



*Welcome to
SHOPCO!*

WHY CHOOSE SHOPCO?

- Our Standard Component System
- **Unmatched Versatility**
 - Permits merchandising options not available in other systems
 - Allows dismantling and reassembly in different shapes and sizes
 - Custom designs and multiple uses are made possible
- **Shortest Lead Time in our Industry**
- **True Partnership**
- **Full-service Design Department**
- **National installation network**
- **Project Management Capability**
- **A full service, turn-key operation**
- **The SHOPCO Difference!**



SHOPCO CUSTOMERS:

For over 35 years, SHOPCO has provided exemplary customer service and quality/versatile products to the C-Store Industry. Through the years, we have built a loyal customer following from such names as:

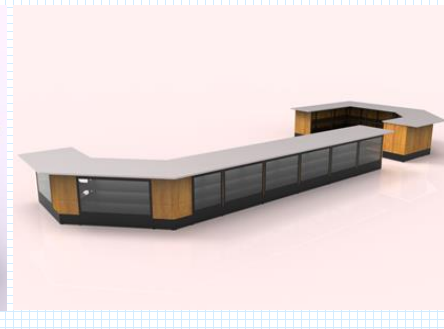
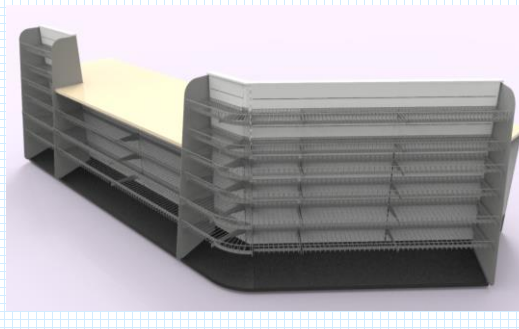
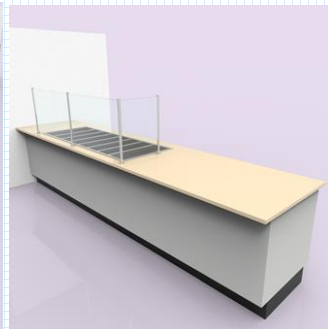
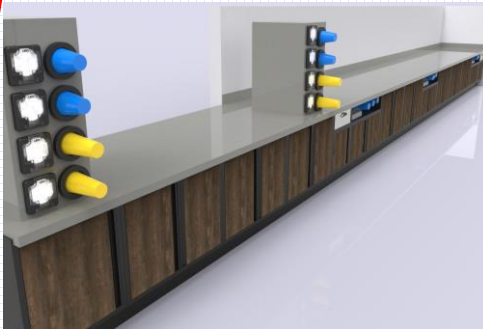


SHOPCO U.S.A. INC., PREMIER STORE FIXTURES

SHOPCO PRODUCTS:

Interior fixtures:

- The Metal Cabinet System
- All-Metal component style Checkout Counters
- Tobacco Fixtures
- All-Metal Gondola Systems
- Madix Gondola System
- Specialty Fixtures



THE METAL CABINET SYSTEM:

- All-metal cabinet bodies & bases w/ super strong powder coat finish
- Full array of cup, condiment, waste and prep cabinets
- Multiple countertop variations available, including laminate, solid surface & stainless steel
- Standard stock of cabinets available, as well as custom colors & laminate
- Standard opening in back panel to access electrical and plumbing chase
- Removable base shelves and adjustable interior shelves
- Bases or stainless steel and powder coated legs available



THE METAL CABINET SYSTEM:

- Cabinet doors take rigorous abuse at Convenience Retail on a daily basis
- From hard opening and closing, to being used as a brace by store personnel to stand-up from a kneeling position
- Cabinet doors begin to sag toward the middle or eventually break-off
- This will not occur with our Metal Cabinet System! Our doors are so strong and durable, you can sit and swing on them.
- Plus....we can make them look like wood if preferred!

SHOPCO's
"Hinge-Rod
System"

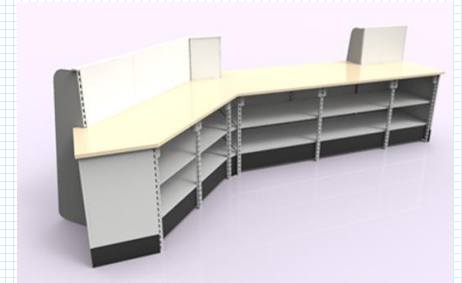
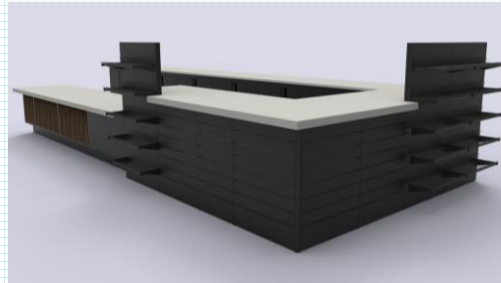
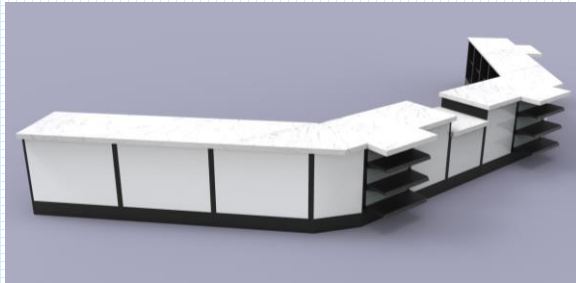


(Typical Wood Cabinet Doors)

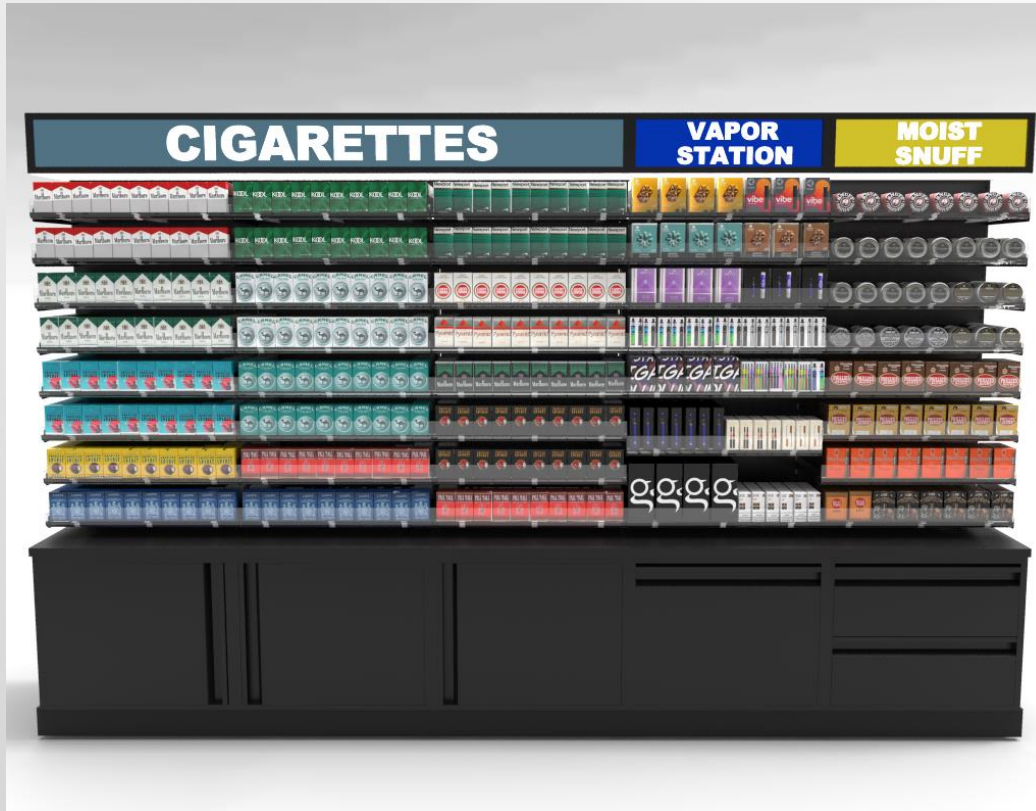


THE METAL SALES COUNTER:

- Flexible, all-metal system with interchangeable components allowing for almost limitless design opportunities (available in 4D and SHOP-FLEX)
- Vertical fronts in any height configuration for creative merchandising, easily defined pay points, and cash register security
- Ergonomic features for the attendants, such as cigarette drawers, bagging systems, safe openings, adjustable shelves of many types, etc.
- Multiple countertop variations available



THE TOBACCO FIXTURES:



Introducing the latest innovation for Tobacco Fixtures from SHOPCO U.S.A. This patent pending design features:

- An all Metal Frame based on SHOPCO's award winning component system Aluminum lighted header snap frame (with lift-up and retractable capability)
- Aluminum lighted/non-lighted internal snap frame flip sign (non-spring movement - for extended service life)
- Innovative Flex-Tray with adjustable dividers for Moist, Vapor, Cigars, CBD, etc. (adjust to make your own fit)
- 10 Column standard spring loads per two foot fixture (versus 9 Column spring loads in competitive offerings)
- And much more.....

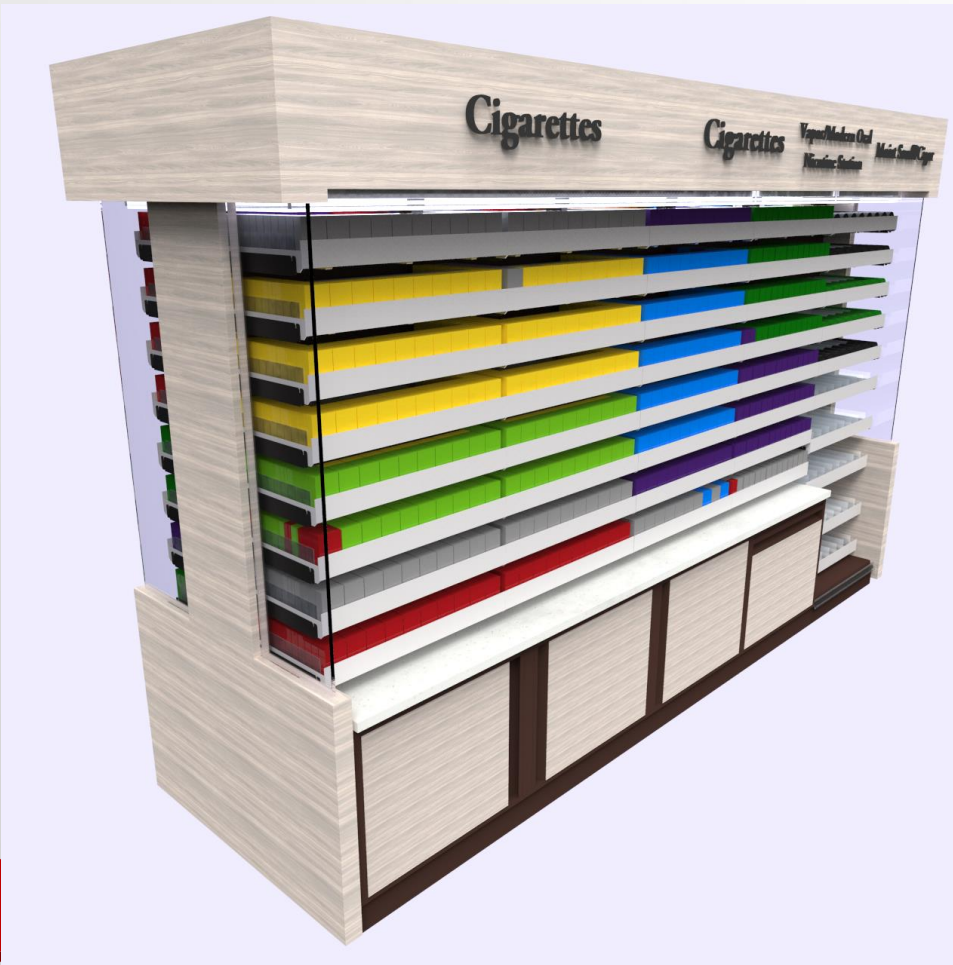
Available in Standard Height (84") and Low-profile (58") to meet your stores needs. Standard set-ups are available or build your own configuration. SHOPCO's standard component system makes it easy to build most configurations to fit your stores needs.

SHOPCO's new Tobacco Fixtures are designed for a 20 plus year service life!

SHOPCO has 90+ years of Tobacco Industry experienced team members ready to discuss your Tobacco needs today and assist you in designing your Merchandising space needs to maximize your Tobacco Manufacturers contracts

THE TOBACCO FIXTURES:

SHOPCO has you covered to display all your Tobacco needs! Why not choose a Tobacco Fixture that not only enhances your product merchandising and investment, but also increases usability and functionality!



- Based on recent studies, Cigarettes continue to be the reigning champion of in-store sales for Convenience Stores
- About 70% of U.S. Tobacco Sales go through the convenience and gas channel
- Although Cigarettes still reign as champion for in-store sales, other tobacco products (OTP) are gaining momentum
- The top three sellers in the OTP category continue to be Cigars, Electronic Cigarette devices (Vapor), and Smokeless (Moist Snuff and SNUS)
- 31% of in-store category sales are Cigarettes
- 6.7% of in-store category sales are OTP (and gaining momentum)

THE TOBACCO FIXTURES:

SHOPCO's New Tobacco Fixtures are available with no Cabinets or your choice of Three Cabinet styles: With Doors, Single Deep Drawer or Double Drawers (for standard height Fixtures only):

Cabinet with Door



As displayed above, the Cabinet with Door provides an attractive, crisp aesthetic look to your Tobacco Fixture, with the added benefit of three rows of single pack storage capacity behind the Door (maximum of 24 Cigarette Pack Facings). In addition, if the single pack storage is not a need, the shelves can be easily removed and the cabinet utilized for open storage. The door comes standard as non-lockable, however lockable doors are an available option at minimal cost

THE TOBACCO FIXTURES:

Cabinet with Single Drawer



As displayed above, the Cabinet with Single Drawer also provides an attractive, crisp aesthetic look to your Tobacco Fixture, with the added benefit of deep storage and one row of single pack storage capacity behind the Door (maximum of 9 Cigarette Pack Facings). The single drawer comes standard as non-lockable, however a lockable drawer is an available option at minimal cost (plus the drawer is soft close)

Cabinet with Double Drawers

Double Drawers also provide an attractive, crisp aesthetic look to your Tobacco Fixture, with the added benefit of double storage capacity to maintain separate storage areas for differentiated products. The double drawers come standard as non-lockable, however lockable drawers are an available option at minimal cost (plus the drawers are soft close)



THE TOBACCO FIXTURES:

Product Storage Capacity



Interior Flip Signs Up



Interior Flip Signs Down

In addition to the storage capacity provided by Tobacco Fixture Cabinetry, storage capacity is available behind the optional interior flip signs from SHOPCO or behind the flip signs provided by your Tobacco Representative. The key benefit to the SHOPCO interior flip sign is the use of earth magnets to maintain the sign in a 90 degree closed position (verses competitive spring capacity signs). **Why is this a benefit?** First, springs tend to wear out over time and second, when competitive spring hinged flip signs are utilized, the individual loading product behind the sign must utilize one hand to hold the sign down and use the other hand to load the product. SHOPCO's internal flips signs have the flexibility to lift all the way downward to a 90 degree fixed position to allow hands free maintenance of the sign while loading the product. When completed, simply lift the sign back in place to the 90 degree closed position and the strong earth magnets holds the sign in place

THE TOBACCO FIXTURES:

Product Storage Capacity



Upper Header Signs Down



Upper Header Signs Up and Retracted



Lifting the Upper Header Sign



Sliding Back/Retracting the Upper Header Sign

Additional product storage capacity for SHOPCO's new Tobacco Fixture is available behind the Upper Header Signs (both 2' and 4'). The key benefit to the SHOPCO Upper Header Sign is the ability to lift the sign and slide backward to a retractable position (a resting position). **Why is this a benefit?** Most competitive Tobacco Fixtures do not have storage capacity behind the Upper Header Signs, however when these configurations are made available, none have the capability to lift up and retract backward. By designing the Upper Header Signs to lift up and retract backward to a resting position, the individual loading the product behind the sign has the flexibility of being hands free from the sign (verses holding the sign in a upward position) to load product. When complete, simply pull the sign outward and lower back into position.

THE TOBACCO FIXTURES:

Springload Merchandising Solutions



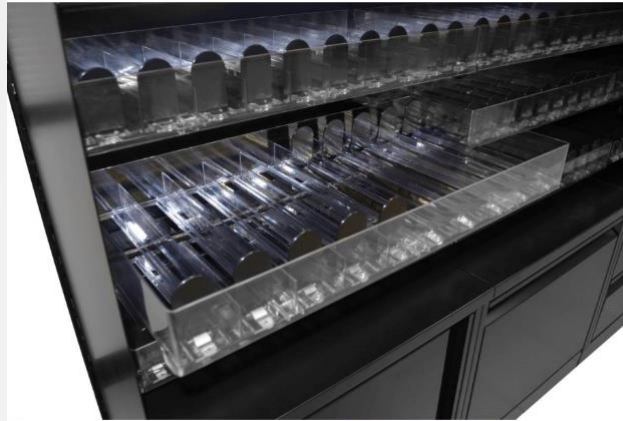
Standard Single Pusher



Small Single Vapor Pusher



Round Single Can Pusher



Fixed 10-Column Pusher set

SHOPCO's Innovative Merchandising Solutions are second to none! In either standard fixture set-ups or customizations, we provide pushers for all your merchandising needs. A key benefit to SHOPCO's single and 10-Column Pushers is the ability to slide the pushers all the way to the back, slightly tilt forward, and the pusher will lock into place (see all pics). **Why is this a benefit?** When traditionally loading product into the pushers, individuals will typically load two packs at a time, as they use the pack to push the springloaded pusher back to fill the slot. When our pushers are locked into place, both hands can be utilized to load the column without pushing the pusher backward (allowing quicker load time and eliminating possible damage to product). When loading is complete, simply touch the pusher and it retracts back into place against the product. Another benefit to SHOPCO's Merchandising Solutions is the newly designed 10-Column Fixed Tray set. Most 2' Fixtures come standard with 9 pack facings. With the 10-Column Fixed Tray Pusher set, you receive 10 Pack facings per row versus 9. **Why is this a benefit?** This will allow increased merchandising space across the entire dimension of your Tobacco fixture and open up greater possibilities to contract with additional Tobacco companies (based on increased product facings).

THE TOBACCO FIXTURES:

Close-ups of Lockable
Springloads



THE TOBACCO FIXTURES:

New Tobacco Fixture Highlights

- 100% customizable and made for all types of Tobacco including Cigarettes, Vapor, Moist and Cigars with carton and flat shelf options also available
- More space for hidden product with spacing behind all lighted signs and door/drawer options
- Adjustable springloaded cartridges for various products (Vapor, Moist, Cigarettes, Cigars, CBT, etc.)
- Developed for ease of use for those that touch it the most
- In house Tobacco experts with over 90+ years of Tobacco experience can help you design your merchandising needs to maximize your Tobacco Company contract dollars

THE METAL GONDOLA SYSTEM:

- The absolute top-of-the-line product!
- Fully customizable in height, length, and depth
- Interchangeable panels ranging from Smooth, Metal Peg, Wire Grid, and Slat Wall
- Regular or Low-Profile bases available
- Interchangeable solid and wire shelves
- Standard stock colors as well as custom powder coating and laminate available!



THE MADIX GONDOLA SYSTEM:

Madix Gondola Shelving is an industry standard that is compatible with many domestic shelving systems, giving you the option of buying Madix shelves on a quick ship basis for your existing domestic shelving systems. It also allows you to order new Madix gondolas from SHOPCO while using existing shelves from your current inventory.

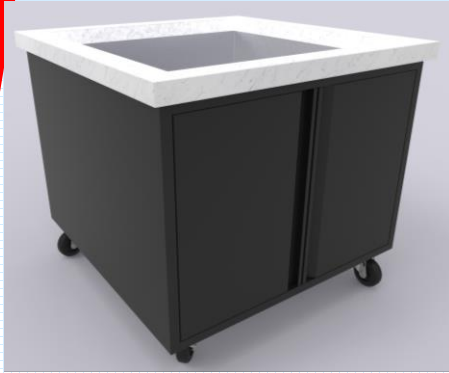
Madix Shelving is manufactured in a highly automated facility with the most modern technology to create store fixtures that are as cost effective as they are functional.

Uprights are engineered of heavy gauge steel with a one inch slot pattern for adjustability and conformity to many other manufacturer's shelves as well as vendor racks.

SHOPCO was chosen by Madix to be one of only a select few to be a master distributors of Madix products Nationally!



SPECIALTY FIXTURES:



Beer Tubs



Orchard Bins



Bakery Cases - Floor



Bakery Cases – Table Top



4-Way Merchandiser



Wine Displays



Wall Coverings



Register Shrouds (Laminated or Non-Laminated)



Fuel Valet



Eating Bars



Custom Shelving Merchandisers



Custom Waste Receptacle

Why Metal Cabinets Vs. Wood Cabinets?

- Typically, Laminated wood cabinets are less expensive than metal cabinets
- However, laminated wood cabinets won't last as long as Metal cabinets
 - Laminated wood is often porous and can lead to moisture build-up inside the wood
 - This will result in long term deterioration of Wood Cabinets
- SHOPCO Metal Cabinets are designed for 30+ year service life!

The Bitterness of Poor Quality Remains Long After the Sweetness of Low Price is Forgotten



SUMMARY

- Enjoy a True Partnership!
 - Our Standard Component System
 - Unmatched Versatility
 - Shortest Lead Time in our Industry
 - Full-service Design Department
 - National installation network
 - Project Management Capability
 - A true full service, turn-key operation
 - Discover The SHOPCO Difference!

THANK YOU!



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