

Too Much Unsold Stock (The Problem)

1. What is wrong?

We have a problem at **3 specific locations**: * Brandt Russell Guthrie * Bldg 80 Micro * Westin Long Beach

The Issue: We are keeping too much stock on the shelves. * **Too many snacks:** We have too many cookies, bars, and biscuits that people are not buying. * **Too many drinks:** We have too many juice and soda bottles sitting in the back room or on shelves for too long.

Why is this bad? * Our money is "stuck" in these items. * Because our money is stuck, we cannot buy the popular items that sell very fast. * The food might get old and go to waste.

2. What will we do? (The Solution)

We will make a simple trade.

1. **Stop buying the slow items:** We will reduce the stock of cookies and slow drinks.
 2. **Buy more popular items:** We will use that saved money to buy more of the "Top 20" best-selling items using a strategy called **FAST stock**.
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3. What is the result?

If we fix this at all our sites: * We will stop losing money on unsold food. * We will always have the best-selling items in stock for our customers. * **We will make more money:** We expect to make an extra **\$58,000 every month**.

Simple Summary: Sell the old stock. Use the money to buy the stuff people actually want.