



## **In Store Execution Program (ISE)**

In our ongoing effort to deliver a best-in class process for new item introduction (speed to shelf) and reset efforts, Weis Markets has put into place an In-Store Execution Program (ISE). We consolidate this work through a single third part provider to achieve a higher degree of retail execution, and lower costs for all. Remodel/resets and new stores are also covered under this program. Weis Markets employs SAS Retail (a division of Advantage Sales and Marketing) as our partner in this endeavor.

Our partnership with SAS Retail has many benefits including:

- Improved consistency of reset execution
- Enhanced traceability and accountability of activities
- Speed to shelf improvements
- Increased planogram integrity
- Real-time reporting capability (with images) via a secure web portal

SAS provides both a planogram development team in Sunbury as well as staff at retail to execute set work in all our stores.

This program requires funding support from each supplier in proportion to their sales at Weis Markets. Each supplier is billed quarterly (January, April, July, October) as determined by annual sales volume. The current rate (effective April 2015) is 1% of cost of goods for HBC and General Merchandise vendors and 0.7% of cost of goods for all remaining center store vendors. Participation is required for all Grocery, Dairy, Frozen, Health and Beauty Care and General Merchandise vendors. Fresh departments assessment is different by department.