



Trainer's Toolbox

Lawn and Garden Merchandising Tips



MERCHANDISING

Use highly visible areas, such as endcaps and stack displays.





MERCHANDISING

Organize tools by type, then quality, with top-quality tools first.





MERCHANDISING

Use cross merchandising to encourage add-on sales.





MERCHANDISING

Combine items that are often used together.





MERCHANDISING

Group chemicals
by end use.





MERCHANDISING

Show large items out of the box and assembled.



5 MAINTENANCE TIPS

- 1 Keep stacks organized.
- 2 Keep stacks full.
- 3 Remove damaged packages.
- 4 Keep aisles clear.
- 5 Keep long-handled tools orderly.



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Take NHPA's Basic Training in Hardware Retailing to learn more about the lawn and garden department.