

Green Line reduces dead stock on low-selling parts by 78.5%



At a glance

- Founded in 1967, in Vancouver, British Columbia, Green Line Hose & Fittings is a family-owned, industrial hose and fitting leader with more than 200 different product lines.
- Green Line is more than garden hoses. Its 17,000 line items cover numerous industries, including construction, brewing, forestry, rental centers, mining industries, and more.
- Green Line has more than 15 locations occupying more than 500,000 square feet coast-to-coast across Canada.

In the last 12 months, Green Line saw ...

78.5%

decrease in dead stock on its D & E items



CHALLENGES



Green Line wasn't managing or tracking its slow-moving inventory, resulting in lost sales and overstock, as well as slow turns prior to Thrive.

Green Line had more than \$4.5 million in dead stock across its slow-moving D & E parts.

SOLUTIONS



Green Line turned to Thrive's AI technology Thermostock® to automatically identify and optimize its unmanaged SKUs.



**Implemented
Thermostock**



**Used data-driven
approach for decisions**

BENEFITS



How Thermostock works

1

Thermostock manages the slow-moving parts (**D and E for Green Line**) that make up the vast majority of wholesale distributors dead stock. It automatically recalculates optimal Mins every month based on recent sales and policies since slow-moving SKUs cannot be accurately forecasted.

2

Data drives decisions

Using Thermostock allowed Green Line to establish a baseline for decision making instead of relying on emotional decisions.

3

Automation

Thermostock analyzes recent sales of all Green Line's stocked SKUs. It marks those not sold in the last 12 months as nonstock or special orders, ensuring that their non-selling SKUs are not purchased to prevent dead stock.