



Merchandising®

Power Zone® Pre-Set™ Self-facing System

Case Study – Challenge:

A major chain drug retailer challenged FFR Merchandising to deliver a loss prevention solution that reduced theft, without decreasing sales or increasing labor costs.

Solution:

FFR's Power Zone® Pre-Set™ Self-facing System.

Result:

During a 9-month study conducted by the retailer, FFR's Power Zone® System reduced inventory shrink by up to 95% in key product categories. Sales remained strong and labor decreased, leading the retailer to install Power Zone® Systems chain-wide.

Theft Reduction:

- Test stores reported up to 95% reduced theft in key product categories.

Labor Savings:

- Another retailers' test stores reported a labor savings of almost **\$5 million** in a single category chain-wide, due to decreased product facing, stocking and ordering time.

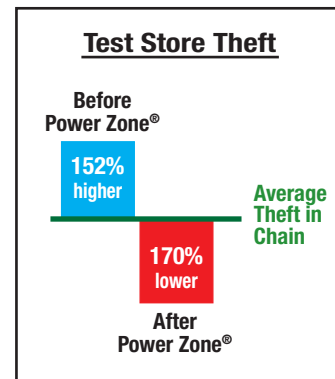
Sales Impact:

- Products are automatically advanced, creating a product billboard and ensuring merchandise is always visible and available for purchase.



Contact your FFR representative for a complimentary "Power Zone® Pre-Set™ Self-facing System ROI Analysis" custom-tailored for your retail environment and store metrics.

Deodorant Product Category	Before Power Zone® System	After Power Zone® System	FFR Advantage
Loss Prevention Theft in Test Stores	152% Higher	170% Lower	95% theft reduction*
Labor Savings 1 store@ 1 product category	175 min./week \$1,516.67/year	60 min./week \$520.00/year	115 min./week saved \$996.67/year saved*
500 stores@ 1 product category	87,500 min./week \$758,335/year	30,000 min./week \$260,000/year	57,500 min./week saved \$498,335/year saved*



*Multiply by number of product categories throughout your store for potential store-wide savings.

* ROI will vary with the number of shelves installed, risk factors at the installed sites, store sales levels, previous merchandising methods, labor rates and current store maintenance practices.

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