

# Plan-O-Gram and Merchandising Guide

THE TOOLS YOU NEED TO SUCCESSFULLY MERCHANDISE YOUR ELECTRICAL AND SAFETY PRODUCT LINE



The first name in vehicle safety systems®

# Merchandising

It's what separates the exceptional from the average. Grote helps you put your best foot forward with innovative Point of Purchase displays and plan-O-grams designed to make your inventory turn.

Our approach is simple, five key elements that help your stores make money:

- Effective packaging designed to minimize returns
- Plan-O-Grams packed with the product your customers want
- Exclusive product that you can only get from Grote
- Full sales support from our award-winning website, catalogs and sales literature
- Industry leading training program for your counter staff, sales force and customers.



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safety systems

16'



16'

Grote

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12'



12'

Grote

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8'



8'

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# 4' LED



# 4' Retail



4'

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16'

Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number
G2102-5	A	158	46893-5	I	164	46422-5	P	188	46743-5	W	172	46882-5	AE	184
65330-5	B	4,10	46393-5	I	168	50872-5	Q	47	45253-5	W	176	46883-5	AE	188
65370-5	B	16, 22	46713-5	I	172	50862-5	Q	53	45003-5	W	180	40133-5	AF	148
65440-5	B	28,33	45933-5	I	176	50852-5	Q	59	G6002-5	X	47	44840-5	AH	104
68540-5	B	41	45263-5	I	180	98001-5	Q	115,118	52182-5	X	51	60011-5	AH	107
50232-5	B	48	G4603-5	I	184	40650-5	Q	147	52892-5	X	55	60151-5	AH	112
53012-5	B	55	46793-5	I	188	46543-5	Q	152	52893-5	X	61	60251-5	AH	116
90012-5	B	62	65320-5	J	4,10	51982-5	S	5	43022-5	Y	78	92701-5	AH	119
G5092-5	B	70	65380-5	J	16,22	51992-5	S	12	12014-5	Y	129	12201-5	AH	124
50972-5	B	80	65190-5	J	31,36	52312-5	S	18	40132-5	Y	148	46882-5	AH	184
63611	B	87, 90	50630-5	J	46	52302-5	S	25	40072-5	Y	153	46883-5	AH	188
63181-5	B	94,97	50642-5	J	53	50542-5	S	32	46412-5	Z	184	45512-5	AI	153
63871-5	B	103	55220-5	J	59	50532-5	S	40	46413-5	Z	188	45513-5	AI	159
63821-5	B	110	63621	K	87,90	85460-5	S	66	61491-5	AA	111	G1033-5	AI	164
63831-5	B	116	63171-5	K	94,97	85450-5	S	70	44810-5	AB	95	45813-5	AI	168
28093-5	B	121,124	63151-5	K	101,104	43262-5	S	78	44530-5	AB	101	G3003-5	AI	172
12113-5	B	129,133	G2103-5	K	158	61091-5	S	110	44540-5	AB	105	45823-5	AI	176
12193-5	B	137,142	G4002-5	L	67	72010-5	T	87	40440-5	AB	159	45413-5	AI	179
40641-5	B	148	52772-5	L	73	72100-5	T	92	40233-5	AC	137	65410-5	BASE	
49242-5	B	152	52922-5	L	79	73040-5	T	97	40053-5	AC	143	65730-5	BASE	
46892-5	B	164	12263-5	M	138,144	73150-5	T	103	61501-5	AD	116	53082-5	BASE	
46392-5	B	168	12164-5	P	124	40460-5	U	158	60101-5	AD	119	60551-5	BASE	
46712-5	B	172	28033-5	P	128,132	G1503-5	U	184	12312-5	AD	124	64401-5	BASE	
45932-5	B	176	45022-5	P	164	46423-5	U	188	40073-5	AD	153	64381-5	BASE	
45262-5	B	180	G1902-5	P	168	40232-5	V	137	G1032-5	AD	164	18252-5	BASE	
G4602-5	B	184	46742-5	P	172	40052-5	V	143	45812-5	AD	168	18302-5	BASE	
46792-5	B	188	45252-5	P	176	12004-5	W	124	G3002-5	AD	172			
64931-5	I	111	45002-5	P	180	45023-5	W	164	45822-5	AD	176			
63301-5	I	116	G1502-5	P	184	G1903-5	W	168	45412-5	AD	179			

# 16' PEG LAYOUT



The first name in vehicle safety systems

# 12'

Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number
65320-5	A	4,10	40641-5	F	110	46742-5	O	136	45933-5	V	128	45822-5	AC	124
65330-5	A	16,22	46893-5	H	120	68540-5	Q	4	G1903-5	V	132	G1032-5	AC	129
51992-5	A	28	G4603-5	H	124	50532-5	Q	12	46743-5	V	136	45812-5	AC	132
51982-5	A	35	46792-5	H	128	50542-5	Q	18	60251-5	W	69	45412-5	AC	136
52302-5	A	42	45023-5	H	132	50232-5	Q	26	44530-5	W	72	46882-5	AD	105
52312-5	A	50	46393-5	H	136	53012-5	Q	33	45513-5	W	115	G4002-5	AF	4
G5092-5	A	59	65370-5	I	4,10	12312-5	R	50	50862-5	Y	4	52772-5	AF	11
G5082-5	A	69	65380-5	I	16,22	12201-5	R	64	50872-5	Y	10	52922-5	AF	16
50972-5	A	79	65440-5	I	28,34	60011-5	R	69	50852-5	Y	16	45003-5	AF	109
40052-5	A	87	53082-5	I	43	44540-5	R	73	G6002-5	Y	22	60101-5	AG	69
40053-5	A	93	63611	I	89,92	64931-5	R	79	52182-5	Y	28	44840-5	AG	73
40132-5	A	98	63151-5	I	96,99	63301-5	R	85	52892-5	Y	33	46883-5	AG	105
40133-5	A	102	28033-5	K	50,53	63291-5	R	91	45002-5	Y	109	46423-5	AH	114
40072-5	A	106	12164-5	K	58	63171-5	R	95,98	98001-5	AA	87,90	46413-5	AH	117
40073-5	A	110	12014-5	K	64	63181-5	R	102,105	46543-5	AA	100	G3003-5	AH	120
49242-5	A	115	12004-5	K	70	50642-5	U	40	46882-5	AA	105	45823-5	AH	125
46892-5	A	120	63821-5	K	78	55220-5	U	47	72100-5	AB	64	G1033-5	AH	128
G4602-5	A	124	63831-5	K	84	85450-5	U	53	60151-5	AB	69	45813-5	AH	132
46792-5	A	128	G2103-5	K	41	85460-5	U	58	44810-5	AB	73	45413-5	AH	136
45022-5	A	132	45932-5	O	120	73040-5	U	64	45253-5	AB	141	46883-5	AK	105
46392-5	A	136	46712-5	O	124	45252-5	U	141	46422-5	AC	113	18302-5	BASE	
G2102-5	A	141	45262-5	O	128	45263-5	V	120	46412-5	AC	117	65730-5	BASE	
40650-5	F	106	G1902-5	O	132	46713-5	V	124	G3002-5	AC	120	60551-5	BASE	

# 12' PEG LAYOUT

The first name in vehicle safety systems



8'

Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number	Part Number	Row	Peg Number
65320-5	A	4,10	45263-5	H	76	40072-5	O	88	52922-5	W	23	43022-5	AC	*
65370-5	A	16, 22	46713-5	H	80	40132-5	O	92	60011-5	X	28	40650-5	AD	93
85460-5	A	28	G1903-5	H	84	52772-5	P	23	60101-5	X	34	40233-5	AF	81
85450-5	A	33	46743-5	H	88	53012-5	Q	4	50642-5	Y	4	40053-5	AF	87
98001-5	A	38,41	45253-5	H	92	50232-5	Q	10	68540-5	Y	10	44530-5	AG	40
63821-5	A	45	52302-5	I	3	52182-5	S	16	46882-5	Y	69	50862-5	AH	4
63831-5	A	51	52312-5	I	10	60151-5	S	28	46883-5	Y	74	50852-5	AH	9
64931-5	A	58	G6002-5	I	16	60251-5	S	34	40232-5	Y	81	18302-5	Base	
46892-5	A	64	G4002-5	I	23	28033-5	S	44, 48	40052-5	Y	87	60551-5	Base	
G4602-5	A	68	63611	J	45, 48	63171-5	S	52, 55	61501-5	AA	34			
46792-5	A	72	63151-5	J	52, 55	12014-5	T	40	12201-5	AA	40			
45262-5	A	76	49242-5	J	59	46423-5	T	68	12004-5	AB	46			
46712-5	A	80	12164-5	M	39	G1033-5	T	72	73040-5	AB	52			
G1902-5	A	84	45002-5	O	64	45813-5	T	76	72100-5	AB	58			
46742-5	A	88	46422-5	O	68	G3003-5	T	80	52892-5	AC	16			
45252-5	A	92	G1032-5	O	72	45823-5	T	76	46543-5	AC	64			
46893-5	H	64	45822-5	O	76	40073-5	T	88	G2102-5	AC	71			
G4603-5	H	68	G3002-5	O	80	45003-5	V	64	G2103-5	AC	75			
46793-5	H	72	45812-5	O	84	40133-5	V	92	43262-5	AC	*			

\* The license lamp brackets will need to be manually hung at an angle next to each other but will fit in the space provided



# PEG LAYOUT



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## 4' LED

Part Number	Row	Peg Number(s)	Part Number	Row	Peg Number(s)
G5092-5	A	6	G4602-5	T	21
65320-5	A	13,20	G4603-5	T	25
63821-5	A	26	G1502-5	T	29
63861-5	A	32	G1503-5	T	33
40052-5	A	39	G1032-5	Y	29
40132-5	A	43	G1033-5	Y	33
40053-5	H	39	G6002-5	AA	4
40133-5	H	43	98001-5	AA	8,11
12004-5	I	18	60011-5	AA	16
64931-5	I	24	G1902-5	AA	21
40650-5	J	32	G1903-5	AA	25
51982-5	K	4	G3002-5	AD	29
51992-5	K	11	G3003-5	AD	33
12201-5	P	15	60151-5	AF	15
40641-5	P	40	44810-5	AH	21
G2102-5	P	45	44530-5	AH	25
72100-5	S	16	60101-5	AK	16
G4002-5	T	4	18302-5	BASE	
G4012-5	T	9	60551-5	BASE	

## 4' Standard

Part Number	Row	Peg Number(s)	Part Number	Row	Peg Number(s)
65320-5	A	4,10	46422-5	V	36
65370-5	A	16,22	G3002-5	V	40
63821-5	A	28	12201-5	W	19
64931-5	A	35	G1032-5	W	45
63151-5	A	40,44	50852-5	X	5
72100-5	H	28	G6002-5	Y	12
52312-5	I	5	40650-5	Z	16
52302-5	I	12	40132-5	Z	20
12014-5	I	19	46423-5	AA	35
63861-5	J	34	G3003-5	AA	40
98001-5	J	39,42	G4603-5	AB	24
60011-5	J	45	46793-5	AB	28
60151-5	O	45	G1903-5	AB	32
12004-5	P	19	G1033-5	AB	45
44530-5	P	25	46712-5	AF	35
44810-5	P	28	46713-5	AF	40
G4002-5	Q	5	40461-5	AG	17
53012-5	Q	12	40133-5	AG	20
60101-5	T	45	46882-5	AG	43
G4602-5	U	24	46883-5	AJ	45
46792-5	U	28	60551-5	BASE	
G1902-5	U	32	18302-5	BASE	

# 4' PEG LAYOUT

**Grote**

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# Additional Plan-O-Grams and Point of Purchase Displays

Our already extensive line of plan-O-grams and POP displays continues to evolve. Grote also offers seasonal endcaps and specialty interactive displays to help move the product on your gondolas.



**Grote**

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**William D. Grote, Founder  
Grote Industries 1901**

## A family's commitment to the vehicle and transportation lighting industry, spanning more than four generations

Just like many of the distributors, fleets and OEM's Grote Industries serves, we're a family-owned business. Like a number of our customers, we're proud of our family's multi-generational commitment to the transportation industry, reaching back more than a century. If you know the Grote family, you also know that the vehicle lighting business is not just a job to us, it's something that's molded into our family's culture – part of our very DNA. We're fond of saying that "lighting is in our blood" and we're only half kidding.

Unlike many institutionally-owned companies, we're able to draw on our family's time-honored values, built upon our tradition of service to the industry and our fierce entrepreneurial spirit. We're thankful for the visionary legacy of our predecessors and because of it, we can't help but to see the past, present and future of the lighting industry in a different context from those who simply find themselves working in the lighting business.

Founded on the principles of solid customer relationships, continuous innovation and exceptional product performance, Grote is committed to propelling itself and its industry forward, with inventive products and challenging ideas.

As a corporation, our family's culture extends to our entire organization, around the globe and particularly to our customer-facing staff. Grote is not sales oriented, we're not engineering oriented – we're relationship oriented and we're working hard every day to uphold our reputation and continue to earn your trust.

The Grote family has played a prominent role in shaping the vehicle lighting industry. We are deeply and personally engaged today, as we will be in the future, to make the kind of brave choices and bold decisions that will help move the vehicle lighting industry ahead and into an even brighter tomorrow.

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**Grote**

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