



“Future Made Simple”

Tornada Incorporated
250 Yonge Street, Suite 2201
Toronto, Ontario, M5B 2L7

Main: 647-715-5257

Sales: 1-855-TORNADA

Email: info@tornada.ca

Client’s Industry: Flooring Wholesale – in Canada

Market Share of Companies

There are no companies with dominant market shares in this industry

Industry Statistics & Market Size

Revenue	Annual Growth 11-16	Employment Businesses
\$3bn	0.3%	4,684 409

Challenges:

- Unpredictable demand
- Obsolete Inventory
- High OPEX

Solution:

- We built supply demand tools that assist in visibility of demand views in 30-60-90 days to reduce holding costs
- We identified areas of high costs including inventoried SKUs, carriers’ rates and overheads
- We implemented strategies to mitigate shortage risks by building a demand forecast process with sales team

Result:

- Successfully reduced 28% holding costs
- Eliminated over \$1.6M in early contracts which would result in excess in inventory if such risk was not identified
- Increased Order Fill-rate by 15% to a total of 95% overall without increasing inventory-on-hand
- Optimized cash flow successful by applying cash disbursements where contracts of materials are necessary using supply demand model