

## Preventing Excess and Unwanted Inventory OBP

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### Intent

By following best practices to prevent excess and unwanted inventory:

- More space is available for core product.
- Crew Chiefs can pull inventory more efficiently because of lower stocking levels.
- The employee experience is improved, with lower inventory levels and a more organized workplace.
- Inventory awareness is increased; it is easier to identify aging inventory.

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### Managing Excess and Unwanted Inventory report

The Marketing Assistant manager is required to review the Managing Excess Inventory report weekly.

- Identify the store's percentage of excess inventory as it compares to other locations and the target of 15% or below.
- Identify sets of 4 tires and share findings with sales staff. Look for opportunities to sell or return to vendor.
- Identify common sizes that could easily be sold as singles or spare tires and communicate findings with sales team.
- Identify aging inventory and **consult with manager for options**. (2+ year inventory is highlighted in red on the report.)

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### Follow Best Practices

Keep the team pro-active!

- Ensure that your team follows these best practices to **prevent** excess and unwanted inventory:  
[Treadwell with CES](#) with every customer.  
[Special Orders Best Practice](#)  
[Managing Layaways Effectively OBP](#)
- **Communicate the need to require a minimum \$25 deposit on special order product per special order Best Practice.**
- Alert employees and coach/mentor them to sell this product.

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### Contact

If you have questions or concerns, please speak with your manager or AVP.

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