

# Inventory Turn Management





# Lower Your Inventory Increase Your Sales





# Inventory Turn Management

It isn't product sitting on this shelving.

IT'S YOUR  
CASH!!



# This Business Is All About Inventory Turns!

What is an Inventory Turn?

## EXAMPLE

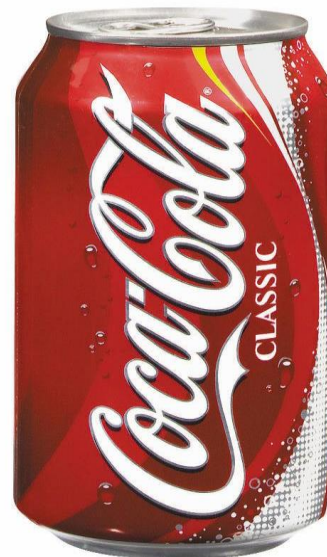
Coke 12oz Can:

- On the shelf            15
- Backstock                9
- TOTAL                      24

When you have sold all 24 Cans of Coke – THAT IS ONE TURN!

How many cans of 12oz Coke do you normally carry?

- Products on the shelf
- +
- Backstock and/or displays





# Inventory Turn Management

**The More  
Products You Have  
With HIGH  
Inventory Turns...**

**The More Money  
You Make!!**





# Inventory Turn Management

**The More  
Products You Have  
with LOW  
Inventory Turns...**

**The Less Money  
You Make!!**





# Inventory Turn Management

## STEP ONE

**FIND OUT WHICH ITEMS ARE NOT TURNING  
A MINIMUM OF ONCE PER MONTH**

Movement Analysis

Top 10000 Ranked by Single Qty

For last 12 weeks ending on 05/30/2015

Item	Size	Cost - Current	Sales - Current	GM - Current	Single Qty - Current	Rank
BORDEN WHOLE CHOC PT	PT	\$102.82	\$147.34	\$44.52	106.00	1
BORDEN HOMOGENIZED PT	PT	\$69.92	\$105.64	\$35.72	76.00	2
BORDEN ORNG JUICE PT	PT	\$76.32	\$114.48	\$38.16	72.00	3
BORDEN 2 PERCENT PT	PT	\$67.20	\$97.02	\$29.82	70.00	4
BORDEN STRWB MILK PT	PT	\$56.26	\$80.62	\$24.36	58.00	5
SBUX FRAPP MOCHA 13.7OZ	13.7OZ BTL	\$111.22	\$173.42	\$62.20	58.00	6
SBUX DS ENERGY MOCHA 15OZ	15OZ CN	\$87.33	\$136.23	\$48.90	57.00	7
SBUX DS ESPRSO CRM 6.5OZ	6.5OZ CN	\$79.50	\$126.67	\$47.17	53.00	8
BORDEN HOMOGENIZED HGAL	HGAL	\$138.21	\$156.97	\$18.76	51.00	9
BORDEN CHOC S QT	QT	\$83.00	\$114.50	\$31.50	50.00	10

# Inventory Turn Management

## STEP TWO

**ELIMINATE THOSE ITEMS NOT TURNING  
A MINIMUM OF ONCE PER MONTH**

- **Get product off the shelf right away.**
- **Schedule a vendor pickup or exchange.**
- **Mark down product to sell it out.**





# Inventory Turn Management

## STEP THREE

EXPAND ITEMS THAT ARE TURNING  
1.5 TIMES PER MONTH OR BEMORE

- Expand product into the spaces created by eliminating slow-turning items.





# Inventory Turn Management

## Three Things Will Happen

1. Your Total \$ Inventory Will Go Down  
“Lower Your Inventory”



2. Your Out-of-Stocks Will Be Reduced

3. Your Sales and Profits Will Go Up  
“Increase Your Sales”

