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Going for the Bottom Line by [Carlos Conejo](#), Certified Six Sigma Black Belt, member of the [ACA Group](#)

Going for the bottom line means increasing profit, and in today's economy one of the biggest ways to do this is to control costs. If your organization is effective in controlling costs, real costs, then you will be more profitable. This article will give you some great ideas to help you effectively reduce your costs in order to help you increase your cash flow and your profit!

To read Carlos' full article on how to find hidden dollars in your company's operations to positively improve your profits, click [here](#)!

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Senior Management Commitment & the Bottom Line By [Lisa Anderson](#), CSCP, member of the [ACA Group](#)

As we emerge from the recession, businesses are beginning to think about spending precious cash on projects that will yield a significant return. However, Senior Management commitment is critical to deliver the results, yet it is a challenge to obtain true commitment. Lisa's article focuses on the three keys to success in obtaining true Senior Management commitment – in essence, presenting the full picture and obtaining priorities. Click [here](#) for more.

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Supply Chain Cost Reduction By [Jim Strong](#), CPIM, C.P.M., CSCP, member of the [ACA Group](#)

Traditionally, cost reductions are achieved by getting suppliers to reduce their prices. To this end, we employ tactics such as competitive bidding and negotiation. But these tactics simply push the cost down the supply chain to our suppliers. And, while we may achieve a cost reduction in our product, the cost is still present somewhere in the supply chain.

Read Jim's article [here](#) to learn how to achieve "real" cost reductions in your supply chain, by working with your suppliers to reduce their operating costs along with their prices.

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Don't Reduce Excess Inventory, Avoid Creating It By [Doug Howardell](#), CPIM, PMP, member of the [ACA Group](#)

Many articles have been written over the years on how to reduce excess inventory. Doug tells you how to **avoid** creating excess inventory in the first place. To avoid excess, you have to understand the root causes that create it and take steps to eliminate them. Some typical root causes of excess inventory include: not adjusting order quantities and due dates when requirements change, accepting orders early from suppliers, and planning factors that are either out of date or just plain wrong. Read the full article [here](#) to learn more.

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Point Kaizen vs. Systemic Change By [Andy Pattantyus](#), member of the [ACA Group](#)

Many Lean initiatives fail to impact the bottom line because company leadership fails to realize the difference between the local improvements of point kaizen and the overall throughput improvements of systemic change. Andy's article explains how to use both to assure Lean initiatives translate into positive financial results. Read the full article [here](#).

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Question for our readers: Are You Seeing Economic Improvement at Your Company Yet?

Government reports seem to be indicating that we're coming out of the recession, although not as strongly as many had hoped. In discussions with many of our clients, we hear that business appears to be picking up slowly, but they are not yet ready to begin hiring.

We want to find out from our readers if you and your company are seeing any improvement in your businesses. Send us a short paragraph on what areas you see economic improvement starting and what actions, if any, you have taken to react to those economic conditions.

We'll keep ALL responses confidential. To contact us, please send an e-mail to: ek@theacagroup.com. Use the subject of "Economic Improvements".

We'll summarize the responses in a future newsletter as a way of sharing the information with the other readers. You can also send us your feedback on this newsletter to the same e-mail address. Did you find this newsletter useful, interesting, etc.? We appreciate your comments.