

Art Koch's Profit Chain® Tips

The Supply Chain Revolution: Unlocking the Sustainable Profit Chain

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Bob Morris from *Blogging On Business* kindly did a review of my book, *The Supply Chain Revolution: Unlocking the Sustainable Profit Chain*, for his site.

Bob is an adjunct professor of English and independent management consultant. He reviews books for Amazon US, UK and Canada. He has reviewed more than 3,400 (mostly business) books and interviewed more than 600 thought leaders.

You can [read Bob's review here](#), but I include it in full below.

Carpe Diem!

- Art Koch

If you want to discuss this topic further and how it might impact your business, schedule a [30-minute call with Art here](#).



The Supply Chain Revolution – a Book Review by Bob Morris

"If you've always done it that way, it's probably wrong." Charles Kettering

Whatever their size and nature may be, all organizations have two compelling needs:

1. Effective leadership at all levels and in all areas of the given enterprise
2. A sustainable profit chain

What you have in this book is everything of substantial, practical value that Art Koch has learned about HOW to achieve these two separate but interdependent objectives.

More specifically, in Part I, he focuses on:

- Building professionalism in supply chain management
- Managing the fundamentals: the “bedrock” of supply chain management
- Swift yet meticulous and rapid assessment of your supply chain as is
- When and why inventory can be “evil”
- The Koch Profit Chain® – The total cost of ownership “beyond the surface”
- Planning for everything that is or could be important
- “The Art of Equalization”: Achieving organizational balance (e.g. inventory control)
- “Turbocharging” supply chain sustainability
- “Entropy Busters® Phase I – Overcoming Denial
- “Entropy Busters® Phase II – Making Progress
- “Entropy Busters® Phase III – People Matters

Then in Part II, Koch focuses on:

- Supply chain health check advisory
- Developing a supply chain business transformation agenda
- Question: “Is your supply chain organization designed for sustainable success?”
- “The Law of 1 Percent = 50 Percent”
- Creating the perfect supplier partner
- “The Inventory Doctor®”

And finally, in Part III, he focuses on:

- Question: “Are you identifying the ‘Genius’ and the ‘Castaways’?”
- Leadership Advisory
- Turning operational problems into profits

Art Koch is a relentless empiricist who takes a pragmatic approach to understanding what works, what doesn’t, and WHY...then sharing what he has learned – the dos and don’ts – with as many people as possible. He notes that “every business situation is unique” and must be approached and dealt with accordingly.

This is a “must read” for all senior-level executives as well as for those among their direct reports. I urge you to keep in mind Alvin Toffler’s prediction in **Future Shock** (1970): “The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn.”

The need for effective organizational leadership of a sustainable profit chain is greater now than at any prior time that I can recall.

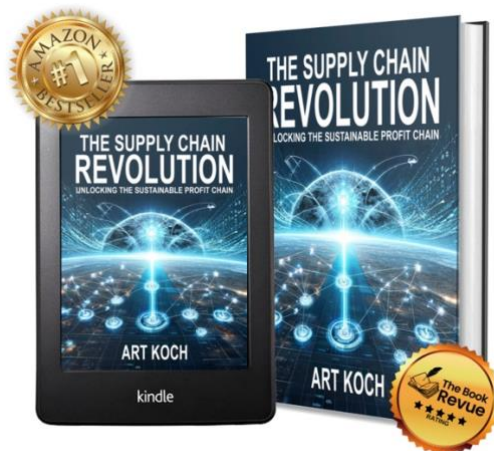
Carpe diem! Seize the day!

* * *

Here are two suggestions while reading *The Supply Chain Revolution*: First, highlight key passages. Also, perhaps in a notebook kept near-at-hand (e.g. Apica Premium C.D. Notebook A5), record your comments, questions, action steps (preferably with deadlines), page references, and lessons you have learned as well as your responses to head notes and key points posed within the narrative. Also record your responses to specific or major issues or questions addressed or suggested in the material, especially at the conclusion of chapters.

These two simple tactics – highlighting and documenting – will facilitate, indeed expedite frequent reviews of key material later.

- Bob Morris



Find out more about “The Supply Chain Revolution” [here](#).

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Get your copy on [Amazon](#).

Art Koch's Profit Chain®

Create dramatic improvements to inventory velocity, customer service, and corporate profits.

If you have any questions or concerns about your operations and supply chain business strategy, please contact me by [e-mail](#) or at +1 (336) 260-9441.

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Self-Ranking - Pick one of the four questions below and fill in your comments relating to the current month's newsletter in the space provided.

1. Don't think this applies to your business or enterprise? (Write three to four reasons why it might not.)
2. A new idea and strategy; we need to work toward it. (Brainstorm the first steps.)
3. We can do better. We just need to modify our strategy, and now we are moving in the right direction. (What are the next steps to ensure success?)
4. Our team gets the time to keep their minds fresh, and we plan to live our dreams. (Comment on how you're ready.)



- _____
- _____
- _____
- _____

Thanks in advance for your time and for being a loyal client. Looking forward to helping you and your team again soon.

Carpe diem,

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Don't be afraid to call with any questions or comments.

Entropy Busters®

Stop letting the process manage you! Become the champion of your game plan and achieve sustainable profits.

The Inventory Doctor®

Assessing the health of enterprise inventory and procurement practices.

Inventory Is Evil!™

in·ven·to·ry / 'in·vən-ˌtôr-ē / noun

Inventory is the term for the goods available for sale and raw materials used to produce goods available for sale.

in·ven·to·ry is evil! / 'in·vən-ˌtôr-ē is 'ē-vəl / phrase

"Left unchecked inventory has many negative unintended consequences to profitability. It hides problems; therefore, it delays fixing problems!"

Transforming Problem Chains into Profit Chains™

Sign up for our monthly newsletter

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