

## Art Koch's Profit Chain® Tips

### The Supply Chain Revolution: Unlocking the Sustainable Profit Chain

Volume 5 | Number 9 | September 2024

I was pleased to learn that my book *"The Supply Chain Revolution - Unlocking the Sustainable Profit Chain"* was reviewed in the **Hollywood Digest**.

The Hollywood Digest is the premier online entertainment magazine, bringing you the latest news on music, films, TV shows, books and celebrities. They also review business books - and they reviewed mine!

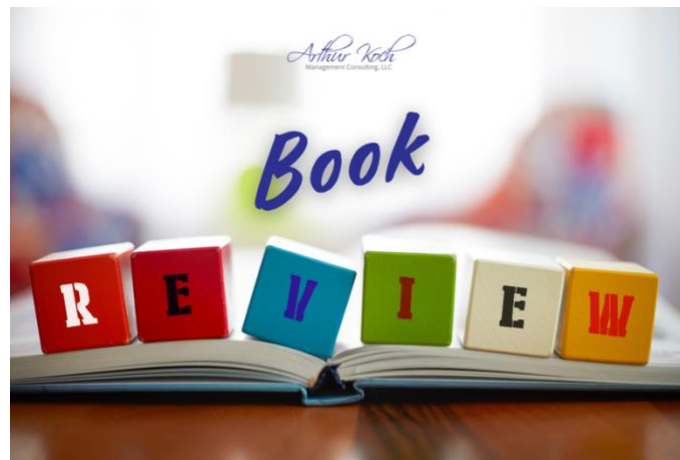
Garth Thomas's review appears in full below and you can also find it online here: [Book Review](#)

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](#).

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### Book Review by Garth Thomas, Hollywood Digest

#### 'The Supply Chain Revolution by Art Koch'

Like any good left-brainer, Koch uses a straightforward and concise analogy for the heavy, specific text present in *The Supply Chain Revolution: Unlocking the Sustainable Profit Chain*. Simply put, diving. Complete with chapters structured with a 'buddy check system.' A little on the nose, but gets the job done. "Being a good dive buddy is essential to enjoying the underwater ecosystem. These best practices translate well to businesses; it's an excellent methodology to ensure peers learn key concepts and improve their skills."

"Additionally, if you're competitive like me, having a buddy system helps create an environment of internally friendly competition and ensures you understand the subject matter to teach and educate others," he writes.

Keeping the structure simple in a manner not detrimental to the facts, he also introduces a key model to encapsulate the profit(s) model of supply chain management. He highlights a particular category christened Profit/Shareholder value/EBITDA: "These are the actions and results created in the middle of the model, where this book mostly focuses. Significant changes are occurring in supply chain management, such as cyber security, artificial intelligence, and systems innovation, to name a few."

"What if process integrity, team engagement and development, and organizational commitment by the CEO are not all synchronized? In that case, without sponsorship from the CEO new technology will too often become nothing more than a footnote in the history of supply chain management, much like block chain, capacity requirements planning, and manufacturing resource planning II have become. My sincere hope is that you enjoy reading and applying what you have learned in this book as much as I have enjoyed writing it and sharing my experiences and expertise."

He succeeds with this. I enjoyed the book, and I actually grasped a lot of the concepts despite being about as right-brain and humanities department as you get. It's not something he's willing to dumb down to appeal to audiences not interested in the book's theme. But it is something he's generous of spirit about to add some humor and levity to.

Once again, back to the scuba diving analogy. And a surprisingly sharp one at that, when you actually think about the breakdown process. "Learning to scuba dive and mastering the complexities of supply chain management (SCM) share a non-negotiable requirement: an unwavering commitment to foundational principles. Fail to grasp the basics of scuba diving, and you risk severe injury or even loss of life. In the world of SCM, the stakes are no less severe: A neglect of fundamentals could result in crippling operational setbacks and financial devastation—potentially sinking your business," Koch writes. "It's common for people to get their open water certifications and never to proceed from there because they don't have the confidence to dive on their own without the tether and comfort of an instructor at arm's length."

"Therefore, they never have the opportunity to explore the entire underwater ecosystem and all its natural beauty. As a diver, I worked on my core skills by logging more and more dives, combining what I had learned with taking additional specialty classes and then progressing to certification as a rescue diver. As a supply chain professional, I'm always learning and absorbing new ideas, information, and insights to strengthen my core skills so I may help my clients and teach others."

- Garth Thomas

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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.)



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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®

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Assessing the health of enterprise inventory and procurement practices.

### Inventory Is Evil!™

in·ven·to·ry / 'in·vən-ˈtôr-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-ˈtôr-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™

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