



A.M.P.A.

Association For Merchandise Planning and Allocation

NRF Annual Trade Show - New York January 19, 1998

The latest AMPA meeting was held on Monday, January 19, 1998 at the NRF Annual Trade Show in New York City. The following 14 people were present:

- Bruce Aitken, Business Analyst, Danier Leather
- Barbara Bryant, Merchandise Operations Manager, Edison Brothers Stores
- Judy Butler, Manager Planning & Allocation (Casual)
- Anthony Candella, Director Merchandise Planning, Coach Leatherware
- Terry Donofrio, President, RS&S
- Gene Eckles, Director Merchandise Area Planning, Walt Disney World
- Carolyn Goodman, Director Factory Inventory Planning & Allocation, Coach Leatherware
- Kestutis Karalius, Manager Planning & Allocation (Career), Modern Woman
- Bill Luckert, VP Consulting, Lake West Group
- Hanna McElroy, Store Planner, Starbucks Coffee Company
- John O'Leary, Senior Consultant, RS&S
- Jeff Shapiro, VP Planning & Allocation, Lechters Inc.
- Stan Tusman, VP Planning & Allocation, Edison Brothers Stores
- Sandy Prete, Systems Manager, Belk Store Services

The topics discussed and conclusions are summarized below:

AMPA Directory and Initial Survey:

- Reviewed the AMPA Directory and future updates and revisions that will be made. The Directory will be re-issued later this year.
- Reviewed the AMPA Member List - provided to all attendees
- Discussed the Initial Survey that was documented in the AMPA Directory

Future Meeting Dates and Format:

- Stay with the present AMPA meeting format: having members lead discussions on a pre-defined topic. It was suggested that attendees be included in the discussion to survey their companies approach concerning the topic in question.
- Stay with two AMPA meetings each year: at the midyear Retail Systems Conference (June) and the Annual NRF Trade Show (January)
- It was suggested that Merchandise Planning System vendors make a presentation to the group. Each would be given a time slot and defined outline/agenda would be followed. It was suggested that the talk involve their involvement with a retailer. It was also suggested that if possible a retailer attends with the software vendor. They should each submit their talk outline ahead of time for review.
- The next meeting will be held at Retail Systems 98 on Tuesday, June 16th from 1 p.m. to 6 p.m. RSA has been contacted and will provide a facility for our use.
- We will send out a series of topics to all AMPA members and ask for volunteers to pick a topic to prepare a short presentation and lead a discussion. We will then coordinate the speakers and prepare an agenda.

Merchandise Planning Forum:

- Continue to advise AMPA members when our on-line forum is being held.
- Move the on-line Merchandise Planning Forum to Fridays instead of Monday.
- The next on-line Forum will be Friday, March 20th. AMPA members are invited to take part.

Future Surveys:

- Continue with short surveys concerning Merchandise Planning topics. Keep surveys at one page each cycle so the effort is minimized. Have very targeted surveys (one main question) that are responded to quickly and results returned quickly.
- Survey topics can include role of planners, approximate salary range, planning organizations, planner responsibilities (\$ responsibility, number of depts/classes, level of detail), planning methods, planning systems etc.
- The next survey is being prepared and will be sent out in about 30 days.

AMPA Website:

- Continue with the AMPA website as a communication vehicle for AMPA information. AMPA information and documentation will continue to be posted on the AMPA website
- The AMPA website can be reached at: <http://www.rs-s.com>

Merchandise Planning:

- Develop a AMPA Merchandise Planning course that can be used to provide a standard for planners in the industry
- A course outline will be developed. Topic areas and the course outline will be developed and sent to the members for ideas, additions, deletions etc. This will provide a framework for the course.
- Course availability and presentation will be discussed.

Working with RSA:

- We will continue to solicit support from RSA to help support AMPA and its surveys.
- Improve the merchandise planning technology forum by adding various topic areas (e.g. planning process, planning organization, planning system) for discussion.

Technical Discussion:

- Stan Tusman from Edison Brothers Footwear Group gave a presentation and led a discussion on Assortment Planning Techniques and Planning Organizations. A very lively discussion took place during the presentation.



[Presentation](#)

