

# Trainer's Toolbox

# Plumbing Merchandising Tips



## FASHION

Show fashion items  
out of the box.





## FASHION

Show add-on sales nearby.





## FASHION

Show sample items, but also remind customers of special order opportunities.

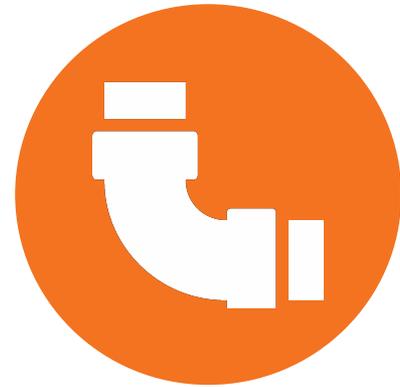




## ORGANIZATION

Arrange lengths  
of pipe by type  
and diameter.





## ORGANIZATION

Display pipe fittings with the largest on the bottom.





## SHOPPING AIDS

Make it easy for customers to shop and compare.





## SHOPPING AIDS

Include project  
how-to information.



## 5 MAINTENANCE TIPS

- 1 Keep bins full.
- 2 Keep bins organized.
- 3 Straighten bulk items.
- 4 Remove damaged packages.
- 5 Dust fixtures and faucets.



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**Take NHPA's Basic Training in Hardware Retailing to learn more about the plumbing department.**