Kincrome: Fit For A King Tool Sale

Kincrome is a leading supplier of high-quality tools and equipment to the hardware, automotive and industrial markets across Australia and New Zealand. Kincrome's bi-monthly Tool Sale catalogues are used as a marketing tool for its retail distributors to use. For Father's Day, Kincrome published a catalogue to showcase its seasonal sale.

Objective:

The main objective of the 'Fit For A King- Tool Sale' catalogue was to assist retail distributors with a comprehensive catalogue marketing program that would help them with store product sell-in and sell-through. The catalogue also aimed to target tradies and blue-collar workers who use hand tools and allow them early access to market for new and core range products featured in the publication. >>

> Catalogues led to spiked sales at Kincrome for promoted items during campaigns





Case Study:

Kincrome: Fit For A King Tool Sale

2 million copies distributed via letterboxes and newspapers

Method:

The catalogue was created by the inhouse creative team, with 2 million copies distributed via letterboxes and newspapers throughout Australia. The catalogues are foldable, allowing customers to mail them to their data base of trade customers.

Results:

According to Kincrome, catalogues have been a successful part of their business for over 20 years, resulting in increased sales for promoted items during catalogue periods and giving confidence to the customer base of continued business. •







