

It all sounds so easy. Just have it in stock when the customer calls.



- Never mind it's an obscure repair part you haven't sold in months;
- Or the latest trendy product for which you've already tripled last year's sales and your supplier has had you on backorder for five weeks;
- And by the way, why is inventory growing more than your sales increase?

If anything is consistent across all wholesale distributors, it's inventory. It comes in all shapes, sizes, and colours. SKU's can be cheap or expensive, sold by the carton, the pallet, or individually. They can last on a shelf for years or have a lifespan of days. Some come from the other side of the world, others from down the street.

The inventory paradox...it's essential for a WD's very existence, but at the same time it is your biggest enemy.

F.H. Black & Company's Inventory Management Services

Utilizing years of extensive hands-on wholesale distribution experience, FHB's Distribution Experts can help you improve your inventory management. And not just with short term fixes. We will help you implement new management tools and processes that will allow you to *see and manage your inventory as you never have before.*



We will:

- review detailed inventory records for in-depth analysis.
- interview those who manage your stock to better understand your present inventory management methods.
- report back to you with:
 - a complete inventory categorization/analysis.
 - a list of potential dead stock and excess inventory items.
 - inventory benchmarks and targets for turnover, turn-earn index, and Gross Margin Return on Investment.
 - recommendations for performance-enhancing changes in inventory-related internal processes in the warehouse, with your purchasing agents, and throughout your order cycle.
- calculate suggested replenishment parameters, giving you the ability to upload these parameters periodically to your existing computer system.
- give you the in-house ability to run detailed inventory analysis reports like those used in our consultations and reviews.
- provide off-site phone and email consulting to assist in the implementation of your new inventory management plan.

Our extensive experience as wholesale distribution owners, managers, and consultants, enable us to formulate and monitor your plan to take your business towards best practices and increased success.

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