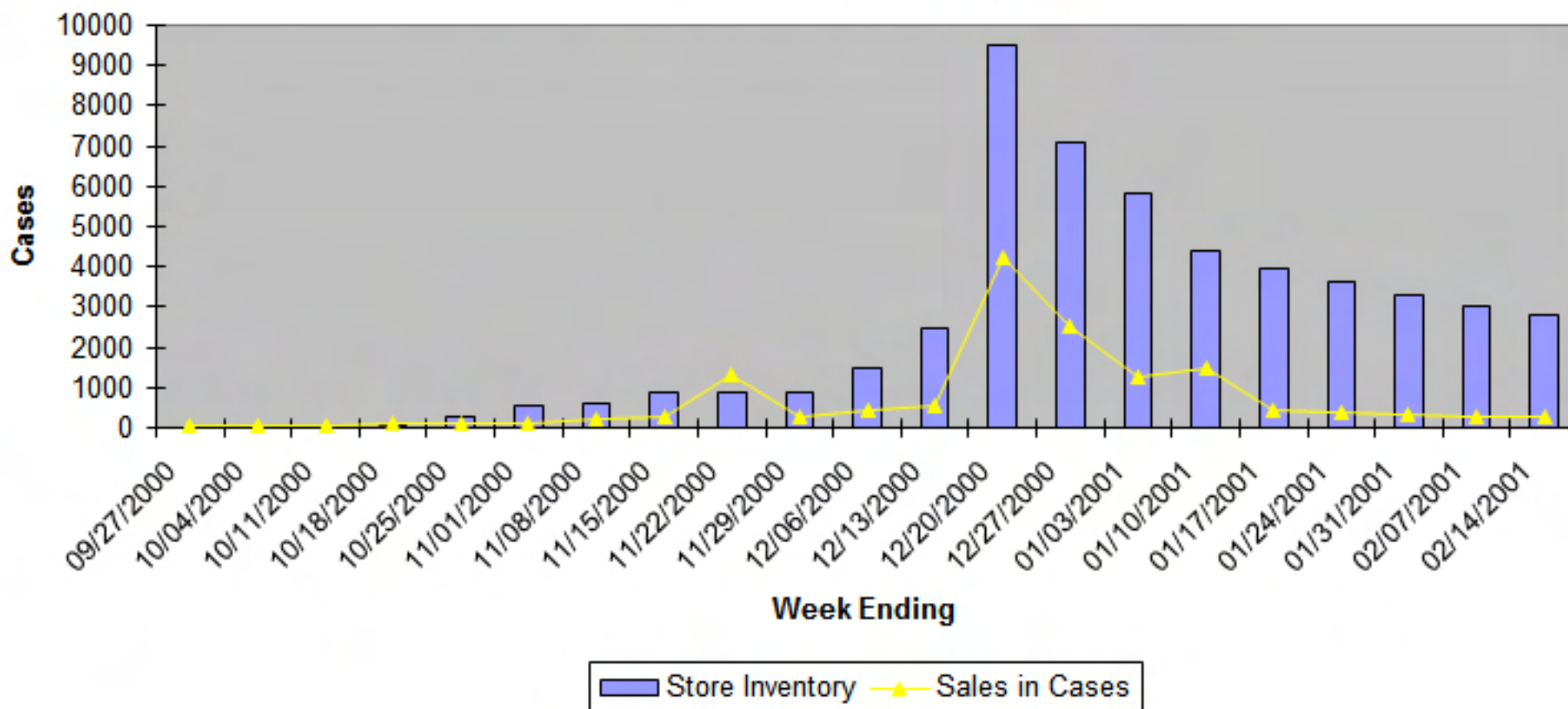


Opportunity: Seasonal demand can result in excess inventory that clogs up display space and increases in-store markdowns. Improving Clients ability to accurately forecast quantities required due to seasonality would likely reduce excessive inventories and markdowns.

Sales versus Inventory for Pecans



- Chart shows store inventory and sales
- Excessive pecan inventory level resulted in in-store markdowns
- Stores have over 2,700 cases of pecans in inventory