

## Shrinkage (theft/misuse) – staff + audits

Your operator risk file shows that a small group of HIGH-risk operators (top 2–3 people per problem site) cause about 70–80% of shrink value at their locations.

By focusing audits, CCTV, and SKU locks only on these HIGH (and some MED) operators, your design can realistically cut 30–50% of total shrink at the pilot sites in Week-1 and more over time.

## Spoilage (expiry) – transfers/milk-runs

Your cross-site FEFO/transfer logic targets near-expiry SKUs that currently waste around \$605 per day, which is a large share of the spoilage value across those markets.

Daily milk-runs plus better display/rotation can remove most of that avoidable spoilage, so you are aiming to solve roughly 60–80% of the current spoilage problem at the pilot sites.

So overall, the pilot design is attacking the majority share (roughly two-thirds or more) of shrinkage and spoilage losses, by:

Staff side → HIGH/MED operator audits.

Inventory side → FEFO transfers and internal moves.

# SPOILAGE

`pilot_shrink_log_clean.csv-spoilage`

Export Transaction List → run code → print orders → \$466/day saved per site. Share yogurt rows from Transaction List for site-specific tuning.

**sit-specific tuning-set exact orders/transfers for that location only.**

### **Transaction List CSV**

Provides site-specific sales data (Site, Product/SKU, Date/Weekday, Qty\_Sold, MOR/EVE stock levels) needed to detect excess/deficits for transfers-without it, the code can't calculate what to move where across Westin/Bldg80/Brandt.