## CASE STUDY: DR. OETKER + COOP IN DENMARK **PERFECT PRODUCT PLACEMENT** OF FROZEN PIZZAS IN THE FREEZER



- THE
  - Poor visibility and orientation for shoppers, goods somewhat hard to reach
  - $\rightarrow$  Products are not separated,
  - dangerous to move them
  - → Untidy product presentation

- **POS**- $\tau$  Lift system:
- $\rightarrow$  Easy to fill and remove
- → Easy to install
- $\rightarrow$  Available in every format (bag, cardboard)
- ightarrow Stock display is available as an option



- $\vdash$   $\rightarrow$  + 16 % sales in 19 test markets
- $2 \rightarrow$  High satisfaction level
  - among shop employees and customers
- $\begin{subarray}{c} \begin{subarray}{c} \beg$ 
  - ightarrow Improved orientation and tidiness in the freezer
  - $\rightarrow\,$  Less maintenance involved

