evolve

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Weakness of attitude becomes weakness of character. ~ Albert Einstein

We are never deceived; we deceive ourselves. ~ Johann Wolfgang von Goethe

Friendship isn't a big thing - it's a million little things. ~ Unknown

Your own mind is a sacred enclosure into which nothing harmful can enter except by your permission.

~ Arnold Bennett

Coming Together is a Beginning.
Keeping Together is Progress.
Working Together is Success.
-Henry Ford

THE WORLD IS A DANGEROUS PLACE NOT BECAUSE OF THOSE WHO DO EVIL BUT BECAUSE OF THOSE WHO LOOK ON AND DO NOTHING
ALBERT EINSTEIN

YOU WILL EITHER STEP FORWARD INTO GROWTH OR YOU WILL STEP BACKWARD INTO Safety
ABRAHAM MASLOW

8 INVENTORY MANAGEMENT TECHNIQUES

Inventory management is a highly customizable part of doing business. The optimal system is different for each company. However, every business should strive to remove human error from inventory management as much as possible. This means taking of advantage inventory management software.

Regardless of the system you use, the following eight techniques to will help you improve your inventory management—and cash flow.

1. Set Par Levels

Make inventory management easier by setting "par levels" for each of your products. Par levels are the minimum amount of product that must be on hand at all times. When your inventory stock dips below the predetermined levels, you know it's time to order more.

Ideally, you'll typically order the minimum quantity that will get you back above par. Par levels will vary by product based on how quickly the item sells, and how long it takes to get back in stock.

Although it requires some research and decision-making up front, setting par levels will systemize the process of ordering. Not only will it make it easier for you to make decisions quickly, it will allow your staff to make decisions on your behalf.

Remember that conditions change over time. Check on par levels a few times throughout the year to confirm they still make sense. If something changes in the meantime, don't be afraid to adjust your par levels up or down.

2. First-In First-Out (FIFO)

"First-in, first-out" is an important principle of inventory management. It means that your oldest stock (first-in) gets sold first (first-out), not your newest stock. This is particularly important for perishable products so you don't end up with unsellable spoilage.

It's also a good idea to practice FIFO for non-perishable products. If the same boxes are always sitting at

the back, they're more likely to get worn out. Plus, packaging design and features often change over time. You don't want to end up with something obsolete that you can't sell.

In order to manage a FIFO system, you'll need an organized warehouse. This typically means adding new products from the back, or otherwise making sure old product stays at the front.

3. Manage Relationships

Part of successful inventory management is being able to adapt quickly. Whether you need to return a slow selling item to make room for a new product, restock a fast seller very quickly, troubleshoot manufacturing issues, or temporarily expand your storage space, it's important to have a good relationship with your suppliers. That way they'll be more willing to work with you to solve problems.

In particular, having a good relationship with your product suppliers goes a long way. Minimum order quantities are often negotiable. Don't be afraid to ask for a lower minimum so you don't have to carry as much inventory.

A good relationship isn't just about being friendly. It's about good communication. Let your supplier know when you're expecting an increase in sales so they can adjust production. Have them let you know when a product is running behind schedule so you can pause promotions or look for a temporary substitute.

4. Contingency Planning

A lot of issues can pop up related to inventory management. These types of problems can cripple unprepared businesses. For example:

- your sales spike unexpectedly and you over sell your stock
- you run into a cash flow shortfall and can't pay for product you desperately need
- your warehouse doesn't have enough room to accommodate your seasonal spike in sales
- a miscalculation in inventory means you have less product than you thought
- a slow moving product takes up all your storage space

- your manufacturer runs out of your product and you have orders to fill
- your manufacturer discontinues your product without warning

It's not a matter of if problems arise, but when. Figure out where your risks areand prepare a contingency plan. How will you react? What steps will you take to solve the problem? How will this impact other parts of your business? Remember that solid relationships go a long way here.

5. Regular Auditing

Regular reconciliation is vital. In most cases, you'll be relying on software and reports from your warehouse to know how much product you have stock. However, it's important to make sure that the facts matche up. There are several methods for doing this.

Physical Inventory

A physical inventory is the practice is counting all your inventory at once. Many businesses do this at their year-end because it ties in with accounting and filing income tax. Although physical inventories are typically only done once a year, it can be incredibly disruptive to the business, and believe me, it's tedious. If you do find a discrepancy, it can be difficult to pinpoint the issue when you're looking back at an entire year.

Spot Checking

If you do a full physical inventory at the end of the year and you often run into problems, or you have a lot of products, you may want to start spot checking throughout the year. This simply means choosing a product, counting it, and comparing the number to what it's supposed to be. This isn't done on a schedule and is supplemental to physical inventory. In particular, you may want to spot check problematic or fast-moving products.

Cycle Counting

Instead of doing a full physical inventory, some businesses use cycle counting to audit their inventory. Rather than a full count at year-end, cycle counting spreads reconciliation throughout the year. Each day, week, or month a different product is checked on a

rotating schedule. There are different methods of determining which items to count when, but, generally speaking, items of higher value will be counted more frequently.

6. Prioritize With ABC

Some products need more attention than others. Use an ABC analysis to prioritize your inventory management. Separate out products that require a lot of attention from those that don't. Do this by going through your product list and adding each product to one of three categories:

A - high-value products with a low frequency of sales
B - moderate value products with a moderate
    frequency of sales
C - low-value products with a high frequency of sales

Items in category A require regular attention because their financial impact is significant but sales are unpredictable. Items in category C require less oversight because they have a smaller financial impact and they're constantly turning over. Items in category B fall somewhere in-between.

7. Accurate Forecasting

A huge part of good inventory management comes down to accurately predicting demand. Make no mistake, this is incredibly hard to do. There are so many variables involved and you'll never know for sure exactly what's coming—but you can get close. Here are a few things to look at when projecting your future sales
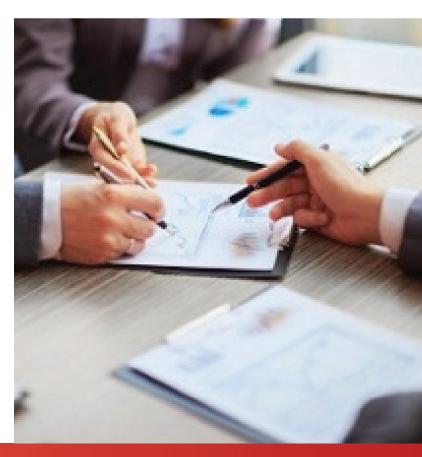:
-     trends in the market
-     last year's sales during the same week
-     this year's growth rate
-     guaranteed sales from contracts and subscriptions
-     seasonality and the overall economy
-     upcoming promotions
-     planned and spend

If there's something else that will help you create a more accurate forecast, be sure to include it.

8. Consider Dropshipping

Dropshipping is really the ideal scenario from an inventory management perspective. Instead of having to carry inventory and ship products yourself—whether internally or through third-party logistics—the manufacturer or wholesaler takes care of it for you. Basically, you completely remove inventory management from your business.

Many wholesalers and manufacturers advertise dropshipping as a service, but even if your supplier doesn't, it may still be an option. Don't be afraid to ask. Although products often cost more this way than they do in bulk orders, you don't have to worry about expenses related to holding inventory, storage, and fulfillment. It's time to take control of your inventory management and stop losing money. Choose the right inventory management techniques for your business, and start implementing them today.

Heat Transfer System

Subliscreen Aqua HQI

It is a water based subliming ink system comprising a range of dye concentrates & an extender base. When blended together they provide ready to print inks for the production of transfers for polyester & other synthetic fabric

FEATURES

- Water based
- Very low odour
- Brilliant wash fast colours
- No handle to transferred print
- Optimum tack / transfer release characteristics
- Minimum dye bleed
- Excellent dye release

Fabrics

Polyester, some grades of nylon and acrylic plus many other synthetic substrates.

TEST INKS ON SUBSTRATES
BEFORE PRODUCTION RUN.

SERICOL
More than ink…Solutions.
FUJIFILM

Drying

Jet dry 15-20 seconds at 40-50°C.
Prints should not be allowed to exceed 60°C, as sublimation will occur.
Alternatively: Air dry 3-5 minutes.

Thinning & Wash-up

Ready to print at standard mixing ratio.
Thin if necessary with up to 10% ZC656 Detail

Thinner.
Wash up with water or A1A03 Serisolve Aqua for more effective results.
To remove dried ink:
Seriwash Universal Screen Wash or Actisol Superjet Screen Spray.

Mesh

Nos.120T-150TP.
Coarser meshes can be used but increased drying time and paper cockling can be expected.

Coverage & Mesh No.

(Approximately)
50-55m^2/ltr. No.120T
60-65m^2/ltr. No.140TP
80-90m^2/ltr. No.150TP
Dependent on paper, equipment and techniques used.

Stencil Type

Water / solvent resistant.
Fill and spot using sensitised emulsion.
When fully dried, re-expose to achieve resistance

Recommend:

Dirasol 916.
For long runs post harden with Dirasol Super Hardener.

Colour Range

10 brilliant, wash-fast colours.

Transfer Paper

Transfer paper should be high quality, matt coated, cartridge paper with a low porosity/absorbency and a weight of 90-150 gsm.Best results are obtained with 135 gsm or above, as cockling may occur with lighter papers.
Cockling will reduce dramatically as the print dries. Subsequent colours should be printed when the preceding colours are fully dry, especially if registration is tight. Colours with the largest areas of coverage should be printed last, to minimise distortion.

The paper is very important,too high a porosity may allow excessive dye penetration,leading to colour change or ghosting of transferred prints.

Transferring

Subliscreen Aqua HQI is primarily for use on polyester fabrics.Subliming transfers can be used on a wide variety of other materials such as nylons and acrylics, although performance may be diminished.

Recommended Transfer Schedule:

Polyester Fabrics -	200-210°C for 30 -40 seconds
Transfer pressure -	Moderate to high line pressure (3.5 - 6 bar).

Subliscreen Aqua HQI inks will transfer at lower temperatures or shorter dwell times.However, a change to any element of a transfer schedule can affect the colour strength.

The chart overleaf shows some of the most common problems encountered when using subliming inks and indicates the most likely cause and solution.

Fastness

Prints made from Subliscreen Aqua HQI have good wash fastness to ISO tests Nos.1 (40°C), 2 (50°C), 3 (60°C). Prints are also dry clean resistant.

Prints should not be ironed.
Details on light fastness and weathering can be supplied on request.

Colour Range/Mixing Ratios

A ratio of 90 parts extender base to 10 parts dye concentrate gives good colour strength and economy of use.The mixing ratio is variable between 99:1 and 75:25 to vary colour strength. Colours with higher levels of dye concentration may have reduced rub/scuff resistance.

Important: Stir well,the base,dye concentrate and blended inks before use. Compatibility with all substrates must be checked before commencing a production run. Transfer application should also be tested, as not all transfer presses are suitable.

Tack Varnish

Subliscreen Aqua HQI transfers have excellent tack and dye release properties.HQI381 can be used as an overprint varnish to increase tack.Overprinting with HQI381 will improve rub/scuff resistance of colours produced with high levels of dye concentrate.For this application, HQI381 should be thinned 10% with ZC656 Detail Thinner and printed through 150TP mesh.

Colour Range - Dye Concentrates

HQI001	Ultra Black
HQI057	Primrose
HQI103	Orange
HQI153	Carmine
HQI154	Fuchsia
HQI132	Violet
HQI218	Azure
HQI206	Deep Blue
HQI236	Reflex Blue
HQI053	Fluorescent Yellow
HQI139	Fluorescent Pink

Available in 1 kg containers.

Extender Base

| HQI381 | Extender Base |
| HQI382 | Extender base 2000 |

Available in 5 kg and 30 kg containers.

Thinner

| ZC656 | Detail Thinner |

Available in 5ltr and 25 ltr containers.

Storage

When stored in a cool environment:
- HQI Dye Concentrates are expected to have a shelf life of 24 months from the date of manufacture.
- HQI381 Extender Base is expected to have a shelf life of 12 months from the date of manufacture.

Safety and Handling

Subliscreen Aqua HQI Dye Concentrates and Extender Base:
- are formulated to be free of any toxic, carcinogenic, mutagenic or reprotoxic chemicals.
- do not have a flashpoint and are therefore exempt from the Highly Flammable Liquid Regulations.
- are formulated free from lead and other heavy metals and therefore should comply to the EN71-3:1988 Toy Safety Standard.
- should be stored away from heat.

Comprehensive information on the safety and handling of Subliscreen Aqua HQI ink system is given in the appropriate Sericol Safety Data Sheet, available upon request.

Environmental Information

Subliscreen Aqua HQI Dye Concentrates and Extender Base:
- do not contain ozone depleting chemicals as described in the Montreal Convention
- are formulated free from aromatic hydrocarbons which are known to have an adverse effect on the environment.
- are water-based and therefore considerably reduce any adverse effect of solvents on the environment.

Subliscreen Aqua HQI381 Extender Base:
- is biodegradable.

Problems and Solutions

Problem	Cause	Solutions
Poor colour strength.	a. Too short a dwell time on transfer. b. Too low transfer temperature. c. Unsuitable fabric. d. Low/uneven pressure on transfer. e. Paper removed before full colour transfer.	a. Increase time to around 30 seconds. b. Increase to around 210°C. c. Must be a synthetic fabric. d. Increase transfer pressure. e. Allow paper to cool fully before removal.
Poor tack to fabric.	a. Fabric shrinkage.	a. Pre-shrink fabric under press before applying transfer. Change to a more suitable fabric if possible. b. Reduce dye concentrate level.Print a tack layer of HQI381 down last.
Poor scuff on paper. Paper cockle.	a. Dye concentrate level too high. a. Too low grammage paper. b. Too coarse mesh c. Ink not fully dried.	a. Reduce dye concentrate level. a. Use 135 gsm or heavier. b. Use 140-150T to reduce film weight. c. Increase drying time to remove all water. d. Pre-shrink paper.
Colour to colour bleed on paper.	a. Dryer set too hot.	a. Reduce to 50°C or lower.
Screen stability.	a. Very hot shop conditions. b. Ink not clearing the mesh properly.	a. Add up to 10% ZE656 Detail thinner. Use a thick flood coat. Keep plenty of fresh ink in the screen. b. Use sharp, medium shore squeegee. Reduce the off-contact/snap distance.
Poor wash fastness.	a. Dye concentrate level too high.	a. Reduce concentrate addition, results can vary significantly from fabric to fabric.

Important Note:

The information and recommendations contained in this product information sheet as well as technical advice otherwise given by representative of our company, whether verbally or in writing, are based on our present knowledge and experience. Such information/ technical advice is given in good faith, but without warranty, in view of the many factors that may affect processes or applications as we cannot cover or anticipate every possible application of our products and because manufacturing methods, printing stocks and other materials vary.

For the same reason our products are sold without warranty and on condition that users shall make their own tests to satisfy themselves that the products will meet fully the particular requirements of the labels/ brands/ agencies of their clients and also that no proprietary rights and existing laws and legislation are violated.

Our advice does not relieve processors from the responsibility of carrying out their own tests and experiments, nor does it imply any legally binding assurance in respect of properties or suitability for a specific purpose or of the legal status of the listed products.

Our policy of continuous product improvement might make some of the information contained in this product information sheet out of date and users are requested to ensure that they follow current recommendations.

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Towards Innovation

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