Atlas Putty Products Company

Atlas Putty Products Company manufactures and fills putties, spackles, glue and mastics for consumer and industrial markets. Founded in 1949, the company has been based in Tinley Park for the past 13 years. During that time, they have grown from 7 employees to 56.

The company recognized that as a result of their growth, their current inventory management practices were no longer adequate. Additionally, internal employees who advanced into positions with purchasing responsibilities lacked certain fundamental inventory management skills as well as the tools and information needed to make decisions impacting inventory levels. While the company's accounting system had an automated component to support the management of inventory, implementation would require costly training for employees.

With assistance through the Business Grants for Employee Training Program, administered through the Workforce Investment Board of Will County, the company was able to implement a customized training program. The grant program provided the flexibility the company needed - the ability to select a trainer with the necessary expertise, offer training on site, and customize the training to include use of company data and processes. Training included the following content:

- General inventory principles which increased employee understanding of the impact of inventory turnover and procurement on the company's health and cost of production
- Inventory analysis which instructed employees on the use of data to manage inventory levels on a day-to-day basis and use of reports to allocate current inventory to product orders
- Contract negotiation which improved employee skills in securing the best price from the best vendors and ensuring vendor compliance with contracted process and price
- Coordination of production and procurement which increased employee ability to identify appropriate reorder points based on the production environment, allocate internal inventory based on reorder points, and automate purchase orders
- Automated tracking processes which allows the company to track production from order entry to material handling, shop floor control, packaging, delivery, and billing

"This training resulted in a 10% reduction in our inventory levels which translates to real dollars," said Jacqueline Bueschel, Chief Financial Officer at Atlas Putty Products Company. "In today's economy where orders for our products are not as consistent as in the past, inventory control is especially important. We now have less cash tied up in inventory, reduced risk of product obsolescence, and more efficient use of warehouse space."

Workforce Investment Board of Will County

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