

Building an even healthier bagged salad program

Shelf Engine amplifies profit performance of even the highest performing, low shrink categories, enabling retailers to redirect significant labor savings to enhance customer experience.



Lift the sales ceiling

A regional grocer's ordering had been based on their perception of possible sales. Shelf Engine's AI determined a data-informed sales ceiling in the crowded bagged salad category, down to the individual SKU, for each day in every location. This intelligence yielded a YoY sales lift and saved the retailer from undertaking manual, labor-intensive analysis.

Optimize labor resources

Shelf Engine-managed stores outperformed control group store sales by 1.9% with a single strategic shift—automating the ordering process. All legacy merchandising and logistics remained the same. This automation saves an average of 5 hours of labor per store, per week, per category that can be directed to higher-value work.

Guaranteed margin expansion

Shelf Engine pairs intelligent forecasting and automated ordering with scan-based trade to give retailers an average gross margin dollar expansion of more than 15%. By buying back any unsold items, inventory risk is eliminated—including the cost of food waste. This enhances the profitability of even top-performing categories.

Improve promotion performance

Shelf Engine-managed stores radically outshone control stores in the category's frequent promotion periods. Industry-leading forecasting and automated ordering intensify promotion success with no interference in the transaction between the supplier and the retailer.

- Control stores saw an average sales boost of 153% during promotions.
- Shelf Engine-managed stores saw an average **spike of 205%** during the same promotions.

PROMO EXAMPLE

The average retail sales price was \$4.99. The promotion was 2 for \$4. Even with a steep discount Shelf Engine outperformed control stores.



“Working with Shelf Engine is really simple and straightforward. Now that we have the supply that is appropriate for each day we have more time to focus on the products themselves, to make them look good on the shelf, and really make the story of those products shine.”

Operations Manager | Regional Grocer

