

# Inventory Management & Exploring Secondary Markets

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# Background:

- NCSU Graduate '98
- Gulfstream Seafood (Fresh Fish Importer/Distributor)
- JTP Global (Perishable Logistics)
- JTP Sales (Secondary Food Wholesaler)

# Inventory Challenges:

- **Excess Inventory**
- **Slow-moving Inventory**
- **Close-dated Inventory**
- **Out-of-date Inventory**
- **Change of Labels**
- **Cancelled Orders**
- **Rejected Product**
- **Out-of-spec Product**
- **B-grade or #2 Product**

# Solutions:

- **Don't get stuck holding problem inventory.**
- **Hoping for that one customer who will take the problem.**
- **Does consignment really work?**
- **Finding the right partners to assist when the time calls.**
- **Secondary Markets and who are they?**

# “Sub-Culture” of the Food Industry:

- **Discount Grocery Stores**
- **Buffet Restaurant Chains**
- **Employee Feeding Programs**
- **Mass-feeding Operations**
- **Amish / Mennonite Communities**
- **Prisons / Jails / FEMA Disaster**
- **Further Processors / Pet Food Companies**

# How JTP Sales Can Help?

## Our Family Of Companies below:

- JTP Sales (Purchasing & Procurement)
- Prime Food Sales (Sales & Marketing)
- Prime Food Distributor (Fresh Beef Processing & Distribution)
- Western Beef Grocery Stores (Low-Cost Supermarket Chain)
- National Food Distributors (Food Service Distribution)
- JW Sales (Government Contracting & Distribution)

# Question & Answer