

# ACE HARDWARE

Create a one-stop shop for customers to fulfill their grocery and home repair or maintenance needs. You can improve less efficient areas of your store by adding ACE Hardware's proven store model and well known brand. ACE Hardware is the #1 brand in the convenience hardware industry. Drive higher margins and create add-on sales for both grocery and hardware in your store today.

## What are the benefits?

- Provide customers with a one-stop shop for all their grocery and hardware needs
- Attract new customers and give existing customers a reason to shop your store more often
- Partner with the #1 convenience hardware brand
- Maintain independent ownership. Ace Hardware operates as a cooperative with no royalty or franchise fees
- Gain on-going support with a dedicated field team, there for you from the start
- Ace Hardware offers a free opening stock order for new stores\*



## CONSUMER SERVICES



## WHY CHOOSE UNFI?

Through our relationship with ACE Hardware retailers can open a new ACE Hardware store and receive a FREE opening stock order!\*

This also includes:

- No royalty or franchise fees
- Turn-key process to get new stores up and running
- World-class support
- Discovery product assortment (recommended Ace product mix based on 16 years of POS data)



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## ACE's Express Format Store

ACE Hardware has developed a variety of store model formats. The ACE Hardware Convenience format provides opportunities in new markets by:

- Providing annex location options for existing ACE retailers who want to open a “support store”.
- Offering a more favorable option for rural or urban locations

For example, the ACE Hardware Convenience format utilizes 5,000 square feet, offering 17,000 of the most productive hardware products.

- \$50/square foot of inventory (when bulk fasteners are included).
- Higher fixtures
- Lower base decks
- Slider racks to optimize space

## Store Formats, Space and SKUs

METRICS	CONVENIENCE	CORE	SUPER
# of SKUS	17,383	21,257	28,090
4' Sections	280	342	553
Linear Feet	1,118	1,368	2,212

\* Incentive amount varies by store size/format and is based on Discovery recommended products. Store must accept 80% of Discovery (Ace-recommended) products in reset departments to receive credit for the product. Store must also achieve Platinum Performance within 24 months of activation date and must pay for Ace designated third-party labor to perform resets. Incentive given as credit, not as cash or a loan. The amount varies based on store size and pre-existing inventory mix and levels. Other details apply.

## CONSUMER SERVICES

### FAST FACTS

# 300+

ACE Hardware stores in ACE's grocery network of retailers.

### TESTIMONIALS

“ We knew of other independent grocers who had experienced success pairing their grocery business with an ACE Hardware store, so we decided to go for it. Within mere months of incorporating ACE Hardware into the business, the operation became profitable. Ace is a real moneymaker – the best division of the store.”

**John Stokes, Salem**  
UT ACE Hardware  
Stokes Market

“ We are consistently seeing 20 percent increases each week, compared to the prior year. Grocery food sales are up more than 10 percent, as well. Plus, our customers love the concept.”

**Jerrold Russell, Clay**  
AL ACE Hardware of Clay

### SIGN UP FOR MORE INFORMATION

Subject to credit approval. Some services may not be available in international markets.

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