



# Associated Food Stores

**9** NEW PROGRAMS promise huge savings potential

## OUR GOAL:

Develop programs that help cut costs and increase your business efficiencies. Through our strategic sourcing process, we evaluate all available alternatives to customize a program for you while driving the greatest savings.



## RESULTS

Nine new programs for AFS means a huge potential for savings in 2017

## OVERVIEW

Associated Food Stores (AFS) is a wholesaler with 42 corporate stores and 500 independent customers based in Salt Lake city, UT, with annual sales of \$1.9B. AFS recently began working with Topco Indirect on select programs to cut their costs and improve their business efficiencies. Working with Topco Indirect, AFS was able to combine their spend with other retailers and save big.



**Associated Food Stores**

## STRATEGY

- Q4 2016: AFS began collaborating with Topco Indirect categories of Logistics & Distribution (L&D), Packaging, and HR Benefits
- Q1 2017: Plans are to begin pursuing IT/Telecom, Marketing, and Store Operations

## RESULTS

AFS, as a result of the recent relaunch, now has multiple projects in flight.

- Meeting with Topco Indirect teams: L&D, Packaging, HR Benefits
- Assessing the potential of using the Topco Auction team
- Evaluating Kuebix proposal for TMS software
- Launching the Grainger program
- Joining the aggregated event in Packaging – Meat Film
- Onboarding the QuickSource program for HR Benefits – Drug Testing
- Initiating employee discount programs available through Topco

We can share these programs with you to assess your potential savings  
Contact Cindy Allen-Murphy, Sr. Program Manager, [callenmurphy@topco.com](mailto:callenmurphy@topco.com)