




GROUP PURCHASING  
ORGANIZATION

*Putting the savings back in your  
hands!*





In order to survive in today's  
competitive landscape,  
independent retailers  
must

***Circle The Wagons***



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*We only partner &  
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*Committed to  
service excellence*

# 01 Introduction

*Individual vs. Group*





# INTRODUCTION

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!







# 02

## How it Works

*Rates & Savings*





January 2021

**56**

TOTAL COMPANIES

**996**

TOTAL STORES

**71,994**

TOTAL EMPLOYEES





# The GPO

- GPO Membership is **FREE** (complete member agreement & survey)
- **CTW** sources vendors for **Not for Retail** services & commodities.
- **CTW** negotiates **FAVORABLE RATES & TERMS.**
- Members have contract **with VENDOR.** (*CTW does not manage the contract*)
- **CTW** monitors quality & service issues & advocates for the MEMBERS.
- **CTW** negotiates with Vendor for a percentage of the total spent by Members ranging from **0% - 5%**





# Not for Resale Champion

- All members will designate an **NRF champion** or *primary point of contact* for CTW.
- **The NRF Champion** will receive *all* information about CTW Vendor Partners & Offerings
- **The NRF Champion** will then forward the offering information to the correct persons/departments within the member company.



# 03

## **Our Vendors**

*Meeting the Unique needs of all Members*



# VENDORS



**PARAMOUNT**  
MANAGEMENT GROUP



ATM Services

Cash Management Solutions

Coin & Cash Solutions

Drug Testing/Background Screening

Equipment (New & Used)

Insurance (P&C and EB)

IT Tech & Support

LED Lighting upgrade

Linen & Uniform Service

Media Spend Reduction

Mobile Device Management

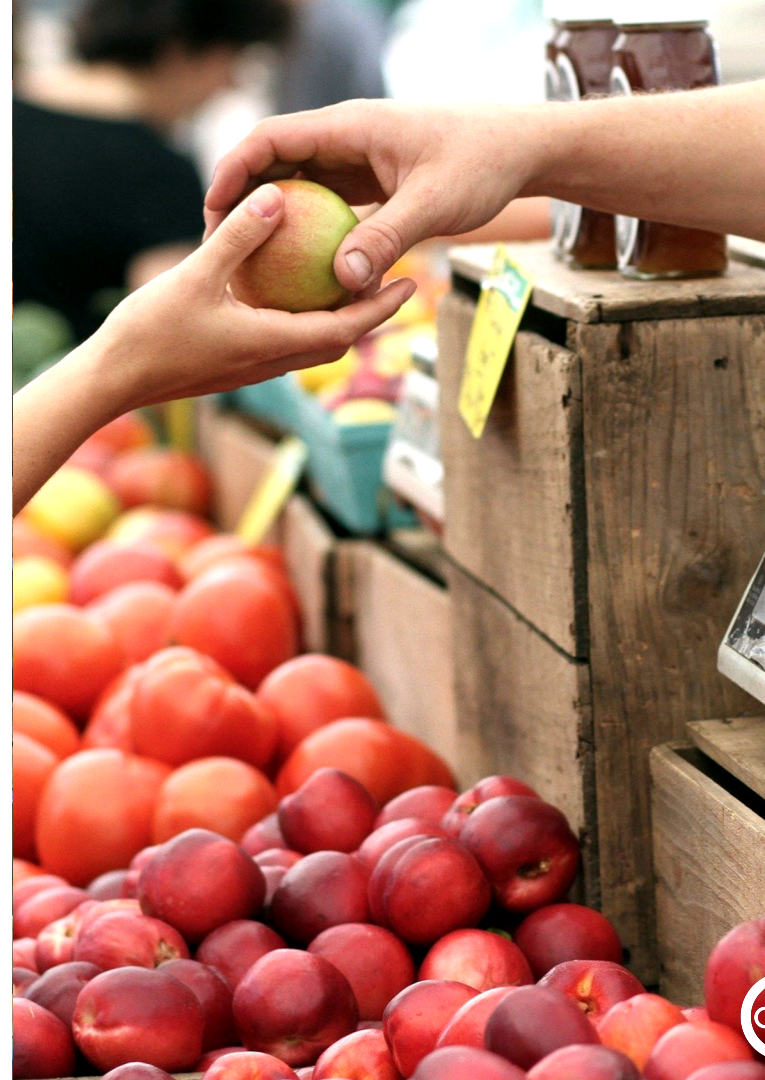
Office Supplies

Print & Digital Circulars

Recycling

Shopping Carts (New/Refurbished)

Waste Management



# 04

## **Our Team**

*Commitment, Service, & Excellence*





# OUR TEAM



**BILL ALFORD**

*40 Years Industry Experience*

Industry leader in the field of  
Asset Protection & Loss  
Prevention



**PAT COLLINS**

*45 Years Industry Experience*

Industry leader in the field  
of procurement, sales, and  
marketing.







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