CASE STUDY: EDEKA + GERMAN FROZEN FOOD ASSOCIATION **PERFECT PRODUCT PLACEMENT** OF FROZEN FOOD





- THE SITUATION
- → poor visibility and orientation for shoppers, products sometimes difficult to reach
 - \rightarrow products are not separated; risk of
 - moving into another facing
 - \rightarrow untidy product presentation

- **POS**- τ Lift system:
- \rightarrow easy to refill and remove
 - \rightarrow simple installation
- ightarrow suitable for every format (bags, cartons)
- ightarrow out of stock display optionally available

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- \vdash \rightarrow + 9 % sales in 6 months (6 test stores)
 - ightarrow high satisfaction among employees and shoppers
 - $\rightarrow\,$ permanent visibility and tangibility, even with low stock
 - $\rightarrow\,$ improved orientation and tidiness in the freezer
 - $\rightarrow\,$ less maintenance for the store

