

Not sure if inventory-sharing is viable for your company? WarehouseTWO has come up with a list of “eligibility factors” for you to consider. The more that apply to your business, the more you can gain from formalized inventory-sharing.

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| <input type="checkbox"/> | <p>1. You are a manufacturer of durable goods sold through independently owned, franchised wholesaler-distributors...</p> <p style="text-align: right;">...Or...</p> <p>...you are a wholesaler-distributor of durable goods, purchased directly from the manufacturer through a franchise agreement, which you sell directly to end-users.</p> |
| <input type="checkbox"/> | <p>2. There are multiple piles of finished goods inventory in the wholesale channel.</p> |
| <input type="checkbox"/> | <p>3. The products you sell have clearly defined part numbers, (usually established by the manufacturer).</p> |
| <input type="checkbox"/> | <p>4. You own unwanted inventory (e.g., slow-moving, dead, or from a manufacturer you no longer represent).</p> |
| <input type="checkbox"/> | <p>5. You sell within a specific geographic territory; there are peer wholesaler-distributors who sell within other territories.</p> |
| <input type="checkbox"/> | <p>6. Manufacturing lead times for the items you sell can often exceed two weeks.</p> |
| <input type="checkbox"/> | <p>7. You will never have in stock every item that your customer(s) might want, either due to immense variety or inconsistent usage.</p> |
| <input type="checkbox"/> | <p>8. Distributors: your manufacturers do not willingly take back for credit or exchange your unwanted inventory.</p> |
| <input type="checkbox"/> | <p>9. Distributors: you lose orders because of lack of product availability or unacceptably long lead times from the manufacturer.</p> |
| <input type="checkbox"/> | <p>10. The products you sell have long shelf lives; over time, unwanted inventory accumulates in the wholesale channel.</p> |
| <input type="checkbox"/> | <p>11. Distributors: your manufacturers have restrictions or incentives to purchase in minimum PO line quantities, or in case/box quantities.</p> |
| <input type="checkbox"/> | <p>12. Finished goods are in stock at the manufacturer, but the only way for its wholesaler-distributor to know what’s in stock is to call in (or e-mail or fax) a stock check request.</p> |
| <input type="checkbox"/> | <p>13. Distributors: you have previously <u>purchased</u> a needed item from a like-franchised wholesaler distributor, to fill your backorder...</p> <p style="text-align: right;">...Or...</p> <p>...you have previously <u>sold</u> an item to a like-franchised wholesaler distributor that he needed to fill his backorder</p> |