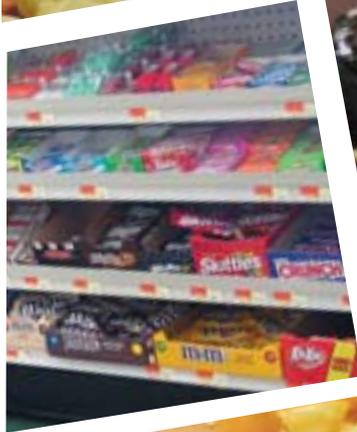




The Best Choice for Convenience Retailers



AG **Associated
Convenience Grocers**
A DIVISION OF ASSOCIATED GROCERS OF NEW ENGLAND, INC.

The Best Choice for Convenience Retailers

- *Quality Products* • *National Brands* • *Private Label*
- *50 Years Experience* • *Information System Support*
- *Category Management* • *Food Service and more!*

Today's convenience stores think outside of the box when it comes to variety and merchandising, and their customers are rewarding them with higher sales per square foot, increased shopping frequency and greater profits. The most successful independent convenience operators are continually redefining what they offer their customers. The possibilities are limited only by a store owner's imagination, management skills, and a store's source of supply and support.

Associated Convenience Grocers (ACG) is a division of Associated Grocers of New England, Inc. – the largest, retailer-owned wholesale grocery distributor in New England. We understand the retail food business because we are retailers ourselves. And we've been supplying supermarkets, community food stores, neighborhood markets and convenience stores for over 50 years. The construction of an entirely new, 380,000-square-foot, fully climate-controlled Distribution Center has allowed us to significantly expand our services to convenience stores.

Associated Convenience Grocers has the full resources, buying power, facilities and expertise of



AG New England, plus the specialized services, programs and understanding that convenience store operators appreciate. Our team's experience and attention to our customers' needs is second to none.



 **Associated
Convenience Grocers**
A DIVISION OF ASSOCIATED GROCERS OF NEW ENGLAND, INC.

A Distribution Center owned by retailers.

Founded in 1946, Associated Grocers of New England is a retailer-owned cooperative. But membership is optional; more than half of the stores supplied are not members of the co-op. Yet all stores are able to benefit from doing business with a supplier focused on listening to and caring for the needs of Independent Retailers, regardless of store size or format.

- Our rapidly growing customer base includes around 500 retail locations across the six-state New England region and into the Upstate New York/Albany area.
- Stores range from 1,000 to 40,000 square feet and include single-store operations and multi-store groups.
- Fulfilling the needs of such a diverse group of retailers has led to the evolution of programs, training, technologies, product variety and merchandising capabilities that give each individual retailer what they need to stay ahead of their competition and grow their business.
- A vast product selection of items across all categories gives us the buying power and variety that allow retailers to fulfill every customer's needs.
- Exceptionally high in stock level and 98 to 100 percent on-time deliveries.

Associated Convenience Grocers was formed to better serve the changing needs of this particular segment of the market. Specific areas in the Distribution Center are designed for specialized handling of convenience store items, including split cases and select, single-pick items.

The ACG Department is made up of a group of seasoned convenience store professionals with many years of experience operating and even owning convenience stores. This includes expertise in operations, logistics, category management, buying and merchandising, food service management and training with leading convenience chains and independent stores.

Retail Counselors help bring all capabilities and resources to your operation. We have programs and products that best suit your needs; the counselors are there to answer your questions and resolve any issues on a day-to-day basis. But they also meet with store management on a periodic basis to review velocity reports by category and discuss the ongoing overall progress of your stores. These meetings are also a time to set new objectives and priorities for the future. The

emphasis is on building programs that can be customized to your stores for maximum profitability.

Our Food Service Program allows you to choose the right mix of products and programs that work for you on a store-by-store basis, based on your customers' needs and the level of operational involvement you prefer. Choices range from freeze-and-thaw to "make it from scratch" items and everything in between: bakery, hot foods, produce, sandwiches, roller grill, deli, entrees, salads, drinks, desserts and more.

Category Management is focused on ensuring that stores have the best items across the brands the customers want. We make extensive use of national and regional ranking data and are very aggressive in introducing new items and programs. We also encourage you to remove dead items via a reclamation program that gives you back full credit on most product purchased through us.



- **Food Service**
 - Sandwiches and Soups
 - Burgers and Hot Dogs
 - Pizza
 - Salads
 - Meals To Go and more
- **Shurfine Store Brand Label**
- **Cigarettes and Tobacco**
- **Ice Cream and Frozen Foods**
- **Targeted Incentive Programs**
- **Specialized Support Services**
- **Technologies and Expertise**
- **General Merchandise**
- **Health and Beauty Care**
- **Fresh Products**
 - Fruits and Salads
 - Deli and Bakery
 - Meats
- **Snacks**
- **Candy**
- **Dairy**
- **Coffee**
- **Beverages**
- **Groceries**
- **Store Supplies**

Additional services include:

- Store Design
- Equipment Sales
- Store Merchandising
- Advertising and Promotions
- Retail Account Coverage
- Retail Bookkeeping Services and Technology Support
- Central Billing Goods and Services

Central Billing allows a store the advantages of having a single source of supply. Streamlined ordering, sales tracking and paying saves you time and money. Central-billed programs include Hood milk and Country Kitchen bread. All of a store's needs are supplied through the Distribution Center or central-billed, including the critical categories of cigarettes, tobacco, snacks, candy, beverages, groceries, ice cream, bread, milk and all the rest. There's a full assortment of health and beauty care and general merchandise items, organics and natural foods, and even store supplies.

The Best Choice for Convenience Retailers

Associated Convenience Grocers has the foresight, innovation and creative solutions that help you keep pace with the ever-changing world of convenience retailing.



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