



# HOW A PARTS INTENSIVE WHOLESALE KEEPS OPTIMAL INVENTORY OF SLOW-MOVING ITEMS

## AT A GLANCE

Thrive helps General Air Services see fill rates for parts soar to 88%.

- General Air, a gas and welding supplies distributor, was having trouble managing its low-volume SKUs.
- Its targeted fill rate was 80%, but it was having trouble reaching that mark.
- After implementing Thermostock, General Air's fill rate for those items rose to 88% consistently.

## THE CHALLENGE

- 97.8% of General Air's stocked SKUs sold 10 or fewer times in the last 12 months, including many with no sales.
- It had a very manual process, making inventory analysis of the 232,591 total active SKUs across 8 locations nearly impossible.
- General Air felt it didn't have "anything" as far as inventory went, and needed help getting the right product to the right location to ensure it didn't run the risk of lost sales.
- It set its internal fill-rate percentage KPI to 80%, which it would consistently fail to reach.

## THE SOLUTION

### 1. Implemented Thermostock®

Thermostock is a digital solution that works with your ERP system, automatically identifying and optimizing previously unmanageable low-volume SKUs and automatically recalculating Mins every month based on actual sales and policies, not forecasts.

### 2. Provide data to validate decisions

The data provides the ability to show and explain to people why they are seeing inventory levels at the level they are set.

### 3. Reduce dead stock & lost sales

By using Thermostock, General Air wanted to reduce its dead stock and ensure it had the items it needed at the locations it needed them to be.



## THE SUCCESSES

- General Air increased its fill rate to 88% - well above its 80% target. It hopes to get to 90% consistently in the future.
- Thermostock automatically non-stocks SKU's with no sales in last 12 months, reducing stocked items to 50.6% of the total SKU's. This contributes to reduction in dead stock.
- With Thermostock, the salespeople and branch managers now have visibility to why items are stocked or nonstocked and why the quantities are what they are. This reduces friction and makes stocking decisions much more productive.



**TARA CUNNINGHAM**

Purchasing Manager

“The biggest difference after implementing Thermostock is that I do, 100%, have more awareness for why things are the way they are.”