



# NETSTOCK packs in value for Ward Packaging

NETSTOCK  
Success Story

## Challenge

Ward Packaging needed a solution to determine the appropriate levels of inventory to support a growing business with a vast range of diverse products

## Solution

NETSTOCK was integrated with Ward Packaging's ERP (enterprise resource planning) system

## Result

Ward Packaging increased their fill rate by 5% and beat their previous best sales month in four of the last nine months

### Customer

WARD PACKAGING

### Industry

Packaging Distributor

### Location

Malaga, Western Australia

Ward Packaging services the catering, hospitality and retail industries in the Perth metropolitan and WA country areas.

Like all distributors, Ward Packaging strives to satisfy customer demands without overstocking. This can be extremely difficult when you offer a diverse range of over 2,000 food packaging, wrapping and cleaning products, many of which are biodegradable or recyclable. Add to this custom-printed products and the Ecostyle Bamboo range and it is easy to see how complex a task this is.

### A BALANCED INVENTORY

The ability to simultaneously profile products according to the value of sales and unit movement has proven valuable for Ward Packaging. NETSTOCK highlights your most important products and recommends investment accordingly, ensuring an optimum return on investment.

"The NETSTOCK matrix helps us to focus on those products that are important to our customers and to our business, and to set different inventory policy based on the profile of the product" explains Rob Krsanac, general manager of Ward Packaging.

**"Our inventory is in much better shape purely by investing in the right products, with our excess inventory down 36%, stock-outs down 68% and surplus orders down 85%."**

Rob Krsanac,  
General Manager,  
Ward Packaging