## SUBSTANTIAL SAVINGS

## DEVIATED PRICING

Our negotiated contract prices get you better savings at the time of purchase. Our deviated pricing program will offer even better savings on select branded and non-branded food and non-food products. You will receive your deviated price savings in two different ways.

1. Guaranteed reduced case price that carries from manufacturer thru distribution to our members
2. An additional allowance off case price that will be reflected on your net invoice cost

## LOYALTY REWARDS

As a Value First member, you qualify for and receive substantial manufactuer allowances typically available to only the largest volume purchasers. In this program, rewards are earned based on your usage of specified manufacturer products. When you increase your purchasing of Loyalty Rewards products, you can save hundreds - even thousands of dollars based upon your annual purchasing volume.

## VOLUME DISTRIBUTION DISCOUNTS

While every vendor has a Distribution Discount Program, the discount rate varies from vendor to vendor. The rates are based on the size of your orders and they go up as you reach different levels of spending. To reap the benefits of distribution volume discounts requires knowledge of each vendor's program. Your local Value First representative is there to help you get the most savings with the vendors you use everyday.

## CASE HISTORY

Recently, a LeadingAges senior living community wanted to know how they could save on their food program. After performing a review of their purchasing history, we showed them how our portfolio could save them thousands on annual dietary spend:

Estimated Savings from 2021 Cost Study

| Total Annual Dietary Spend | $\$ 880,800$ |
| :--- | :---: |
| Deviated Price Savings of $3.76 \%$ | $\$ 33,118$ |
| Quarterly Manufacturer Rebates and Distributor Incentives | $\$ 16,860$ |
|  | Total Annual Savings |

