CPIM

CERTIFIED IN PLANNING
AND INVENTORY MANAGEMENT

MODULE 6: INVENTORY

APICS

ASCM

Module 6 Overview

Inventory

- Section A: Inventory Planning
- Section B: Inventory Costs, Basic Accounting, Costing, and Metrics
- Section C: Inventory Management
- Section D: Inventory Control

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CERTIFIED IN PLANNING
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SECTION A:
INVENTORY PLANNING

APICS

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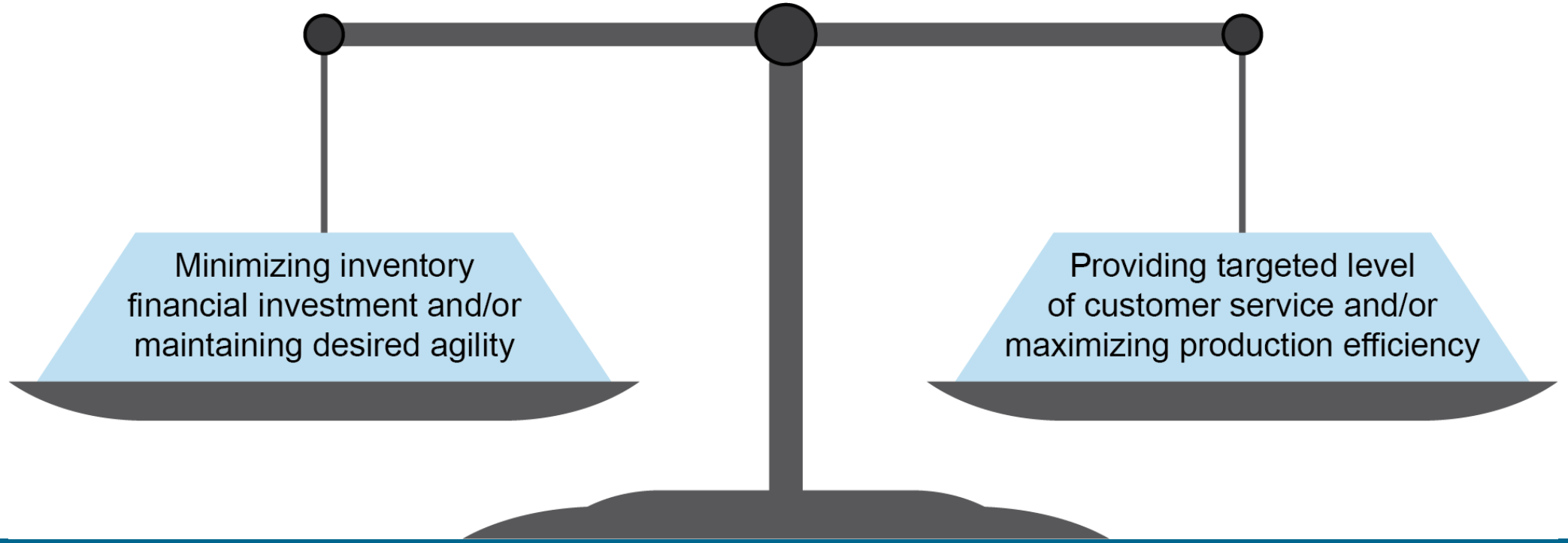
Section A Learning Objectives

- Purposes and goals of inventory
- Inventory types and classifications
- Functions of inventory
- How classifications can change over inventory life
- Inventory in service industries
- Aggregate versus itemized inventory policies
- Tradeoffs in inventory levels and accuracy targets
- ABC segmentation and for special inventory

Purposes and Goals of Inventory

Purposes of Inventory Management



- Better customer service
- Greater operating efficiency
- Longer production runs
- Volume purchases
- Optimal inventory investment
- Better sustainability

Minimizing Inventory Investment

Total investment in inventory depends on perspective.

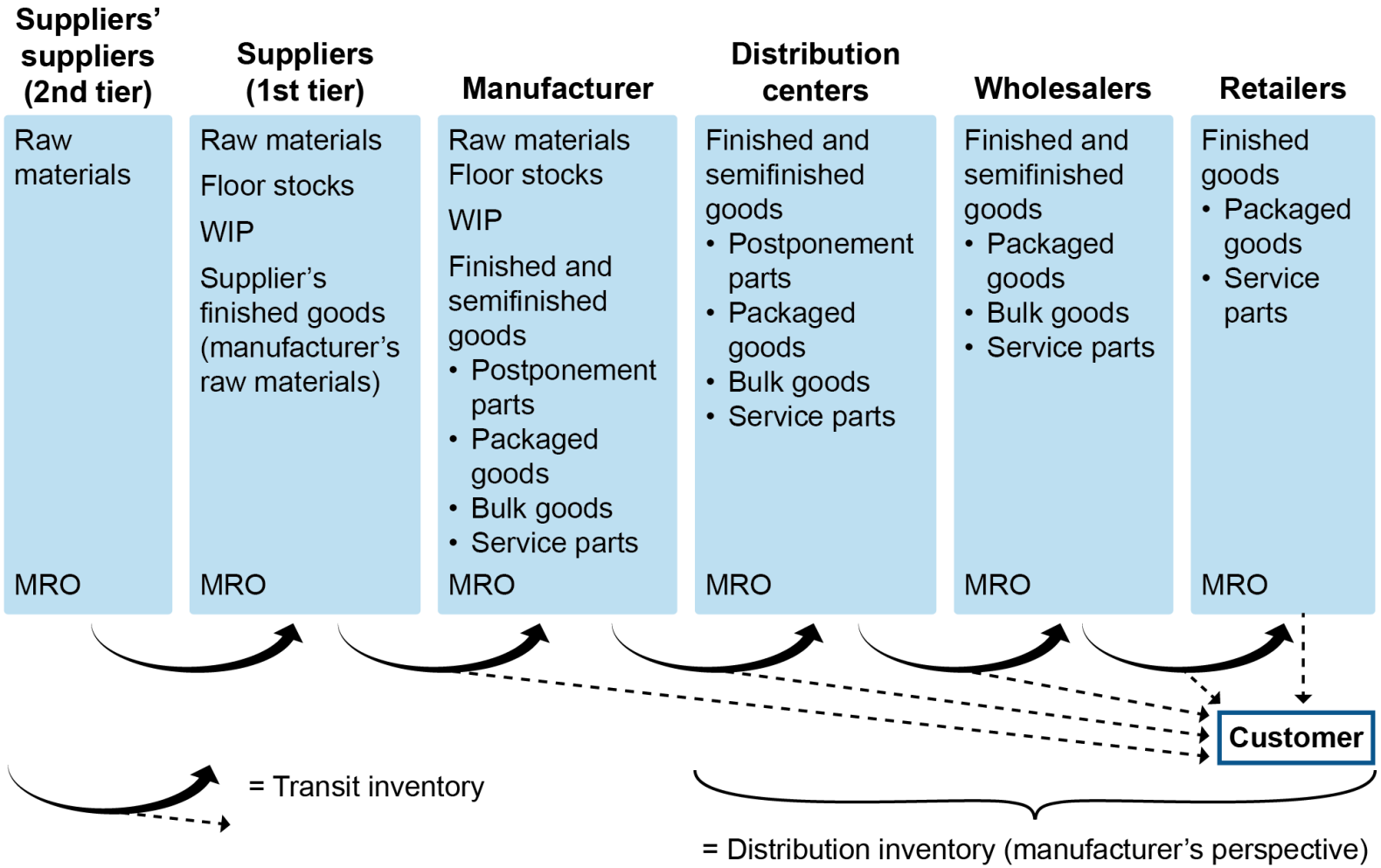
- Internal: Finance has incentive to push for low inventory levels. (Purchasing may or may not.)
- Entire organization: May minimize inventories at expense of others in supply chain.
  - If suppliers hold more, more smaller lots increase total.
- Supply chain and lean perspective: Minimize total inventory anywhere in supply chain; then sell more due to lower price. (Share savings.)

Purposes and Goals of Inventory

Maximizing Manufacturing Efficiency

- Smooth, uninterrupted flow; no over- or undercapacity.
- Decoupling supply from demand:
  - Supplier from customer
  - Work center from work center (diverse rates, spontaneous bottlenecks)
  - Capacity or materials available sooner than needed
- Other: Level strategy, long runs, few setups, large lots.
- Only good reason to hold inventory is when not carrying it would be more costly overall.

Inventory in the Supply Chain



Push, Pull, and Push-Pull

Push	Pull
What/When to Make	
▪ Inventory on hand ▪ Make to forecast/DC orders	▪ Low or no inventory ▪ Make to specific orders
Issues	
▪ Bullwhip effect ▪ Obsolescence ▪ Poor customer service	▪ Demand variability ▪ Supply disruptions ▪ Long lead times
Who Orders and How	
▪ Central supply ordering ▪ Fair distribution ▪ Requires ownership or agreement	▪ Independent demand ordering ▪ Autonomy ▪ Shortages, but market pricing rations goods

Push-Pull Replenishment

- Schedule delivery (push) but DC sets quantity (pull), or
- EOQ/minimum (push) but DC sets timing (pull)

Risk Pooling

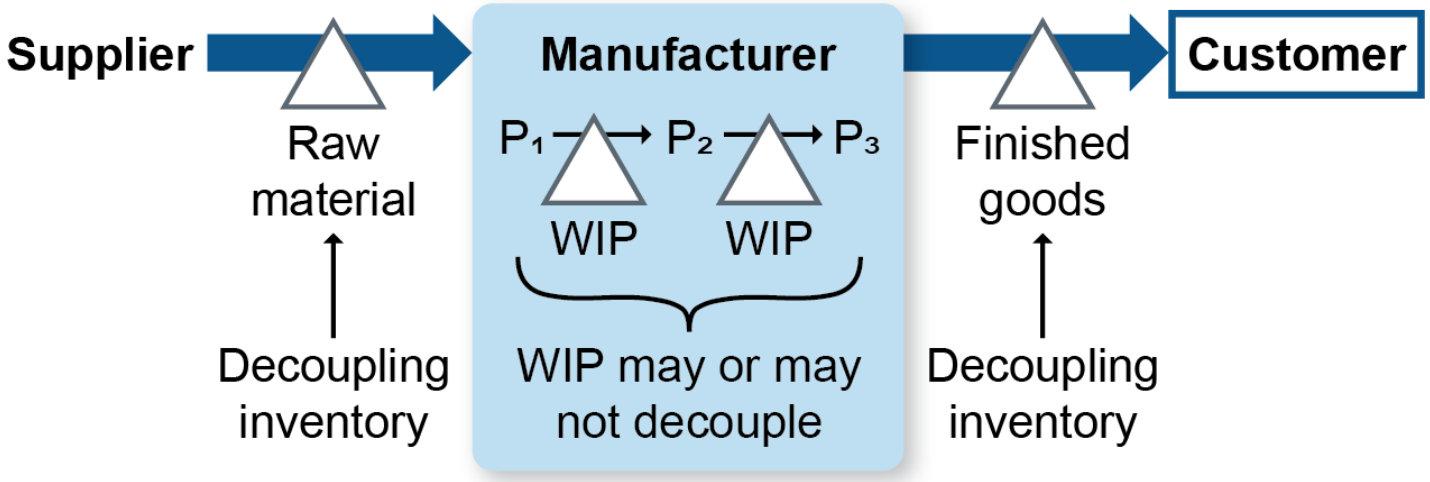
Aggregates demand and centralizes inventory, reducing effect of variability in demand and lowering stockout and carrying costs.

However, risk pooling works best when

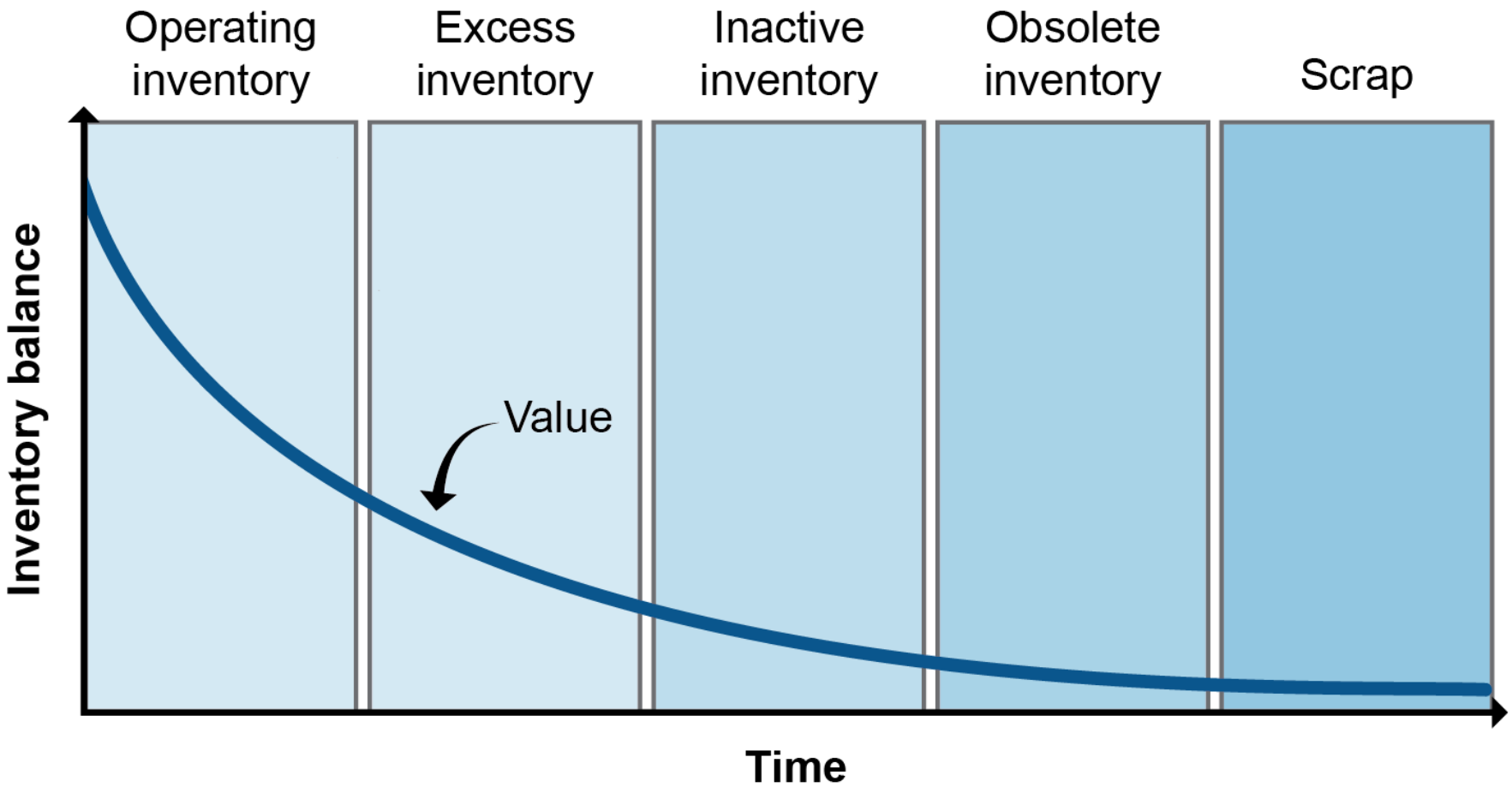
- Demand patterns are similar among markets.
- Customer lead time remains acceptable.
- Net effect of inbound and outbound transportation costs is lower.

Inventory Functions

- Safety stock
- Decoupling/buffers
  - Material/backlog
  - TOC material or time buffer
- Anticipation inventory
- Lot-size inventory (cycle stock)
- Transportation inventory
- Hedge inventory



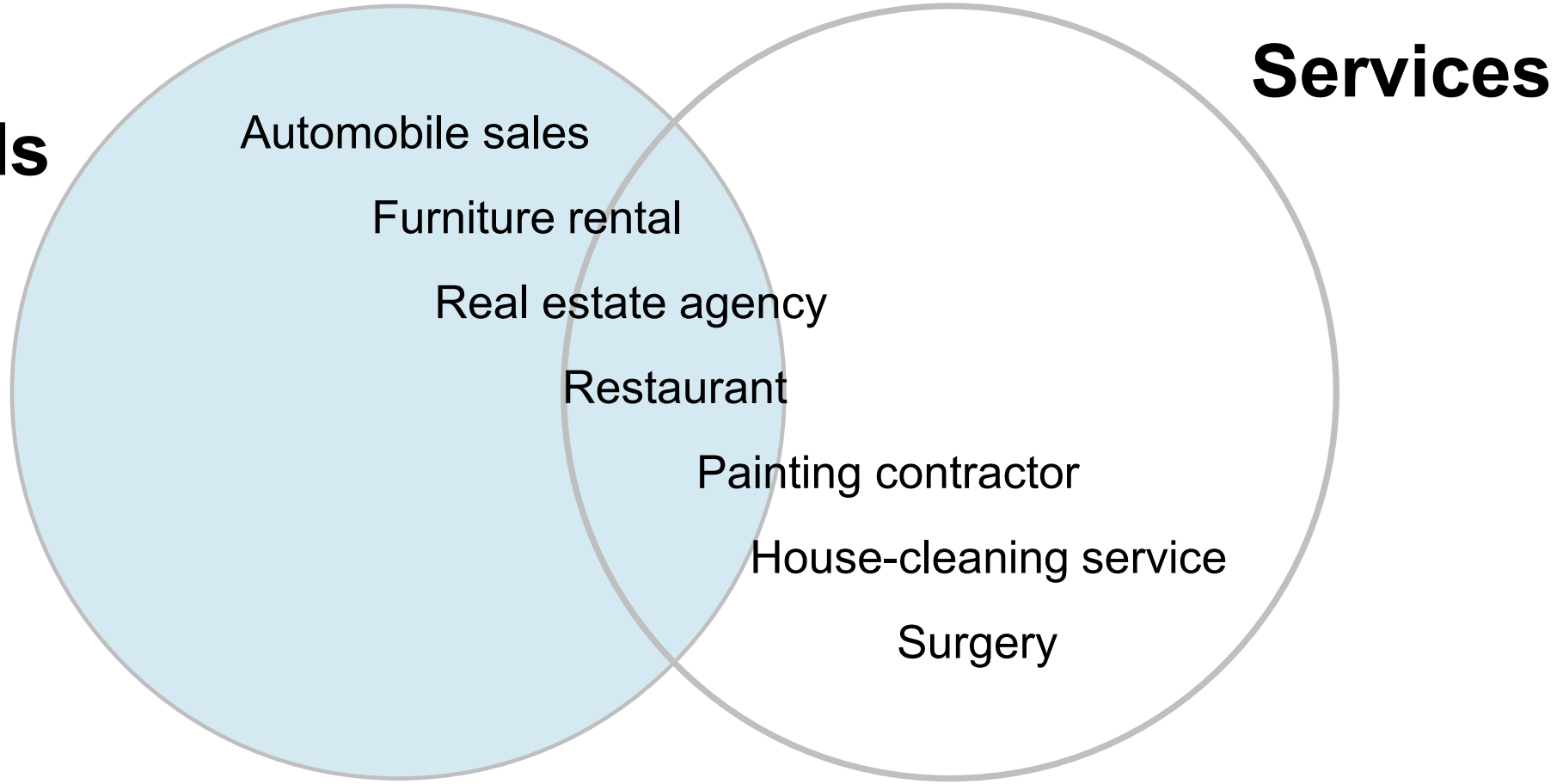
Inventory Over Time



Inventory in the Service Industry

- Goods that facilitate delivery of service
- Subject to same challenges of excess inventory, insufficient inventory, perishability
- Major influence on how the service “product” is designed

Goods and Services Exercise



Negotiating Tradeoffs in Competing Views

	Marketing	Operations	Finance	ESG
Conventional objective	Increase revenue and satisfy customers	Reduce manufacturing cost	Increase profit and cash flow, reduce investment	Comply with mandatory & voluntary environmental requirements
Customer service	↑	↓	↑	↑
Production efficiency	↓	↑	↑	↑
Inventory investment	↑	↑	↓	↑

Impact of Sourcing Risks on Inventory Timing

- STEEPLE risks: sociocultural (or social), technological, economic, environmental, political, legal/regulatory, and ethical.
- Sourcing risks cannot be offset entirely by inventory policies that create buffers, since inventory has inherent risks (e.g., theft, damage, obsolescence).
- Best practice is to prioritize safety stocks for critical inventory and develop resiliency in supply chain to manage residual risks.

Inventory Segmentation for ABC Control

Pareto's law (80–20) basis for ABC classification*

	Items	Value
A	10–20%	50–70%
B	20%	20%
C	50%	10–30%

- **A:** Critical few. High security, tightly controlled safety stock, frequent counting.
- **B:** Average. Average controls and ordering.
- **C:** Trivial many. Order many few times a year, minimal control or counting.

Value (factors may affect individual ranking)

- Annual dollar usage (units × cost)
- Bottleneck materials
- Shelf life
- Replenishment lead time
- Importance of stockout to customers
- Turnover

*All percentages from *ASCM Supply Chain Dictionary* definition of ABC classification.

Possible Impacts of ABC Classification

- Frequency of counting
- Frequency of forecast reviews
- Reengineering of products
- Amount of safety stock or safety lead time
- Where an item is stored
- How it is controlled and replenished

ABC Inventory Control Steps (Annual Dollar Usage)

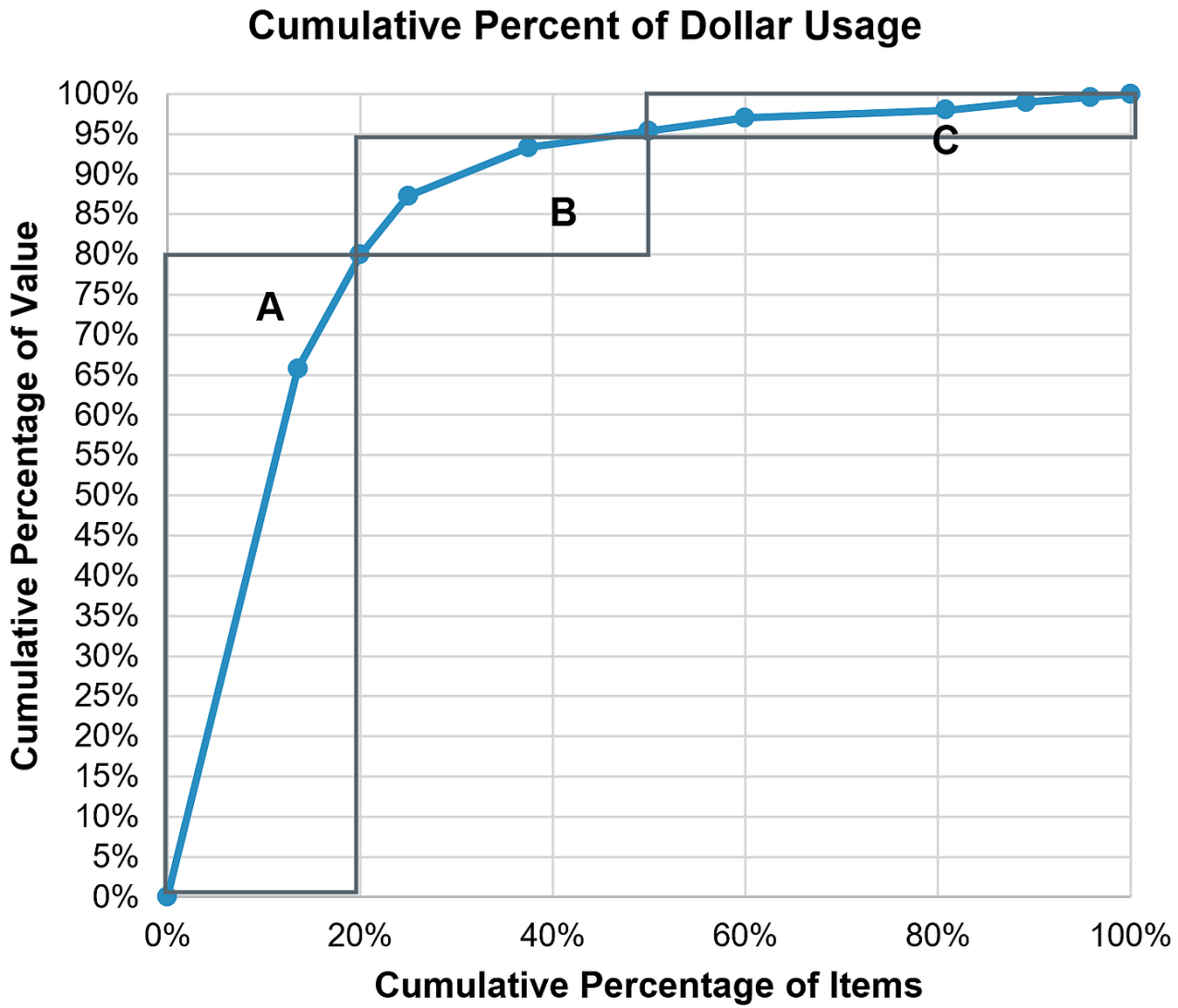
1. Select metric type.
2. Collect data.
3. Multiply annual unit usage by unit cost to find annual dollar usage per product or product family.
4. Rank products by annual dollar usage (highest to lowest).
5. Calculate cumulative percentage of total items.
6. Calculate cumulative percentage of annual dollar usage.
7. Assign A, B, and C classifications based on step 4 (A: 50%–70% of value; B: 20%; C: 10%–30%*).

*All percentages from *ASCM Supply Chain Dictionary* definition of ABC classification.

ABC Inventory Ranked by Annual Dollar Usage

Part Number	Annual Quantity Sold	Cumulative Annual Quantity	Annual Dollar Usage	Cumulative Dollar Usage	Cumulative Percent of Total Items	Cumulative Percent of Dollar Usage	Class
					0%	0%	
232	3,250	3,250	$32,500	$32,500	14%	66%	A
332	1,550	4,800	7,000	39,500	20%	80%	A
343	1,200	6,000	3,600	43,100	25%	87%	B
665	3,000	9,000	3,000	46,100	38%	93%	B
443	3,000	12,000	1,000	47,100	50%	95%	B
875	2,400	14,400	800	47,900	60%	97%	C
218	5,000	19,400	500	48,400	81%	98%	C
989	2,000	21,400	500	48,900	89%	99%	C
783	1,600	23,000	300	49,200	96%	100%	C
163	1,000	24,000	200	$49,400	100%	100%	C
SUM	24,000		$49,400				

Cumulative Percent of Dollar Usage



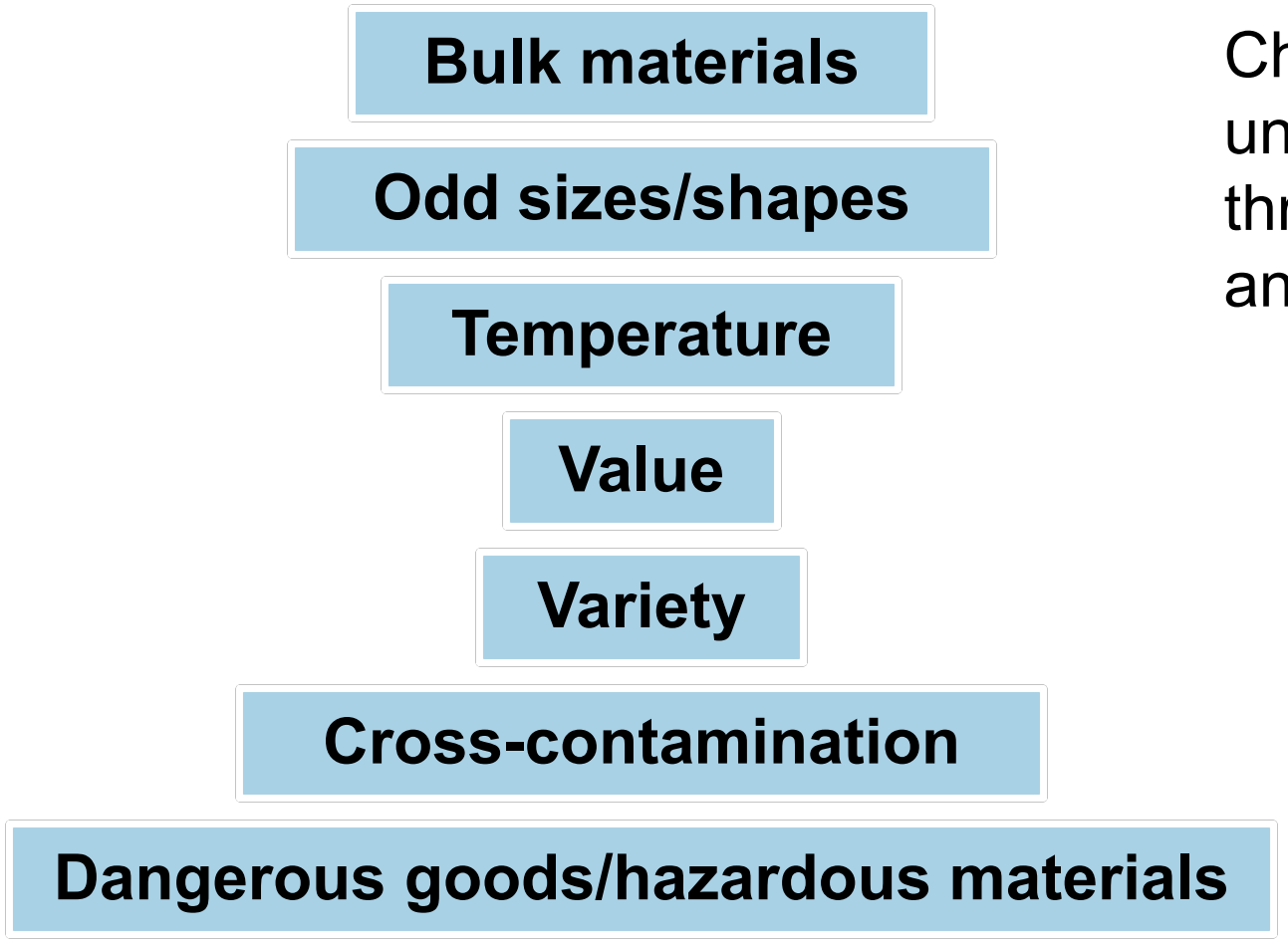
ABC Classification Exercise

Item number	Annual dollar usage
1	$13,189
2	156,127
3	344
4	8,493
5	42,749
6	5,589
7	19,562
8	241,873
9	1,962
10	10,112
Total	$500,000

ABC Classification Exercise

Item number	Annual dollar usage	Cumulative dollar usage	Cumulative percent dollar usage	Cumulative percent of items	Class
8	241,873	241,873	48.37	10	A
2	156,127	398,000	79.60	20	A
5	42,749	440,749	88.15	30	B
7	19,562	460,311	92.06	40	B
1	13,189	473,500	94.70	50	B
10	10,112	483,612	96.72	60	C
4	8,493	492,105	98.42	70	C
6	5,589	497,694	99.54	80	C
9	1,962	499,656	99.93	90	C
3	344	500,000	100.00	100	C
	500,000				

Inventory Segmentation for Special Handling



Characteristics of inventory may create unique risks that must be managed through transportation, warehousing, and inventory policy.

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SECTION B:
INVENTORY COSTS, BASIC ACCOUNTING, COSTING, AND METRICS

APICS

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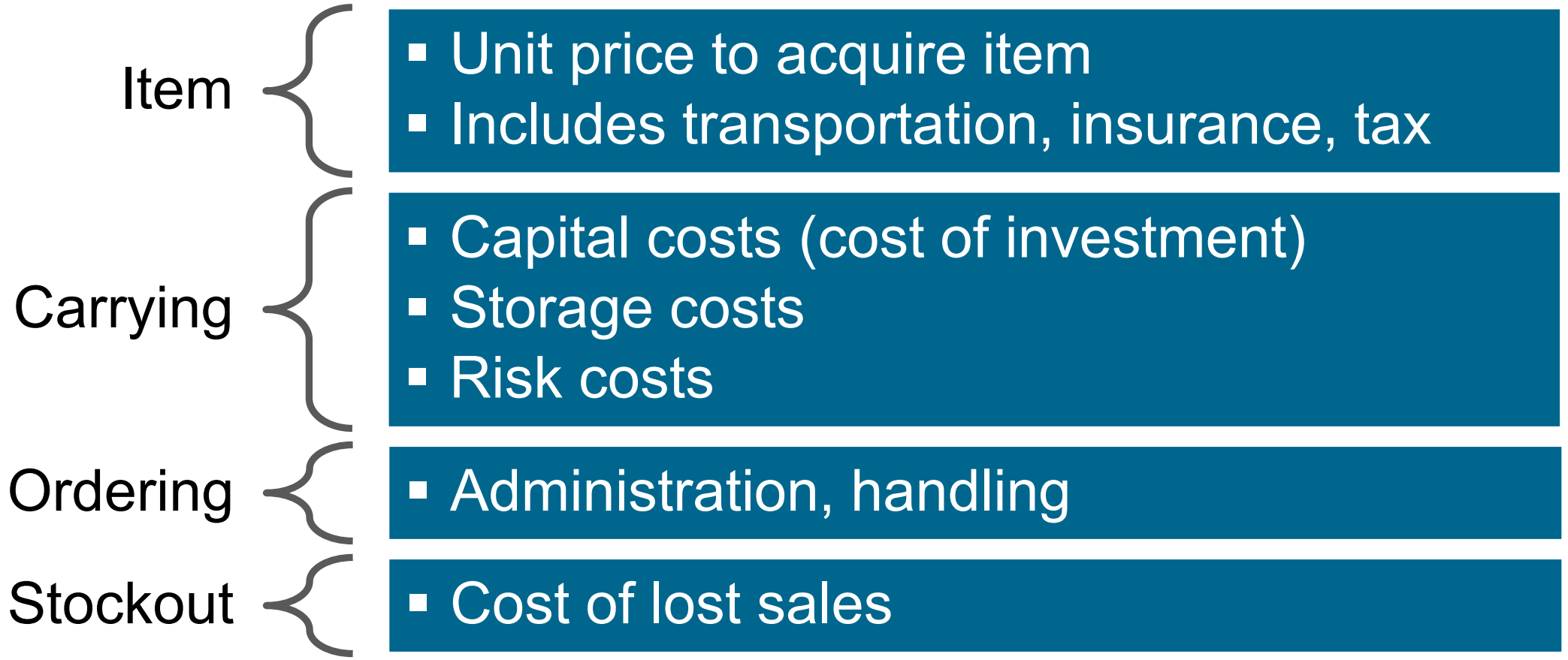
Section B Learning Objectives

- Categories/interactions of inventory costs
- Financial versus managerial accounting
- Basics of financial statements
- Inventory metrics
- Inventory valuation
- Standard or actual costs, transfer pricing
- Cost classifications
- Variable versus absorption costing
- Job-order, process, and operation costing
- Activity-based costing
- Measuring variances
- Transfer pricing

Inventory Costs Overview

Types of Inventory Costs and their Interactions



Inventory Costs Overview

Calculating Carrying Costs

Capital costs

- Financing cost
- Opportunity cost

Storage costs

- Space
- Personnel
- Equipment

Risk costs

- Obsolescence
- Damage
- Pilferage
- Insurance
- Deterioration

Example:

- Capital costs 9%
- Storage costs 8%
- Risk costs 7%
- Carrying cost rate 24%
- Average inventory $3 million annually

Carrying cost = 0.24 × $3 million = $720,000 per year

Carrying Cost = Carrying Cost Rate × Average Inventory Level in Dollars

Calculating Ordering Costs

- Purchasing cycle costs (managing and expediting)
  - Cost of each PO or each release against contract
- Factory costs
  - Production control
  - Setup (includes teardown)
  - Lost capacity

Example:

- $200k in annual wages
- $80k in operating expenses
- 4,000 orders per year
- $100 setup per order

$$\text{Average Ordering Cost per Order} = \frac{\text{Fixed Cost}}{\text{Number of Orders}} + \text{Variable Cost}$$

$$= \frac{\$200{,}000 + \$80{,}000}{4{,}000 \text{ orders}} + \$100 \text{ per order}$$

$$= \$170 \text{ per order}$$

Inventory Costs Overview

Tradeoff Calculation

	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Sales forecast	2,000	3,000	4,000	3,000
Production	3,000	3,000	3,000	3,000
Ending inventory	1,000	1,000	0	0
Average inventory	500	1,000	500	0
Inventory cost	$1,500	$3,000	$1,500	$0
Total cost of carrying inventory = $6,000				

Annual Cost Calculations

These are the annual costs and order numbers for an import warehouse:

- Wages for purchasing: $80,000; purchasing expenses: $70,000; customs brokerage: $45 per order
- Estimated cost of inventory financing: 10 percent; storage costs: 7 percent; risk costs: 10 percent
- Average inventory: $500,000
- Orders placed in a year: 10,000

What are the annual ordering costs, carrying costs, and average ordering cost?

Annual ordering cost	=	$80,000 + $70,000 + ($45 × 10,000) = $600,000
Annual carrying cost	=	0.27 × $500,000 = $135,000
Total annual cost	=	$600,000 + $135,000 = $735,000
Average ordering cost	=	$600,000 ÷ 10,000 = $60 per order

Financial vs. Managerial Accounting

Financial accounting	Managerial accounting
▪ For external audiences – Shareholders – Creditors – Tax authorities – Regulators ▪ Must be GAAP-/IFRS-compliant ▪ Content, format, and timing all defined	▪ For internal audiences (managers) ▪ Not necessarily GAAP- or IFRS-compliant ▪ Can omit some things to aid decision making ▪ More timely ▪ More varied in focus and scope

Balance Sheet

- Assets = Liabilities + Owners' Equity; Owners' Equity = Assets − Liabilities
- Example (assets: $5,000, liabilities: $3,000):
  - Owners' equity = $2,000 (If initial investment was $1,000, firm value went up.)
  - Pay $1,000 dividend: Assets go down by $1,000 (cash, an asset) and owners' equity goes down by $1,000.
  - Still in balance: Assets are $4,000, liabilities are $3,000, and owners' equity is $1,000.
- Inventory is often large percentage of assets, but more assets require more liabilities or owner investment.

Balance Sheet for Two Years

Assets =
Liabilities + Owners' Equity

Average Inventory = $\frac{\$59.9 + \$60.4}{2}$

BALANCE SHEETS December 31,	In Millions (000,000) Year 2	 Year 1
Assets		
Current Assets		
Cash and Cash Equivalents	$96.5	$56.3
Inventory	59.9	60.4
Accounts Receivable	48.4	44.3
Total Current Assets	**204.9**	**161.1**
Fixed Assets		
Gross Property, Plant, and Equipment	70.0	60.0
Less: Accumulated Depreciation	12.1	7.5
Net Property, Plant, and Equipment	57.9	52.5
Total Assets	**$262.8**	**$213.6**
Liabilities		
Current Liabilities		
Accounts Payable	20.0	19.6
Short-Term Notes Payable	7.5	6.0
Total Current Liabilities	27.5	25.6
Long Term Liabilities		
Long-Term Debt	60.0	60.0
Total Liabilities	**87.5**	**85.6**
Owners' Equity		
Common Stock (Par Value)	11.0	10.0
Additional Paid-In Capital	66.0	54.0
Retained Earnings	98.3	64.0
Total Owners' Equity	175.3	128.0
Total Liabilities and Owners' Equity	**$262.8**	**$213.6**

Income Statement (Profit & Loss Statement)

- Income = Revenue − Expenses
- Deductions occur in stages:
  - Revenue − COGS = Gross Profit
  - Gross Profit − Operating Expenses − Depreciation − Interest Expense = Net Income Before Taxes
  - Net Income Before Taxes − Taxes = Profit (Loss)
- Raw materials and WIP made into finished goods and sold are in COGS as an expense that reduces profit.
- Unsold inventory is asset on balance sheet (ties up cash) but is not revenue or expense yet.

Income Statement for Two Years

INCOME STATEMENTS	(000,000s) except per share amts.	
For the Years Ending	Year 2	Year 1
Revenue (Sales)	**$302.6**	**$276.9**
Direct Labor	38.3	37.6
Direct Materials	101.5	99.7
Factory Overhead	26.6	26.1
Less: Cost of Goods Sold (COGS)	166.4	163.4
Gross Profit	**136.2**	**113.5**
Less: Operating Expenses		
Selling Expenses	30.3	24.9
General and Administrative	27.2	22.2
Lease Expense	12.1	8.3
Less: Total Operating Expenses	69.6	55.4
Less: Depreciation	4.6	4.0
Less: Interest Expense	3.9	3.9
Net Income (Profit) Before Taxes	**58.1**	**50.3**
Less: Income Taxes	16.3	14.1
Net Income (Profit)	**$41.8**	**$36.2**
Net Income (as a Pct. of Revenue)	14%	13%
Net Income Per Share-Basic	**$3.95**	**$3.78**

"The bottom line"

Net Income Exercise

Revenue		$1,500,000
Cost of goods sold		
Direct labor	$300,000	
Direct material	$500,000	
Overhead	$400,000	
Total cost of goods sold		$1,200,000
Gross margin (gross profit)		$300,000
General and administrative expenses		$150,000
Net income (profit)		$150,000

Statement of Cash Flows for Two Years

CASH FLOW STATEMENTS Year	In Millions (000,000) Year 2	 Year 1
Operating Section		
After-Tax Net Income	$41.8	$36.2
Depreciation Add-Back	4.6	4.0
(Increase)/Decrease in Inventory	0.5	(8.6)
(Increase)/Decrease in Accounts Receivable	(4.1)	(4.1)
Increase/(Decrease) in Accounts Payable	0.4	1.8
Cash Flow from Operations	**43.2**	**29.3**
Investing Section		
Capex Spend (Capital Expenditures)	(10.0)	(10.0)
Cash Flow from Operations and Investment	**33.2**	**19.3**
Financing Section		
Additional Equity Capital	13.0	7.0
Less Dividends Paid	(7.5)	(5.0)
Increase/(Decrease) in Long-Term Debt	-	-
Increase/(Decrease) in Short-Term Notes	1.5	(1.5)
Cash Flow from Operations, Investments, and Financing	**40.2**	**19.8**
Beginning Cash Balance	56.3	36.5
Ending Cash Balance	**$96.5**	**$56.3**

Less cash

Cost Classifications and Their Purpose

Cost Classification	Purpose
COGS versus general and administrative costs (G&A)	External reporting
Direct versus indirect costs	Product pricing and performance control
Variable versus fixed costs	Analyzing cost behavior under different conditions
Landed cost or total cost of ownership (TCO) versus purchase price	Assessing the hidden costs of manufacturing and supply chain management choices

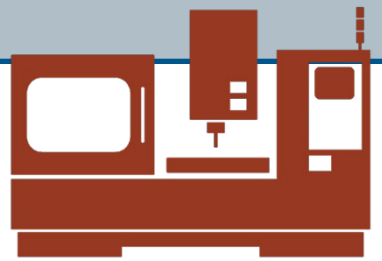
Cost of Goods Sold (Manufacturing Costs)

- Raw materials
- Components

Direct materials

- Labor assignable to creating a unit

Direct labor



- Indirect materials
- Indirect labor
- Maintenance and repair
- Utilities
- Property costs

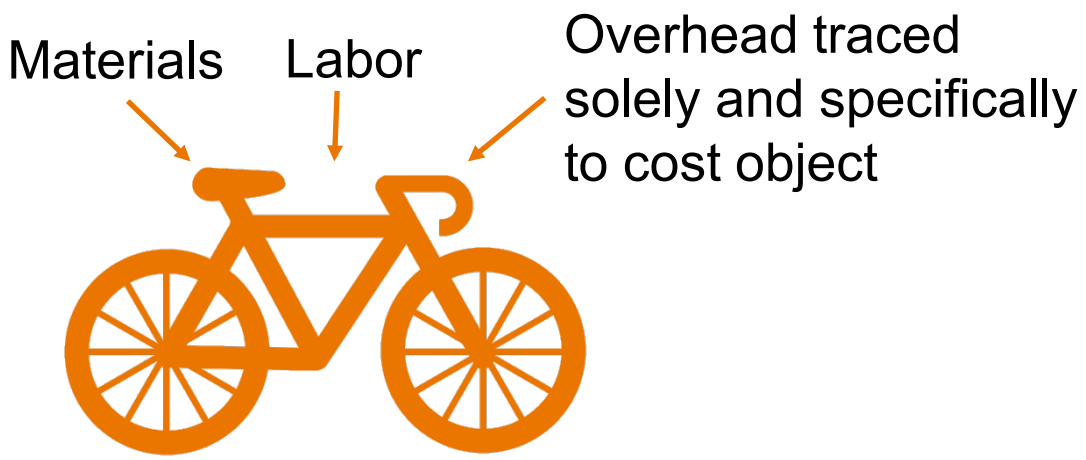
Factory Overhead

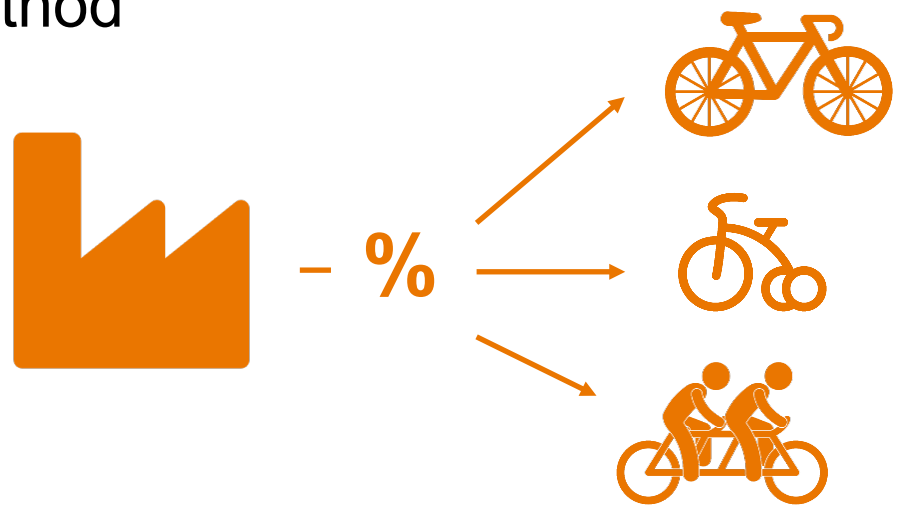
General and Administrative Costs (Non-Manufacturing Costs)

- Marketing or selling costs
  - Advertising
  - Shipping
  - Selling expenses
  - Warehousing
- Administrative costs
  - Accounting
  - HR
  - Management

Direct and Indirect Costs

Direct costs	Indirect costs
Variable costs (materials and labor and some overhead) that can be attached to a particular job/operation	Overhead expenses that are allocated to units of goods by some standard method





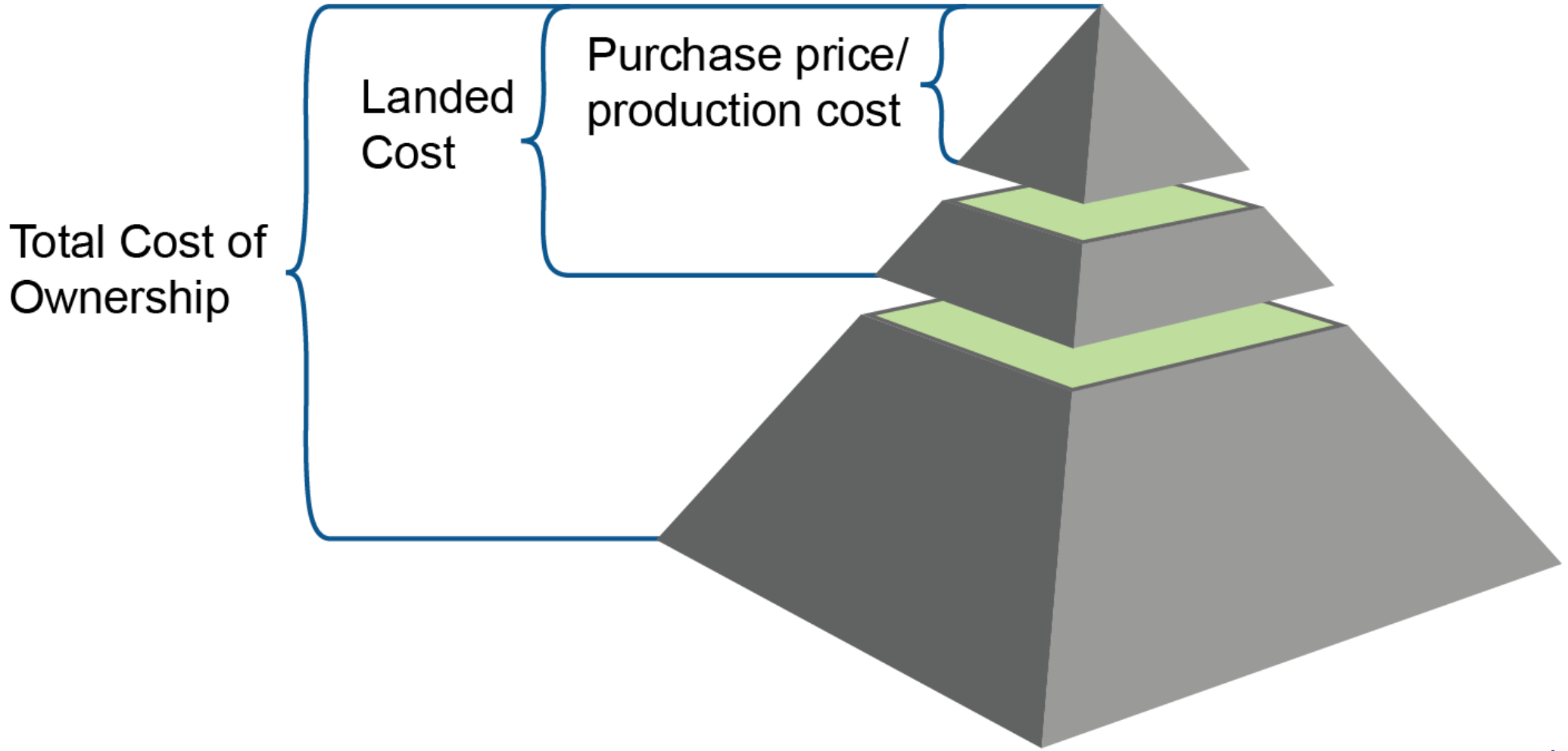
Variable and Fixed Costs

Variable cost	Fixed cost
Increases with number of items produced (e.g., direct materials consumed, sales commissions)	Does not vary with production volume (e.g., rent, property tax, some salaries)

1 bike = $500
2 bikes = $1,000
10 bikes = $5,000

Factory fire insurance monthly cost

Landed Cost or Total Cost of Ownership (TCO)



Absorption and Variable Costing Approaches

Absorption costing	Variable costing
▪ Variable costs + portion of fixed costs are assigned to each unit. ▪ Includes costs beyond a manager's control.	▪ Only variable costs are assigned, not overhead. ▪ Useful for internal planning because it isolates production costs under a manager's control.

How much does it cost to make product X?

Job-Order, Process, and Operation Costing

Job-Order

- Direct costs assigned to particular job/order
- Indirect costs assigned with overhead rate

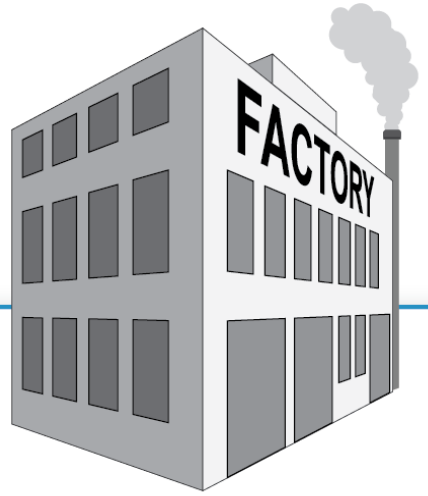
Process

- Costs collected for time period and averaged
- For continuous manufacturing

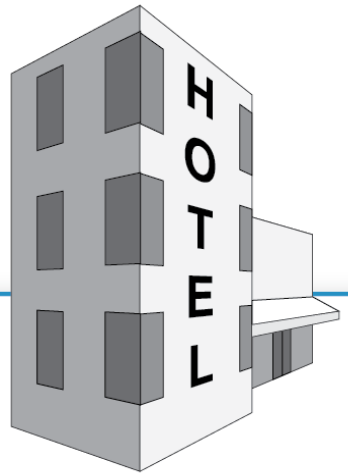
Operation

- Costs assigned by runs, with variations
- For batch manufacturing environments (has both job-order and process costing elements)

Activity-Based Cost Accounting



- Order volume
- Machine/labor hours
- Average scrap
- Non-revenue-producing activities (e.g., maintenance and repairs, inspections)



- Capacity utilization (e.g., number of occupied rooms)
- Service level (e.g., ratio of staff to guests)

What are the key cost drivers for an activity?

- Only costs associated with capacity used to produce a product are assigned to it.
- Does not include costs associated with excess capacity.

Variance Analysis

Standard Cost System

Management decision tool or inventory valuing method.

Standard hours, standard materials.

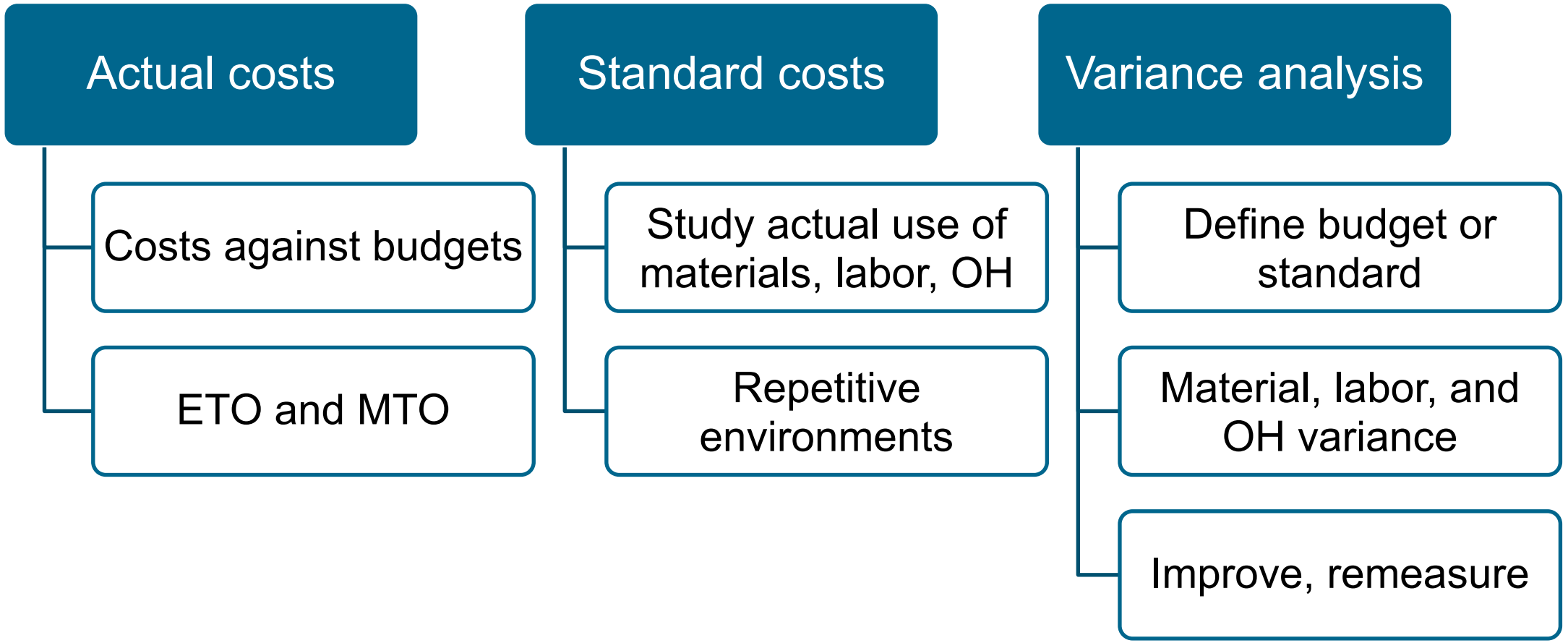
Period end: differences from actual as variances.

Variance Analysis

Variances

- Baseline: budget or standard cost
- Positive or negative variances
- Materiality
- Aggregate to study total variance
- High-value items = higher impact
- Standard costing: rate and volume

Identifying Variances in Cost



Average Inventory and Inventory Turnover

- Converting inventory quickly to sales is highly valued.
- Average inventory from balance sheet (two years).
- Cost of goods sold (COGS) from income statement.

$$\text{Average Inventory} = \frac{\text{Inventory at Period Start} + \text{Inventory at Period End}}{2}$$

$$= \frac{\$60{,}400{,}000 + \$59{,}900{,}000}{2} = \$60{,}150{,}000$$

$$\text{Inventory Turnover} = \frac{\text{Annual COGS}}{\text{Average Inventory in Dollars}}$$

$$= \frac{\$166{,}400{,}000}{\$60{,}150{,}000} = 2.77 \text{ Times}$$

Inventory Turnover Exercise

Annual cost of goods sold is $48 million, and the average inventory is $12 million. Calculate the following:

- Inventory turnover: $= \frac{\$48{,}000{,}000}{\$12{,}000{,}000} = 4$
- Average inventory if inventory turns are increased to 10 times per year: $= \frac{\$48{,}000{,}000}{10} = \$4{,}800{,}000$
- Reduction in inventory with this improvement: $= \$12{,}000{,}000 - \$4{,}800{,}000 = \$7{,}200{,}000$
- Annual savings if cost of carrying is 20% of average: $= 20\% \times \$7{,}200{,}000 = \$1{,}440{,}000$

Calculating Inventory Turnover

A snacks manufacturer lists a COGS of $15 million on its income statement on revenue of $90 million.

At the beginning of the year, inventory was valued at $2.5 million; at the year's end, it was $2 million.

What is the company's inventory turnover?

Answer:

$$\$15 \text{ million} / \frac{(\$2.5m + \$2m)}{2} = 6.67 \text{ turns}$$

Days of Supply

- How long units will last at average daily usage if nothing new is made.
- Policy may be set at certain number of days of supply:
  - This may be very few units for slow-selling inventory.
  - When to reorder: If 10 days' lead time, order 10 days of supply.
- Example: 2,000 units on hand, 200 units sold per day

$$\text{Days of Supply} = \frac{\text{Inventory on Hand}}{\text{Average Daily Usage}}$$

$$= \frac{\text{2,000 Units}}{\text{200 per Day}} = 10 \text{ Days}$$

FIFO, LIFO, Average Cost, and Specific Identification

	First In, First Out	Last In, First Out	Average Cost
To describe inventory movement (can mix methods)	Pick from oldest items first.	Pick from newest items first.	Can't pick average item; may account for bulk storage.
Accounting method (just one), prices rising . . .	COGS understated	Actual current COGS	Can't get actual cost from average.
. . . prices falling	COGS overstated		
Value of unsold inventory	Fairly current	Given inflation, can be grossly understated.	Halfway between FIFO and LIFO.
Specific identification tracks specific units purchased and their cost.			

Transfer Pricing

- Transfer inventory and related costs from one internal subsidiary to another.
- Cost, market price, or negotiated price. (Consider incentives each creates.)
- Tax authorities scrutinize (e.g., high-tax to low-tax country transfers), and there are numerous regulations.

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SECTION C:
INVENTORY MANAGEMENT

APICS

ASCM

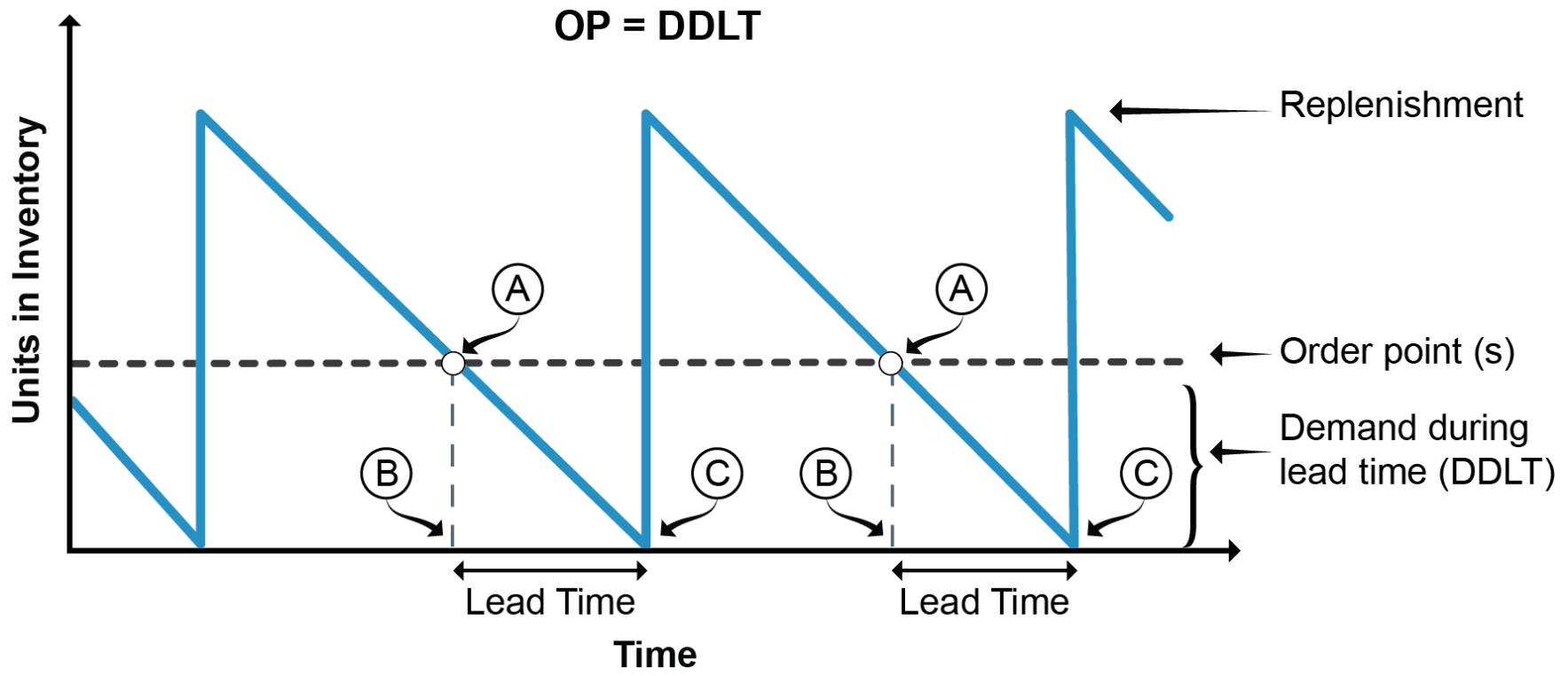
Section C Learning Objectives

- Order point and periodic review techniques for replenishment
- Order point triggers
- How much to order: economic order quantity (EOQ) constraints, modifiers, and uses
- Lot size techniques (fixed order quantity, lot for lot)
- Calculating safety stock
- Safety lead time
- Managing special inventory, including for remanufacturing industry

Inventory Ordering Decision Rules Overview

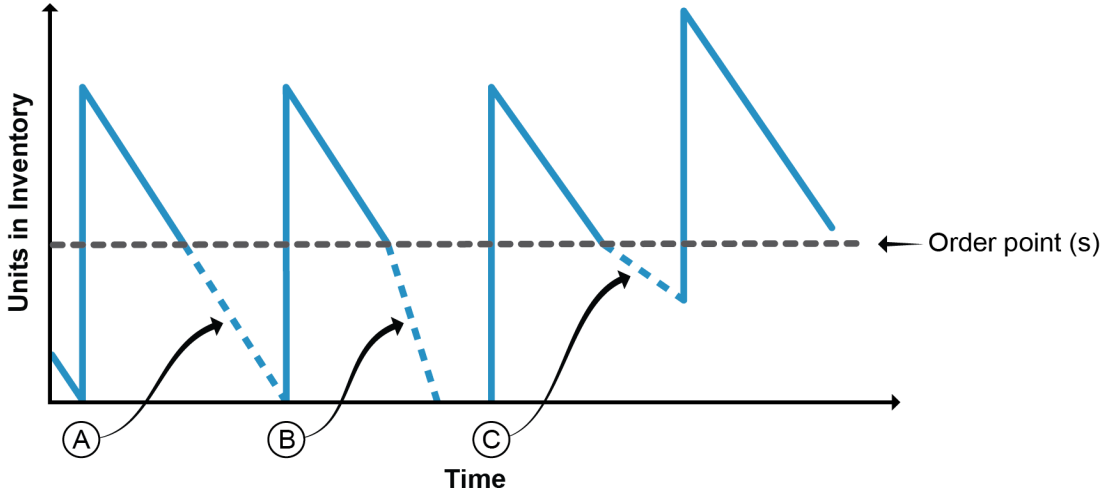
	Quantity: Fixed	Quantity: Variable
Timing: Variable (order point systems with continuous review of inventory levels)	Order point system with continuous review and fixed order quantity. EOQ may be used for lot size. • **(s, Q), Q** is fixed quantity, **s** is order when inventory drops to level s.	Order point system with continuous review and variable order quantity (order up to max) • Min-max: When "min" is reached, order enough to reach the "max." • **(s, S), s** is the min, **S** is the max.
Timing: Fixed (periodic review systems)	Periodic review of inventory levels with a fixed order quantity. • **(R, s, Q),** review every **R** periods, fixed quantity order **Q** if inventory level fell below level **s.**	Periodic review of inventory levels with variable order quantity • **(R, S),** review every **R** periods, place order to raise inventory up to level **S**, the base stock level.

Order Point with Fixed Order Quantity System (s, Q)

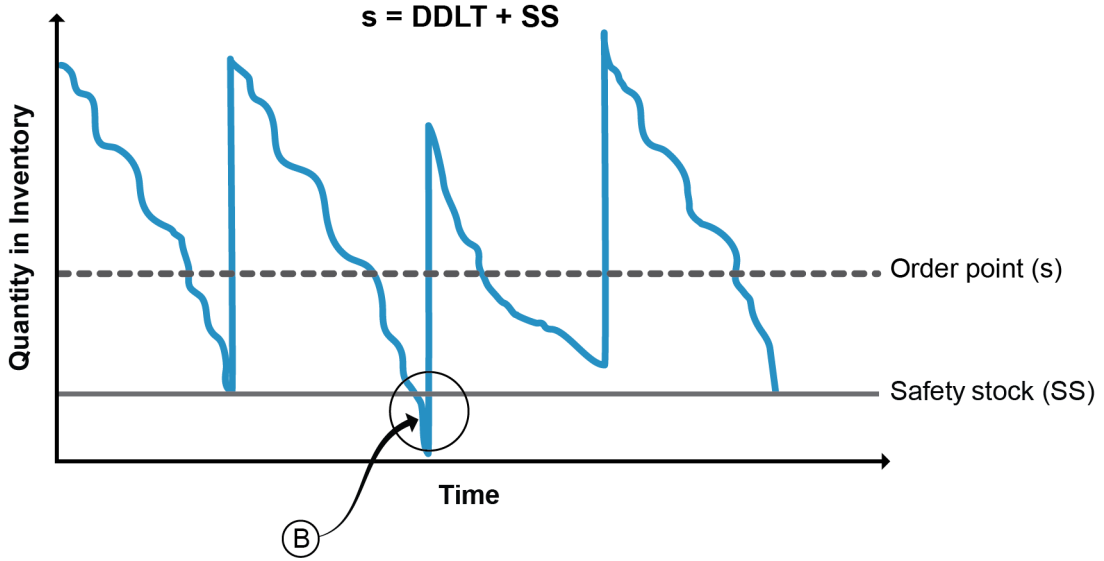


Push or Pull Replenishment

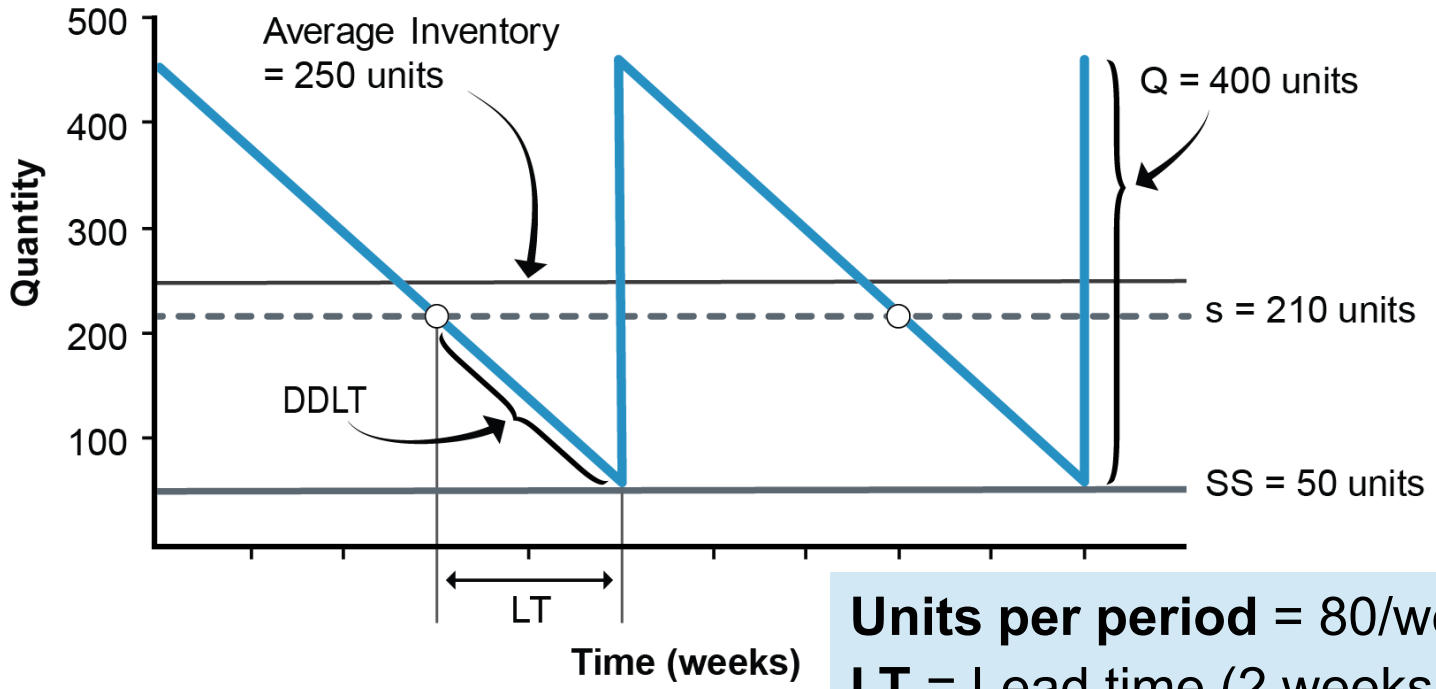
Effect of Uncertainty



Safety stock is needed to address demand and resupply uncertainty.



Order Point with Fixed Order Quantity Systems (s, Q)



Units per period = 80/week
LT = Lead time (2 weeks)
DDLT = Demand during lead time (80 x 2)
SS = Safety stock (50 units)
Q = Lot size quantity (400) units
s = Order point = DDLT + SS = 210 units

Order Point with Fixed Order Quantity Systems (s, Q)

Assumptions

- Demand relatively stable with random variation
- Order point sooner if demand above average, later if demand below average
- Fixed order quantities (possibly set using EOQ)

Demand During Lead Time = Units per Period × Lead Time

= 80 Units per Week × 2 Weeks = 160 Units

Order Point = Demand During Lead Time + Safety Stock

210 Units = 160 Units + 50 Units

Push or Pull Replenishment

Order Point with Variable Order Quantity Systems (Min-Max) (s, S)

- Minimum (min) is order point
- Maximum (max) is order up to inventory level
- DDLT not explicitly considered, but assumption is never reach max
- Example: Max = 100 units, Available Quantity on Hand = 30 units:

Min-Max Order Quantity = Maximum – Available Quantity On Hand

Min-Max Order Quantity = 100 units – 30 units = 70 units

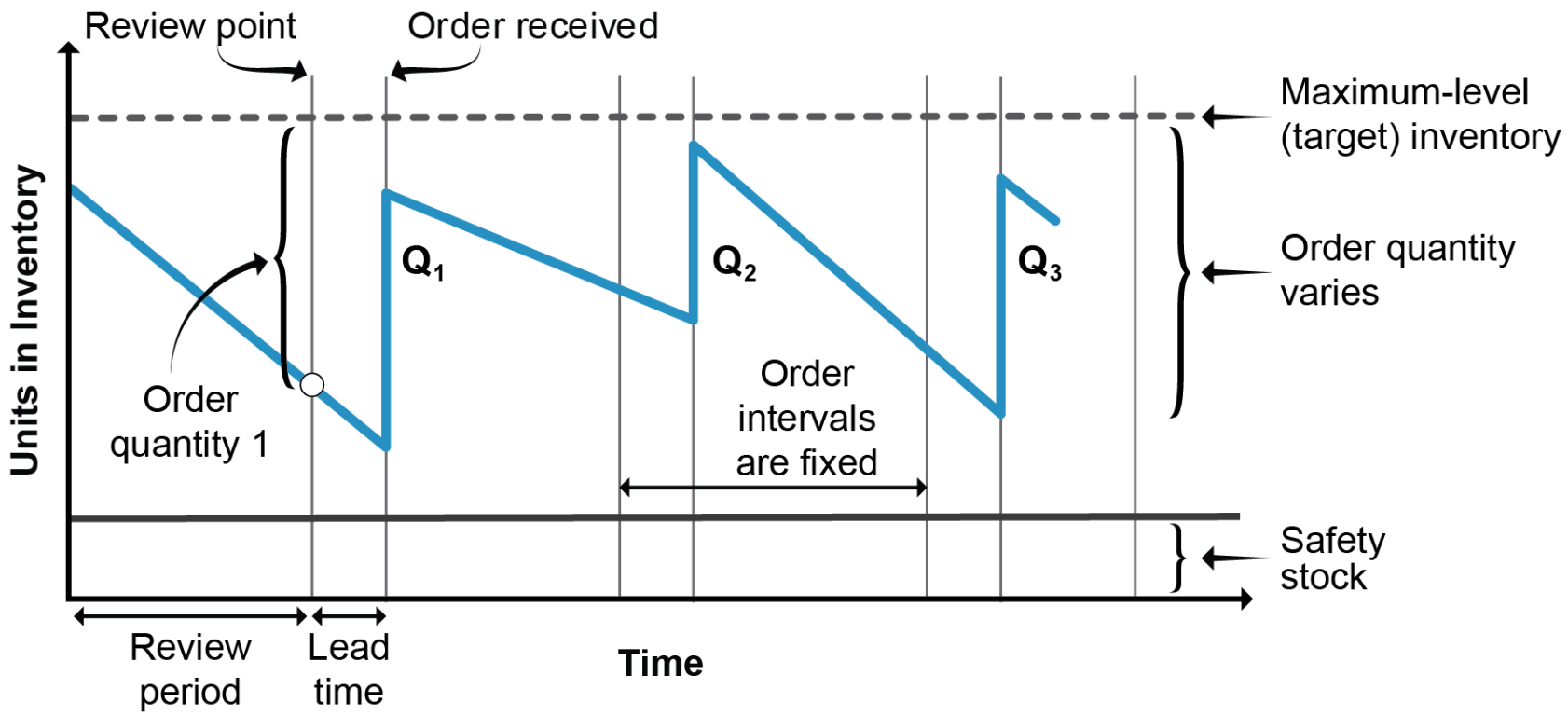
Push or Pull Replenishment

Periodic Review with Fixed Order Quantity Systems (R, s, Q)

- Commonly denoted: **(R, s, Q)**
- Fixed period review interval **R**
- Fixed quantity order **Q** placed if inventory at time of review is below restocking level **s**
- Review period may be dictated by cycle counting or vendor supply calendars
- May be used to accommodate logistics batch-size constraints

Push or Pull Replenishment

Periodic Review with Variable Order Quantity Systems (R, S)



Push or Pull Replenishment

Periodic Review with Variable Order Quantity Systems (R, S)

- Review periods and lead times are constant.
- Orders placed at start of review period.
- Order size based on demand during review period.
- Scenario: 50 units per day average demand (D), 100 units safety stock (SS), 7-day review period (R), 2-day lead time (LT), 150 units on-hand inventory (I)

$$\text{Target Level (S)} = D \times (R + LT) + SS$$

$$= 50 \text{ Units per Day} \times (7 \text{ Days} + 2 \text{ Days}) + 100 \text{ Units} = 550 \text{ Units}$$

$$\text{Order Quantity (Q)} = S - I = 550 \text{ Units} - 150 \text{ Units} = 400 \text{ Units}$$

When Order Point Is Reached: Perpetual Inventory

- Current transactions record (e.g., ERP)
- Record inaccurate? Shrinkage, errors

Scenario: Demand averages 80 units/week

– Allocated (to orders) reduces available but not on hand

Part: 682 Name: Hydraulic door closer, silver
Lead Time : 1 week Order Point: 210 Quantity: 400

Week	Ordered	Issued	Received	On Hand	Allocated	Available
0				350		350
1				350	70	280
2				350	80	200
3	400	70		280	90	110
4		80	400	600	85	425
5		90		510	75	350

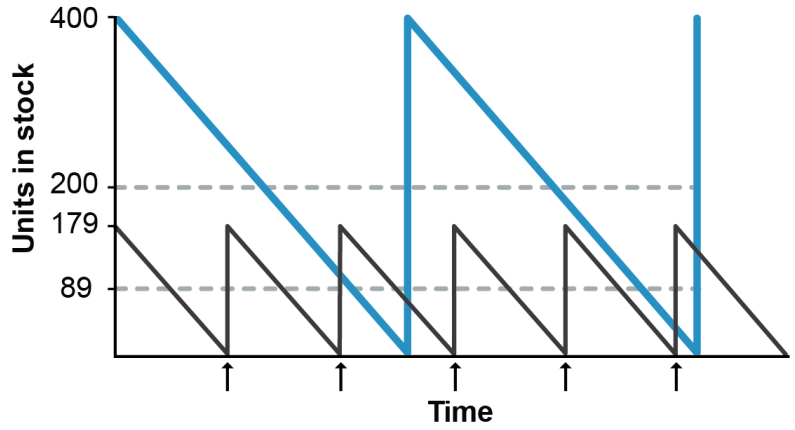
When Order Point Is Reached: Two-Bin, Kanban

Two-bin systems

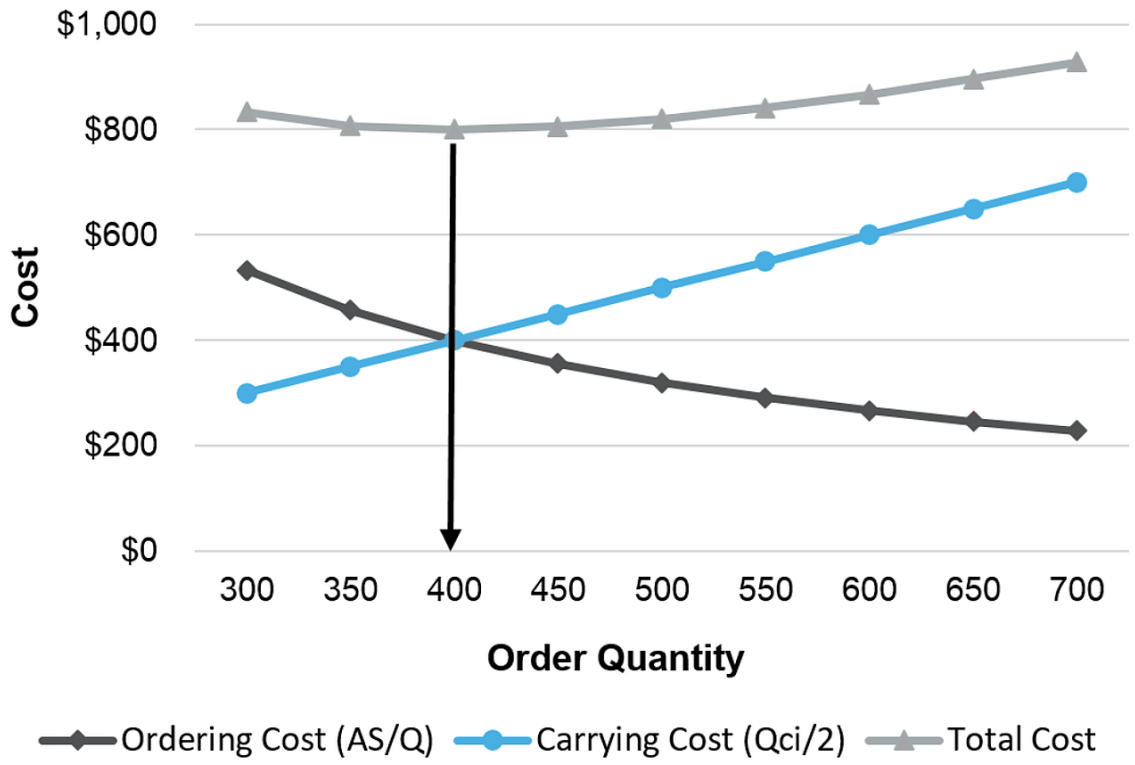
- Fixed-order system
- Reorder when first bin empty
- On receipt, put excess in working bin
- Useful for C items

Kanban systems

- Visual signals
  - Card, light, empty container
- Visual demand-pull system so less record keeping
- Lower EOQ, more stockout risk



Economic Order Quantity



A guiding concept built on simplifying assumptions

- Demand is known and constant.
- Lot and batch production.
- Inventory costs are known and constant.
- Replenishment all at once.

EOQ Process, Step 1 (Annual Ordering Cost)

Scenario: DC annual demand of 8,000 units, current lot size of 500, cost per order of $20

$$\text{Number of Orders} = \frac{\text{Annual Demand (A)}}{\text{Lot-Size Quantity (Q)}}$$

$$= \frac{8{,}000}{500} = 16 \text{ Orders per Year}$$

$$\text{Annual Ordering Cost} = \text{Number of Orders} \times \text{Cost per Order (S)}$$

$$= 16 \text{ Orders} \times \$20 \text{ per Order} = \$320$$

$$\text{Annual Ordering Cost} = \frac{A \times S}{Q} = \frac{8{,}000 \times \$20}{500} = \$320$$

EOQ Process, Steps 2 (Annual Carrying Cost) and 3 (Total Inventory)

Scenario: Cost/unit (c): $10, carrying cost rate (i): 20% or 0.2

$$\text{Average Inventory} = \frac{Q}{2} = \frac{500}{2} = 250 \text{ Units}$$

$$\text{Annual Carrying Cost} = \frac{Qci}{2}$$

$$= \frac{Q}{2} \times c \times i$$

Another way to show formula

$$= \frac{500}{2} \times \$10 \text{ per Unit} \times 0.2 = \$500$$

Total Inventory Cost = Annual Ordering Cost + Annual Carrying Cost

= $320 + $500 = $820

EOQ is when ordering cost = carrying cost (not there yet)

EOQ Process, Step 5: Find EOQ using Trial and Error or Formula

Only Q changes

Annual Demand (A)	Order Costs (S)	Order Quantity (Q)	Cost per Unit (c)	Carrying Cost Rate (i)	Ordering Cost (AS/Q)	Carrying Cost (Qci/2)	Total Cost
8,000	$20	300	$10	0.2	$533	$300	$833
8,000	$20	350	$10	0.2	$457	$350	$807
8,000	$20	400	$10	0.2	$400 =	$400	$800
8,000	$20	450	$10	0.2	$356	$450	$806
8,000	$20	500	$10	0.2	$320	$500	$820

Trial and error

Where

- EOQ replaces Q (quantity)
- Annual demand (A) = 8,000 units
- Order costs (S) = $20 per order
- Cost per unit (c) = $10 per unit
- Carrying cost rate (i) = 20% = 0.2

$$EOQ = \sqrt{\frac{2AS}{ci}}$$

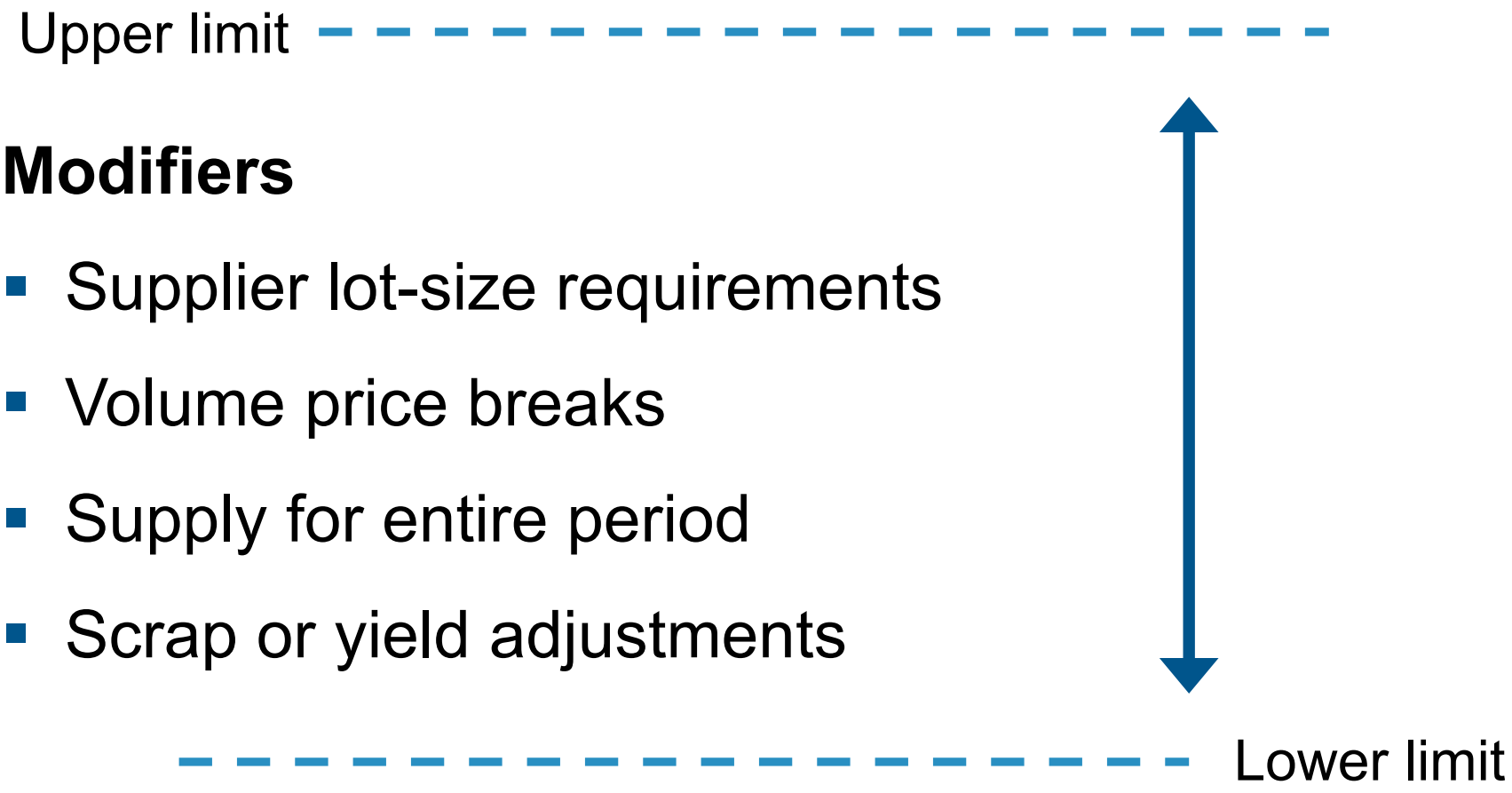
Formula

$$= \sqrt{\frac{2 \times 8{,}000 \text{ Units} \times \$20 \text{ per Order}}{0.2 \times \$10 \text{ per Unit}}}$$

= 400 Units

Economic Order Quantity and Lot-Size Rules

EOQ Constraints and Their Modifiers



Using Continuous Improvement to Change EOQ

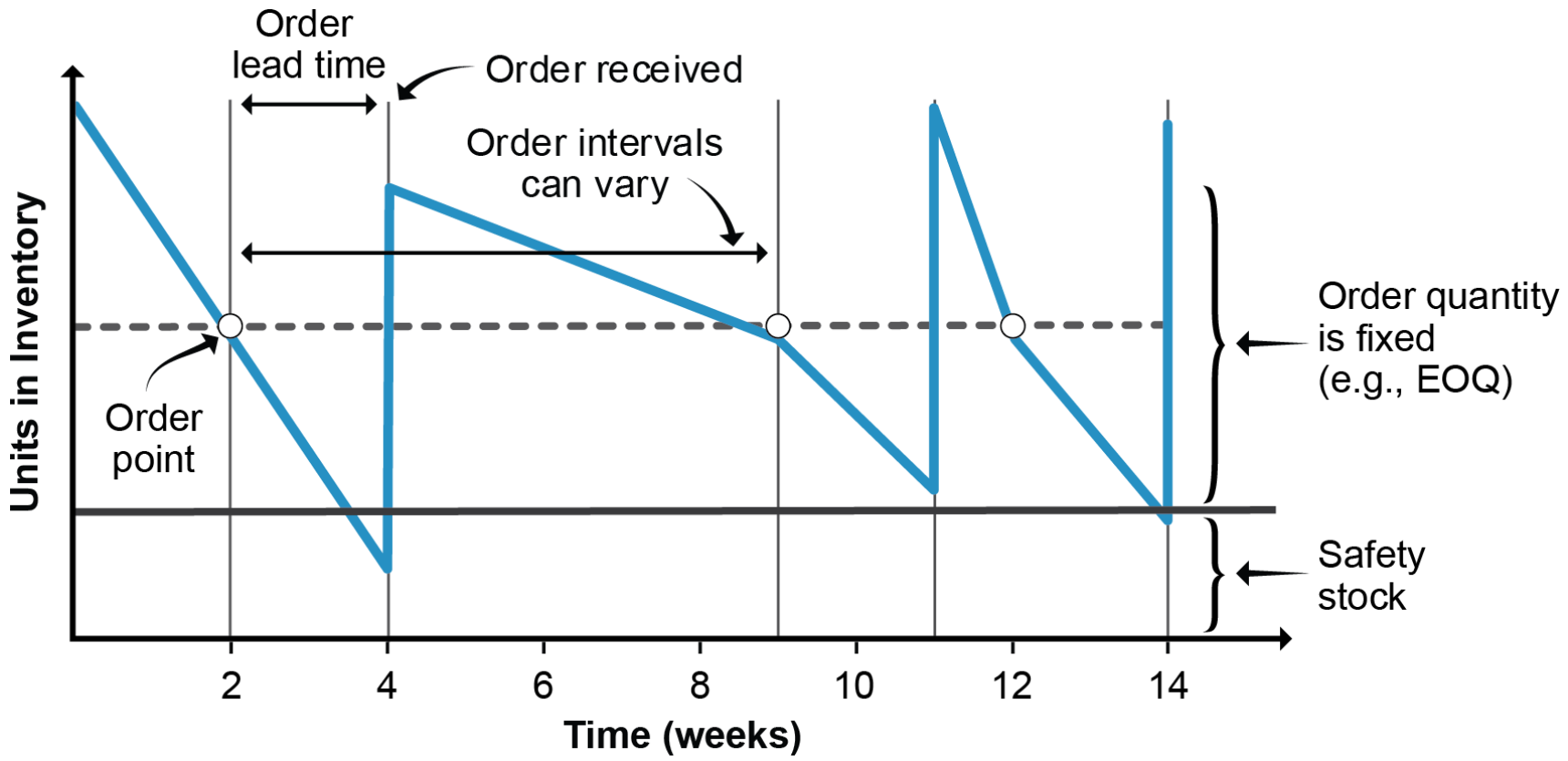
- Reduce costs: shift curves and where they intersect.
- Partly controllable (not all by manufacturing).
  - Annual demand (market forces, marketing)
  - Unit cost (purchasing or manufacturing, but takes time)
  - Carrying cost (market rates, risks, warehouse costs)
- Shorter time horizon: reduce annual ordering cost.
  - Fewer or faster setups
  - More contract buying (fewer POs)
  - Automate purchasing cycle

Economic Order Quantity and Lot-Size Rules

Lot for Lot (L4L)

- Order quantity is directly related to demand. There is no unused lot-size inventory.
- Used to
  - Plan and fulfill time-phased requirements for dependent and independent demand items
  - Control investments in expensive, infrequently used, and/or perishable inventory
  - Control waste in lean environments.

Order Point System with Fixed Order Quantity (FOQ) **(s, Q)**



Period Order Quantity (Order *n* Periods of Supply)

- Planners order enough inventory to meet needs for a specific number—*n*—of periods.
- The most cost-effective number of periods is the period order quantity.

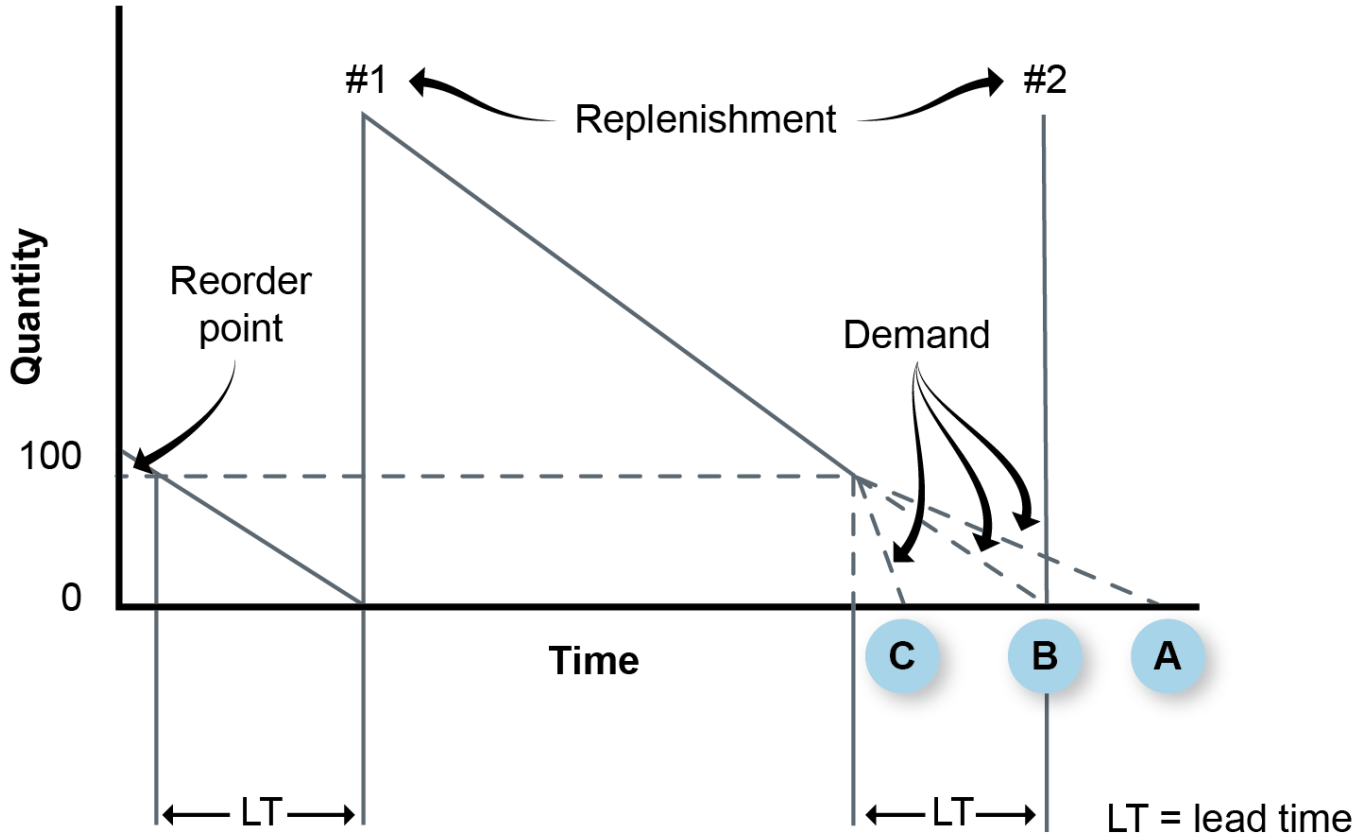
$$\text{Period Order Quantity} = \frac{\text{EOQ}}{\text{Average Weekly Usage}}$$

Lot-Size Techniques Exercise

Technique	Efficient response to discrete period demand	Impact on inventory investment
Lot-for-lot	High	Low
POQ	Medium	Medium
Order *n*	Medium	Medium
EOQ	Low	High
FOQ	Low	High

Safety Stock and Safety Lead Time

Safety Stock Function



Point A: Zero inventory level is not reached before replenishment occurs; no stockout.

Point B: Zero inventory level is reached at replenishment; no stockout.

Point C: Zero inventory level is reached before replenishment; stockout.

Safety Stock and Safety Lead Time

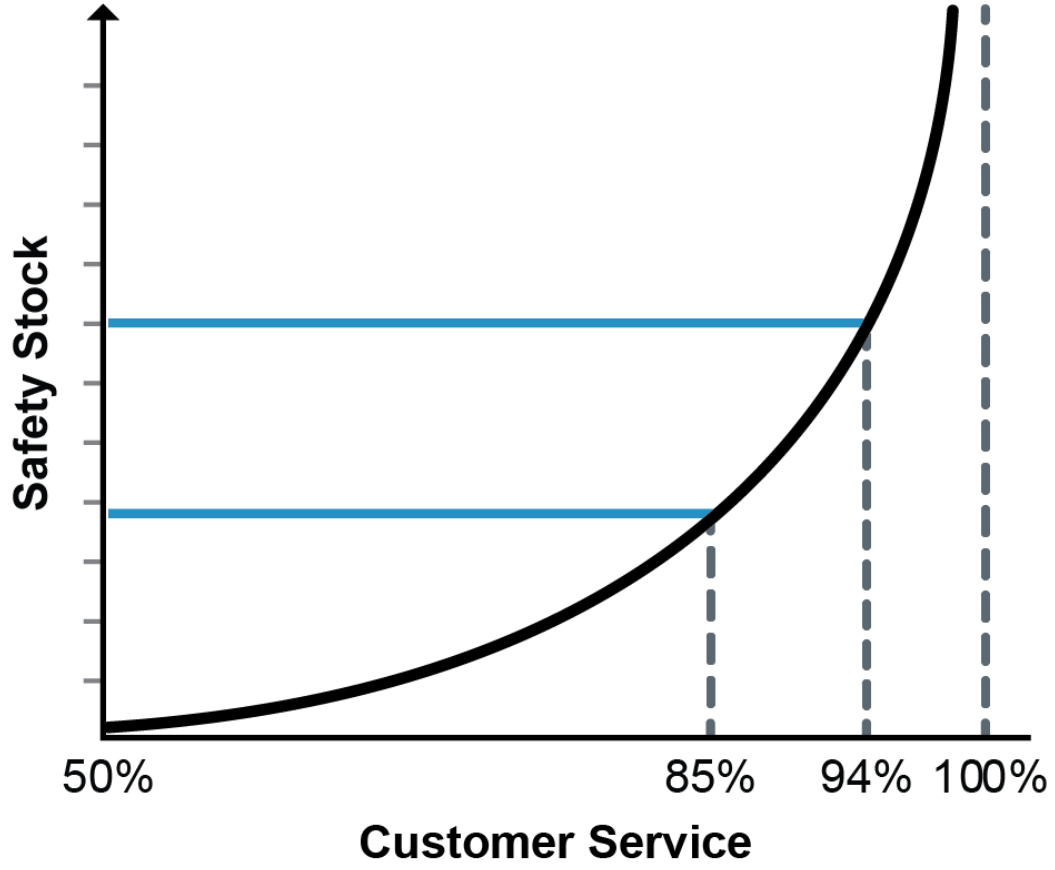
Factors for Determining Safety Stock

- Targeted customer service level
- Importance to customer
- Demand variability during lead time
- Forecast error
- Order frequency
- Duration of lead time

Safety Stock and Safety Lead Time

Establishing Appropriate Customer Service Levels

- Level of service (customer service ratio or number of allowed stockouts per period)
  - For example, 95% service level is 5% stockout percentage.
- Safety stock is one way to improve customer service.



Safety Stock Based on Acceptable Stockouts/Period

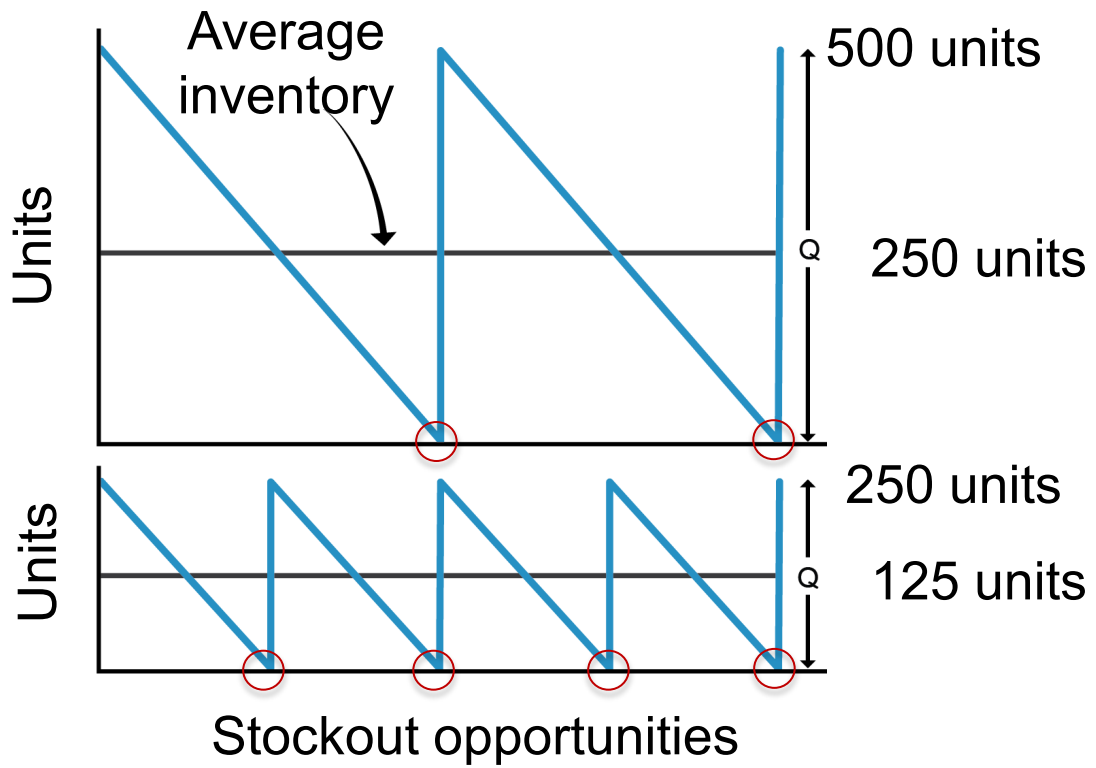
$$\text{Orders per Period} = \frac{\text{Period Demand}}{\text{Order Quantity}}$$

$$= \frac{8{,}000}{400} = 20 \text{ Orders per Year}$$

$$\text{Customer Service Level} = \frac{\text{Orders per Period} - \text{Stockouts}}{\text{Orders per Period}}$$

$$= \frac{20 - 2}{20} = 0.9 = 90\%$$

Customer Service Level	Safety Factor Table	
	With SD	With MAD
90.00	1.28	1.60
95.00	1.65	2.06



Safety Stock at 90% =

28 Units × 1.60 = 45 Units

Calculating Safety Stock

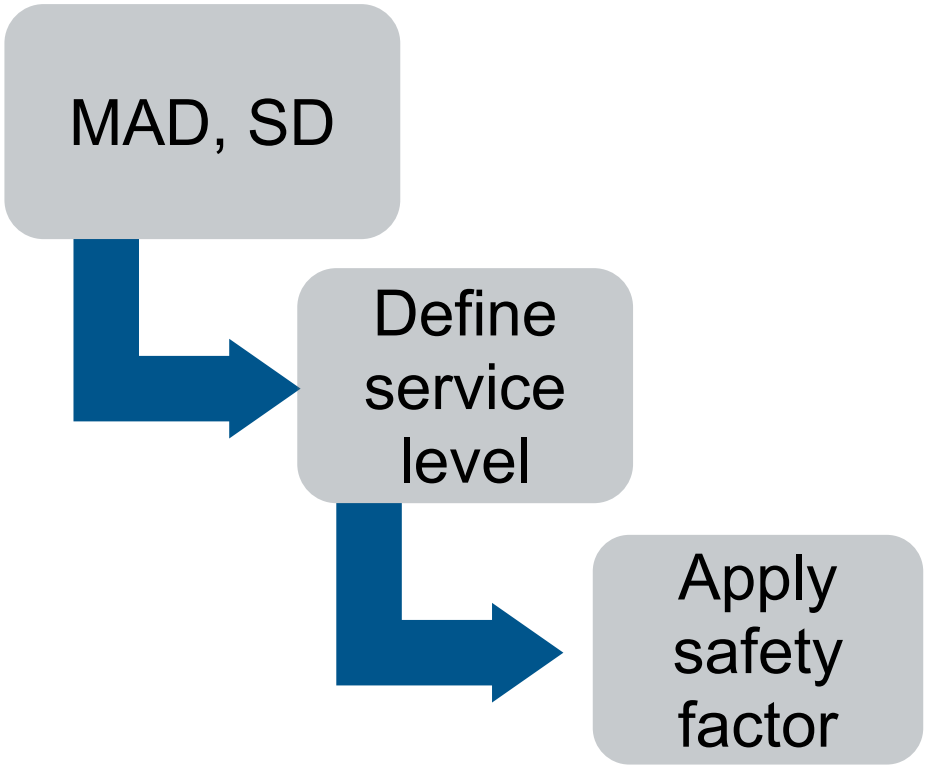
Overview of methods

Statistical

Time period

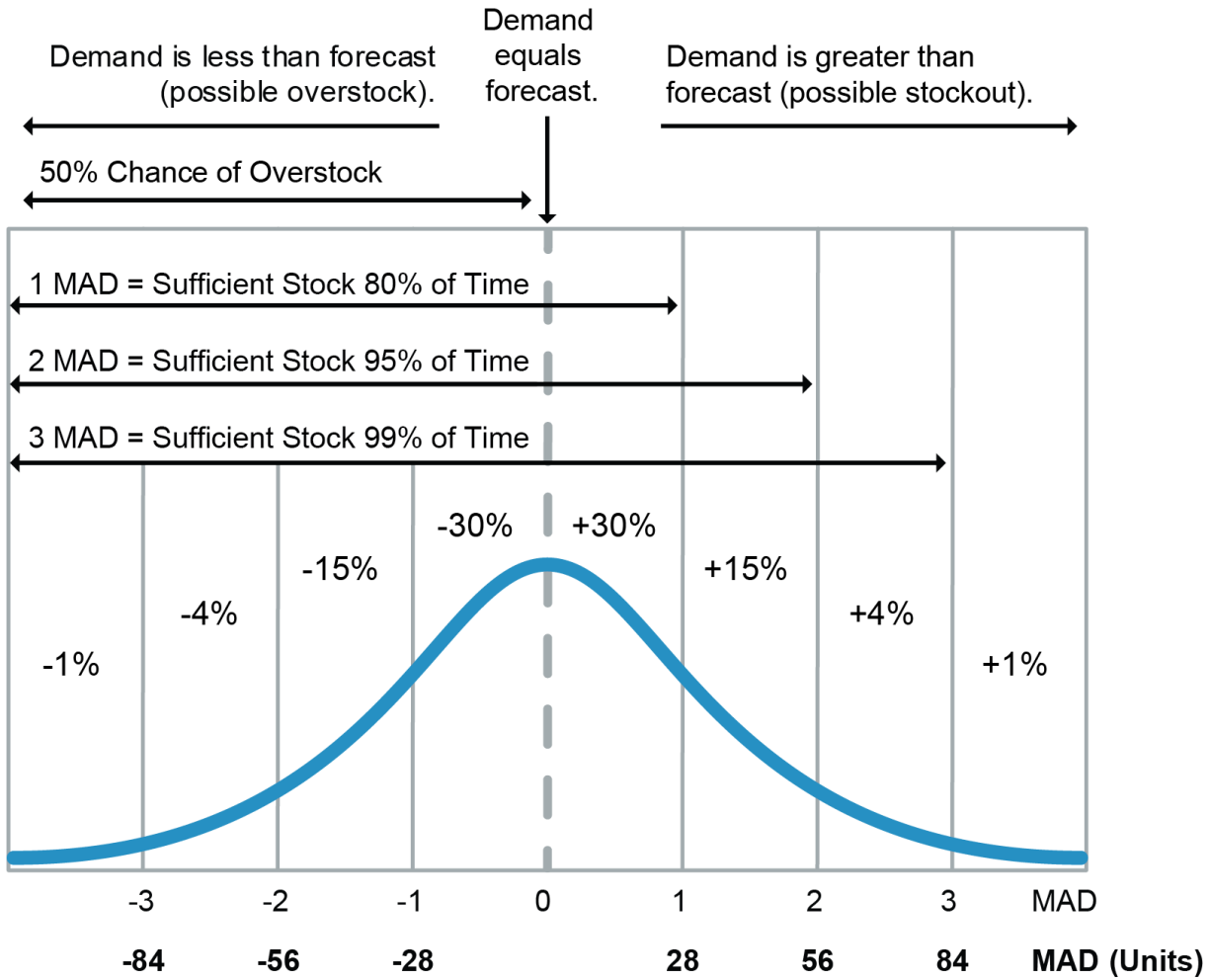
Fixed order

Statistical methods

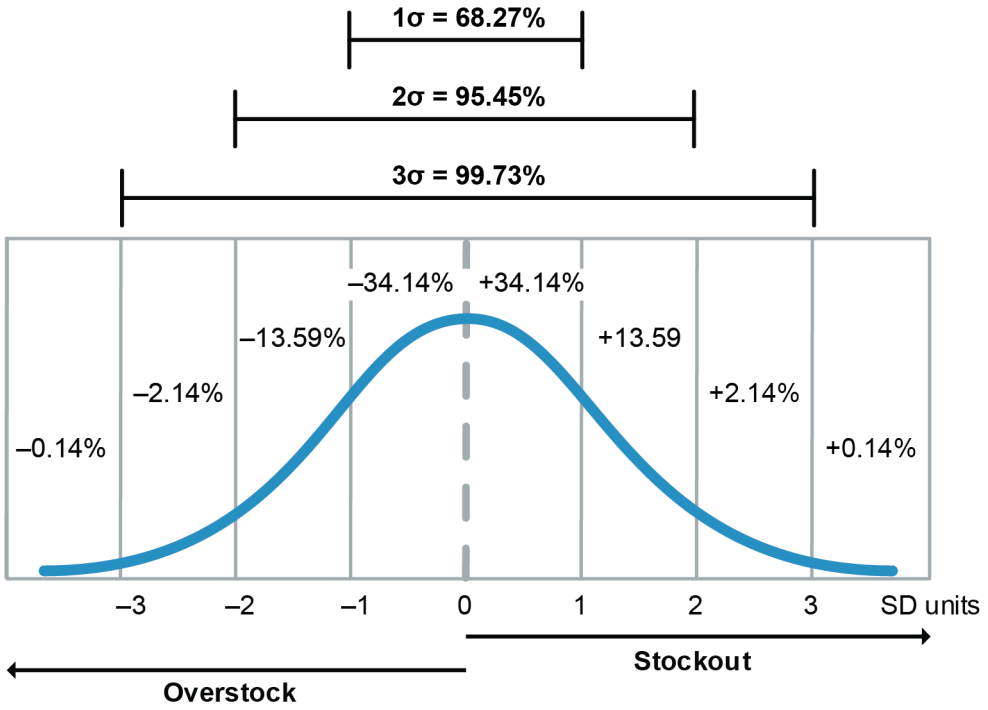


Safety Stock and Safety Lead Time

Mean Absolute Deviation



Standard Deviations (σ) in a Normal Distribution



Given 50% probability of overstock:

- 1 SD: Sufficient stock 84.14% of time
- 2 SD: Sufficient stock 97.73% of time
- 3 SD: Sufficient stock 99.87% of time

Safety Stock and Safety Lead Time

Safety Factor Table (Abridged)

Customer Service Level	Safety Factor	
	With SD	With MAD
50.00	0.00	0.00
90.00	1.28	1.60
95.00	1.65	2.06
97.00	1.88	2.35
99.00	2.33	2.91
99.50	2.57	3.20
99.90	3.09	3.85
Safety Stock = MAD or SD in Units × Appropriate Service Factor		
MAD 90% Service Level = 28 Units × 1.60 = 45 Units		
SD 90% Service Level = 165 Units × 1.28 = 211 Units		

Source: www.supplychainchannel.org

Calculating Safety Stock: Time Period and Fixed Order

Time period method

- Time Period Safety Stock = Forecast Monthly Usage × Safety Stock Time Period
- Example: 50 Units × 0.5 Months = 25 Units

Fixed order method

- Used when parts are transitioning into or out of the system and special oversight is required

Adjusting Safety Stock Due to Lead Time Change

- More room for variability in longer lead times
- Approximation rather than recalculating MAD or SD for multiple products (e.g., 45 units for 90% service, 6-week lead time currently):

$$\text{New Safety Stock} = \text{Old Safety Stock} \times \sqrt{\frac{\text{New Lead Time}}{\text{Old Lead Time}}}$$

$$5 \text{ Weeks} = 45 \times \sqrt{\frac{5}{6}}$$

$$= 45 \times \sqrt{0.83}$$

$$= 45 \times 0.91 = 41 \text{ Units}$$

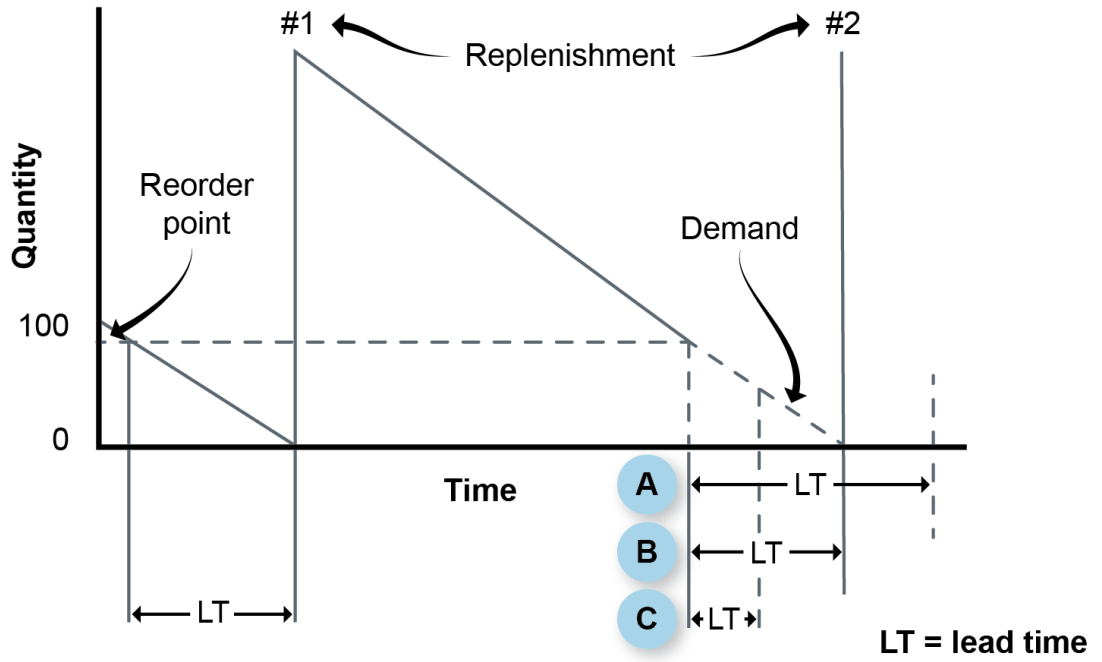
$$7 \text{ Weeks} = 45 \times \sqrt{\frac{7}{6}}$$

$$= 45 \times \sqrt{1.17}$$

$$= 45 \times 1.08 = 49 \text{ Units}$$

Safety Lead Time

- Protection from lead time fluctuations: order early
- MRP: firm planned order
- When used for independent demand ordering systems:
  - Temporary spike in inventory that resolves itself
  - Preferred over safety stock for sporadic demand items



Point A: Zero inventory level is reached before replenishment; stockout.

Point B: Zero inventory level is reached at replenishment; no stockout.

Point C: Zero inventory level is not reached before replenishment occurs; no stockout.

Safety Stock and Safety Lead Time

Calculation of Safety Stock for Target Service Level

Stockouts: 5 per 10-month period

10-month demand: 10,000 units Order quantity: 100 units MAD: 160 units

Step 1: Number of orders per 10-month period

$$\text{Number of orders per 10 months} = \frac{10{,}000}{100} = 100 \text{ orders}$$

Step 2: Target service level

5 stockouts per 100 orders = 95 orders with no stockouts

$$= \frac{100 - 5}{100} = .95 \text{ or } 95\%$$

Step 3: Safety stock level

$$= 2.06 \times 160 \text{ units} = 330 \text{ units}$$

Customer Service Level	Safety Factor	
	With SD	With MAD
50.00	0.00	0.00
90.00	1.28	1.60
95.00	1.65	2.06
97.00	1.88	2.35

Source: www.supplychainchannel.org

Safety Stock Calculation Exercise

- Calculate the safety stock for a 95% service level. The standard deviation (σ) of the forecast interval distribution is 211 units.
- Safety stock = σ × SF

Safety stock = 211 × 1.65 = 348

Standard deviation (σ) safety factors		
Service level percent	Stockout probability percent	σ safety factors (Z value)
95	5	1.65
96	4	1.75
97	3	1.88
98	2	2.05
99	1	2.33
99.86	.14	3.0
99.99	.01	4.0

- What kinds of criteria would you use to consider moving to a 99% service level?

Special Inventory and Dangerous Goods

- High-security goods
- Perishable goods
- Temperature-controlled goods
- Dangerous goods (hazmat)
- Remanufacturing industry inventories for maintenance, repair, and overhaul (MRO)
- Maintenance, repair, and operating (MRO) supplies

Class	Dangerous Goods
1	Explosives
2	Compressed gases
3	Flammable liquids
4	Flammable solids
5	Oxidizers
6	Toxic substances
7	Radioactive material
8	Corrosive substances
9	Miscellaneous dangerous goods

Source: Adapted from the U.S. Federal Motor Carrier Safety Administration.

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SECTION D:
INVENTORY CONTROL

APICS

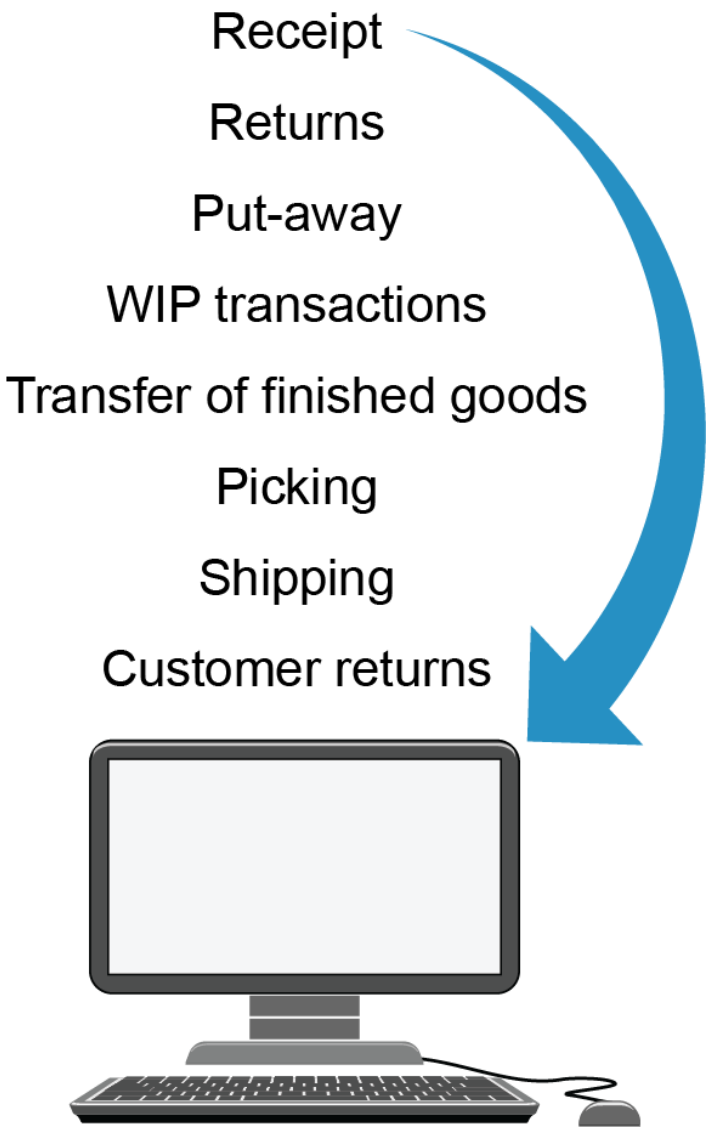
ASCM

Section D Learning Objectives

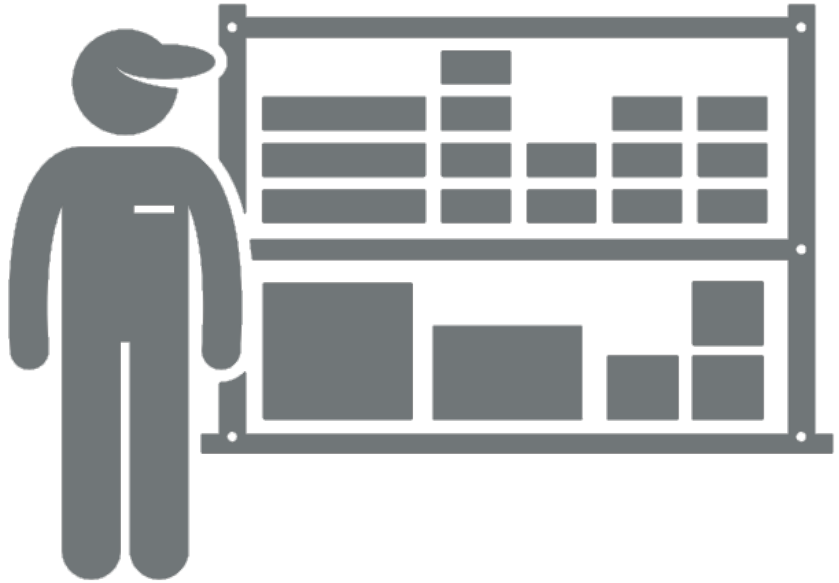
- Transaction management
- Storage layout and materials handling
- Inventory record inaccuracy and shrinkage
- Periodic and cycle counting approaches

Transaction Management

- Find all possible transaction points.
- Improve process design.
- Communicate goals and deliver training.
- Improve technology.



Inventory Storage



Challenges

- Capacity utilization
  - Efficient rack and shelf systems
- Protection of inventory from damage or theft
  - Designated areas for vulnerable stock
- Balancing accessibility with control
  - Centralized or decentralized location

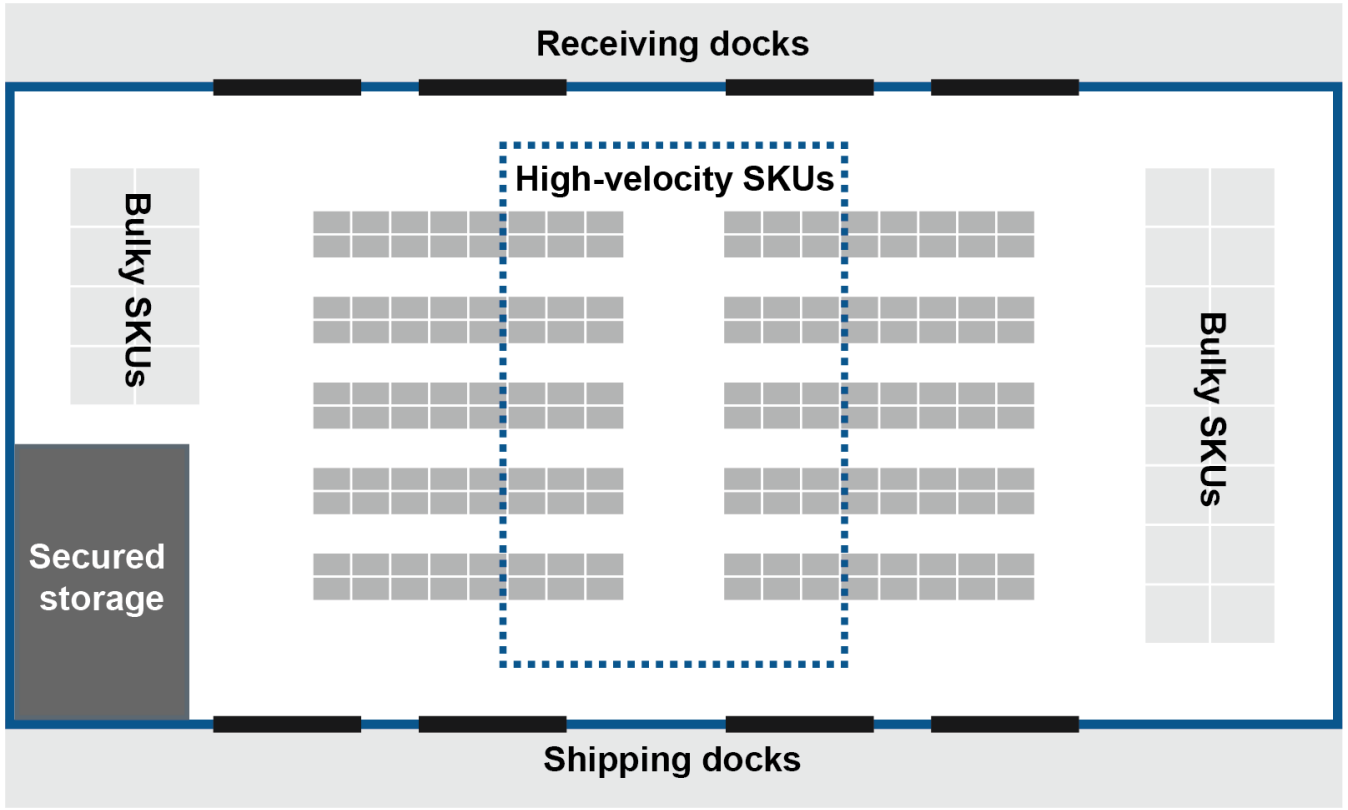
Warehouse Layout Principles

Items are grouped by

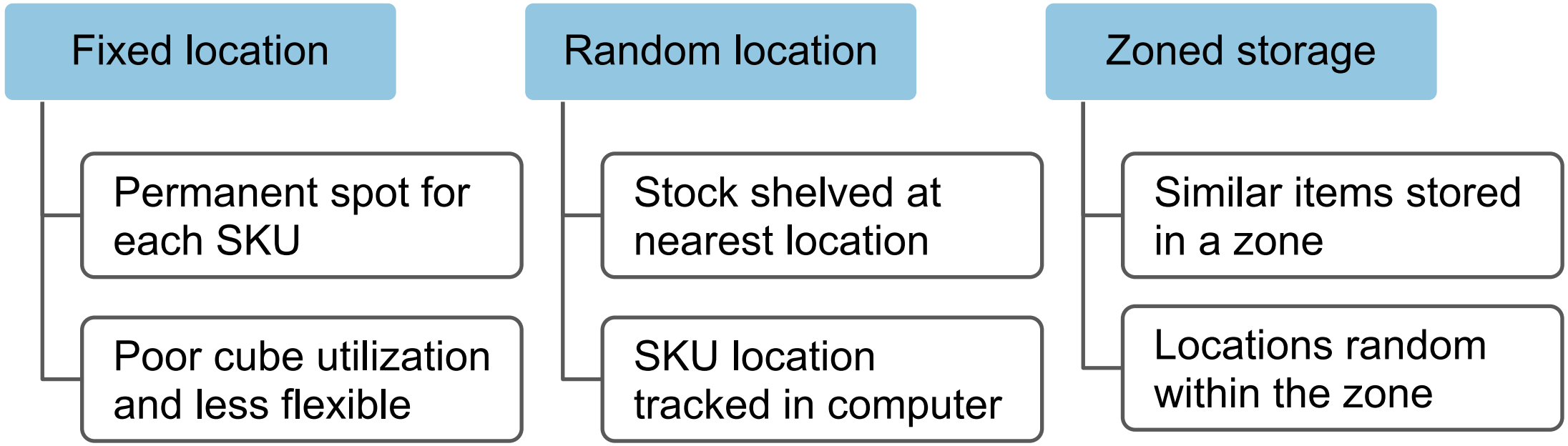
- Function
- Turnover rate
- Common storage needs
- Working vs. reserve stock

Layouts

- Equipment requirements



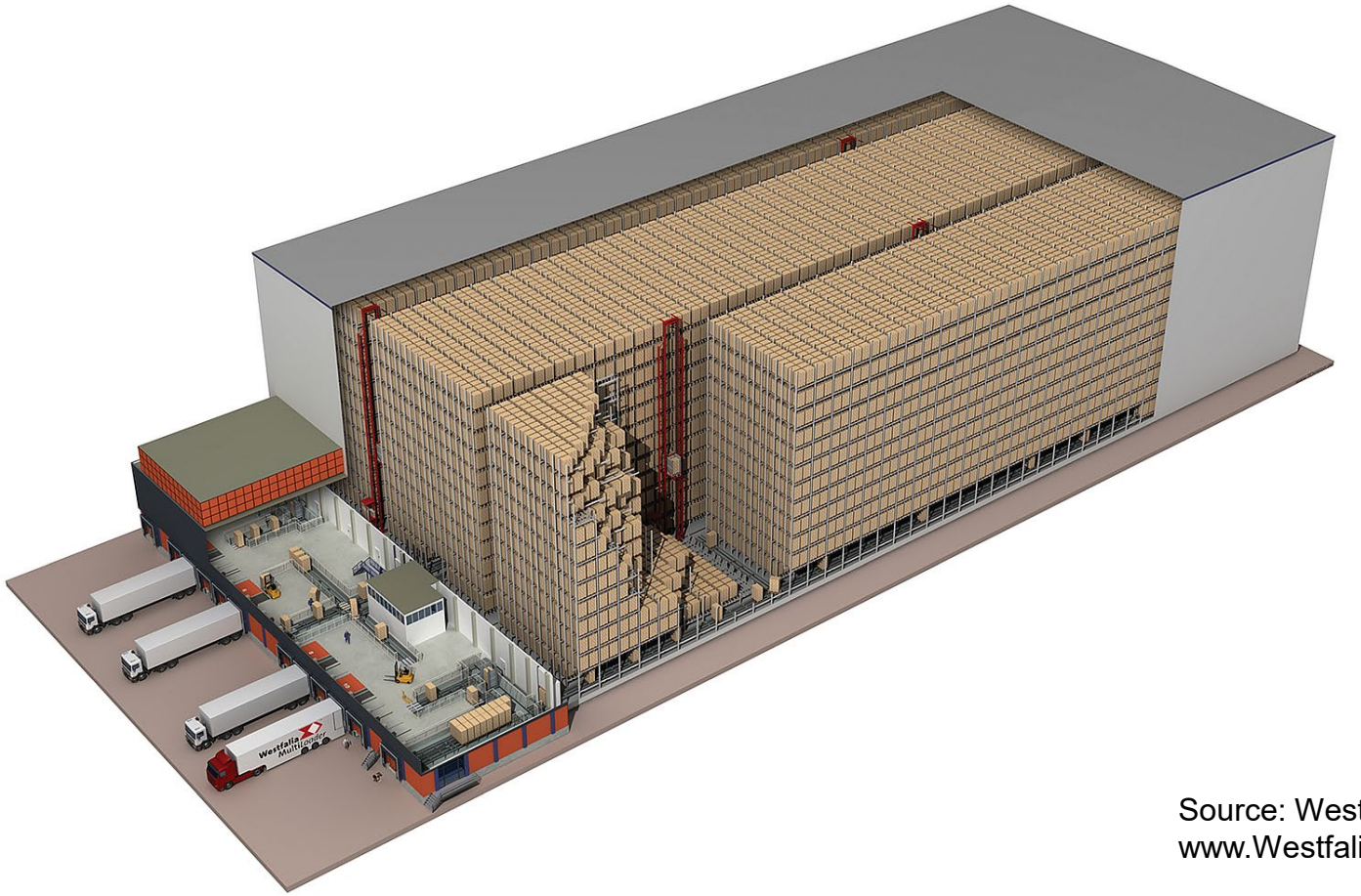
Warehouse Layout Principles



Inventory Location Analysis Exercise

Row #	Advantages and other important characteristics	Location type
1	Items always are in the same place; easy to learn locations.	F
2	Represents the most efficient use of storage space.	R
3	The location strategy is easy to grasp and understand.	F
4	Facilitates picking orders on a first-in, first-out basis as needed due to potential spoilage/corrosion.	R
5	Accommodates flammable or hazardous materials.	Z
6	Accommodates overflow materials easily.	R
7	Results in a high percentage of unused bin space.	F
8	Material does not have to fit in pre-assigned location.	R
9	Bin locations can be assigned to facilitate the picking of materials.	F
10	Quantity variations can be handled by storing material in more than one bin.	R
11	Allows for smaller bins and less wasted space.	R
12	Most-often-picked items can be stored where they are easiest to pick.	F
13	Changes to the variety of items being stocked can be readily accommodated.	R
14	Requires highest level of tracking and retrieval technology.	R
15	Accommodates outdoor storage.	Z
16	Lot or batch identity can be easily maintained.	R

Automated Storage and Retrieval Systems (AS/RS)



Source: Westfalia Technologies, Inc., www.WestfaliaUSA.com. Used with permission.

Alternative Approaches to Managing Inventory

Rapid replenishment	▪ Supplier uses customer point-of-sale data to align its own production schedule. ▪ Orders still used, but lead time decreases.
Continuous replenishment	▪ Supplier tracks and replenishes inventory to agreed level without orders. ▪ Supplier uses customer's demand patterns to lower its inventory level.
Vendor-managed inventory	▪ Vendor creates item inventory policy based on shared demand data. ▪ Vendor is responsible for tracking and replenishing stock without orders.
Consignment	▪ Vendor holds inventory at supplier and charges only at time of use/sale.

Alternative Inventory Management Requirements

- Trust between customer and vendor
- Aligned business processes
- Good communication policies
- Clear service level agreements
- E-commerce capability

Inventory Accuracy

Item Records

- Information that must be accurate
  - Part number and description
  - Quantity
  - Location
- Tolerance limits for accuracy

Causes for inaccurate records

- Employee and BOM errors
- Poorly designed forms and automated/manual tools
- Inadequate training on how to make and document withdrawals

Costs of Inaccuracy

Identify Item Data Exercise

Part #	Description	Unit of measure	Order policy	Order quantity	Source code	ABC code	Lead time	Standard cost
10564	gear housing	EA	FOQ	50	M	B	3	108.44

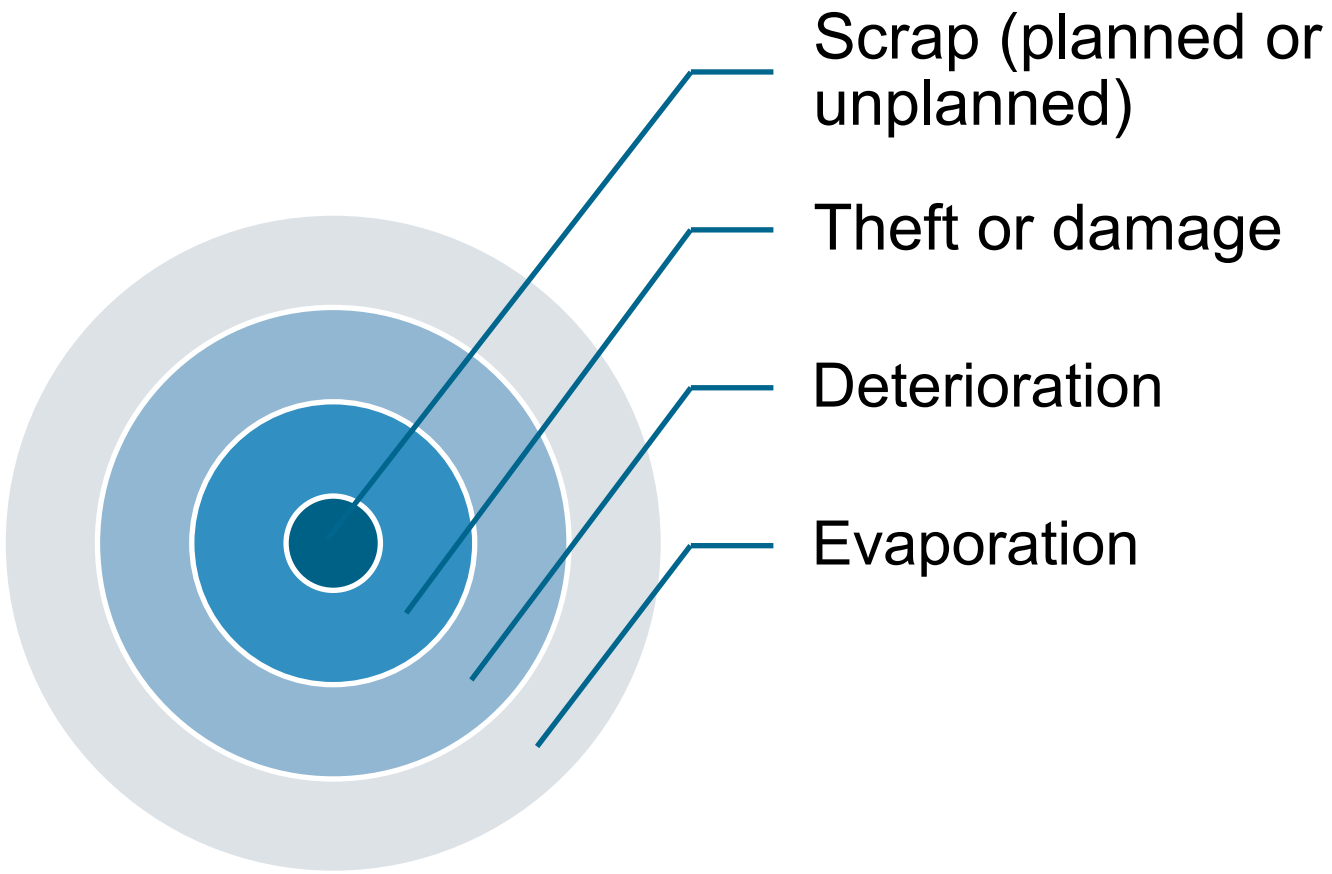
Prime location	Drawing	Revision	Planner/ buyer	Last cycle	Last receipt	Last issue	YTD usage	MTD usage
12C3	10564B	F1	D	03/22	04/01	04/06	190	23

On hand	Allocations	Available	On order	Safety stock	Scrap factor
17	7	10	22	0	.10

Transaction history:

Date	Reference	Initials	Receipts	Issues	Adjust	Stores	Location	Balance
03/13	M1056	VXS	49			S2	12C3	52
03/20	A357	MOM		15		S2	12C3	37
03/22	C87	REC			-1	S2	12C3	36
03/27	A412	MOM		22		S2	12C3	14
04/01	M1103	VXS	26			S2	12C3	40
04/06	A415	MOM		23		S2	12C3	17

Causes for Inventory Shrinkage



Inventory Audits

Periodic inventory

- All items are tagged and counted at one time.
- Requires many trained personnel.
- Requires shutting down operations for the duration.
- Needs a cutoff policy.

Cycle counting

- Items are counted on a predetermined schedule.
- Smaller auditing team.
- Less disruptive.
- Less subject to human error.
- Supports continuous improvement of process.
- Needs a cutoff policy.

Cycle Counting

- Count A items most times, B less, C least
- Category change: high street value; long lead time
- Fast- or slow-moving may be criteria for this ABC
- Count efficiently: at or near zero; as shipment arrives

ABC Class	Number of Items to Count	Annual Frequency	Number of Counts per Year	Percent of Total Counts	Daily Counts
A	800	12	9,600	42.5%	38
B	2,000	4	8,000	35.4%	32
C	5,000	1	5,000	22.1%	20
		SUM	22,600	100.0%	90
	Manufacturing Calendar Days		251		

Total Counts and Counts Per Day Exercise

Classification	Number of items	Count frequency	Number of counts
A	1,100	12	13,200
B	1,650	4	6,600
C	2,250	2	4,500
Total counts			24,300
Workdays per year			250
Counts per day			98