

Preventing Excess and Unwanted Inventory OBP

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.
-

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.)
-

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.
-

Contact

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