

☐ **Yes!** I want to participate.

☐ I'm interested. Contact me with more details.

Name of Program(s) of interest:

Store Name:

 Store #:

Address:

City:

 State:

 Zip:

Phone #:

 Fax #:

Email Address:

Contact Name:

 Contact Title:

Authorized Signature:

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C&S Mapping Program

- Detailing trade areas and their supermarket competition is one of the many uses of this program.
- We are also capable of showing where our customers live within a specific trade area.



Demographics

Demographics are used for determining a detailed account of the population that live within a specific trade area including: race, age, household income, housing size, employment, education & other more detailed information.

The Source of this information is Environics Analytics. via Spotlight.

Real Estate & Business Development

- Assist retailers with leases negotiations
- Market analysis for new and/or expanded stores
- Project Cash flow Analysis: Preliminary Project Viability
- Succession Planning

Assist Retailers with:

- Letter of Intent
 - Simple Letter of Intent
 - Complex Letter of Intent
 - Letter of Intent Revisions
- Lease Negotiations
 - Assist with Lease Negotiations
- Market Analysis Study fees are based on the specific project
- Financial Analysis
 - Preparation of P&L
 - P&L Revisions



For more information or questions about this program contact:
All Regions: Dennis Campbell (717)472-1277 or email decampbe@cswg.com

Store Layout, Design & Fixturing

The C&S Store Development Department can assist with the layout and design of a new store, remodel, or expansion; from initial concept design to completed construction.

The following services are provided to C&S retailers:

- CAD Planning Services
- Floor plan design and fixturing
- Prep room layout
- Provide equipment specification and cut sheets for all C&S supplied equipment
- Project bidding for equipment



Our goal is to provide our retailers with the best possible equipment sourcing and pricing pertaining to all aspects of their facilities. Please feel free to contact any member of the Store Development Team for assistance.

The services above are provided to C&S retailers on a fee basis:

Service fees are based on total square footage of the project with a traditional grocery/food service layout. A proposal will be prepared on a project by project basis per the needs of the customer.

Equipment Supply

Store Equipment

- The C&S Store Development Department provides a full line of store equipment and refrigeration for all the general and specific needs of the Retailers
- The department has a long term direct marketing relationship with numerous national equipment manufacturers and suppliers to provide our retailers a wide selection of equipment at competitive pricing
- The department also provides complete new store equipment packages and renovated equipment packages, for new stores, expansions and remodels
- Equipment is provided to the retailer at very competitive prices. Also, we offer equipment at specially discounted prices on a monthly, seasonal, and special promotion basis



For more information or questions about this program contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com

Reduce Your Store Energy Costs

Typical ROI <2 Years • Positive Cash
Financing • Utility Incentives up to 50%



C&S is partnering with Groom Energy to bring you easy and cost-effective ways to reduce energy consumption

HOLISTIC

Know where all your opportunities for energy savings are – and easily address them

VOLUME PRICING

Passing through C&S's volume pricing to our customers

IMPROVE YOUR STORE

Modern LED lighting and refrigeration upgrades look and run better

CONVENIENT

One solution and one point of contact for your store energy savings opportunities, engineering with turnkey installation, financing available



LED Lighting with Controls



EC Motors



Refrigeration and Controls



HVAC/RTU

ENERGY AUDITS

C&S is partnering with Groom Energy to bring you easy and cost-effective ways to reduce energy consumption

REDUCE YOUR STORE ENERGY COSTS

- Typical ROI <2 Years
- Positive Cash Flow Financing
- Utility Incentives up to 50%



	Back Stock Rooms	Reach In Case Lighting	Horizontal Case Lighting	Cooler/ Freezer Walk In Lighting	Sales Floor and Department Area Lighting	Exterior Lighting	EC Motors	Refrigeration Controls	Anti Sweat Heater Control	Total Project
Systems Investment										
Total System Implemented Cost	\$15,939	\$15,878	\$34,561	\$10,475	\$76,007	\$8,611	\$30,256	\$44,038	\$6,492	\$242,257
Sales Tax	\$1,403	\$1,397	\$3,041	\$922	\$6,689	\$758	\$2,663	\$3,875	\$449	\$21,196
Utility Rebate	\$7,638	\$7,606	\$17,443	\$4,761	\$39,265	\$3,780	\$15,177	\$22,433	\$2,664	\$120,767
Total Investment	\$9,704	\$9,669	\$20,159	\$6,636	\$43,431	\$5,589	\$17,742	\$25,480	\$4,277	\$142,686
Annual Savings										
Annual Direct Savings	\$7,778	\$4,140	\$8,460	\$2,011	\$21,962	\$834	\$11,238	\$16,787	\$6,798	\$80,008
Annual Cooling Load Savings		\$2,100	\$1,692	\$1,020			\$5,619			\$10,431
Annual Maintenance Savings	\$1,901	\$765	\$3,330	\$653	\$9,765	\$164				\$16,578
Year One System Savings	\$9,679	\$7,005	\$13,482	\$3,684	\$31,727	\$998	\$16,857	\$16,787	\$6,798	\$107,017
Return on Investment	100%	72%	67%	56%	73%	18%	95%	66%	159%	75%
Payback in Months	12.0	16.6	17.9	21.6	16.4	67.2	12.6	18.2	7.5	16.0
Annual kWh Saved	40,939	21,788	44,525	10,586	115,588	4,389	59,148	88,355	35,781	421,099
kw Saved	5.4	3.4	6.9	2.2	14.6	1.5	6.8			40.8
% Reduction	3.0%	1.6%	3.2%	0.8%	8.4%	0.3%	4.3%	6.4%	2.6%	29.2%
(Based on annual 1,383,520 kWh)										
Savings Per Month	\$8,918		\$8,918		\$8,918		\$8,918		\$8,918	
Terms in Months	24 Months		36 Months		48 Months		60 Months		72 Months	
Financing Costs	\$6,453.30		\$4,471.26		\$3,483.38		\$2,893.16		\$2,502	
Net Cash	\$2,464.70		\$4,446.74		\$5,434.62		\$6,024.84		\$6,416	
Annual Cash Flow	\$29,576.40		\$53,360.88		\$65,215.44		\$72,298.08		\$76,995	

If you would like to participate in this program or have any questions contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com

C&S has teamed up with Marlin Equipment Finance, a nationwide provider of equipment financing solutions tailored for the store market place. C&S will continue to provide foodservice solutions, which includes supermarket equipment.

Marlin will provide tailored financing programs and flexible low monthly payments to fit your budget. Together, we will match the right equipment and financing program to help you achieve your foodservice business objectives, while preserving cash flow.



- Credit Decision in as little as - 2 hours
- Total transaction financing - includes up to 30% soft costs (installation, delivery, training, small wares, etc.)
- Simple straight forward document process
- Equipment shipped after receipt of Marlin's Purchase Order.
- Payment Terms from 24 – 72 Months
- Full program support – fast, simple, and easy process
- Possible Enhanced Tax Benefits VIA IRS Section 179 Depreciation Schedule.

5 Easy Steps

- 1) Submit credit application online
- 2) Credit decision rendered
- 3) Documents emailed based on approval
- 4) Signed documents received via email
- 5) Purchase order issued and equipment shipped

For more information or questions about this program contact:
All Regions: Dennis Campbell (717)472-1277 or email decampbe@cswg.com

Hubert is a preferred supplier for smallwares and equipment for the C & S Wholesale program. As a C & S Wholesale participant, you will receive discounted pricing on every item Hubert offers.

ADVANTAGES & BENEFITS



- Dedicated C & S Wholesale Account Management team
- **100% Satisfaction Guarantee**
- Custom Shipping Solutions
- No order minimums
- Broken Case Availability
- Easy ordering process by phone or online at www.hubert.com



- Discounted pricing on entire assortment
- **Lower Prices on over 7,000 products in Smallwares, Cookware/Bakeware, Tableware and Equipment**



- Hubert Private Label products
- Access to Hubert's assortment of over 32,000 products
- **One Stop Shopping - Front and Back of House products**

CUSTOMER SERVICE

C & S Wholesale Grocers

Northeast Region:
Robert Verlik CCPM, CSD, CPSP, CCI (860) 627-4154
Mid-Atlantic Region: Marc Biegler (610) 693-1451
Southeast Region: George Pinto (Joe) (843) 203-1276
Southwest Region: Alan Harden (713) 746-5719

Hubert Team

David Whitesel, CFSP
Account Development Manager
1-866-650-7374 ext. 8622
dwhitesel@hubert.com



GETTING STARTED/PLACING AN ORDER

Prior to placing your first order, you must set up an account with Hubert. **Contact a Hubert customer service representative at 800.543.7374 and identify yourself as a C & S Wholesale customer.** When placing an order via phone, please reference your Hubert Customer number listed below.

- Northeast Region: Hubert Customer #134027
- Mid-Atlantic Region: Hubert Customer #058226 or #230602
- Southeast Region: Hubert Customer #649103
- Southwest Region: Hubert Customer #590307
- Western Region (including Hawaii): Hubert Customer #351232

HUBERT WEBSITE

- 1) Visit www.hubert.com - If it's your first visit, you'll need to register.
- 2) Click on the Sign In tab and choose Register a New Account.
- 3) If verification is complete, you will be directed to the **C&S Wholesale SiteLine** which displays C & S Wholesale contracted products and pricing. You'll know you're in the right place when the C & S Wholesale logo displays in the upper left corner of the screen.
- 4) If our site doesn't recognize you as a C & S Wholesale account, you will be given access to hubert.com. Please feel free to use our "click to chat" button or call web support at 866.482.4357 and a team member will assist you in accessing your C & S Wholesale SiteLine.
- 5) For future visits, you simply need to sign in with your username and password to access the C & S Wholesale SiteLine.



For more information or questions about this contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com

15% OFF ALL ORDERS

As part of a new program with C&S Wholesale Grocers, you are now eligible to receive 15% off ALL your orders with FFR Merchandising!

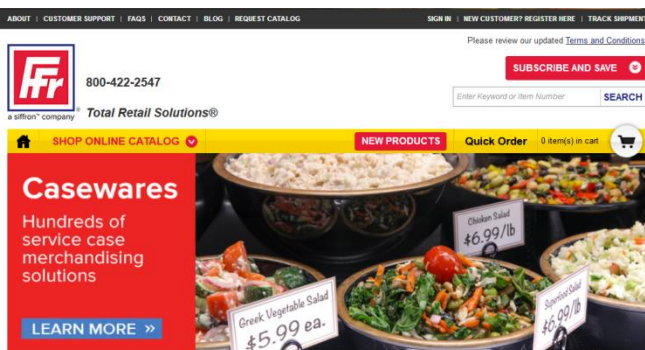
Just give us a call using the **phone number** below, let us know you are a C&S member when ordering, and use Coupon Code: **CSRETAIL15**. It's that simple!

We thank you for your business and look forward to offering you our highest-quality merchandising products, along with our world-class, award-winning customer service.

Sincerely,

Your FFR Team

800-422-2547



For more information or questions about this contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com



Let us add Fuel to your Grocery parking lot at **NO** cost of your own WE pay 100% of the construction, permitting and inventory.

Earn Monthly Commission.

Grow Grocery sales with LOYALTY programs to customize.



No extra labor needed to run station (tied into customer service area).

Branded fuel or Unbranded fuel available.

It's like adding an entire new category to your store with **NO** investment.



For more information or questions about this contact:
All Regions: Dennis Campbell (717)472-1277 or email decampbe@cswg.com
*Not Available in Hawaii

Creating Dynamic Environments

www.signartnj.com



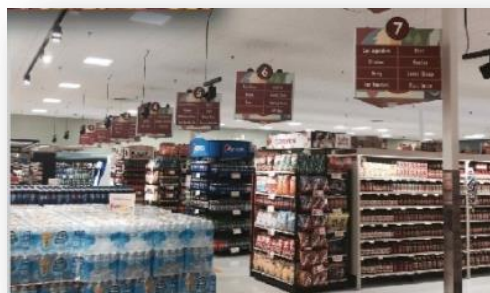
Design & Décor:

Creating unique visually stunning and décor for any environment.

From concept sketches to full 3D renderings.

We also provide full color Elevations as well as paint colors, wallpaper, wall tile and floor finishes.

PROVIDING RESULTS THAT EXCEED EXPECTATIONS.



Our Commitment and Experience has led to long lasting relationships with our customers.

For more information or questions please contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com

DIGI SMART SOLUTIONS

A simple, low-cost solution to wirelessly monitor the temperature of perishable goods throughout the cold chain.

Key Benefits to Grocers:

- Reduce Spoilage – 24/7 proactive alerts for equipment failure
- Reduce Labor - automated temp logs (coolers, freezers, food items)
- Eliminate Paperwork – easy access to electronic reports
- Improve Equipment Maintenance – use of performance trend graphs
- Easy to Use - Host system uses easy to navigate drop down menus
- Easy to Install – wireless system is easy to self-install
- NSA & NIST Certified – equipment is pre-tested / certified



Activation Includes:

- Hardware Configuration & Implementation
 - Temp Sensors & Gateways
- Up to 8 User Accounts & Mobile Apps
- Set Up / Installation Support
- Webinar Training Support
- Technical Help Desk Support



For more information or questions about this program contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com

GROCERY + HARDWARE = SYNERGY, DIVERSIFICATION AND SUCCESS!

A One-Stop Shop...All under one roof

Why add Ace to Your Business?

DIFFERENTIATION

Adding Ace Hardware to your business will create a one-stop shop for customers to fulfill their grocery and home repair and maintenance needs. Ace carries everything you need from tools and hardware to lawn & garden and paint.

MAINTAIN INDEPENDENT OWNERSHIP

Ace Hardware operates as a cooperative, giving you the flexibility to run your business as you do today. As a retailer owned cooperative, we don't have any royalty or franchise fees.

CREATE A MORE EFFICIENT BUSINESS

By adding Ace to improve less efficient areas of your store, Ace's proven store model and well known brand will help drive higher margin sales. Our grocery Ace retailers are even experiencing increased sales and transactions in their grocery store!

CROSS MERCHANDISING OPPORTUNITIES

Whether it is steaks and grills or beverages and coolers, our standard merchandise mix can help create add-on sales for both the grocery and hardware store shopper.

PARTNER WITH ANOTHER STRONG BRAND

Ace is the #1 brand in the convenience hardware industry and has opened over 825 stores in the past five years.

ONGOING SUPPORT

Ace has a dedicated field team to support you from the day you open your doors. Ace's world class role based training will help get you and your team acclimated to the Ace Way of Retailing!

CORE FORMAT

- ☐ Free opening stock order!*
- ☐ Fits in 8,000 square feet
- ☐ Linear footage: 1,356
- ☐ 7' high fixtures
- ☐ The most comprehensive and productive selection of products available
- ☐ Flexibility to include niche products tailored to your Market.

EXPRESS FORMAT

- ☐ FREE opening stock order!*
- ☐ Fits in 3,000 square feet
- ☐ Linear footage: 576
- ☐ Highly efficient merchandising techniques give greater capacity in a smaller footprint
- ☐ Includes over 11,000 of the most productive hardware products

*Incentive varies by store. Format/store are based on Discovery recommended products and qualities. Incentive given as credit, not as cash or loan.

If you would like to participate in this program or have any questions please contact:
All Regions: Dennis Campbell (717) 472-1277 or email decampbe@cswg.com



Having the products in your store that your customers want and need is important. Arranging these products how your consumers shop will truly set you apart from others in the marketplace. Category Management delivers all of the above by combining business and analytical processes with state of the art technology to make you more strategic and competitive.

During the category review process, C&S identifies market trends, develops optimum assortments, and locates promotional opportunities. Spaceman® or JDA plan-o-gram software is then used to develop market specific plan-o-grams. Additionally, C&S creates set sizes appropriate to the marketplace. All of this is available to you through Category Management and in-store execution.

Program Features

The Category Management program is a turn-key solution to optimize your assortment and organize your selections. With 23 cycles/year, Category Management provides the following:

- Identifies market trends
- Develops optimum assortment
- Locates promotional opportunities
- Creates market specific plan-o-grams
- Set sizes appropriate to marketplace
- Category resets performed each cycle by vendor assisted program
- 3rd party tracking retail scoop
- Shelf-management guidance
- 24/7 access POGs

If you would like to participate in this program or have any questions please contact:
East Coast/Dubois: John Hoffman at johoffma@cswg.com or (610) 693-1434
West Coast/Hawaii: Julie Caswell (916) 823-4708 or email jcaswell@cswg.com
Piggly Wiggly: Barbara Ware (843)203-1235 or email bware@cswg.com
Grocers Supply: Melinda Mabile (713)865-5352 or email mmabile@cswg.com

Speed to Shelf

Having the newest products and line extensions available in your store gives you a leg up on the competition and goes a long way to satisfying your customers. C&S's Speed to Shelf program offers online ordering and auto distribution of new items, allowing you to have hot, new items on your shelves before the competition. You can opt in or out of the auto distribution portion of the program at any time. To order items that are not auto distributed, you can simply log in and order directly through the convenient website.

Program Benefits

Getting items quicker than the competition isn't all that Speed to Shelf can do for you. Take advantage of all of these benefits by signing up today:

- Online ordering
- No cost to participate
- JPEG images of new items
- Auto distribution
- New direct shelf marketing booking information
- Quicker decision making
- Key marketing information



How It Works

Speed to Shelf breaks items into 3 rankings:

- Best items - Automatically distributed to all stores who are signed up
- Good items - All items receive bookings in order to allow you to receive new items in a timely fashion
- Opportunity items - Stores must order to their own needs, then bookings will be placed; this allows C&S to gauge interest before bringing in product

If you would like to participate in this program or have any questions please contact:

East Coast/Dubois: Patrick Brady (315)532-5083 or email pbrady@cswg.com

West Coast: Julie Caswell at (916) 373-4308 or email jcaswell@cswg.com

Piggly Wiggly: Barbara Ware (843)203-8235 or email bware@cswg.com

Grocers Supply: Melinda Mabile (713)865-5352 or email mmabile@cswg.com

*Not Available in Hawaii

Advertising / Print Shop

The C&S Advertising Department is a full service department that provides a wide range of services. We can accommodate our retailers with both black and white or full color printed materials to help increase sales including:

- Bag Stuffers
- Brochures
- Window Signs
- Banners
- Store Directories
- In store sign kits
- Blank sign stock
- Logo creation
- ROP Ads
- Mailers
- Shelf Tag Design
- Holiday Sign Kits
- Party Platter Brochures
- Loyalty Card Design
- Other printed materials as requested



Specializing in smaller print runs with quicker turn around times that the big guys won't touch! Fast, quality produced pieces at an affordable price!

If you would like to participate in this program or have any questions please contact:

East Coast/Dubois: Lila Reddy at (802) 275-5181 or email lreddy@cswg.com

Mid-Atlantic: Jim Fleming (610) 693-1470 or email jffleming@cswg.com

West Coast/Hawaii: Laurence Kincaid at (916) 823-4612 or email lkincaid@cswg.com

Grocers Supply: Craig Trevillian (713)842-6548 or email jamestrevillian@grocersupply.com

The DSD landscape can be difficult to navigate, and the management of multiple vendor relationships and various promotions is cumbersome for any retailer. To provide you with greater service, C&S is ready to expand our proven DSD Merchandising program to all of our independent supermarket customers. The goal of this program is to provide you with all of the benefits of a DSD relationship, without the burden and hassle of managing it yourself.

Program Benefits

Increase your sales through this strategic partnership while also experiencing all of the following benefits:

- C&S handles all vendor relationships saving you time and frustration
- Competitive price margin enhancing deals including weekly ad programs and supplemental TPRs
 - Ads provided with 6 weeks notice
 - TPRs provided with 2 weeks notice
- Timely new item information
- Back office support to quickly resolve service issues

How it Works

The C&S DSD Merchandising program requires minimal input and is easy to opt into:

- C&S negotiates DSD and TPR ad pricing and gets vendors to commit to "chain" pricing
- Through negotiation, prices are enhanced and special events and offers are available to you
 - Results in deals like in-ad coupons being available

All you have to do is:

- Execute the deals posted during the scheduled duration of each promotion
- Commit to at least 6 months of participation
- Weekly ad and proof of performance required
- Meet vendor sales requirements

Supported Vendors

We're serious about providing you with the Largest selection of DSD vendors. Participating vendors include:



- Bimbo Bakery®
- Coca-Cola®
- Little Debbie Snacks®
- Pepsi®
- Keebler®
- Frito Lay®
- Mondelez (Nabisco)
- Snyder's-Lance®
- Nestle Ice Cream®
- And many more!



If you would like to participate in this program or have any questions contact:
 East Coast/Dubois: Larry Consolini (413) 247-8223 or e-mail lconsoli@cswg.com
 West Coast: Laurence Kincaid at (916) 823-4612 or email lkincaid@cswg.com
 Piggly Wiggly: Steve Harkins (843)203-1318 or email sharkins@cswg.com
 Grocers Supply: Steve May (713)842-5109 or email smay@cswg.com

*Not Available in Hawaii

Program Features:

- A full-time, corporate dietitian/nutritionist is in charge of all aspects of the program, and partners with your store-designated In-Store Champion.
- Coordination of vendor-sponsored and monthly Health & Wellness promotions.
- Health & Wellness content provided in print & digital format includes:
 - Weekly Circular articles featuring recipes & healthy product information
 - ERFI health portal linkable to retailer websites
 - ERFL  &  sites offer healthy living and recipe content to share on your social media
 - Stanchion signs, health-focused handouts, and printable recipe cards for in-store promotion of monthly healthy living topics
- Availability of individualized assistance to plan in-store events and activities.



Program Benefits:

- Offers shoppers health education to make better food choices in the place where they purchase food – **the supermarket**.
- Making health & wellness part of your store's brand identity helps shoppers make your store **a destination** for health information and products - an edge over your competitors!
- Establishing your entire store as health-focused encourages shoppers to fill their basket with higher margin store perimeter purchases **AND** healthier center store items to round out healthy eating habits.

Other Details:

- Eat Right for Life program is available with or without Nutritional Tag program sign-up.
- Tiered pricing is available based upon the number of stores you sign up.
- Discounted pricing is available when you sign up for Eat Right for Life and Nutritional Tags.



If you would like to participate in this program or have any questions please contact:
All Regions: Debra Heverling at (610) 693-1625 or email dheverli@cswg.com

Program Features:

- Omni-channel marketing program offers turnkey resources including:
 - Quarterly publication of a 32-page, high-gloss keepsake magazine
 - Featured recipes
 - Seasonal produce and healthy living editorials
 - Product ads and manufacturer coupons
 - Mobile-friendly ePublications and microsite linkable to your store website
 - Featuring recipes
 - Cooking videos and companion YouTube channel
 - Healthy living tips and editorial by a Registered Dietitian/Nutritionist
 - Social media posts for Facebook promoting recipes and other magazine content
- Hispanic magazine (*enTemporada*) with unique recipe and editorial content available for retailers with primarily Spanish-speaking customers
 - ePublication featured on the InSeason microsite



Eating Healthy is Always InSeason

Program Benefits:

- Build basket size by promoting recipes in-store with product displays
- Drive incremental sales by featuring advertised products
- Increase store traffic with valuable manufacturer coupons
- Increase recipe solutions for customers by repurposing content on social media channels and store website
- Offering this magazine for free exhibits customer appreciation and builds customer loyalty

Other Details:

- Stores who participate receive minimum of 1 free case (150 copies).
- Communications provided with recommendations for optimal marketing.
- Recipes offer turnkey meal ideas for accompanying in-store product display, prepared meal offerings, etc.

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois/West Coast/Hawaii/Piggly Wiggly: Debra Heverling at (610) 693-1625 or email
dheverli@cswg.com

Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660

Shopping for healthy food can sometimes seem like finding a needle in a haystack. With C&S's Nutritional Tag program, you can eliminate the confusion and complexity for your customers by clearly calling out healthy products with fresh, intuitive signage.

This program is a fully integrated health and wellness in-store marketing program that also clearly shows product nutritional information.

Program Benefits

Eating healthy isn't just a trend; it's a movement that is here to stay. Nutritional tags offer your customers the ability to shop healthier with ease, while you benefit from:

- Integrating price and promotional information with easy to read labels
- Strengthening loyalty and encouraging repeat store business
- Guiding shoppers through the aisles effortlessly
- Increasing basket size



How It Works

The Nutritional Tag program is data-driven and easy to implement. The best part is stores can structure the program to fit their demand and product selection.

- Attributes can be tiered on tags, to include up to three attributes per tag
- Bib tags will have a consistent look to your store's existing tag program
- Ongoing research/trend analysis will ensure compliance to national and food industry nutritional standards

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Erin Kyzer at (603) 354-4382 or email ekyzer@cswg.com
 All other Regions: Debra Heverling at (610) 693-1625 or email dheverli@cswg.com



Our Town America

18% of the population moves every year

Replace the families that have moved away with the families that have moved in by being the only grocer to welcome them to their new area.



First Mailing

Community Welcome Package

- Oversized
- Personalized

Gift Certificate From Your Business

- Category exclusivity allowing you to lock out your competition so you are the only grocer in the package
- 5-10% redemption rates
- Personalized offer

Local Street Map

- Directs them to your business as they are new to the area

Tracked ROI

- 2D barcode scanned using TruTrak™ app
- Track response

Second Mailing

Owner's choice of sending a "Thank You" postcard or a second offer to give even more reason to come back to your store!

If you would like to participate in this program or have any questions please contact:
All Regions: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com

*Not available in Hawaii



The trusted leader in coin counting for more than 25 years, Coinstar® kiosks provide consumers with the smartest way to unlock the hidden financial value of their coins. No capital investment, no operating costs, and no maintenance fees make Coinstar an easy end-to-end solution for your business.

Financially Dependable

Coinstar is financially responsible for the coin-counting business absorbing the impact of variance and fraud. This means that retail partners are paid the amount on the voucher. On-time payments eliminate any uncertainty on float and makes bookkeeping easier, while on-demand kiosk reports allow retailers to balance the books daily.

You Can Focus on Your Business

Coinstar is an all-inclusive solution so store employees won't be distracted by frequent malfunctions or dissatisfied customers. There is no charge for extra support or an upsell on additional services. Coinstar kiosks offer a full line of options:

The Coinstar® Difference

Dedicated Support

Coinstar is committed to providing the best support so you can focus on your business. With Coinstar, you receive a dedicated account manager, customer service staff available 24/7/365, a loss prevention department to identify fraud, and field technicians to service your kiosks.

Network Technology

The kiosks are highly instrumented, with real-time health and network monitoring. This allows Coinstar to avoid downtime and dispatch a technician to service kiosks often before a problem occurs. Kiosk maintenance and upgrades to hardware and software are performed regularly, at no cost to you.



Cash



NO FEE eGift Cards



Charity donations

Built-In Voucher Security

Coinstar vouchers are engineered to protect against fraud:

- Printed with thermal ink
- Perforated edges
- Customized paper won't photocopy
- Specific front-to-back alignment
- Unique bar coding





Did you know?



42.7 billion coins are recycled annually worldwide through Coinstar kiosks



300 million is the times per week people walk by Coinstar kiosks



90% of the U.S. population lives within 5 miles of Coinstar kiosks



\$91 million has been donated to charity through Coinstar kiosks

Why Coinstar® in Your Store?

Turnkey service: No investment required

Coinstar owns, operates, and services all kiosks. Customer service is available 24/7, every day of the year.

Cash stays in the store

Vouchers are redeemed in-lane so 45%* of the money stays in the store.

Bigger Basket Size

Coinstar shoppers spend up to 10%** more and purchase higher-margin items.

Category Leadership

Coinstar's trusted kiosks have been meeting consumer needs for more than two decades and convert billions of dollars each year.

Proven Platform

Real-time connectivity and rigorous testing have delivered extremely accurate coin counting and a 97.7% uptime.

*Coinstar Brand Health Study 12/14

**Cannondale Associates Total Grocery Transactions Analysis, 2/09

If you would like to participate in this program or have any questions please contact:
All Regions: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com



One of the most proven methods for increasing sales lift and product recognition is using point of purchase signage. C&S has partnered with Insignia POPS to make sure your store is up-to-date with the latest signage and offerings, all while moving the products that are most profitable for your store's retail price.

Insignia POPS provides you with year-round store signage from the most recognized brands.

Program Benefits

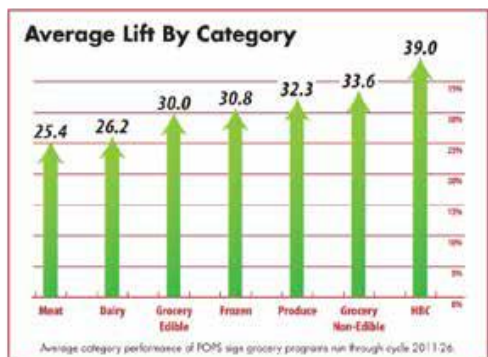
- No cost; earn \$250/year just for participating
- No start-up or set-up fees
- Increase product sales average lift by as much as 63.6%
- Increase category sales lift by as much as 39%
- Provides a new source of revenue
- Enhance gross margin dollars



How It Works

As shown in the chart to the left, this program can make a big impact, and the best part is that it takes minimal effort on your part.

- Insignia POPS works with manufacturers to advertise products for two-week cycles
- Manufacturers provide POPS with product features and benefits, product tag line and artwork/logo for the signs
- POPS prints, packages and sends the signs directly to your store
- You place the signs on-shelf with your regular weekly price changes
- Shelf clips are provided, making it easy to hang signs in any location



If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com

West Coast/Hawaii: Julie Caswell (916) 823-4708 or email jcaswell@cswg.com

Piggly Wiggly: Angela Feathers (843)203-1285 or email afeather@cswg.com

Grocers Supply: Joe Fogarty at (713) 746-5660 or email josephfogarty@grocerssupply.com



It can be challenging to come up with new and innovative ways to merchandise and move product. To make developing a marketing program easier for our customers, C&S has partnered with News America Marketing.

News America is an in-store media marketing company that provides a variety of retail advertising and promotion options including: SmartSource Coupon Machines, Floortalk, Shelftake One and Shelftalk products.



SmartSource
Coupon Machine
Lift Range: +18-34%



SmartSource
Floortalk Lift
Range: +7-16%



SmartSource
Shelftalk Lift
Range: +6-13%

Program Details

- Requires no store labor
- Earn \$2,000/year just for participating
- Programs are serviced by News America's trained field force
- Point-of-Sale advertising increases basket size and sales
- Programs like Coupon Machine offer shoppers instant value
- In-store programs are frequently used to announce new product launches and line extensions
- Each News America Marketing program is category exclusive for a 4-week cycle
 - E.G.: Crest and Colgate cannot advertise at the same time = minimal clutter and maximum impact
- Monthly store visits and a service hotline ensure prompt response to your questions

If you would like to participate in this program or have any questions please contact:
All Regions: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com



Loyalty Card Program

Build sales and customer relationships with a loyalty card program! Identify and reward your loyal customers, increase basket size, add value & savings with digital offers and communicate with email blasts & targeted receipt messages.

Program Benefits

- **Customer Specific Marketing** - identify and reward your loyal customers
- **Tiered Rewards Programs** - the more the customer spends, the higher the reward
- **Customer Communication** - Email Blasts, Direct Mail, Targeted receipt messages
- **Vendor-Sponsored Offers** – forced multiples, multi-vendor events & cross-selling
- **Digital eCoupons** - customers select & load saving directly to their loyalty card. Options are eCoupon instant savings, SavingStar eCoupons, Upromise eCoupons and Plenti Program
- **Targeted Offers** - influence customer behavior with targeted offers (declining / lost Shoppers, basketbuilders)
- **Sweepstakes** - random selections, customer automatically entered with card / product purchase
 - **Customer Segmentation**- know your best customers and who has potential for additional spending
 - **Club programs** (Baby, Kid's, Pet) - attract families & encourage purchases at your store
 - **Charitable programs** - based on customer card purchases (example: 1% of a customer's purchases donated to favorite non-profit)

If you would like to participate in this program or have any questions please contact:

East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com

West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com

Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660



STRATEGIC INTELLIGENCE
RESEARCH SERVICES

Powered by **RDI**



SIRS uses a proven research system that evaluates your store's current performance versus its potential performance. Turn this research into action by helping you to develop strategic and tactical plans that will drive shoppers to your store.

Evaluate Performance vs Potential

Understand the sales dollars of the shoppers that consider your store as an option to shop.

Understand the 8 Critical Factors

1. Awareness,
2. Amount of Competition
3. Type of Competition
4. Your Reputation
5. Strength of Competition
6. Hot Buttons
7. Demographics
8. Population

Identify "Low Hanging Fruit"

What are your missed opportunities? For example, if 78% of your loyal shoppers visit regularly for milk, why are only 69% purchasing from your meat department?

These insights help you to focus promotional efforts and drive sales throughout the store.

Identify Negatives & Positives

How does your store perform versus Total Competition? In evaluating the key areas of importance to your shoppers, SIRS can help identify where to take action against your weaknesses and advertise your strengths.

Develop a TEAM Action Plan

Empower your store team by allowing them to have input into their own goals. SIRS will provide the guidance and coaching on setting S.M.A.R.T goals.

Monitor & Measure Success

Research has shown that stores using insights and action planning increase scores year over year on key KPIs.

If you would like to participate in this program or have any questions please contact:
All Regions: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com



The strategic methods used to market CPG products to consumers are constantly evolving. New and innovative techniques used to maximize sales are now more readily available than ever before. C&S has partnered with VOXPOP, an in-store marketing radio network, to offer you the latest in shopper marketing. VOXPOP connects with shoppers by delivering targeted messages inside an atmosphere that is friendly and trusted by the shoppers – your store. The goal of VOXPOP is to strengthen your existing marketing initiatives and help you achieve a superior level of reach and promotional sales while giving you the ability to choose your target customers and brands.

Program Benefits

Through VOXPOP, real results are achieved through manufacturer and retailer collaboration. Captivating the appropriate audience with the correctly targeted message is achieved through quality that captures shopper attention

- Uninterrupted marketing spots
- Geographic targeting
- Demographic filtering
- Online portal to stay current on programming and campaigns

Uses

Once you implement the VOXPOP messaging program, you will begin to see enhanced and maximized sales through:

- Ad promotions
- New product launches
- Custom promotions
- Seasonal sales
- Display activity
- In-store demonstrations and couponing

Key Facts About In-store Audio

For every 1000 shoppers:

- 74 will choose an item that they had not planned on purchasing after hearing in-store audio
- 65 will select a different brand than the one they had intended to buy

If you would like to participate in this program or have any questions please contact:
All Regions: Matt Beaudin at (603) 354-4383 or email mbeaudin@cswg.com



Nothing can be more significant to a retail business as an asset to promote and control the sales of specific items, than the proper use of Point-of-Purchase shelf and display signage. Customized signs that are eye-catching and well prepared make a dramatic statement to retail shoppers that a business is one that is professional, aggressive and ready to serve them. C&S has partnered with Ready Flow to provide you with all of your signage needs.

For your convenience, Ready Flow carries an in-stock selection of over 350 generic sign cards, window posters, shelf tags and shelf labels. They also specialize in the production of customized sign cards and shelf tags.

Program Benefits

Be prepared to take advantage of all of these exciting benefits when you sign up for the Ready Flow program:

- Product quality
- Stable, highly competitive pricing
- A minimum \$50 order with no additional charges for set-up, art-work services or printing plates on custom signs
- A wide selection of unique stock items that will complement your standard sign card items
- Nationwide distribution and service
- Over 30 years of experience in the retail disposable signage business



If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660



In Today's Digital Age Your POS system needs to do more than just ring up groceries!



3rd Party Integrations

- Web Reporting
- Scheduling
- Loyalty Marketing
- Mobile Self-Checkout
- Web-Based Sign & Label Printing
- Accounting Systems
- Fuel Marketing Integration
- Online Shopping



**Easily Manage
Financials, Products
and People!**

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 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
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RETAIL BOSS™

BRdata Retail BOSS (Back Office Software Solutions) comprises:

BRdata Store

Features include POS interface, date-driven item movement analysis, RF Price verify, DSD receiving, shelf-ordering/purchase orders, inventory valuation, category management, Label/Signs, customer loyalty, perpetual inventory, SIL interpreter, wholesaler interface, competitor price tracking, and order entry.

BRdata Host

Includes all features from BRdata Store, as well as advanced multi-level zoning for multiple stores. POS interfaces include: NCR ACS/ISS45/ScanMaster, IBM SAVACE, RORC, and also most back office systems.

BRdata Retail BOSS (BackOffice Software Solutions)

- BRdata Store
- BRdata Host
- BRdata Scale Link
- BRdata Price Optimization Module

BRdata
SOFTWARE SOLUTIONS

BRdata Scale-Link

Communicates with perishable scale systems, consolidating POS and scale system databases.

BRdata Price Optimization Module

Optimal price presented to retailer based on item demand, GM%, competition, Private Label, and Unit Size. Advanced TPR management rules maximize TPR profits.

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West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

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Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660



Strategic Retail Pricing

- No More Zones
- Retail Influenced Price Management
- Tag Generation
- Enhanced Host & Ad Support
- DSD Price Management
- Web Portal view of pricing
- Rules Based Strategies with guardrails
- Spread and Parity Rules
- Competitive Price Comparisons
- Customizable by Item, Category or Department
- Customizable by Store, Banner or Region
- Many Reporting Options



Competitive Price Comparisons and Analytics provided by our partner Engage3.

“Engage3 has its eyes set on fundamentally changing how food and household consumables are bought and sold. It is developing store-level product attribute transparency, intelligent content, and predictive analytics designed to meet the needs of retailers, brands, and consumers.”

– IDC Retail Insights

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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GROCERY SOLUTIONS

In an increasingly connected and competitive world, First Data is helping grocers drive growth to new and existing channels, reduce total cost of payment acceptance and secure their business.

ECOMMERCE

Robust solutions from a single-source partner with unmatched geographic coverage to help merchants securely accept a wide range of payment types, maximize customer experiences and optimize revenues.

GIFT SOLUTIONS

End-to-end gift card solution suite including mobile wallets, card design, brand engagement, supply chain management, Omni channel distribution, security, social media marketing and reporting

UNIVERSAL COMMERCE

An all-in-one solution inclusive of a consumer mobile application, a secure payments, loyalty and offers solutions engine; and cloud-based software that delivers aligned interaction between grocers and their customers

ANALYTICS AND REPORTING

Reporting tools and data analytics on payment streams, market trends and campaign effectiveness to improve marketing effectiveness

TRANSARMOR® DATA PROTECTION

Help protect sensitive card payment data from the moment of swipe throughout the entire transaction.

FRAUD DETECT™

Real-time fraud detection, scoring and machine-learning capabilities designed to reduce overall exposure and cost of fraud.

EMV SOLUTIONS

Environmental assessment and integration of EMV chip card acceptance and liability shift.

MONEY NETWORK® ELECTRONIC PAYROLL DELIVERY

Electronic payroll distribution solutions that help employers reduce expenses associated with payroll delivery.

EFT NETWORK (STAR)

The 3rd largest U.S. Debit Network committed to protecting debit as a preferred form of payment and offering PIN debit, PINless, and STAR Access Signature Debit).

SMART ROUTING®

Leveraging the Durbin requirement of two unaffiliated networks on each debit card, Smart Routing guarantees the merchant pays the lowest interchange for all PIN debit transactions.

TELECHECK® / CONNECTPAY™

A fast, safe, and flexible payment option that enables businesses to lower the risk of check acceptance, or eliminate that risk entirely with a guarantee solution

Allows merchants to issue their own branded payment card that allows customers to be rewarded for paying by ACH from their checking account.

CYBER THREAT ANALYSIS

Top security technicians and leaders provide a comprehensive view of suspicious threats potentially impacting the security and risk profile.

If you would like information on this product or have any questions contact:

East Coast: Mike Gallagher 484-375-8184, or email migallagh@cswg.com

Mid-Atlantic / Dubois: Dave Crum 610-693-4701, email dcrum@cswg.com

West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com

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Creating a fresh perspective on Payments

- Worldpay is one of the industry's largest payment processors.
- World-Class Customer Service
- Seamless Conversions
- Network Interchange Fee Pass Through
- No Hidden or Extra Fees
- Online reporting



Smart Routing Process



Powered by
worldpay

If you would like information on this product or have any questions contact:
 East Coast: Mike Gallagher 484-375-8184, email migallagh@cswg.com
 Mid-Atlantic/Dubois: Dave Crum 610-693-7401, email dcrum@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660

In today's competitive landscape it's important to offer your customers the convenience and value they deserve in every purchasing option. When it comes to last minute presents, or any gift need throughout the year, gift cards offer your customers both convenience and value while getting shoppers in your store, increasing foot traffic.

Our partner, Blackhawk, has years of experience, proven best practices, and provides the best gift card solution in today's marketplace.

Program Benefits

Blackhawk is more than a convenience for your customers; it is also a flexible merchandising option for you as a retailer, with all of the following great benefits:

- Increase basket size and number of customer visits
- Drive incremental sales
- Generate higher sales and profit per square foot
- No cost of inventory
- Earn commission on every card sold
- Strengthen your relationship with your consumers by staying competitive with other national/regional grocers

How it Works

Gift cards sell themselves by filling a consumer need with a value added product. Here's how the program works:

- ❖ Average 5% – 6% sales commission paid by each card partner
- ❖ Retailer is invoiced after card is activated by cashier
- ❖ Cards get auto replenished by monthly DSD Program
- ❖ Extensive selection of gift cards for consumers to choose from
- ❖ Integrated or stand-beside options
- ❖ **NO inventory cost - cards on display are inactive**

Fast Fact

- \$100 Billion US Market
- Mall-type displays of gift cards are the 2nd most popular purchasing venue
 - 8% are purchased at Supermarkets
 - 45% are purchased from a Gift Card Mall kiosk
- The average purchase amount of a gift card is \$51
- Blackhawk has 93% share in the third party gift card market within Grocery Channel



Getting Started

Just follow this link below to begin, or contact us for more help.

<https://connect.blackhawknetwork.com/MerchantOnBoardingPortal/Register.aspx?wsn=c%26s%20wholesale%20grocers%2C%20inc>

Once on the application page you will need to register as a first time user and then you will be able to login. Be sure to write down your created user id, password and pin for you will need to use them during the application process. On the initial application, the email address should be the OWNER of the company's email.

Below is a list of information you will need to complete your application

- Federal Tax ID
- Owner/Officer information (SSN, DOB, etc.)
- Banking Information (Bank name, address, etc.)
- Store Details (store #, address, etc.)
- Shipping Information
- Anti-Money Laundering Policy – if your store does not currently have an AML policy you can use the one provided online with step 1 of the application. If you current AML policy does not include Prepaid Gift – it is advisable to adopt the Blackhawk policy. It can run concurrently with your current AML policy
- Accounting Information – contact name and phone number



If you would like to participate in this program or have any questions please contact:

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West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com

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Dbl-Sided Greeting Card Fixture
FIX00270
8-Peg Double Sided
27" h x 10" w x 12" d



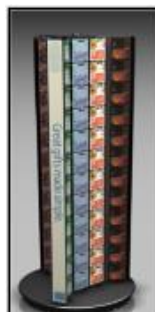
8 Peg Countertop
FIX00268
7" d x 7" w x 15" h



8 Peg Double Sided Check Stand
FIX00126
33" w x 12.6" h



5 Peg Single-Sided Check Stand
FIX00117
20" w x 12.5" h x 3.3" d



144 Peg Spinner
FIX00108
32" d x 32" w x 76" h



96 Peg Spinner
FIX00161
22" d x 22" w x 66" h



72-Peg Slim Tower Spinner
FIX00096
28" d x 20" w x 66" h



64 Peg Spinner
FIX00046
28" d x 20" w x 66" h

Features

- Built in Barcode Scanner
- 100 working hours of battery life before recharging
- Backlit LCD Display
- Durable outer shell
- Supports other order types: Specialty Foods, etc.
- Includes docking cradle for charging
- Transmit orders using a dial-up modem connection from the cradle



**Use PC software to
transmit orders and
receive daily updates
over the Internet.**

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This is an agreement between C&S Wholesale Grocers and the retailer customer whose name is signed above to lease an electronic ordering system and may be canceled by giving thirty (30) days notice. The rent shall be calculated on a weekly basis and shall be invoiced at the end of each week coinciding with the account period of C&S Wholesale Grocers. The type of system the retailer chooses shall calculate the cost.

C&S Wholesale Grocers will cause all necessary repairs and maintenance of the equipment resulting from ordinary wear and tear to be performed at its expense, except battery replacement, and will also provide a (loaner) unit as soon as practicable after receiving notice of the need. Notice is given by calling the Customer Service Department. **Repairs necessitated by retailer misuse of the equipment will be at retailer's expense. C&S Wholesale Grocers determination that equipment has been misused will be conclusive.**

Upon cancellation or default of this agreement, retailer will return all equipment in good condition. Retailer assumes all risk of loss or theft or destruction of or damage to the equipment.

C&S Retail Technology Services Only

CipherLab serial #

CipherLab cradle serial #

Features

- Built in Barcode Scanner
- 60 working hours of battery life before recharging
- LCD Matrix Display
- Durable outer shell with water & shock resistance
- Displays item description, order history and movement
- Backroom inventory support
- Manage multiple orders by department name
- Supports other order types: Specialty Foods, etc.
- Includes docking cradle with usb support
- Uses PC software to transmit orders and receive daily updates through the Internet



**ReOs software
required**

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 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
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C&S Retail Technology Services Only

Denso serial #

Denso cradle serial #

Effective October 1st 2016 The U.S. Department of Agriculture's (USDA) Food Safety and Inspection Service (FSIS) issued their Final Rule amending record-keeping requirements for official establishments and retailers who grind their own beef. The intent of the rule is to make it easier and quicker to track foodborne illnesses to their source.

What you need to track

- The establishment numbers of suppliers used to prepare each lot of raw ground beef product
- All supplier lot numbers and production dates
- The names of the supplied materials, including beef components and any materials carried over from one production lot to the next
- The date and time each lot of raw ground beef product is produced
- The date and time when grinding equipment and other related food-contact surfaces are cleaned and sanitized

- Ease of use
- Batch HH
- Download Updates
- Daily Upload grind data
- Daily emailed reports
- Ad Hock reports on demand



Trin	
Global Trade Item Number:	
9002874916945	
Beef Bottom Round Flat	
Lot / Serial #	Est. #
47641595	86K
Production Date:	Pk Weight:
02 / 10 / 16	56.1 lb
Enter Lug:	
#	
Back	Save

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660



MobileScan Reclamation

This program informs the retailer of reclaim authorization, perishable product and damaged hazardous waste product that can be scanned at store level and disposed of rather than emptying the containers and sending the empty packages back to reclamation.

If you would like to participate in this program or have any questions please contact:
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Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660

TotalPCI™ Managed Network Solution



TotalPCI™ Services Overview

Customized managed services to fit the needs of each merchant. The majority of services are included by default with TotalPCI™ allowing you to pick and choose those that best fit your location's needs without significant price changes. Services can even be customized on a site-by-site basis allowing individual operators control over the services they need.

Two pricing models are available based on number of payment terminals on the network. Large Store and Small Store programs are a 1-year contract that convert to month-to-month at the end of the initial term. The following below highlights the services that stand out as critical to most merchants.

Standard Network Management Functions

- **Network Monitoring and Support** – We monitor our merchant locations and respond to emergencies on a 24x7x365 basis.
- **Whole Network Dial Backup** – Whole network dial backup is included for all locations with TotalPCI™.
- **Multi-ISP Failover** – Our hardware is ready out of the box to handle more complex network environments where there is more than one ISP available.
- **Secure Remote Access** – We include unlimited PCI- DSS compliant 2-factor remote access accounts for each location.
- **White List/Black List Content Filtering** – This filtering method allows you to block all web traffic except sites within a “white list” that you specify.

Optional Network Management Functions

- ✓ **Automated Wireless Backup** – Our optional 3G/4G wireless backup service keeps your locations online with a high-speed connection when their primary ISP is down
- ✓ **Managed Anti-Virus and Endpoint Security** – Our endpoint security solution is fully integrated into TotalPCI™ allowing for seamless management the security of the devices connected to your network.
- ✓ **Subscription Based Content Filtering** – This advanced filter is subscription based and allows you to block Internet access based on the content of the site.
- ✓ **Secure Customer WiFi** – This feature allows customer access to a secure WiFi hotspot at locations where this is enabled.

TotalPCI™ Compliance Overview

- **Breach Coverage and Insurance** – Every installation will include \$50,000 in breach protection and \$50,000 in breach assistance for a total of \$100,000 breach coverage. This is in addition to our \$2,000,000 in breach insurance covering breaches caused by a failure of TotalPCI™
- **External ASV Scanning** – TotalPCI™ includes unlimited external ASV network scans performed by our independent third-party scanning vendors.
- **Internal Scanning** – Our advanced Internal Scanning Engine performs internal scanning of the payment environment.
- **Rogue AP Scanning and Wireless IDS/IPS** – We scan the local wireless infrastructure for unauthorized access points and take action as necessary when detections are made.
- **PCI-DSS and SAQ Assistance** – Our PCI Team provides support for merchants with general PCI questions as well as full assistance with their SAQ and other compliance documentation.
- **PCI Policies, Procedures, Training and PCI Document Submission** - MDTech can submit PCI documentation and scan results to your processor/acquiring bank as necessary to demonstrate your PCI Compliance.



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East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
West Coast/Hawaii: CSRTS 800-901-1192, email csrswc@cswg.com
Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660

Cloud Backup

What it is and why you need it?

- There's a lot of information swirling around about the cloud. But if you haven't the foggiest idea what it is, you're not alone. The benefits are numerous: increased efficiency, peace of mind, affordability — just to name a few. Dive into these frequently asked questions to get a better understanding.

What is the cloud?

- The "cloud" or "cloud computing" are tech-industry terms for information that's sent to data centers for safekeeping while remaining accessible to you in real time. Instead of backing up your photos, music or business documents to external hard drives or flash drives, cloud backup sends your data to a secure, offsite storage facility. You can access your files anytime, anywhere while they remain protected from fire, flood, theft or other data disasters.

Do I really need it?

- Think of cloud backup as insurance. Do you need fire insurance or liability insurance for your business. I'm guessing the answer is yes. In today's world, data is valuable and in some cases not replaceable.

Is it safe?

- Well, let's just say that not using the cloud is the equivalent of keeping your money in your mattress. Storing your data in a professionally managed data center means it is given the proper TLC and attention it needs — redundant disk arrays, temperature-controlled environments, backup power generators and more. If you're worried about prying eyes, you don't need to be. Your files are encrypted before they leave your computer and stay encrypted on the servers.

Won't it cost a lot?

- You'd be surprised how affordable cloud backup can be, especially when you consider the cost of losing your accounting or payroll data.
-

DATA BACKUP: Protect your data, protect your future!

Over the years technology has evolved processes to enable IT managers to assist clients during minor emergencies. These 'minor emergencies' tended to include corrupt databases due to power spikes or inadvertent shutting off of the server plus the occasional "I deleted the file - HELP!".

IT service managers have used, and will continue to use, various local data backup strategies. While these backup practices are excellent and can serve to help recover from most minor disasters, they are not sufficient to help recover from a major disaster.

With this in mind we researched various companies and have chosen one of the leaders in the industry for our customers. From Fortune 500 companies, to small home businesses, Mozy® is the most trusted name in online backup. As a part of storage giant EMC, Mozy has the experience and infrastructure to keep your data safe & secure.

PLEASE take a few moments and review this information about our MozyPro service.

"It is so easy and inexpensive to use MozyPro that there's no excuse not to sign up for the service. No matter how small or large a business, you cannot afford to not back up your data," Karacostas said. "I pay very little each month to know that all of my files are always secure and even if disaster strikes my computer or office, my entire business will keep running."

Stacy Karacostas, SuccessStream–

<http://success-stream.com/products.htm>

How the process works

➤ Selected data is backed up nightly through a scheduled process from your in-store server and uploaded to the data centers at Mozy. All data is encrypted and transferred using SSL, the highest in transfer security.

➤ This process monitors the usage of the in-store server and sends data only under conditions that will not impact the server performance or your business.

➤ Multiple versions of the same data are kept in the event that data becomes corrupt and is uploaded corrupt. This permits us to restore those files from a previous backup, thus returning you to business from a previous period in time. Then with some minor data maintenance this will return you to the current state.

➤ Alerts are sent to our retail help desk when a location has not uploaded data based on a time parameter. In this manner we can react and make sure that the most recent copy of your data is uploaded and secure.

If you would like to participate in this program or have any questions please contact:

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West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com

Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660



Onsite Data Backup *

For small and medium businesses, a cost-effective, secure solution is to use cloud services on an owned network attached storage device(s), such as Buffalo's TeraStation products.

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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E-Plum Enterprise Scale Manager is the industry-leading multi-vendor scale management solution for retailers who demand maximum performance and manageability along with wide flexibility in equipment selection.

Data integrity in Fresh is a foundational requirement for achieving operational excellence across a variety of disciplines related to effective in-store execution. Ensuring all in-store labelling is done correctly, meeting all regulatory requirements as well as your own merchandising and marketing goals is only one aspect addressed by E-Plum. Item integrity also ensures your price accuracy commitment to your shoppers and is a building block for inventory optimization in Fresh.

About E-Plum

E-Plum was built from the ground up to take advantage of new network technologies to enable you to manage and update thousands of labelling devices such as weigh-scales, printers and more from a single central source that, in turn, is directly integrated with your merchandising system.

- Need to execute a new pricing strategy?
- Change a label format?
- Provide support for allergens information?

E-Plum gives you the means to quickly effect changes across your entire store base by Division, District, Store Group or individual store so that you have complete control of your in-store labelling equipment.



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Lone Peak Labeling Systems specializes in equipment and custom made labels designed to provide you with easy, flexible and professional labeling solutions. Lone Peak provides you with high quality multi-colored labels with total flexibility on fonts, graphics & design.



Lone Peak "Labeler"

- Increase Sales
- Enhance Merchandising
- Better Looking, More Professional Labels

A label is the Primary marketing tool used to help sell and merchandise your product. Lone Peak carries the most respected product lines in the label and marketing industry as well as the sales, service and Technical support to back them up.



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Whether you're replacing old tags, missing tags, doing price changes or just wanting to get new items onto the shelves immediately, you'll save time with the C&S Wireless Printer program.

The Zebra QL220 Plus is an easy way to instantly print shelf labels for C&S items. Need a new tag? Simply scan an item and a label will be generated. Making price changes? Simply punch in the new price and press print. The new unit price will automatically be recalculated for you on the new label.



Program Benefits

- Instantly reprint missing tags
- Respond quicker to sensitive price changes
- Durable but lightweight printer does not impede mobility within the aisles
- Easy media loading and tag removal
- Connects to the C&S order gun via a low-power consumption Bluetooth 2.0 connection



Available Accessories

- Standard in-stock and/or custom receipt paper, labels and tags
- Lithium-Ion batteries and chargers
- Cases, mounts and stands

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 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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RTS-Signs Advantage

- Integration & verification of tags & host files the tags you are hanging on the shelf match the POS
- Bundle Groups replace RPM/Adplan Hosted Sign Data
- Host Records created from Bundle Groups customize your Ad and send the pricing to POS
- Sign Master corporate sign hosting supported
- Improved accuracy (uses prices from RORC POS)
- Bundle Groups allow Text Copy and Pricing to flow from the Main Item to the Related Items
- Create Signs and Host Files from C&S AdPlan
- AdSketch & TEVi Data Hosted to Ad Group stores
- Improved sign image & consistency across store(s)
- Reduction in labor with Improved store signage



rtssigns.com for Grocery Version Feature Comparison	Basic Version	Standard Version	Premium Version
Cloud based with free upgrades & fixes. Always be on the latest version.	✓	✓	✓
Signs & labels printed per month	1500	7500	Unlimited
Sign Indicators – graphics on signs/labels e.g., Organic, Gluten Free, WIC etc.,	Basic Only (WIC, CRV, New, Clearance)	Basic (WIC, CRV, New, Clearance) + 5 Custom	Unlimited & Custom
Import label files from back office POS	✓	✓	✓
Store PLU data storage	–	30,000	Unlimited
My Logo signs using store specific logo	✓	✓	✓
Dynamic Sign & Label Templates – sign layout changes based on data conditions	✓	✓	✓
Enhanced item copy – Edited brand, description, size & UOM for your items	✓	✓	✓
Advanced store level Copy Editing to support DSD & random weight items		✓	✓
Export pricing files from rtssigns.com to back office POS		✓	✓
Advanced item search capability		✓	✓
Store specific custom sign & label templates		✓	✓
Direct POS back office integration with live data replication			✓
Ad Plan support – easily manage your weekly ad signs			✓
RF/Mobile integration or shelf edge printing option			✓
Optional Planogram Integration – print in Planogram order. Print selected planograms.			✓
Selectable sign graphics – themes and seasonal images			✓
Integration with SignMaster corporate/warehouse Ad publishing tool			✓
Multi-language support on signs & labels			✓

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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DESIGN-R-LABELS



**Stimulate Sales • Reduce Labor
Increase Productivity**

Retail Technologies, Inc. (RTI)

- Design-R-Labels
- Wide array of sign and label printing software solutions
- Print images on your signs or labels
- Easily print bar-coded shelf labels, shelf-talkers, signs, and large format signs (posters and banners)



If you would like to sign-up, or for information on this product please contact:
West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com, or fax 916-373-4320
Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660
*Not Available in East Coast/Dubois or Piggly Wiggly



Pacific Digital Signs

One-stop-shop for in-store digital signs, kiosks and interactive solutions. The team has over 25 years of experience in location-based digital marketing and communication solutions for Retail, Food & Beverage, Hospitality and other projects Worldwide.

The full service suite of solutions includes 360 degree service: pre-sales consulting and needs analysis, software & content design, hardware sales & installation, and 24/7 support. As independent consultants, the PDS team will leverage key relationships with leading hardware vendors and software suppliers to custom create the perfect digital sign solution to fit your budget & goals.

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660

What is it?

- Customized TPR retails created based off of YOUR store retails and customer specific criteria for item inclusion
- Customer Specific Criteria chosen at the Department or Category level
 - Item allowance minimum savings
 - Allowance type (OI, Block Buy, etc.)
 - Pass to consumer allowance percent
 - Minimum allowance timeframe
 - Rounding rules



Custom Auto TPR Benefits

- Generate extra gross profit dollars!
- Save YOU time!
- Generate extra sales and promote consumer savings!

Weekly Auto TPR Report

Generated for each store with three sections:

- Beginning: Items beginning a TPR the upcoming week (Sat to Fri)
- Pending: Items meeting the store criteria and are staged 2 weeks out
- Ending: Items where the TPR is ending the upcoming week
 - Deal info is not shown in this part

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mark Nettleton at (802) 257-6732 or Erin Kyzer at (603) 354-4382
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660

Retail Solutions **Compare & Save Shelf Tag Program**

Raise consumer awareness while increasing sales and gross profit on your store brands with the Compare & Save Shelf Tag Program.

How It Works

Compare & Save tag comparing the private label item to the national brand equivalent. Will be sent with regular weekly tags. These tags will be generated based on:

- Private label brand(s) stocked by your store
- Matrix of private label vs. national brand, customizable by store
- Utilizing a customizable, by store and category, national brand price gap % calculation.
Items falling outside this set gap a tag won't be printed.
- Choice of having all item tags generated or set so that when retail changes occur you will receive tags through attrition.



Reporting Capabilities

- Customer Item Report
 - Built based on customizable minimum savings criteria
 - Lists out savings amount and savings percentage for each item
- Tag Print Report
 - Lists items that met the minimum savings criteria in which tags will print
 - Lists out retail, savings amount and national brand price gap percentage
- Exception Report
 - Lists items that did not meet the minimum savings criteria set



If you would like to participate in this program or have any questions please contact:
East Coast/Dubois: Erin Kyzer (603) 354-4382 or email ekyzer@cswg.com
West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660

Want to make an EDLP statement and increase sales on new items?



Join the New Item & Everyday Low Price Programs

New Item

How It Works: Each time a new item is purchased by your store you will receive a New Item bib sign. All departments are included in this program.

EDLP

How It Works: Items in this program are classified as “Super Sensitive” meaning that the consumer would know the retail for these items between retail competitors. The retail is priced at the lowest competitive retail or with a slight markup for profit margin. Items are verified quarterly.

**New Items
Center Store**

**New Items
GM-HBC**

**EveryDay
Low Price**

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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With the C&S Retail Accounting Program, you can focus on running your store while C&S manages your financial reporting, payroll, and accounts payable.

Some of the features provided by C&S Retail Accounting include:

- Accurate and Timely Financial Statements
- Comprehensive Financial Tools to Run Your Business
- Customizable Formats to Match Your Unique Needs



Services Available

Financial Reporting

- Sales & Labor reporting with single store breakouts
- Bank Reconciliations
- Operating Statements
- Sales and use tax filings
- AND MORE...

Payroll

- Payroll Data
- Direct Deposit
- Print and Issue Checks
- Issue and Mail W-2's
- Federal and state tax deposits and filings
- AND MORE...

Accounts Payable

- Print and mail checks
- Provide various AP reports
- Send out and maintain W-9's
- Issue 1099's and file 1096's

If you would like to participate in this program or have any questions please contact:
East Coast/Dubois/Piggly Wiggly: Denise McReynolds at (315) 793-9226 or dmcreynold@cswg.com
*Not Available in West Coast/Hawaii

Helping over 4,000 Independent Supermarket Stores Succeed

Today, independent supermarket operators face many challenges with their accounting and financial services. Competition from superstores, changing demographics, and the pressure to keep up with ever-evolving technology are unavoidable realities of the independent retail grocery marketplace. Now there is a way for independent supermarket operators to be proactive instead of reactive. FMS Solutions provides leading-edge benchmarking, best practices, strategic support, and consulting services to independent supermarkets across the United States, Canada, and the Caribbean.

Retail Accounting
Accounting & Payroll Software
Supermarket Best Practices
Consulting Services



Payroll Outsource Service
Supermarket Benchmarking
WOTC Tax Screening

If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com
 West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com
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Redeeming the coupons that your customers use can sometimes be tedious. Dealing with multiple manufactures and 3rd party processors is time consuming and takes you away from your already busy schedule. Let C&S help. We have years of experience processing 130 million coupons a year.

Program Benefits

The Coupon Redemption program saves you the headache and time demands that come with redeeming coupons yourself. Our program is:

- Hassle free – You simply collect and ship coupons to C&S; we do everything else
- Competitive – our handling fee rebate will help offset your internal costs of administration
- Instant – we issue weekly credits based on the count and face value of the coupons
- Prompt with reconciliation – any adjustments will appear on the next weekly statement upon completion
- Charge-backs – we leverage our supply programs to minimize charge-backs and ensure that our customers collect timely on their properly redeemed coupons



Fast Fact

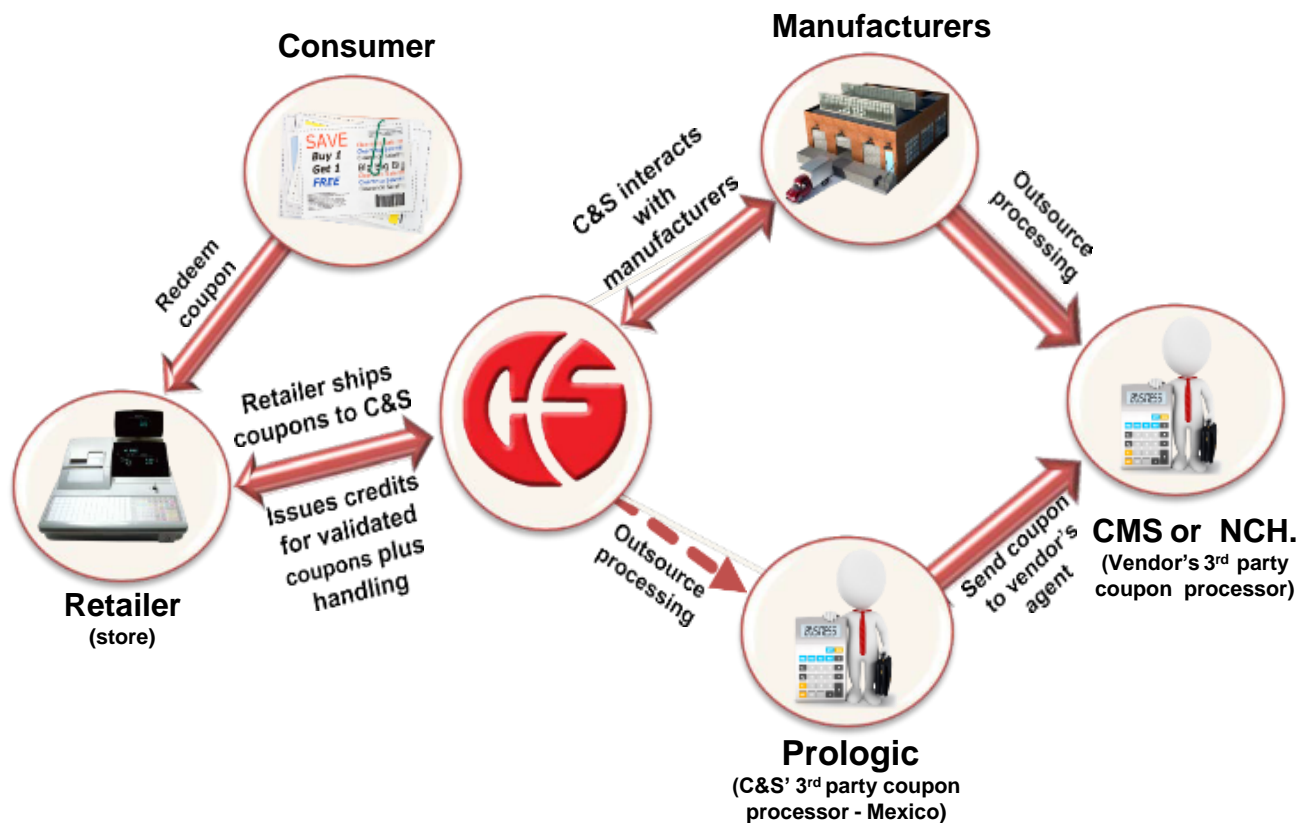
Coupon redemption rates have been rising since the recession began, and unlike in years past, the trend is continuing

How It Works

Participating in the Coupon Redemption program is simple, with little effort on your part. Here's how it works:

1. Collect coupons, prepare shipment and store summary report detailing the estimated face value and count of coupons
2. Send coupons to C&S
3. Receive an initial credit issued on the face value of the coupons
4. 4 weeks after the coupons have been delivered, you will receive a detailed reconciliation report with the estimated vs. actual coupon count; any adjustments plus the handling credit of \$0.04/coupon will appear on your next weekly billing statement
5. Receive individual weekly reports showing coupon counts and face value reconciliation by store

Coupon Redemption Process Flow



If you would like to participate in this program or have any questions please contact:
 East Coast/Dubois/Piggly Wiggly: Nancy Higley at (802) 257-6725 or nhigley@cswg.com
 *Not Available on West Coast/Hawaii

Websites

Program Benefits

- Interactive & Engaging – Showcase your Brand and Store
- Interactive Weekly Ad & Shopping List features helps your customers plan their trip to your store
- Online Coupons for your Shoppers, help to plan the trip and easy access to Meal Solutions
- Grocery Newsletters/Email Marketing – Send your message to your shoppers when they opt-in to receive the newsletter
- Recipes – thousands of delicious recipes that integrate with your weekly ad
- Unique, retailer specific designs, layouts and advanced features, reinforces retailer brand and marketing programs
- Mobile Integration/Responsive Website Design, which means your customers will have a good experience regardless of the device they use to access it: Desktop, Tablet, or Mobile Phone.

Mobile traffic currently represents 35% of total web site activity for the average Independent Grocery Retailer and growing. Sites designed in responsive web design (RWD) offers easy viewing and navigation with a minimum of resizing across a wide range of devices (from mobile phones to desktop computer monitors). With this new technology, the distinction between a web site and a mobile becomes less significant. RWD lowers cost and increases response time to design and technology changes.



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 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
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Mobile Application for Retailers

C&S will brand the mobile app for the Ad Groups and / or Retailers. C&S will then publish the mobile app to the App Stores for your customers to download. **

Features

- Sign In
- Registration
- Profile Maintenance
- Select Retailer Location(s)
- View Programs and Points balances
- View Loyalty Card Savings history
- Create and View Shopping List Feature (multiple list support)
- View Favorite Recipes
- Red Plum eCoupon to Loyalty Card Integration
- Customized Offers pushed to the phone
- SMS Text based Marketing



C&S recognizes that the future of retail is changing rapidly with the rise of mobile devices and social networking. We have developed a strategy to meet this challenge fully embracing these new tools and technologies.

This will help you attract and keep customers through participation in this new eShop Eco- System.

** ShoptoCook website required

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 Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com
 Grocers Supply: Joe Fogarty at JosephFogarty@grocerssupply.com, or (713)746-5660

Website



Email

Mobile

Improve the consumer experience by ensuring their content and history moves with them across all channels.

Consumers today expect this type of seamless experience!

C&S, along with our partner ShoptoCook, provides a digital media solution designed specifically for the Independent retailer wishing to provide consumers interactive experiences throughout the digital Path to Purchase, including in-store, with the exclusive ***in-store interactive kiosk program***. This solution includes Web, Mobile, and In-store components all working together to provide a consistent, interactive and positive experience for your consumers that leads to higher basket sales and greater customer loyalty.

ShoptoCook's Kiosk CAN Inspire, Incent and Inform your customers

Inspire your customers

- ✓ Database of over 8,000 recipes
 - Recipes drive affinity sales
 - Promote meal solutions
- ✓ Access electronic flyer
- ✓ Seasonal and Special Event marketing
- ✓ Enhance the in-store shopping experience

Incent your customers

- ✓ Weekly updates of \$400 - \$550 Manufacturer Coupon value
 - Reward your customers
 - Engaged Kiosk customers spend the most (221% more) and are the most loyal
 - People who engage with the kiosk are pantry loaders and frequent shoppers
- ✓ Integrate with your Loyalty Program to provide in-store access to Loyalty rewards
 - Connect the shopper to their current loyalty offers via scanner or alternate ID

Inform your customers

- ✓ Provide product and nutritional information important to informed shoppers



No Equipment Cost!

If you would like to participate in this program or have any questions please contact:

East Coast/Dubois: Mike Gallagher (610) 693-1445, email migallagh@cswg.com

West Coast/Hawaii: CSRTS 800-901-1192, email csrtswc@cswg.com

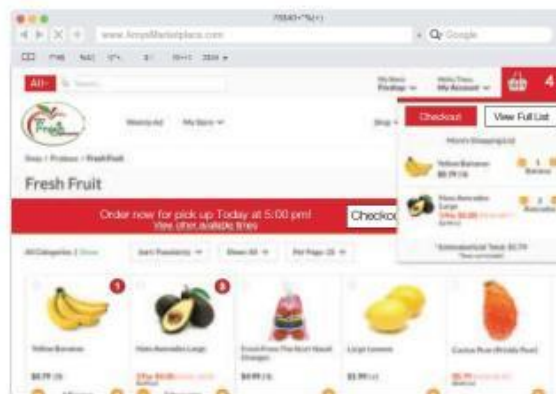
Piggly Wiggly: Gene Colson (843) 203-1319 or email EColson@cswg.com

Grocers Supply: Joe Fogarty at JosephFogarty@grocersupply.com, or (713)746-5660

Online Grocery Shopping offers several potential revenue gains making it a substantial growth channel for grocers: increased basket size, consolidation of customer purchases, enhanced customer satisfaction, brand loyalty, attracting younger customers and providing convenience to shoppers who have difficulty getting to your store.

As of 2016, some 5 percent of U.S. consumers preferred shopping for groceries online. In total, U.S. online grocery sales amounted to about 7 billion U.S. dollars in 2015 and are expected to rise to 18 billion U.S. dollars by 2020.

**Statistics provided by www.statista.com



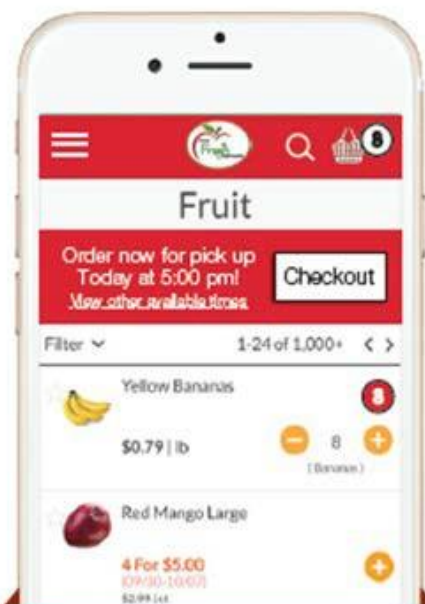
Take your grocery business to the next level by offering your customers the ability to buy their groceries online!

Increase your share of the customer's wallet, win back the entire store and enhance customer satisfaction and brand loyalty!

Online Grocery Shopping

Features List

Shopping	Products	Admin
 Shopping List	 Product Highlights, Nutrition & Other Info	 Payments Including Credit, Debit, PayPal
 Pick Up & Delivery Options	 Beautiful CPG Imagery	 POS Systems Integration
 Clickable Circular	 Photo Studio For Store Brands	 Usage Analytics
 Catering Options	 Images & Variable Weight Info	



**Mobile
Optimized**
Shop from your phone!

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