

**Have what you need,  
when you need it.**

*One of the most critical challenges in retailing is maintaining the delicate balance between inventory purchases and sales.*

*Bad inventory management is bad business. Too much product can place burdensome costs on your company, while too little product can lead to unhappy customers and lost sales.*

*Attend TEC's  
Inventory  
Management  
101™ workshop*

*and get on the road to finding the  
right inventory balance for your  
retail business.*



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**TEC, Inc.**

**Presents:**

# **Inventory Management 101™**

**Knowing what  
you've got and  
how to get it  
when you need it**

*A customized program  
to enhance excellence  
and efficiencies  
in your organization*



*Providing the right solutions  
to meet your training needs*

# Manage your inventory with *confidence*.



Having the right amount of merchandise available at the right store and at the right time is crucial to customer satisfaction and retention. While empty shelves can send your shoppers to the competition, excess inventory can suffocate your business by draining funds better used elsewhere.

Gain control of your inventory issues with TEC's Inventory Management 101™ workshop! It focuses on every aspect of this pivotal retail activity and offers solutions to your inventory management problems.

## What do participants learn?

- How to maximize sales and margins through just-in-time purchases and minimal inventory storage
- Industry terms and practices of inventory management including:
  - On-hands/on-orders
  - Turnover
  - Overstocks
  - Stock shortages
  - Item/location relationship
  - Tracking item movement
- The processes and importance of order tracking and receiving
- Important concepts associated with replenishment, including safety stock, lead time, seasonality, fill rate, and min/max supply
- How technology is used to conduct inventory management activities
- Methods to get inventory into a store, including purchase orders, cross-dock suppliers, requisitions and transfers
- What a distribution center does
- The hows and whys of taking physical inventories to ensure accuracy at multiple locations
- Roles and responsibilities of every one in the inventory management process and their impact on sales



## We cover the territory.

This interactive workshop covers a broad range of topics, definitions and skills needed to improve the competency of retail associates involved in the inventory management of goods and services.

Attendees learn fundamentals and details through interactive and applied exercises, and small and large group discussions. They delve into the language, roles and responsibilities, and technologies that will help them improve their skills and enhance their performance without delay.

## Inventory Management 101™ is tailored to you.

TEC's qualified consultants customize Inventory Management 101™ to fit any retailer's situation.

By incorporating your company's business processes, technology and roles and responsibilities, our experienced facilitators make each lesson personal and relevant. And the knowledge acquired by participants can be applied immediately in the workplace.

You *can* improve your bottom line! Let TEC help your associates become adept inventory managers. The contributions of this newly skilled group will be realized in your stores and on your balance sheets, where it really counts.

For more information, contact:

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