CASE STUDY: CADBURY IN INDIA

PERFECT VERTICAL PRODUCT PLACEMENT OF CHOCOLATE







- \rightarrow Poor visibility and orientation → Accessibility limited on
- lower and higher shelves
- → Unattractive shelf display
- for an impulse category → Poor utilization of space
- → Products tilt backwards

- POS-7 Pushfeed System:
 - \rightarrow only 2 components, easy to install
- → Automatic front of shelf display 0
 - \rightarrow Fill and remove easily and gently
 - \rightarrow High stability, no damaging of goods
 - → Aluminium rail and transparent panel lend a high quality look



- ightarrow + 23 % sales in total
 - ightarrow + 35 % more space on the shelf enabling the placement of additional products
- \rightarrow Always the best visibility and accessibility
- \rightarrow Better differentiation between varieties and customer orientation
- \rightarrow Reduced cost of shelf maintenance
- \rightarrow High satisfaction level among shop employees and customers

