



Merchants Grocery Company
A Company You Can Count On

www.merchants-grocery.com



OUR HISTORY

Merchants Grocery Company, Inc. (MGC) was founded in 1917 to provide the best service and products to our clients. Today, more than 90 years later, we're proud to serve many surrounding states as the area's premier full-line wholesale food distributor for candy, grocery, tobacco, beverage, GM/HBC, and food service products.

Since day one, our primary goal has been to give our customers what they need to succeed—now and in the future. To achieve that, we've taken the necessary steps throughout the years, including merging with Merchants-Peoples Company in 1982, expanding our facilities and product line, and updating our technology.

Simply put, we want to be the one name to trust in food distribution. That's why we refer to MGC as "A Company You Can Count On."



We distribute to a diverse clientele consisting of more than 1,500 independent and chain convenience stores, grocery stores and tobacco stores as well as retirement communities and school systems. Whatever your business, we have the products and services to enhance your offerings with unending value.

OUR CLIENTELE

OUR STAFF

The qualified MGC personnel are a well-rounded group of professionals knowledgeable in technology, merchandising, buying, sales and the distribution of various products. Combine their expertise with our company's 90-plus-year history and we're poised to provide nothing but quality at the industry's most competitive prices.

From helping you set up an MGC account and placing an order to assisting you in the proper selection and pricing of inventory, our staff of more than 150 people is prepared to show you the best way to maximize your profitability in the face of any challenge.



Our account representatives, who are updated on special feature allowances, partners-in-profits programs, new and discontinued items, and merchandising trends, are committed to serving MGC's main sales territories in Virginia, West Virginia and Maryland with personalized customer service. We're also proud to serve businesses that use ground FedEx shipping throughout the region with nearly our entire line.

We realize providing our clients with the right product isn't always enough, which is why we offer several support services, including merchandising assistance, annual trade show, retail consulting and custom retail pricing programs. In the end, we're here to help you get the most out of your products and your MGC partnership.

RETAIL OPERATIONS

Situated on 27-plus acres of land ready for future growth, our state-of-the-art warehouse runs on three proficient shifts, while our transportation fleet of 28 straight trucks and five tractor trailers cover more than 900,000 miles annually. That means we're always where you need us, when you need us to be there.



OUR FACILITIES



www.merchants-grocery.com

INFORMATION SYSTEMS

We're constantly enhancing our information systems to better serve our customers with the high-tech capabilities they expect from a leading distributor. From a user-friendly Internet customer zone to the latest information technology and Palm-powered ordering system, we're equipped to respond to your needs with fast and precise service.



FOOD SERVICE

Your success reflects our success, so when it comes to your food service business, we want to help you strengthen it from every angle.

In addition to evaluating new products in a functional test kitchen, we also provide new program demonstrations and customer consultation for program planning, food costing and profitability analysis to give you the kind of efficient and accurate solutions you need to grow wisely.

We also work hard to build relationships with some of the finest manufacturers and brokers around, so we can, in turn, offer branded food and beverage programs that prove to be more than effective for our clients.



CONTACT US



When all is said and done, MGC really is "A Company You Can Count On." And we have the 90-plus-year history to confirm it. Secure your business with the same kind of longevity we've enjoyed. Contact us today to learn more about our quality service and products.



Merchants Grocery Company, Inc.
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800 Maddox Drive
Culpeper VA 22701

(540) 825-0786
www.merchants-grocery.com

 **NAVAJO MANUFACTURING COMPANY INC.**
5330 Fox Street Drive, Colorado 80216 Telephone 1-800-525-5007 Fax: 303-298-8059



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Forman, Inc.

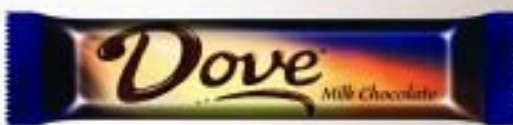
The Leader in Pre-Distribution!

For more than 60 years Forman, Inc. has been the premier distributor to consumer wholesale distributors with the guarantee of never competing with the wholesale distributors we serve—we never sell directly to the end-user.

Our broad line of products helps support distributors in the following industries: Foodservice, Paper, Packaging, Janitorial and Sanitary, Candy, and Tobacco. Wholesalers like Merchants Grocery can rely on the strength and reliability Forman has to offer and the more than 100 manufacturers of the top products in their respective markets.

Forman's success and growth in the market is largely due to a non-complacent approach, and mission, in the business—we will continue to learn from our customers of their needs and strive to provide the products and services that exceed their expectations.





Leading

Brands

for

Maximum

Sales!



BRANDS. FOCUS. SOLUTIONS.



Nestlé





Java JAVA TRADING CO. COFFEES OF DISTINCTION

Merchant's Grocery is proud to bring you a branded coffee program that combines award winning taste and guaranteed quality with one of the most exciting graphics and merchandising packages available.

Java Classics offers customized marketing packages, unparalleled flexibility, high performance graphics, promotional support, training, service and delivery. All to help you sell more cups per day.



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A W A R D S

2008 Southern Leader of the Year (Individual Award)

2007 K.O. Lester Award (Individual Award)

2007 Distributor of the Year Award

2005 Distributor of the Year Award

Food World's 2002 Top Wholesaler

2002 CulpeperFest Award of Excellence in memory of Corky Pettingill

A F F I L I A T I O N S

Virginia Wholesalers & Distributors Association (VWDA)

National Association of Convenience Stores (NACS)

Southern Association of Wholesale Distributors (SAWD)

VA Foundation for Research and Economic Education, Inc. (VAFREE)

American Wholesale Marketers Association (AWMA)

National Association of Tobacco Outlets (NATO)

International Foodservice Distributors Association (IFDA)

Peer Marketing Associates, Inc. (PMA)

Progressive Group Alliance

Virginia Petroleum, Convenience and Grocery Association (VPCGA)



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