NATIONAL GROCERS ASSOCIATION

2023 Buyer's Guide

UPDATED WINTER 2023



at the heart of the community



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Dear NGA Members:



Welcome to the 2023 edition of NGA's annual Buyer's Guide, a directory of products, equipment and services that present opportunities to grow your business.

As an independent grocery operator, you are part of a robust industry segment that accounts for more than $250 billion in annual sales. Within these pages are the connections to propel us even further.

I know that, for so many of you, this business is about relationships, ones that grow more close over time, and the opportunity to forge new alliances with folks that share your common goals of growth and longevity, for your businesses and the communities that support them. One of NGA's missions is to foster these connections, which make us all stronger.

Thanks to your ongoing support, NGA continues to grow as an organization. We continue to add new retailer, wholesaler and associate members, and we're excited to include more of the latter in this year's Buyer's Guide. So, to you new members appearing here for the first time – welcome!

As the light at the end of the tunnel gets brighter and brighter, and an end to our national emergency is now in sight, we must never forget the hard work, dedication and innovation that our industry displayed in the darkest days of the pandemic. Even amid shortages, supply chain pressures, new regulations and other challenges, independent operators collectively rose to the occasion to make sure our communities never went hungry.

It's that collaboration among all trading partners that is key to our industry's success. And it's that kind of collaboration that will continue to move us forward.

We hope you'll leverage the resources available to you as NGA members, including this Buyer's Guide, to continue delivering on your promise to your communities.

So, thank you for all that you do, each and every day, year after year, to keep independent grocers at the heart of the community.

Greg Ferrara
PRESIDENT AND CEO

Who We Are

For over 40 years, NGA has represented independent supermarket operators in every congressional district across the country and the wholesalers that service them. Independent community grocers are the true entrepreneurs of the supermarket industry, tailoring their stores and products to best meet the needs of the communities they serve. Today, NGA remains the only trade association exclusively focused on representing the independent sector of the food industry.

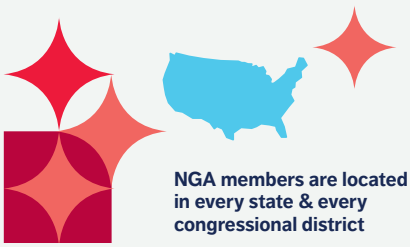
We Are at the Heart of the Community.

Independent supermarkets are compassionate supporters of the community. From food banks, to schools, to little leagues, to scouts, independent grocers contribute to communities, not because it's the right thing to do, but because we live, work, and are an integral part of the community.

We Are Local.

Throughout the four corners of the U.S., independent community grocers operate in rural towns, urban metropolises and everywhere in-between.

The Independent Supermarket Industry creates nearly 1.2 million jobs



NGA members are located in every state & every congressional district

We Are the Backbone of Main Street USA.

NGA members operate

9,000+

store-fronts

Nearly 75% of NGA's 1800+ members are small businesses, working hard each and every day to serve their communities and compete in the marketplace.

We Are At The Heart Of The U.S. Economy

U.S. Independent Supermarket Industry generates over

$255 billion

to the U.S. economy.

Independents create nearly **1.2%** of the U.S. GDP

Webinar Series

covering topics from labor law regulations to the latest e-commerce technology

NGA works to **level the playing field** for independent grocers and protect against discriminatory federal policies and regulations. NGA also provides up to date information and alerts on proposed policies and regulatory rules as well as delivers easy, turnkey ways to get involved in the political process.

40,000+

completed courses in online training and

+150

courses offered.

3,000+

letters sent to the Hill

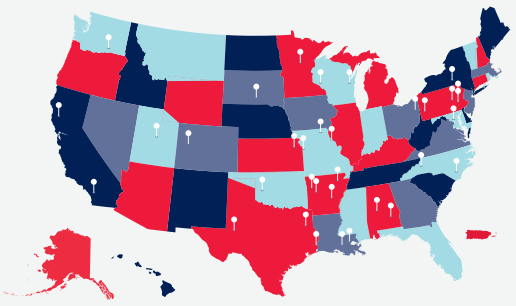
Over 70,000

awarded to scholarship candidates pursuing careers in the independent grocery industry.

140

retail professionals involved in NGA's share group programs in 2017.

Congressional Store Tours



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Beat inflation with our Enhanced Ordering & Last Day to Save inflation buster. Add points to your margin

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TAX EXPERTS

We understand retail. Our tax professionals don't just prepare your returns, we plan, advise and help you achieve the best possible results.

CFO SERVICES

Need a fractional share CFO? Our team of seasoned executives perform CFO duties, sit on retailer boards and help take your company to the next level

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ACCOUNTING & PAYROLL

We know supermarkets. FMS's seasoned team of professionals understand your business needs. We provide valuable insights and provide quick turnaround of your financials to insure the data is as fresh as your produce.

NATIONAL GROCERS ASSOCIATION
FOUNDATION



As the 501(c)3 nonprofit arm of the National Grocers Association, the NGA Foundation supports the future of the independent community grocer through initiatives to develop more effective recruiting programs, enhance retention efforts, and bolster professional and leadership development opportunities for employees.

Scholarships

Easing the financial burden of education for grocery employees and students pursuing careers in the food retail industry.

Leadership Development

Communicating the importance of the independent grocery industry to support recruitment and retention ensures grocers have access to qualified candidates to strengthen their teams.

Industry Promotion

Developing talented and thoughtful leaders and equipping them with the tools to navigate a dynamic and changing industry is key to the success of an independent grocer's business.

Diversity & Inclusion

Elevating and developing women and diverse individuals aids in employee retention and ensures retailers can best serve their communities.

Student Programs

Providing opportunities for students to develop solutions to real-world problems and connect with industry leaders.

All of this work is made possible by the generosity of our donors.

Please make your contribution today to ensure the continuation of these valuable programs and initiatives.

SUPPORT THESE PILLARS HERE

CENTER STORE

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Director, Business Development
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Kellogg's®

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Our vision is a good and just world where people are not just fed but fulfilled. We are creating better days and a place at the table for everyone through our trusted food brands. We're helping to end hunger and are committed to creating Better Days for 3 billion people by the end of 2030.

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For over 40 years, Navajo Incorporated has created innovative brands, products, and comprehensive merchandising programs for retailers. Since 1978, our success has been linked with our commitment to put you first. Our team of designers, technicians, and marketers source products, design packaging, and provide flexible display solutions for a variety of retail spaces.

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Navajo Incorporated is the designer, manufacturer and distributor of Piranha Eyewear, Hottips! Electronics Accessories, Pennzoil Automotive Supplies, Salute Barware, and many more. Navajo brands are available at most leading retailers and is the largest distributor of Trial & Travel size Health & Beauty Products in the USA.

nga NATIONAL GROCERS ASSOCIATION

EDUCATION | NETWORKING | COLLABORATION | ADVOCACY

We're **All** **In**dependents.



SPECIAL PROGRAMS

- Express Lane: Daily Member News
- Capitol Checkout: Government Relations updates
- Food Recalls and Counterfeit Coupon Alerts providing member updates on issues impacting your business.

SHARE GROUPS

- These programs offer like-minded professionals the opportunity to learn and network with one another in a supportive, non-competing environment.
  - Human Resources
  - CIOs/Technology
  - Next Generation Leaders
  - Financial Officer
  - Marketing

GOVERNMENT RELATIONS & ADVOCACY EFFORTS

- NGA offers full support to members in scheduling a store tour in your facility with your Member of Congress.
- NGA provides members with an easy, turn-key platform to communicate with your federal Representatives through the Grocers Take Action Portal.

INDUSTRY NETWORKING

- The NGA Show offers more than 60 specialized educational workshops led by retailers for retailers and over 400 exhibitors on the EXPO floor showcasing innovative and game-changing products and solutions all under one roof.
- NGA's Executive Conference is designed for CEOs and their leadership teams to explore innovative ways to increase profitability and enhance business opportunities among other industry leaders.

EDUCATION & LEARNING INITIATIVES

- Members can learn about the latest ecommerce technology, get updated on the most recent labor law regulations and more. Webinars are offered on Wednesdays at 2:00 pm ET and are also recorded and available online
- NGA industry experts are available to speak at various industry meetings across the country.
- Access to research reports and benchmarking studies.

ngaf

- Your organization can invest in the next generation of leaders by nominating employees to attend the Executive Leadership Development Program (ELDP) hosted by Cornell University's Food Industry Management Program.
- Members have exclusive access to free job postings in the Career Center, connecting industry talent with career opportunities across the industry.

View All Of Our Membership Benefits At NationalGrocers.org



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We are pricing strategy experts who help supermarket retailers manage prices and strengthen price-value image. Our proprietary methods, analytics, and decision-support tools have successfully led to profitable sales growth at over 50 supermarkets chains and independent operators across North America.

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leverage the power of listening™

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The Feedback Group is a leading provider of stakeholder feedback for grocery retailers and wholesalers. A 360-degree listening partner, our solutions include employee experience assessments, customer satisfaction programs and consumer perception surveys. As feedback experts, we can re-energize your current survey programs or provide our own customized solutions.

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Since 1974, FMS has helped independent retail grocers succeed by transforming historical accounting activities into timely, accurate decision support tools. The company's keen understanding of the challenges the industry faces has positioned it as the National Grocers Association's (NGA) preferred provider of industry benchmarking, best practices, and mission-critical decision support. Headquartered in Florida, FMS has additional offices in Alabama, Minnesota, Missouri, Illinois, Pennsylvania, New Jersey, Maryland, Tennessee, Nebraska, Oklahoma, Oregon, Houston, Ontario (Canada), and Hyderabad (India). FMS services organizations in more than 5,000 locations across North America and the Caribbean, enabling them to improve profitability through better decision support.

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Mike Novak; Senior Vice President
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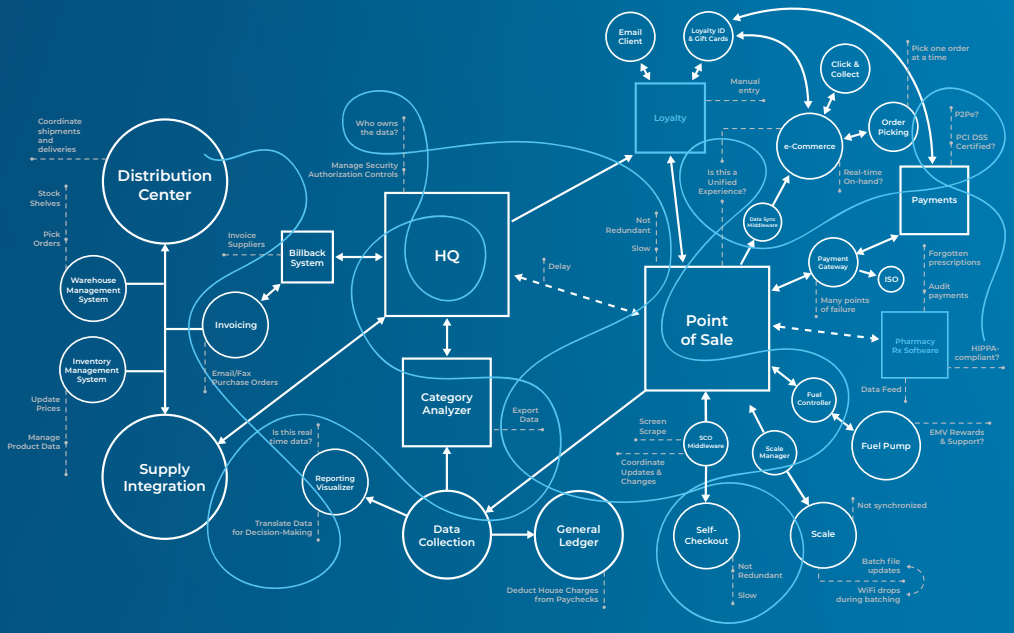
Does your current grocery POS tech stack look like this?



ECRS

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Break free from the vicious integration cycle. Unify your transactional touch points and propel your business to new heights with the most efficient Point of Sale Solution on the market, **CATAPULT® Retail Point of Sale for Grocery.**



The Gold Medal Sweet Shop Setup

Designed with grocery stores in mind, Gold Medal's Sweet Shop Setup is a turnkey fresh & fun snacks solution featuring a completely customizable line of equipment.

It includes options for creating a variety of delicious products including: gourmet popcorn, fudge, pralines, cotton candy, fresh roasted nuts, and gourmet caramel/candy apples.

A Full Sensory Experience

The sights, sounds, and aromas engage buyers' senses and encourage impulse purchases.

Customizable Setups

From full sweet shops to stand-alone kiosks to integration with deli, bakery, and foodservice operations, we can create a plan that will work for you.

Positive Profit Picture

With low costs to produce, you have the ability to set retail prices that are appealing to the customer and still average 70-80% profit margins.

Ease + Flexibility

Enjoy the benefits of products that are easy to make. Plus, the wide variety allows you to determine what works best with your customer base.

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London, KY 40744
www.laurelgrocery.com

Mitchell Grocery Corp.
550 Railroad Avenue
Albertville, AL 35950
www.mitchellgrocery.com

Piggly Wiggly Alabama Distributing Company, Inc.
2400 J. Terrell Wooten Drive
Bessemer, AL 35020
www.pwadc.net

PITCO Foods
567 Cinnabar Street
San Jose, CA 95110
www.pitcofoods.com

Save A Lot
400 Northwest Plaza
St. Ann, MO 63074
www.savealot.com

SpartanNash Company
850 76th Street, SW
Byron Center, MI 49315
www.spartannash.com

UNFI

313 Iron Horse Way
Providence, RI 02908
Michael Ridenour;
Vice President, Industry Relations
michael.ridenour@unfi.com
www.unfi.com
UNFI is North America's premier grocery wholesaler delivering the widest variety of fresh, branded, and owned brand products to more than 30,000 locations throughout North America, including natural product superstores, independent retailers, conventional supermarket chains, ecommerce providers, and food service customers. UNFI also provides a broad range of value-added services and segmented marketing expertise, including proprietary technology, data, market insights, and shelf management to help customers and suppliers build their businesses and brands. As the largest full-service grocery partner in North America, UNFI is committed to building a food system that is better for all and is uniquely positioned to deliver great food, more choices, and fresh thinking to customers.

URM Stores, Inc.
7511 N. Freya Street
Spokane, WA 99217
www.urmstores.com

Wakefern Food Corp.
5000 Riverside Drive
Keasbey, NJ 08832
www2.wakefern.com

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Make Your Voice Heard

Host A Store Tour
NGA offers full support in scheduling a store tour for your Members of Congress. An in-person tour of your retail store or distribution center will provide a firsthand look at how federal issues have a very real impact on a business's day-to-day operations.

Attend Grocers Day In Washington
Join us in Washington, D.C. during our annual Grocers Day in Washington supermarket industry fly-in to meet and speak with your Members of Congress.

Take Action

Grocers Take Action Portal
Visit GrocersTakeAction.org, NGA's grassroots portal where you can contact your Members of Congress on issues affecting our industry.

Support our Efforts
Donate to NGA's Advocacy & Legal Fund, a 100% member-funded resource that helps advance the policy interests of independents by providing the financial resources that are necessary to defeat legislation, regulations, and advance causes that impact our members' bottom line.

Get Involved

Subscribe To Captiol Checkout
Stay in the know with the latest happenings in Washington, DC. Subscribe to Capitol Checkout, NGA's weekly government relations newsletter delivered to your inbox every Friday afternoon.

Join Our Government Relations Committee,
a group of NGA members – retailers, wholesalers, and state association executives – who help shape our advocacy agenda.

LEARN MORE ABOUT OUR GOVERNMENT RELATIONS EFFORTS >

NATIONAL GROCERS ASSOCIATION

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Resources

Live Learning Center

The Live Learning Center Connects you to recorded educational sessions from NGA events. Stay current on trends facing the industry, review best practices, continue your professional development, and catch up on any events you've missed!

>> nga.sclivelearningcenter.com/MVSite/default.aspx

Webinar Series

The Webinar Series program gives NGA members a convenient, consistent tool to remain updated on a variety of relevant topics. Learn about the latest ecommerce technology or get updated on the most recent labor law regulations, all from the comfort of your own home or office! Registration is complimentary for NGA Members. Webinars can be viewed on events page.

>> nationalgrocers.org/events

Online Training

The NGA Online Training and Education Center is a people development organization supported by The Coca-Cola Company offering an expansive library of comprehensive training models. Topics include food safety and sanitation basics, emotional intelligence, meat wrapping and more!

>> grocerytraining.net

Visit nationalgrocers.org for all resources and information.

NATIONAL GROCERS ASSOCIATION

Save the Dates

EXECUTIVE LEADERSHIP DEVELOPMENT PROGRAM
June 4-8
Ithaca, New York

FLY-IN FOR FAIR COMPETITION
June 6-7
Washington D.C.

NGA ENGAGE: STORE OPERATIONS SUMMIT
July 24 - 25
Kansas City, Missouri

NGA EXECUTIVE CONFERENCE & PUBLIC POLICY SUMMIT
October 22-25
Washington D.C.

2024 NGA SHOW
March 10 - 12
Las Vegas, Nevada

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brightdrop

BrightDrop
Trace Grocery

Streamline your online order fulfillment



Scan to download the brochure

Designed to provide efficiency and cost-savings benefits for retailers of all sizes.

Flexible Footprint

Add, move, or remove based on store operations, helping to reduce the need for costly staging spaces.

Optimized fulfillment

In a pilot study, it decreased time to serve by up to 34%[1], optimizing fulfillment of online grocery.

Electric propulsion

Designed to move up to 350 lbs. of groceries with ease, helping reduce physical strain.

Convenient Organization

Items can be divided by order into 9 drawers accessible by grocers and consumers.

Robust battery

Battery designed to last through the long workday so employees can focus on tasks at-hand.

Temperature management

Thermodynamically engineered cooling materials can keep at food-safe temperatures.[2]

Simulated image shown. Trace Grocery models available to order may vary.
[1]Individual results may vary and are not guaranteed.
[2]When properly equipped and used in accordance with specifications.



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