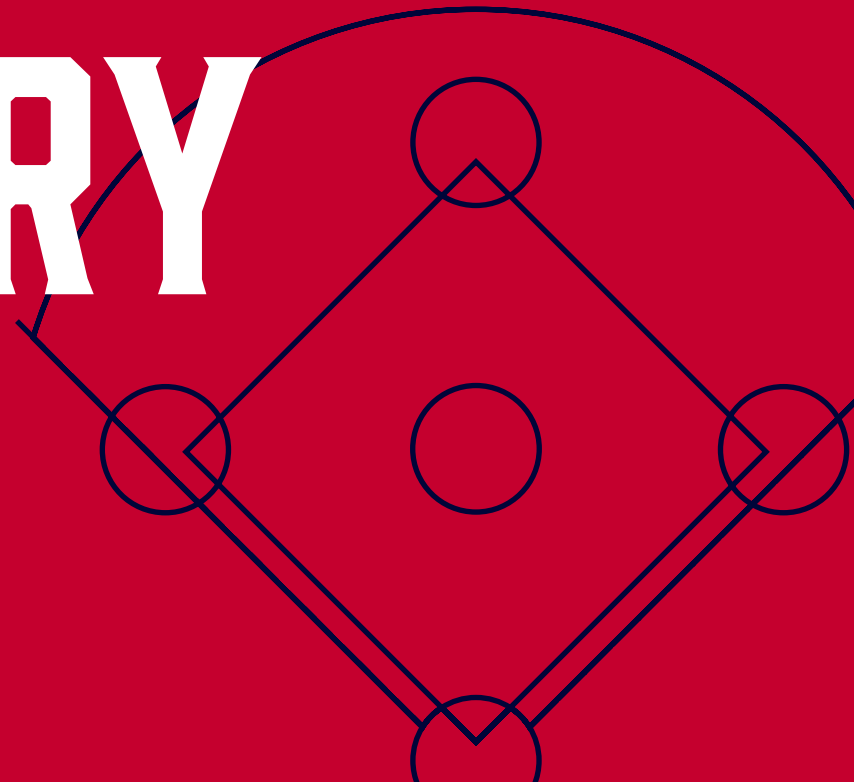


04

INVENTORY



Inventory Management

Storage

The goal of a successful concession stand is to move through inventory quickly and efficiently. This can be done by having a good mixture of items including items that can sell relatively quickly. It is helpful to contact your local supplier representative, retailers, or even your board/league parents to get a better understanding of the potential inventory flow.

Additional factors you should consider are your amount of storage space, climate, demographics, and consumption habits of your customers. Paying attention to your customers purchasing habits as mentioned in Section 2 of this guide will help you manage your inventory. Additionally, do not be afraid to discount slow moving items to free up storage or menu room if you are able to. Should you make a mistake in your inventory, work to remedy as quickly as you can in order to maximize profits.

Remember, storage should always be thought of before you go to purchase, but for those with a limited amount of storage, here are some tips:

- Use secure, airtight plastic containers to increase storage time
- Make sure containers are lightweight and easy to transport
- Check to see if your volunteers or even your Parks and Recreation Department or facility owner can help you store some of your inventory

Tips on Avoiding Spoilage

In order to minimize spoilage, you should examine the following factors:

- Peak traffic periods
- Estimated sales
- Purchasing frequency
- Storage capabilities

Additional factors you should be aware of are direct and indirect sunlight exposure, moisture, temperature fluctuations, and expiration dates as these can all attribute to spoilage.

Every product you plan to purchase for your league's concession stand should be looked upon and treated like an investment that should not be wasted.