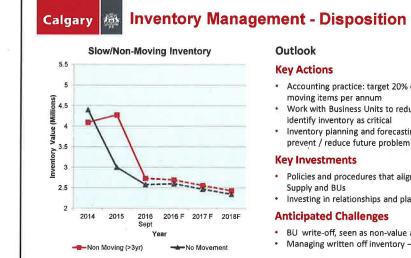


11/21/2016



Story Behind Performance

 Inventory value, volumes have grown without necessary policies, procedures and alignment to address non-moving / obsolete stock.

•≈ \$7m non-moving / obsolete in 2014.

- Accounting practice: target 20% disposition of non
- Work with Business Units to reduce, remove or
- Inventory planning and forecasting with BUs to
- Policies and procedures that align goals between
- Investing in relationships and planning with BUs
- BU write-off, seen as non-value add
- Managing written off inventory dispose, keep



