CASE STUDY: BAT, THE MODERNISATION OF EXISTING SHELVES **PERFECT PRODUCT PLACEMENT** OF TOBACCO GOODS







- THE SITUATION → Sloping tobacco shelves → Suboptimal use of space
 - → Poor visibility and orientation
 - \rightarrow Hard to fill due to high front panel

POS-*T* Pushfeed System:

- → Automatic front of shelf display
- \rightarrow Fill and remove, easily and gently
- \rightarrow High stability, no damaging of goods

POS-7 Glass Shelf incl. Bracket:

- \rightarrow Easy to modify
- \rightarrow Compatible with the supplied standpipe
- \rightarrow Optimal utilisation of space with horizontal presentation

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- ightarrow + 80 % presentation space with 4 extra shelves
- \rightarrow 17 % material costs
- for modernisation of metal and glass with LED shelf lighting
- \rightarrow Always the best visibility and focal point
- → High satisfaction level among shop employees and customers

