

15 Ways to Get Rid of Obsolete Inventory

1. Sales Push Campaign - Regular prices with incentives for salespeople
2. Close-out Sales – Discount prices to customers
3. One-Time Sale to Specific Customers – Sale of large block to one customer at a discount
4. Sales to Competitors – At cost or cost plus 10%, etc.
5. Sales to Anybody – At 80 to 90% of cost
6. Returns to Suppliers – Pay restocking charge or negotiate credit against new purchase
7. Vendor Assistance – Enlist their help
8. Substitute – To customers in place of less expensive items ordered, with approval of course
9. Garage Sale – Advertise to anyone including employees and general public
10. Close-out Merchandise Counter – Encourages impulse buyers and bargain hunters
11. Permanent Store – Operated by the company to move only dead stock
12. Special Write-off at Higher Than Cost – When donating merchandise to organizations that qualify under IRS code 170(e)3. In some cases up to 200%. See your tax advisor.
13. Normal Write-off After Charitable Contribution – To hospitals, etc.
14. Write-off and Sell as Scrap
15. Write-off and Dump