

InventoryControl Reduces Shrinkage for Tackle Shop

Drew Farrell was hired by a successful tackle shop to address their inventory problems. The tackle shop operates a store front during the tourist season in a resort town, and an online business year-round. They have approximately 16,000 part numbers and keep about \$800,000 of inventory on hand, but, with no inventory tracking system in place, they had no way of keeping track of inventory levels, costing them thousands of dollars in lost opportunity sales every season.

Drew immediately began searching for an inventory control solution and, in about one week, he decided on Wasp InventoryControl. He was impressed with the speed of the software, its cycle-counting feature, and it fit well within the budget. He was pleased with how user-friendly InventoryControl was as the staff was not computer-savvy.

Within two weeks of implementing InventoryControl, Drew discovered \$150,000 of shrinkage over an 8-year period. He was able to use the cycle-counting feature to address the shrinkage issue. InventoryControl was installed on a stationary PC, but could be accessed by a laptop via the remote desktop connection. If there was a suspicion of theft from an area of the store, an employee could take the laptop with a barcode scanner to the shelf, quickly scan all the products there, and compare the stock with InventoryControl's records.

InventoryControl also helped the tackle shop ensure the proper stock levels. There are 3 seasons in which fish are running in the area and each season lasts about 4-5 weeks. Inventory levels through each season are crucial to making each season as successful as possible. As Drew stated, "Unless you have an accurate count at all times, you don't know what to order and you are missing sales."



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