# Mod10_6 User Guide Shelving Reset

**Example Scenarios Causing Reset**

1. You used to carry 3 kinds of sauce, two facings of each, and one of them was discontinued by your warehouse. Now you have a gap on your shelf, two facings wide, for the sauce you can no longer order.
2. You tried out a product, and twice the entire case of product (or close to it) dated out without selling so you intentionally want to stop carrying that product.
3. Initially your single serve beverages were set in one location where they did not sell well so you want to move them closer to your check out so you need to create space up front and fill in the gap the sodas leave behind at the back of the store.

## Step 1

Begin with a walk through to determine the highest priority sections
- most gaps
- highest turnover
- Entire categories that would make more sense in a different part of the store
- Areas you want to intentionally shrink to make room for expanding other categories

## Step 2

Start with highest priority sections and work your way down the list, tackling one section at a time.

Options for fixing the section's appearance:

- Look in the catalog for new items
  - Ideally keep this to a minimum, since new items are going to stress the order budget.
  - When you do have to bring in new items, track case costs and spread out new items over however many weeks to keep it budget friendly
  - You can set open gaps into the shelf and put a sticky note with which new item will go in that spot
- Fluff the shelf
  - FREE option
  - create more facings of the items you carry to make the shelf appear full with fewer items.
- Remove shelves - if a section is super empty, it could benefit from having one of the shelves removed, and respace the remaining shelves evenly, again so it appears more full without adding new items.
- Reset the items and reorganize as needed based on the remaining products.

About 2 years after opening, I went through and removed the top shelf from our entire store. It took me several months to work on it section by section. It made sense for our older customer population to remove the current top shelf so the new top shelf was shorter and easier to reach. In your store, it may make more sense to leave the top shelf the same height, remove a middle shelf and space out the remaining shelves so it's even.

The beautiful thing about this option is it's super easy to add back more sku's over an extended period of time to smooth out the investment of adding new items.