

SmartStock[®]

Grow your sales with best-in-class retailing solutions



SMARTSTOCK[®]
RETAILERS
EXPERIENCE

1.4x

DOUBLE THE GROWTH
RATE OF NON-
PARTICIPATING STORES.



FEATURES & BENEFITS

Know more, sell more, with SmartStock.

DATA-BACKED SOLUTIONS
WITH A PERSONAL TOUCH



Get access to free, quality racks
for SmartStock® category sets.



Value-added **weekly visit**
from a dedicated business
consultant



In-depth category
performance review



Evaluation of category sets,
inventory levels, product
rotation and accuracy of shelf
tags



On-demand, actionable, data
analytics dashboard access



Recommended growth
opportunities



Merchandise service options
available on select items for
\$29.99 fee/delivery*

*AVAILABLE IN SELECT MARKETS

Your results delivered in real-time

TRACK, ASSESS AND ACT BASED ON SMARTSTOCK® POWERBI DASHBOARD DELIVERED ON-DEMAND



Real-time, data-rich PowerBI dashboard



Item level detail and category performance metrics



Evaluate performance versus comparable periods and benchmark results



New item and category insights

Product satisfaction guaranteed

MANAGE INVENTORY INTELLIGENTLY AND EFFICIENTLY

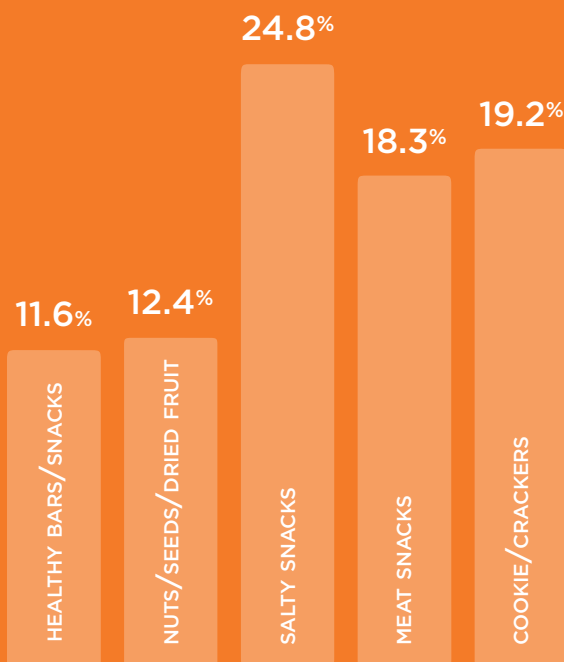
- Credit processing capabilities through Core-Mark's ordering platform
- Spoilage allowance for qualifying SmartStock® perishable goods
- 100% guaranteed product sell-through on selected products and vendors

Advanced category management

SATISFY CONSUMERS WITH EXPERT
MERCHANDISING SOLUTIONS AND
PRODUCT SELECTION

SMARTSTOCK® DRIVES CATEGORY SALES

(YTD JULY SS SUBCATEGORY GROWTH OVER PY)



Total SmartStock® Snack Category growth outpaced the industry, growing by 17.6% throughout the Core-Mark network.



Amplified offers across 15 subcategories



Planograms developed by expert team leveraging JDA/Blue Yonder technology



Data-Driven solutions leveraging consumer insights and IRI industry data



Quarterly planogram updates and new item releases

TO HELP YOU SELL MORE PRODUCTS



Advanced data analytics and item-level trend analysis using system wide Core-Mark data from 40,000+ outlets



Cloud-based space visualization platform

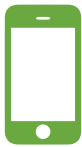


Assortment Optimization (AO) leverages data through weighted analysis, targeted metrics and product ranking/sorting to drive the optimal recommendations

ORDERING TECHNOLOGY

Leverage technology + grow your business

ORDERING MADE
SMART



Manage your store with our advanced ordering technology platform, free of charge



Available on iOS and Android platforms



Pair with integrated Bluetooth scanner for ease of ordering; provided complimentary



Access to promotions and new items



Quickly and easily identify SmartStock® products



\$5 weekly discount for Core-Mark Ordering Technology

Move product Better. Faster. Smarter.

15 SMARTSTOCK® CATEGORIES

Salty Snacks • Meat Snacks • Healthy/Breakfast Bars
Nuts and Seeds • Private Label Candy & Snacks • Cookie/Cracker
HBC • Lighters • GM Accessories • Cell Phone Accessories
Sunglasses • Energy/Sleep • Frozen Food & Sandwiches
Sweet Snacks • Fresh Food & Sandwiches

Commit to buying a minimum of 11 of 15
SmartStock® categories

- Commit to purchasing \$1,000+ of SmartStock® products each month
- Agree to place required FEM snack rack in prominent location and maintain 80%+ compliance of required SKUs

What it takes to work smart

Core-Mark International proposes to provide a variety of solutions as part of the SmartStock® marketing program including proprietary planograms, racks and other merchandising tools, product guarantees and spoilage allowances on select items, discounts on select ordering technology and analytical tools related to SmartStock® categories. Retailer herein agrees to participate in the SmartStock® program for a minimum of 12 months from the date of enrollment. Further, retailer recognizes a Multi-Snack Rack as a program requirement including front-end placement (close proximity to the primary checkout location) and set to schematic, agrees to purchase products in a minimum of 11 of 15 SmartStock® categories and exceed \$1,000 in monthly purchases of SmartStock® products. Retailer also understands that all merchandise racks provided in conjunction with this program are the exclusive property of Core-Mark and as such, agrees that only authorized SmartStock® products distributed by Core-Mark will be placed on the racks. Retailers not complying with the terms of agreement or authorized product provisions will forfeit the right to SmartStock® racks, as well as access to SmartStock® sales services, product guarantees and allowances, technology discounts and other SmartStock® related retailing solutions.

By signing, I agree to the terms and conditions.

ACKNOWLEDGMENT SIGNATURE

Signature: _____

Date: _____