

# **Improve** store interest...



Bulk presentations allo shoppers to pick and







## **Enhanced shopping experience**

A bulk offering is an effective use of store space and creates differentiation in-store.

Introducing bulk bins is also an easy way of enlarging or adapting your offer to meet the needs of your local market demands.

#### A new way of buying

Create destinations within your store where shoppers can engage fully with pick & mix of candies and cereals.

Not only do bulk bins encourage greater interaction, they also give consumers more freedom to purchase the exact combination and quantity of the product they want.





Maintain freshness and quality! Our bins offer automatic stock rotation, ensuring first in, first out principle.



## ...by creating a prominent category for bulk goods within the store

## Bulk merchandising creates differentiation

Offering relevant products in bulk bins differentiates your store from competitors. Creating a shop-in-shop solution increases footfall as well as sales.

- Product visibility stimulates impulse purchases
- First in, first out guaranteed
- Two standard models, gravity or scoop, to fit any need
- Ergonomic pull handle and anti-slip spout for easy pouring

The 3eBin™ range can be used for most loose products and is easy to install and refill. It provides a complete system that can be installed into an existing fixture or a new space.

Install using a cross-bar system or your existing shelving For high level fixtures the bins can be installed using a swing down arm for easy replenishment







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Dummy front	Bins always look full and give a clear visibility of the content
Integrated label pocket	Price and promotional information are clearly visible and easily changed
All bins are BPA free	Safe for food contact

Optional catch tray below each bin	Creates a tidy look by removing waste particles
Individual tongs and scoops for each bin guarantees freshness and avoids product contamination	Hygienic solution eliminating risk of product contamination

## A new way of selling that offers tangible returns

#### **Bulk foods provide better gross margins** than their prepacked equivalents

Bulk packaged products brings reduced handling, storage space and shipping expenses. Case studies demonstrate that an investment in bulk bins is recapped within 3-6 months.

### The interest for "green" products is increasing every year

Natural or organic foods show an annual increase of around 10% according to the Natural Foods Merchandiser report (US). Today environmental issues are a global concern. Bulk products create less waste meeting the need of consumers who are environmentally



# Create business opportunities



Products such as tea, coffee, confectionery, rice or pasta are popular bulk buy purchases. The sales uplift has been as high as 30% when bulk bins have been installed.











Bulk is proven to drive sales with better margins and increased customer satisfaction



