Skuu

FREE GUIDE

7 hidden leaks costing distributors thousands

And how to fix them this month: where money slips out between the order and the invoice.

START HERE

Most distributors don't lose money in one big mistake. They lose it in seven small ones, every day.

Each leak below is small enough to ignore on a busy day. Added up over a year, they're often worth more than a new truck. Every page shows how to spot the leak, a worked example of what it can cost, and how to fix it, with or without new software.

The dollar examples use round example numbers. Swap in your own: the scorecard at the end makes it quick.

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LEAK 1 OF 7

Orders that live in text messages

Every order typed from a text is a chance to miss an item, mix up a flavor or forget the order completely.

WHAT IT CAN COST

Example: 150 orders a week, 1 in 50 with a missed or wrong line worth $40 = $120 a week, about $6,200 a year, before the time spent re-typing.

How to spot it

- Orders arrive by text, photo, voicemail and phone
- Someone re-types each one before it can be picked
- Stores say "I ordered that" and you can't find it

How to fix it this month

1. Give every store one place to order, with their own prices
2. Stop taking orders by text for repeat items
3. Send a written confirmation for every order

HOW Skuu FIXES IT

Store customers order from their own account. The order goes straight to a pick list, nobody re-types it.

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LEAK 2 OF 7

Price sheets that are out of date

Your cost goes up, the price sheet in the store's drawer doesn't. You sell at last month's price until someone notices.

WHAT IT CAN COST

Example: a $1.50 cost increase on 30 items, 200 cases a week across them, caught 3 weeks late = $900 of margin gone.

How to spot it

- Prices live in a PDF, a spreadsheet or someone's head
- Drivers quote prices from memory
- Supplier increases take weeks to reach your customers

How to fix it this month

1. Keep one price list per customer type, in one place
2. Update prices the day your cost changes
3. Show stores the price at the moment they order

HOW Skuu FIXES IT

One price list per customer, updated once, live everywhere: the store's account, the driver's phone and the invoice.

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LEAK 3 OF 7

Mis-picks that turn into credits

The wrong flavor, the wrong count, the wrong size. Each one is a credit, a second trip or an unhappy store.

WHAT IT CAN COST

Example: 2 mis-picks a day at $35 each, plus a $25 return trip half the time = about $60 a day, over $15,000 a year.

How to spot it

- Pickers work from paper lists
- Credits and returns for "wrong item" every week
- Drivers carry extra stock "just in case"

How to fix it this month

1. Pick from a printed or on-screen list in shelf order
2. Scan every item's barcode before it's loaded
3. Track credits by reason so you can see the pattern

HOW Skuu FIXES IT

Scan-to-pick checks every barcode against the order, so the wrong item gets caught in the warehouse, not at the store.

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LEAK 4 OF 7

Money owed that the driver doesn't know about

Your driver stands in the store that owes you $1,800 and doesn't know it. The best time to collect walks right by.

WHAT IT CAN COST

Example: $20,000 in invoices over 30 days. At 1% a month in carrying cost and the risk of a store closing, that's real money every month.

How to spot it

- Open balances live only in QuickBooks
- Drivers collect cash and checks without a record on the spot
- Statements go out monthly and get ignored

How to fix it this month

1. Give drivers each store's open balance at the stop
2. Record every payment on the spot, with a receipt
3. Put pay-on-delivery stores on a short list

HOW Skuu FIXES IT

The driver app shows each store's open invoices at the stop and records cash, check or card as it's collected.

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LEAK 5 OF 7

Typing every invoice into QuickBooks twice

Every sale typed into QuickBooks by hand costs minutes, and every typo costs more.

WHAT IT CAN COST

Example: 150 invoices a week at 3 minutes each = 7.5 hours a week, close to 400 hours a year, plus the errors.

How to spot it

- Office staff re-enter orders as invoices
- Month-end takes days of matching
- Your accountant asks about the same mismatches every month

How to fix it this month

1. Connect your ordering to QuickBooks instead of re-typing
2. Match items by code, not by name
3. Send each sale as its own invoice, not a daily total

HOW Skuu FIXES IT

Each delivered order goes to QuickBooks as its own invoice, with payments applied. Nobody types it twice.

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LEAK 6 OF 7

Stores that quietly stop ordering

A store that ordered every week skips one, then two. Nobody notices until it's buying from someone else.

WHAT IT CAN COST

Example: lose 3 stores a year that each bought $250 a week = $39,000 a year in sales, every year after.

How to spot it

- No one watches order frequency by store
- You hear about lost stores from the driver, weeks later
- Best customers get the same attention as the rest

How to fix it this month

1. List stores whose orders dropped this month
2. Call before the second missed week, not after
3. Send reorder reminders on the day they usually order

HOW Skuu FIXES IT

Store history shows what each store buys and how often, so a drop shows up in days, not months.

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LEAK 7 OF 7

Paying for five tools that don't talk

An online store, an inventory app, a routing app, a QuickBooks connector and spreadsheets. Five bills, and the gaps between them are where the other six leaks live.

WHAT IT CAN COST

Example: a common stack of store, inventory, routing for 4 drivers and a QuickBooks connector runs about $655 to $1,125 a month at list price.

How to spot it

- Four or more logins to run one day
- The same customer or product entered in several places
- Nobody can tell you profit by store or route

How to fix it this month

1. List every tool you pay for and what it does
2. Count how many times a single order is typed
3. Pick one system for order to invoice

HOW Skuu FIXES IT

Ordering, picking, routes, QuickBooks and profit in one app, from $500 a month with 15 users, set up for you.

YOUR LEAK SCORECARD

Check every leak you have. Write in what it costs you.

	LEAK	YOUR WEEKLY COST
☐	**Orders that live in text messages** Orders arrive by text, photo, voicemail and phone	
☐	**Price sheets that are out of date** Prices live in a PDF, a spreadsheet or someone's head	
☐	**Mis-picks that turn into credits** Pickers work from paper lists	
☐	**Money owed that the driver doesn't know about** Open balances live only in QuickBooks	
☐	**Typing every invoice into QuickBooks twice** Office staff re-enter orders as invoices	
☐	**Stores that quietly stop ordering** No one watches order frequency by store	
☐	**Paying for five tools that don't talk** Four or more logins to run one day	
	Total per week × 52	

Three or more checked? You're paying for a system you don't have.

Skuu

Fix all seven in one app.

Skuu puts ordering, pick lists, scan-to-pick, driver routes and QuickBooks sync in one app, set up for you by our team. From $500 a month with 15 users.

Live in 30 days, or Skuu is free until you are.

Get your plan in 60 seconds: skuu.app/book-a-demo

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