

# Recreational Products Company



## Challenges

- ❑ High percentage of excess/obsolete
- ❑ Highly seasonal demand
- ❑ Multi-national distribution centers and branches

## Executive Summary

- ❑ Leading snow grooming manufacturer
- ❑ \$100M in sales
- ❑ Issues included inventory availability, unbalanced, and overstocked inventory

## Results

- ❑ Active Inventory reduced 16% (six months)
- ❑ Availability targets achieved