

Katzscan Update

Supply Chain, Governance, Fraud, Turnaround Help
3rd Quarter - 2009



Greetings everyone.

Well we're about 1/3 the way through hurricane season and so far so good - let's see if South Florida - if not the entire state - can again escape the season without getting blown around.

Summer is usually a slow time in business as people take vacations prior to the start of the school year. And in this economy, "slow" may be an understatement. (For me I am taking advantage of the slow time to have some needed repair work performed around the house.)

Yet reaching out through Linked In via a new contact did yield a new client so there is work out there to be had. I'm discussing some collaborative efforts with another new connection too.

It's important not just to link but to reach out. I had a nice one-hour-plus chat with a valued link in Colorado in early August and we swapped client search strategies and other ideas as well as caught up on some personal aspects of each other's lives. Yup - I've got some nice, friendly, personal relationships with some of my links because I reach out to them. I also met a link while on a business trip to Ohio in July and we've kept in touch too.

Linked In likely remains the (likely) most power business connection tool out there so don't think you don't need to link, and if anyone on my newsletter recipient list would like to link with me feel free to send an invite to normank@katzscan.com. But just like attending face-to-face networking events, don't just show up but make an effort to communicate by taking the initiative to reach out.

Thanks again for allowing me to communicate with you.

(Previous newsletters are archived on the Newsletter Archive page of my Katzscan web site.)

Sincerely,

Norman

Norman Katz, CFE, CFS
Katzscan Inc.
<http://www.katzscan.com/>

Do you know of a company, *maybe your own*, suffering from disconnected dots?
<http://www.disconnecteddots.com/>

Let's link! www.linkedin.com/in/katzscan

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Looking back.....

.....I presented at the quarterly meeting of the VICS (www.vics.org) Trading Partner Alignment & Compliance (TPAC). The supplier education courses were officially launched on June 17th and I provided an update of this initiative. For more information on the supplier education courses please go to:

<http://www.vics.org/education/tpac-foundational-ecourses/>

.....I'd like to welcome a new client, Marble Of The World (www.marbleoftheworld.com)

.....I'm enjoying being a regular contributor to Michael Lamoureux's Sourcing Innovation blog (<http://blog.sourcinginnovation.com>). I'm writing about risks and fraud within supply chain operations. My archived blogs can be found at: <http://blog.sourcinginnovation.com/categories/Norman%20Katz.aspx> Since starting I've noticed that other blogs - some related to manufacturing and purchasing - are picking up the posts from Michael's site. Great visibility is only a blog or two away!

.....The UConnect session titled *Meeting And Exceeding Retail Requirements* was attended by approximately 125 people - an excellent crowd. This shows that many retail suppliers continue to struggle with meeting - let alone exceeding - the vendor compliance requirements of their retailer trading partners. If you or anyone you know needs help in this area I'm here to help.

Looking forward.....

.....In collaboration with Pilgrim Software (www.pilgrimsoftware.com), I'm presenting the following free webinars:

August 20th: Detecting & Reducing Supply Chain Fraud

November 5th: Good Governance For Supply Chain Operations

December 3rd: Crafting & Communicating Effective Vendor Compliance

Guidelines

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