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## Bakers Delight scores for in-store merchandising

By [Sarah Stowe](#) | 29 Oct 2010[View comments](#)

Bakers Delight has been recognised in the Oracle World Retail Awards 2010, taking out finalist honours for in-store merchandising.

The bakery franchise engaged agency MediaTag in early 2009 to look at innovative creative point of sale merchandising solutions to maximise campaign execution in-store and achieve maximum product exposure.

Chris Caldwell, general manager of marketing and operational support at Bakers Delight acknowledged his initial scepticism about the proposed creative execution and its application in a bakery environment. "MediaTag delivered a solution that solved an ongoing challenge that we had been working on for 18 months. The solution – counter decals that provided a realistic look and feel to imagery such as a 3D-like oven, drawing attention to product in the counter."



MediaTag's innovative design technology counter decal execution was trialled in select Bakers Delight bakeries for a five-week period in 2009. The campaign was designed to direct traffic to the new scone variants conveying the message that if the baked goods were any fresher, they would still be in the oven. The trial was so successful that the decal concept was rolled out across 630 bakeries across Australia during a pizza campaign August/September 2009.

Grant Samuel, joint managing director at MediaTag said "The brief was to help position the Bakers Delight brand as 'fresh when you want it'. We believed the simplest and most powerful way to communicate this visually was at counter level, offering the perfect canvas for our creative team to effectively execute this message to consumers."

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Bakers Delight