



GROUP PURCHASING
ORGANIZATION



***In order to survive in today's
competitive landscape,
independent retailers
must Circle The Wagons.***



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HOW IT WORKS



Stay Independent, Get Purchasing Power


INDIVIDUALLY,
WE HAVE LIMITED
BUYING POWER WITH
REGARDS TO “NOT
FOR RESALE” EXPENSE
COMMODITIES AND
SERVICES...

BUT IF WE
“CIRCLE THE WAGONS”
& COMBINE THE PURCHASING
POWER OF THE SHARE
GROUPS, WE CAN
SUPERCHARGE OUR BUYING
POWER!

WHO WE TOUCH



-56 total companies
-996 total stores
-71,994 total employees



***Our mission is to reduce expenses
and improve operations of all
members through combined
purchasing power.***

Beyond the traditional GPO offerings, we take a new approach to *profit enhancement* by developing *innovative opportunities*, employing *new technologies*, and exploring *emerging trends*.



Store in Store Concepts

Revenue Share marketing and sales opportunities to utilize underutilized floor space. No cost to the retailer (construction, fixtures, etc.)



Kiosks

The Automated Retail Kiosks (ARKs) offered through CTW will transform how you use space in your grocery store. Unused floor space can now be a coffee shop, high-end candy store, make up department, toy shop, or electronics department.



Energy Saving Opportunities

CTW has developed programs to help our retailers address energy consumption and reduce this expense. Through solar, anti sweat heater controls, LED Lighting and EV charging opportunities; we have created path forward to significantly reduce your energy costs.



OUR VENDORS





We source and vet vendor partners across the United States and Canada who can provide you with everything from advertising optimization, to energy efficient solutions, to used equipment, to phone and internet systems.



CURRENT OFFERINGS



Advertising
Optimization



Coin Solutions &
Cash Management



Insurance &
Employee Benefits



Energy Saving
Solutions



Drug Testing &
Health Scanners



Equipment &
Shopping Carts



ESLs & Expiration
Date Management



Loss Prevention
& ID Verification



Office
Supplies



Phones, Tech
Devices & Internet



Uniforms

The no-cost membership to the Circle The Wagons Group Purchasing Organization allows independent grocery retailers exclusive access to the deals offered by our vendor partners. Our overall goal is to save you time and money.



OUR TEAM





BARTON HOWARD

*Co-Founder and CDO,
entrepreneur, retail expert,
and former head of loss
prevention*



HEATHER RUSSELL

*Director of
Administration &
Finance*



DAVE MCKELVEY

*National Director of
Sales*



ADELE LABAT

*Strategic Development
Coordinator*



AMY FRANCOIS

*Business Development
Specialist*

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