PDM Meeting:  
**Bridget Lazlo, President/Owner Guardian Business Solutions**  
*"The Hidden Profitability Killer: The Impact of Inventory Accuracy On  
Sales, Profits and Acquisition Valuation"*  
Wednesday, February 18, 2015 5:30 PM—8:30 PM  
**Location: Crowne Plaza - Milwaukee West**  
10499 Innovation Drive  
Wauwatosa, WI 53226



As a manufacturing company owner or plant manager, you know that you are only as good as the last order you shipped. Loyal customers who may have received excellent product and service for years from you can become flight risks when they experience a season of delayed orders or mistakes.

Improper hiring, training and management can lead to challenges for sure. But there is a larger culprit that will kill productivity and profitability - even if you have the best people working on the floor.

This session will define what inventory is, what costs are tied to inventory, and why accuracy of the inventory is key. By implementing a cycle count program you will be able to improve customer service, insure a more efficient operation, reduce inventory levels, achieve a higher return on your investment, eliminate physical inventories and save time in just about every department in your organization.

In this session, industry expert and CEO of Guardian Business Solutions Bridget Lazlo, CPIM, CSCP will use case studies to demonstrate how company owners can quickly identify profit leaks related to inaccurate inventories - and put systems and processes in place to prevent them.

Pursuing the best practices presented in this session will position your company for a significantly better profitability (short-term) and a much better valuation (long-term).

Upon completion of this session you will understand what is and how to calculate the ABC value of your inventory. This is important on many levels, including spending appropriate amounts of time and using the right techniques for ordering, storing and counting items.

Next you will be able to implement your own inventory control group that will help identify process issues. Process issues that once identified can be eliminated, improving your investment in inventory and inventory management.

Once you have minimized inventory errors you will have the tools to do regular cycle counts and eliminate the need to do full physicals once a year! Imagine not having to shut down your plant for a few days or having your staff come in over the weekend to count inventory and avoiding all the new errors that are introduced during the process.

*If you have ideas for PDMs, Breakfast Round Tables, or would like to submit an article for our newsletter, please send an email to [Communications@apicsmilw.org](mailto:Communications@apicsmilw.org).*

## Upcoming Events

- |                     |   |
|---------------------|---|
| <b>Feb 4, 2015</b>  | <b>Breakfast Roundtable, Menomonee Falls</b><br><b>Topic: "FIRE FIGHTING..or.. PROBLEM SOLVING"</b>                 |
| <b>Feb 11, 2015</b> | <b>Breakfast Roundtable, Brookfield</b><br><b>Topic: "Efficiency - Getting the MOST out of Yourself and Others"</b> |
| <b>Mar 10, 2015</b> | <b>PDM: Join ISM at the Wisconsin Club, Topic to be announced.</b>  |