

# INVENTORY CHAMPIONS



A Podcast for Wholesale & Retail Inventory Heroes

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The Teacher



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The Voice



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The DJ

Challenge Every Executive & Inventory Professional  
to Deeper Financial Results





# INVENTORY CHAMPIONS

A Podcast for Wholesale & Retail Inventory Heroes

For Inventory Heroes Who Are Suddenly  
Asked **The Impossible:** Drop 10%



**“We Need to Drop Inventory”**

**10%, Now**

1

The key to  
lowering  
inventory  
is to buy **later**

The key to  
Increasing  
service  
is to buy **earlier**

# 7 Steps of Buying

1. Demand Forecasting
2. Lead Time Forecasting
3. Order Cycle Analysis
4. Service Level Management
5. Replenishment
6. Special Order Opportunities
7. Order Validity Analysis

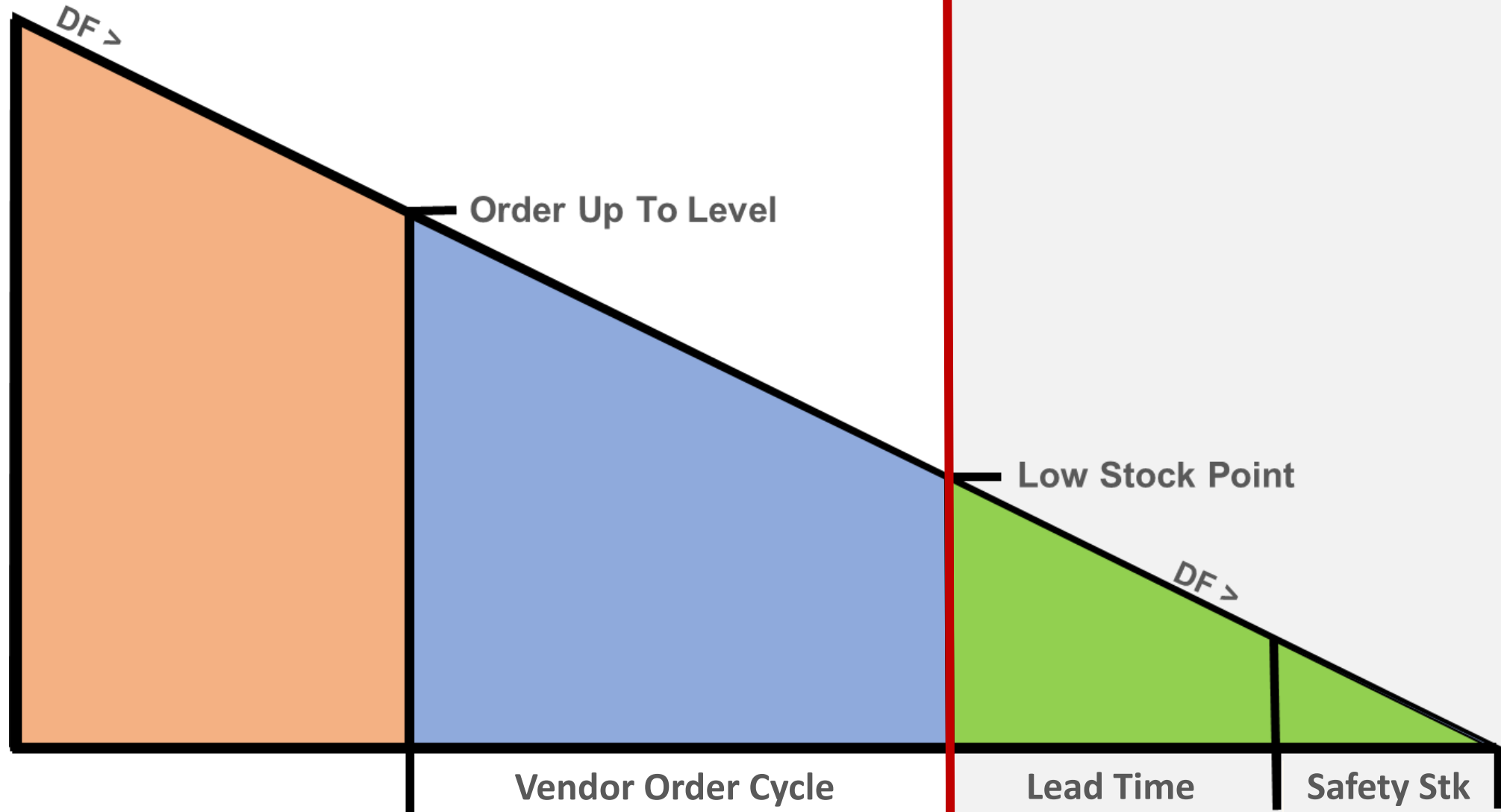


# HOW MUCH TO BUY?

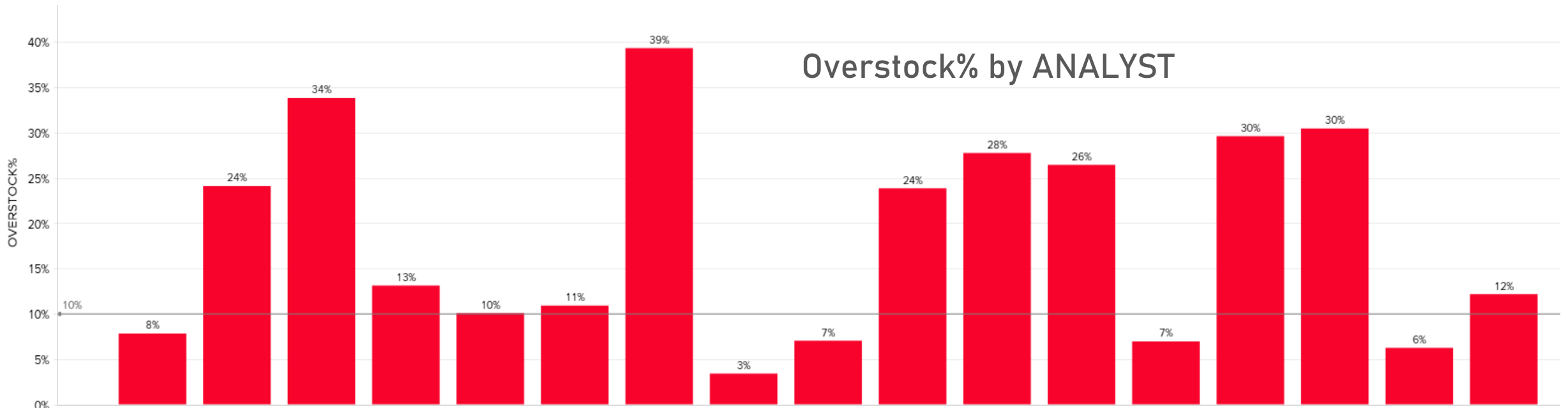
\$Inventory

# WHEN TO BUY?

%Service



For those with high Overstock%,  
it is very likely that you are buying too early!

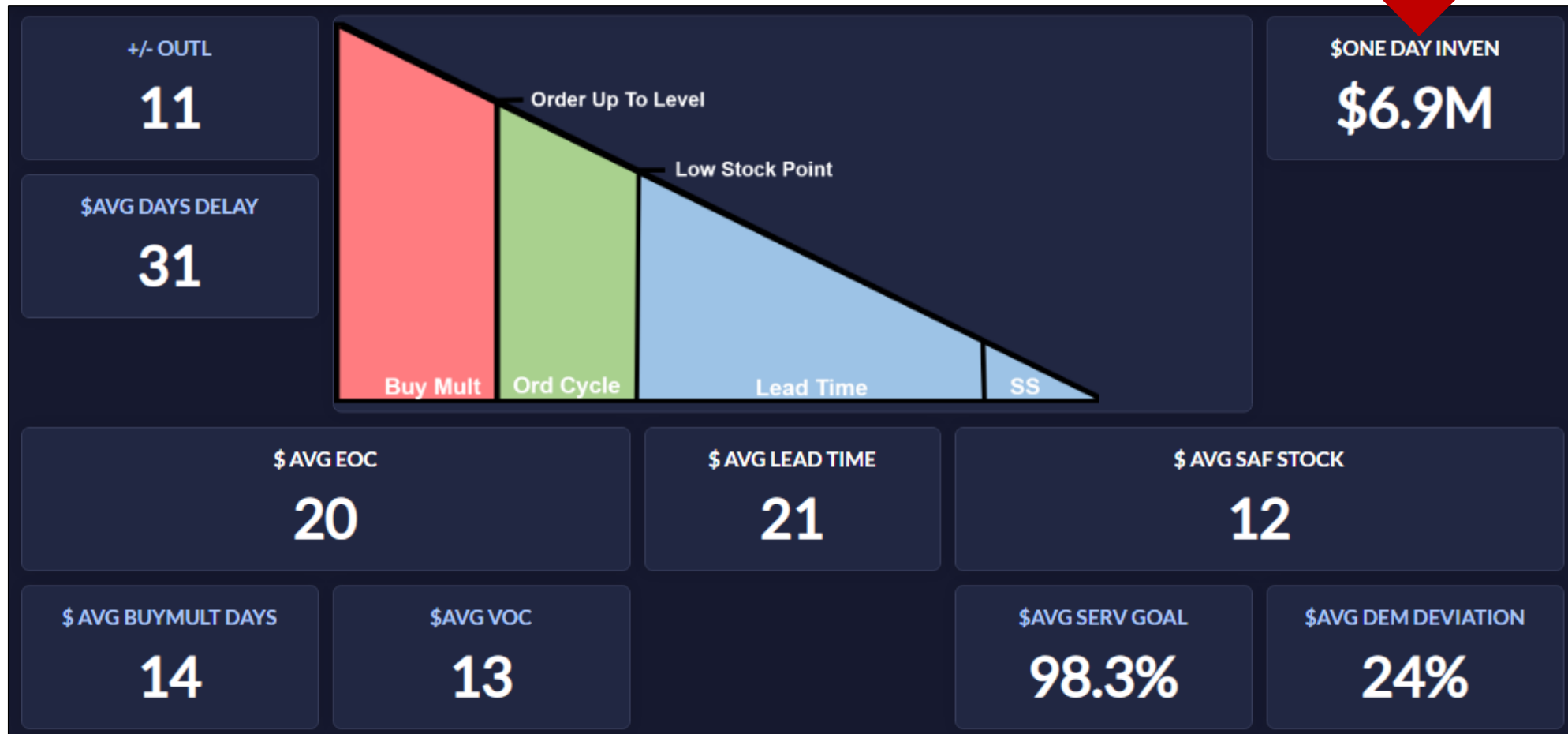


**Action: Set individual goals. Challenge each analyst to challenge each order.  
Force an overall refinement of the components**

3

# Know Your Component Values

**\$ONE DAY INVEN**



# Look for Lead Time Cushion

## LEAD TIME DELIVERY

LOCATION:  # MONTHS BACK:  BUYER:  SUPPLIER:

QTY RECEIVED:   RECEIVED \$:

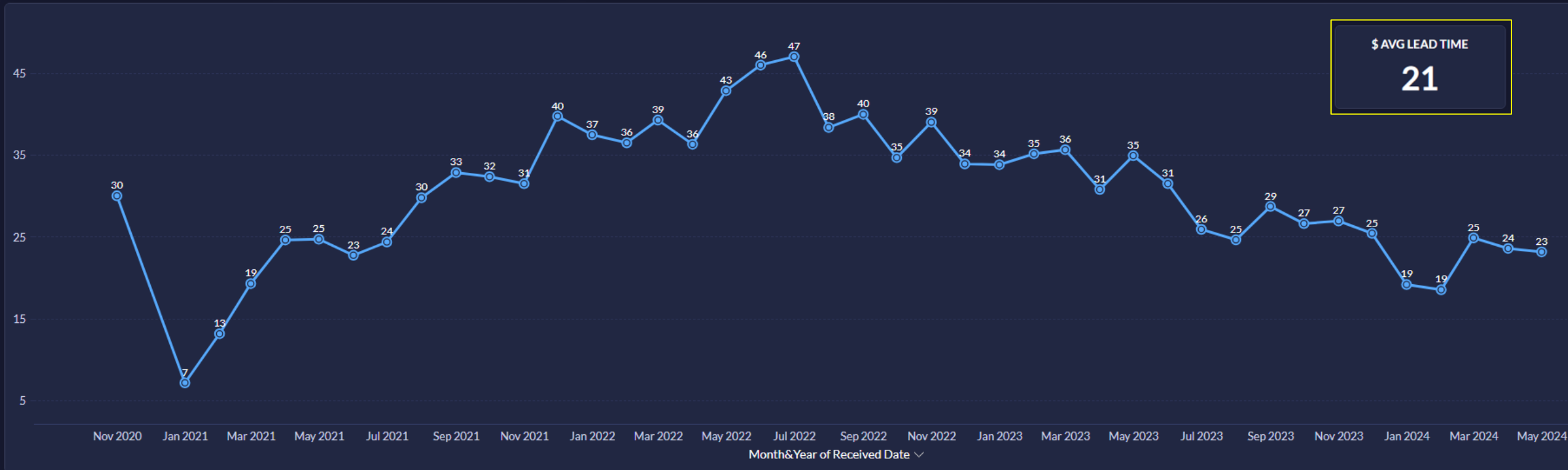
#POs RECEIVED  
**43,978**

#POs REC: LAST 90 DAYS  
**3,730**

AVG DELIVERY: LAST 90 DAYS  
**23**

\$ONE DAY INVEN  
**\$6.9M**

\$ AVG LEAD TIME  
**21**

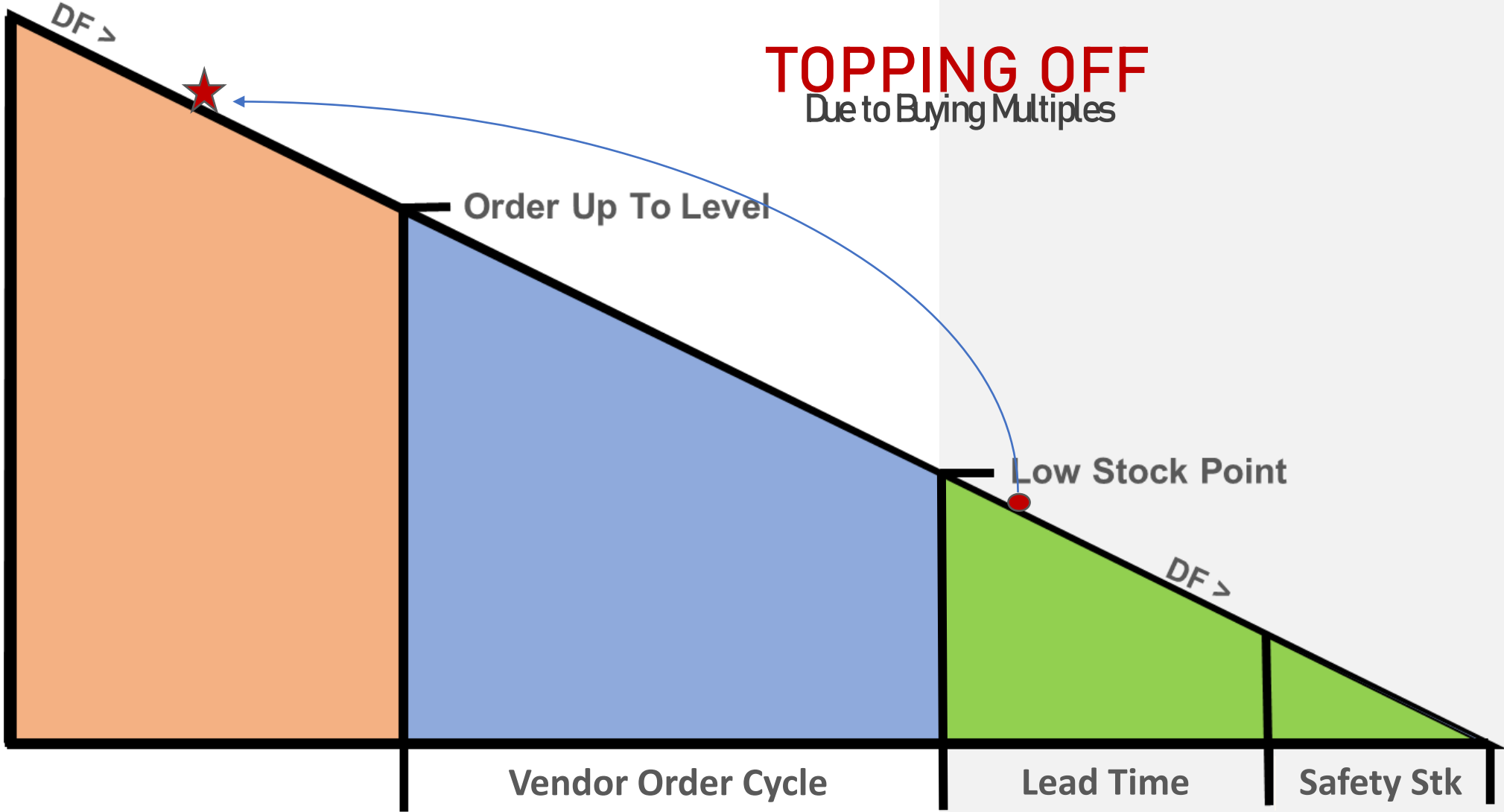


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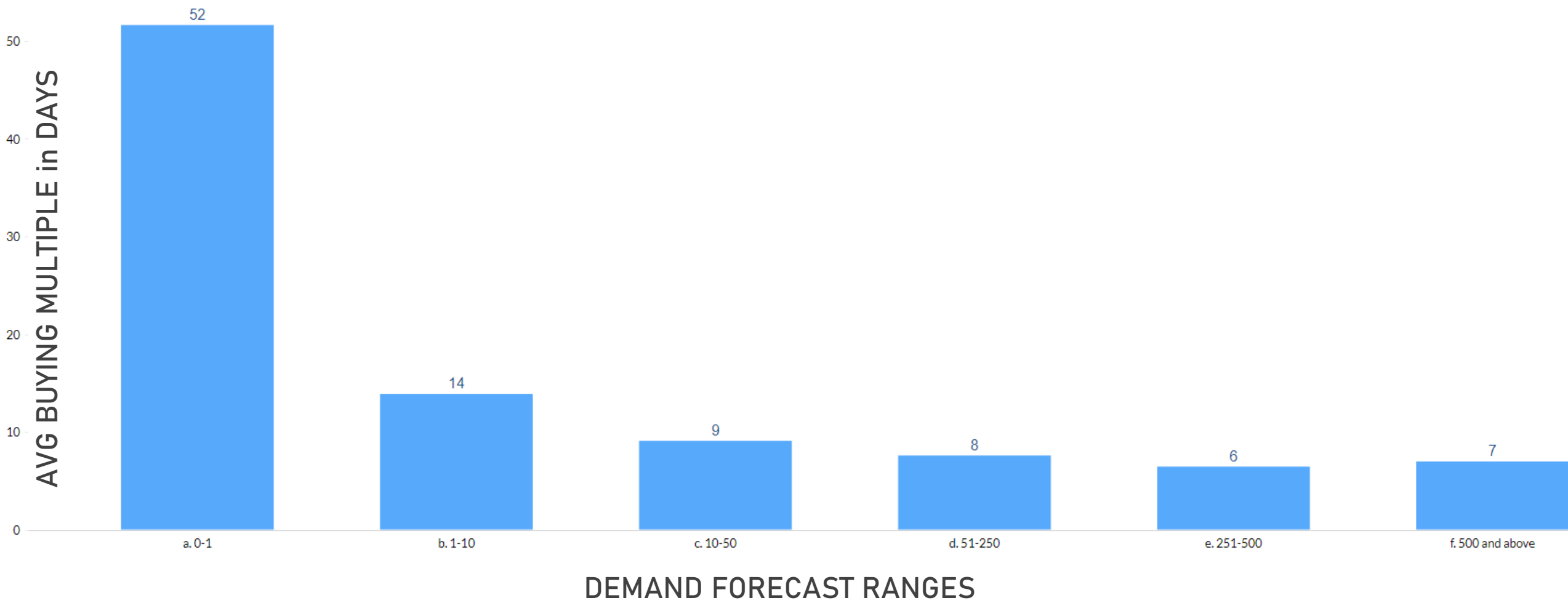
5

+/- OUTL  
11



# Smarter Buying Multiples

\$ AVG BUYMULT DAYS  
**14**



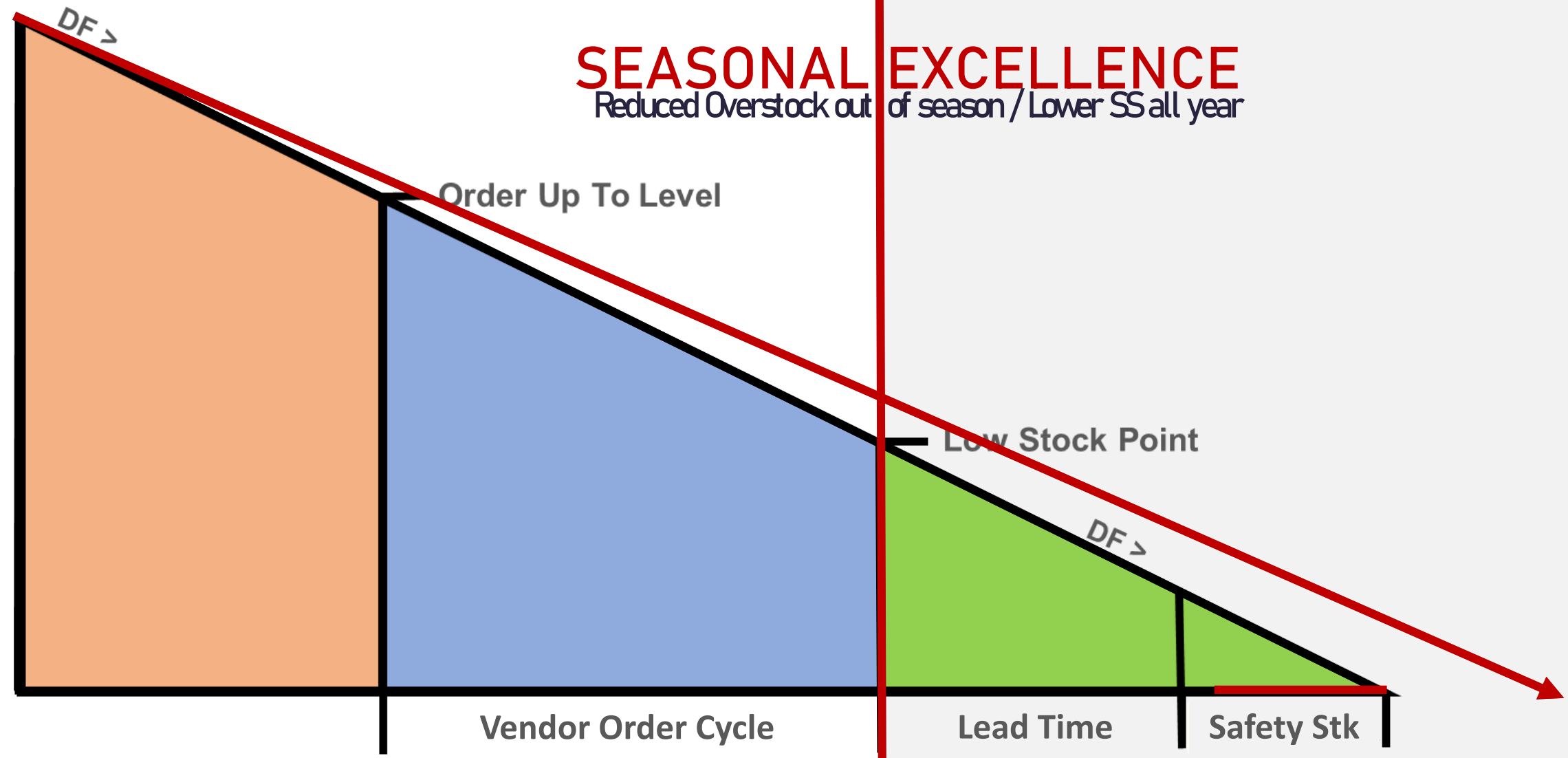
7

HOW MUCH TO BUY?

WHEN TO BUY?

# SEASONAL EXCELLENCE

Reduced Overstock out of season / Lower SS all year



# 8

## The Impact of Component Mgmt

1. Demand Forecasting
2. Lead Time Forecasting
3. Order Cycle Analysis
4. Service Level Mgmt
5. Replenishment
6. Special Order Opps
7. Order Validity Analysis

Seasonal Excellence

Trim the Cushion of Fear

Buying Multiple Mgmt

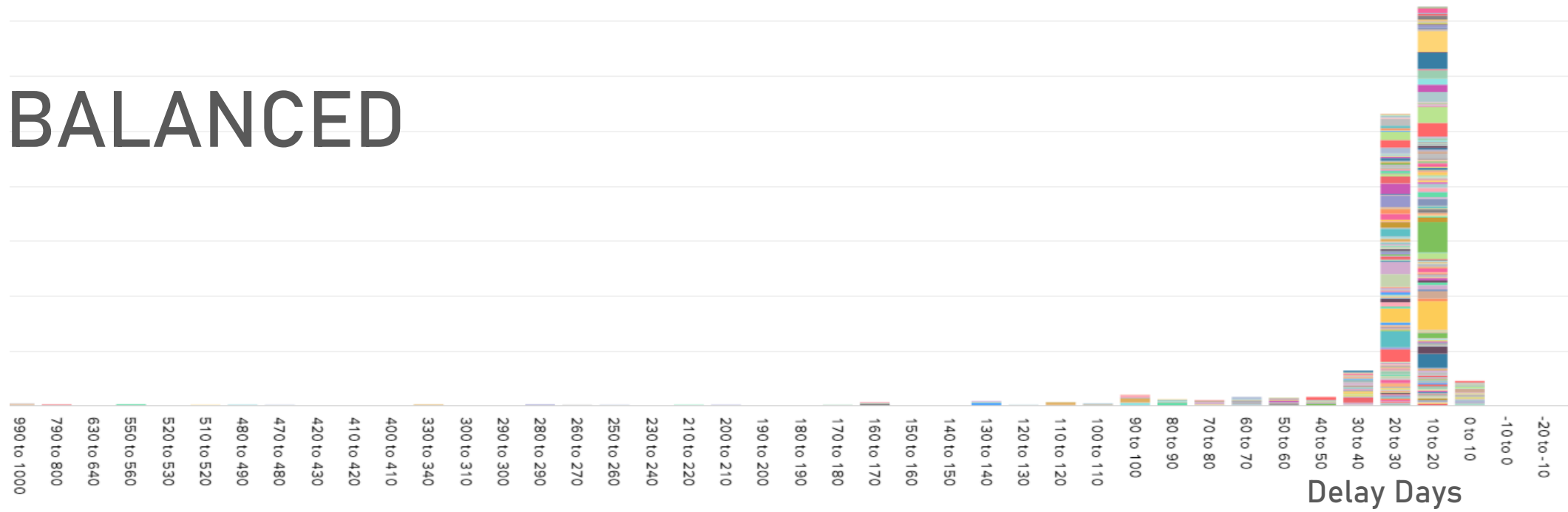
Find Mismatches

Stop Buying Early

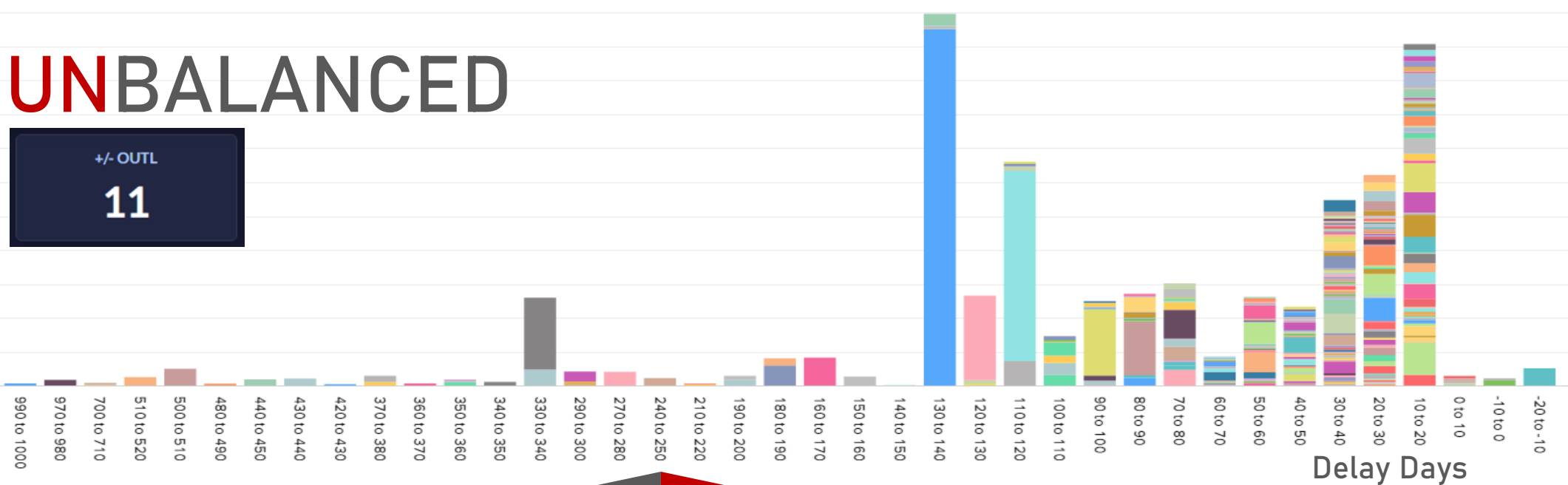
Forward Buy Effect Mgmt

Stop Extreme Top-Offs

# BALANCED



# UNBALANCED



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