

# Examples of creating Planograms – Or How to decide Product Fit



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As we are building planograms we test fit items and build our database.

One thing we do in the beginning of the process is to determine the frequency of our visits to stock the machine. If we decide 1 week then we take their annual usage and divide by 52 to figure out weekly usage. We then look at the items and try to knock out items that won't fit into a coil during the first pass. We try not to vend the super low cost items and such to leave more room for the items that may be viewed as "Higher Spend" or "Most Likely to Walk Away" if you will.

As you do launch more machines the process will get easier. I can give some suggestions but it comes down to putting product into coils to see what works. Some basics I have learned are:

Leather Driver Gloves- Double 12. Fold in half with crease up and cuff back.

Assembly Gloves- Can be rolled like a pair of socks and in a single 12.

Safety Glasses like 3M 11326-00000- either in a double 10 laying flat or a single 10 standing up. Pick your poison.

Ear Plugs- Best Inventory control is a locker or you could just VMI them. One customer just places the boxes on top of the machine and they take as needed. Not the best choice.

The image is a standard machine configuration as you would receive. It shows varying product that may be in your mix. The gloves at the bottom are PIP gloves(Orange) 33-425O/R and the yellow are a Majestic cut level 2 3435N series. They are rolled and then cuffed as stated above. The glasses are in the third row and in single coils.