



HEAT UP YOUR SAVINGS – WITH IMPERFECT WATER HEATER DEALS

MEMBER: HIRSCH PIPE AND SUPPLY, LAWNDAL, CA

FEATURED LEADER:

Abel Pineda, Regional Manager

CHALLENGE:

Hirsch Pipe and Supply faced a recurring issue with “imperfect” water heaters—products that could not be sold at regular price due to damaged boxes, missing packaging, or minor dents. These items tied up valuable inventory space and capital while offering no clear path for recovery.

SOLUTION:

Abel Pineda developed the “**Heat Up Your Savings – With Imperfect Water Heater Deals**” project to transform this challenge into an opportunity. By identifying, categorizing, and remarketing imperfect heaters, the initiative aimed to both reduce inventory pressure and create new value for customers.

RESULTS:

Cost Recovery: Enabled the organization to recoup dollars otherwise lost on unsellable inventory.

Inventory Efficiency: Freed up valuable storage space while improving inventory management.

Customer Value: Offered customers great deals on functional products at reduced prices.

Scalability: Successfully piloted in one region, with expansion discussions underway.

WHAT MEMBERS ARE SAYING ABOUT THE MDM PROGRAM:

“The program not only helped me enhance my ability to inspire and lead others within my organization but also to expand my network of industry professionals. The program gave me the opportunity to learn from industry experts and to connect with professionals outside our organization from various skill levels.”

*Abel Pineda
Regional Manager*