

Mr. George Krauter from Storeroom Solutions will be speaking on

YOU CAN'T BE LEAN WITH A FAT STOREROOM

About the Topic

Achieving sustainable productivity requires a corporate investment in the principles of LEAN. To be successful, LEAN requires reliable processes and reliable equipment which, in turn, requires a world class [LEAN] indirect materials-MRO storeroom.

The optimum level of any LEAN investment is affected negatively by a fat storeroom operation that has fat transactions, fat information, fat inventory, and fat duplications in the MRO supply chain.

YOU CAN'T BE LEAN WITH A FAT STOREROOM

This presentation addresses the complex supplier networks that exist in the MRO supply chain and demonstrates how these complexities can be simplified to produce a LEAN environment. The world of MRO is replete with unpredictable demand which is a reflection of the volatile demands of the market.

Achieving world class indirect materials storeroom operations while optimizing LEAN investments requires recognition that the company should not be in the "stores" business and that stores operations are not within the company's core competency and should be assigned to experts. Utilization of an expert third party MRO practitioner provides the company with the best possible sustainable total-cost-of-ownership scenario with optimum support for LEAN initiatives.

In the world of indirect materials, the real "customer" is the internal consumer of MRO parts. It is this customer who must be satisfied. The authorities supplying the parts are the company's financial and procurement departments; the storeroom is the vehicle for parts availability. These internal functions along with the multiple external suppliers must be recognized as a part of the total MRO supply chain. Answering, "Who is the customer" is essential to simplifying the supply chain. Duplications in the supply chain will be identified; steps to streamline the process will be delineated.

Presentation attendees will be alerted to the savings available from indirect materials and how to achieve them. The skills needed to construct a world class storeroom operation and select the proper 3PMRO provider are arcane and difficult to apply. Attendees will be provided with strategies and tactics to meet and overcome the challenges that come from the inherent inefficiencies existing in storerooms today. Take away values will benefit each individual attending the session and enhance the business plan of their companies.

About the Speaker

As the originator of the concept that became known as integrated supply, George Krauter currently serves as Vice President for Storeroom Solutions, Inc. Frequently spotted at industry events and various industry functions, Mr. Krauter brings a wealth of insight and hands-on experience to indirect materials cost recovery methods.

Mr. Krauter's career began in Philadelphia and carried him through management capacities in all disciplines of the indirect materials supply chain. Following his tenure as Vice President, Sales for a large industrial supply distributor, Mr. Krauter co-founded the first integrated supply company in the US: Industrial Systems Associates (ISA). As an internationally recognized authority on innovative methods that define and eliminate duplications in the traditional supply chain for non-capital expense materials, Mr. Krauter's concepts led to industry distribution procedures known as Integrated Supply, JIT II and other cost outsourcing techniques within the MRO supply chain. Following the sale of his then multi-million dollar company, Mr. Krauter joined Storeroom Solutions first as sales consultant, then as Vice President working in sales and marketing.

An authority on innovative methods in distribution and MRO outsourcing, he has been published in several publications including *Modern Distribution Management* and *Purchasing* magazine. He has held seminars on distribution cost recovery at MIT and Duke, presented internationally in Oslo, Puerto Rico, Mexico and Dubai and has served on the President's panel for the Conference Board in New York City. He is also a frequent speaker at industry association events including ISM and APICS.

Mr. Krauter has a Bachelor of Arts in Business Administration from Temple University and an MBAA (MBA *almost*) in Sales & Marketing.

George E. Krauter

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Location:

Peerless Restaurant

320 North Peters Road,

Knoxville, TN

Registration

Please register at Programs@apics-knoxville.org.