



You take your vehicle in for regular maintenance.
You never miss that dentist appointment every six months.
You even see the doctor for your annual physical.

***But when was the last time
you gave your business a check up?***

The FHB Distributor Diagnostic Check

In today's busy world, servicing customers, managing operations & people, and staying ahead of the competition take up all your time. And rarely is there time left to run a performance check on your business...a big picture analysis to compare your operations to those of leaders in your industry. It's been said you can't improve what you don't measure. Nothing could be more true in the business world....especially for the **wholesale distributor**.

Using our **Distributor Diagnostic Check** tools, we will:

- Analyze key financial aspects of your business
- Assess important operational areas critical to your success:
 - o Inventory Management
 - o Order Fulfillment
 - o Warehouse Productivity
 - o Accounts Receivable Collection

Graphically present your financial results utilizing ratio analysis

Compare your financial performance to Canadian wholesale distribution leaders in your industry

Provide an easy-to-read written explanation of both your financial and operational performance



Subsequent to the completion of this Distributor Diagnostic Check, FHB will review our report in detail with senior management to identify and prioritize opportunities for improvement both financial and operational.

From here our role is based on your needs:

"We want to make these improvements but don't have the hours to properly implement these changes"

- FHB's Distribution Consultants will partner with senior management to propose, implement, and monitor solutions to ensure you capitalize on these opportunities, one-at-a-time. "Set 'em up & knock 'em down!"

"We can identify and implement the changes, but we want someone to score-keep our progress and help drive our success"

-FHB's Distribution Consultants can provide monthly or quarterly monitoring of those areas that senior management has identified for improvement. We establish benchmarks, identify incentive plans, monitor your progress, and reward your star performers.

Our extensive experience as wholesale distribution owners, managers and consultants, enable us to formulate and monitor your plan to take *your business to the next level*.

*Call FHB to speak with one of our wholesale distribution experts
to learn more about how our **Distributor Diagnostic Check**
can show you aspects of your business as you have never seen them before!*