



CONSULTANTS • ENGINEERS • STRATEGISTS



AUGUST C. TETZLAFF

Augie Tetzlaff has had a long and varied career in manufacturing and consulting. He has been a Chief Operating Officer, Project Engineer, Materials Manager, Purchasing Manager as well as manager for a division of a large consulting and accounting firm. Mr. Tetzlaff holds a B.A and MBA from Kansas University, CFPIM from APICS and is certified by the American Society for Quality.

Augie was hired by a manufacturer of electrical enclosures to prevent an imminent financial collapse. Using a Lean Strategy, he cut costs in personnel, materials and unprofitable accounts; raised productivity and set a strategy. Profitable operations returned within six months.

As Purchasing Manager for a large manufacturer of vinyl extrusions, Augie created & managed the company's purchasing & inventory management functions. He cut the costs of additives, reduced inventory by 53%; and cut stock-outs from 14 per week to less than 1.

As Director of Materials for a manufacturer of plastic packaging, Augie redesigned a warehouse and saved 21% on space and %20% on labor while raising the inventory turns from 4.3 to 11.2. He also achieved an annual cost reduction of \$2,450,000 on purchased materials.

As a consultant, Mr. Tetzlaff helped many clients implement Lean Strategies, implement MRP systems and develop quality programs. One client commended him for producing \$1.8 million net increase in profit in first year of Lean initiative. Another client credits him with eliminating impediments to sales growth which went from \$35 to \$150 million in 4 years.

Augie has been a guest lecturer for the University of Missouri's MBA program, a frequent speaker for the American Production and Inventory Control Society, American Society for Quality, Institute of Industrial Engineers, Society of Manufacturing Engineers, Institute of Management Accountants and others. He is a long-time member of APICS and has served that organization in many positions.