



Goals:

- ✓ Create a Brush Department that is more shopper friendly
- ✓ Reduce Clutter and eliminate picked through racks
- ✓ Eliminate Redundant Inventory
- ✓ Increase Brush Assortment to match paint sales and trends (Mixed Media)
- ✓ Make it easier to inventory & replenish
- ✓ Recapture shelf space and working capital!
- ✓ Watch inventory turns soar!

Plan:

Measure Productivity **by display rack**.

Group Displays **by category**.

Provide you with data so you can create an action plan!

THE WHOLE PICTURE

Retailer provides POS data

- ✓ Calculate & Compare Sales in units and dollars
- ✓ Calculate & Compare Inventory in units and dollars
- ✓ Calculate Stock Turns by display within each category!
- ✓ Review categories to find missing opportunities
- ✓ Compare to Paint Sales to unlock true potential!

HALF THE PICTURE

Distributor provides data from retailer's purchases

- ✓ Measure Purchases in units and dollars
Assume Purchases = Sales
- ✓ Review categories to find missing opportunities
- ✓ Compare to Paint Sales to unlock true potential!

To do:

Create export from POS for the following fields:

Vendor Part #	Sales in Units	Inventory in Units
Description	Sales in \$	Inventory in \$

*Send file to: database@sampro.com
(excel format preferred, text tab format is okay)*

To do:

Ask distributor rep to provide 12 months purchase data

Vendor Part #	Purchases in Units
Description	Purchases in cost \$

*Send file to: database@sampro.com
(excel format preferred, text tab format is okay)*

