

# FIELD SALES SERVICE

**Hands-On Support, Right in Your Grocery Aisle**

UNFI is ready to support your labor needs with our in-person, customizable service program, Field Sales. As an important piece of UNFI's Shelf Services department, you can rely on Field Sales as a trusted partner and industry-leading service expert for all of your shelf merchandising needs. We're here to help you manage labor costs and efficiently submit orders to UNFI.

With over 800 UNFI associates at-the-ready, we can merchandise and maintain your most time-consuming grocery departments:

- ✓ Natural & Organic
- ✓ Health & Beauty
- ✓ Frozen Foods
- ✓ Fresh
- ✓ Dairy

**The level of service we provide is up to you—full-service, orderwriting partial service, or cycle coverage—with additional, flexible support as needed.**

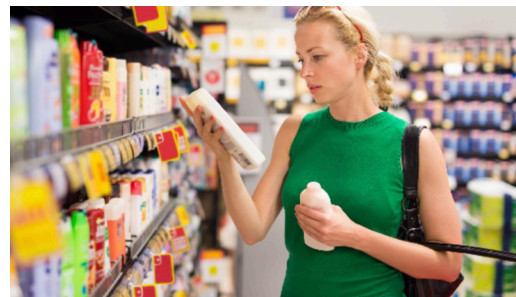
Here's just a sampling of what our team can do:

- Write orders based on your product needs
- Stock your shelves
- Verify planograms
- Place new items & cross-merchandise
- Maintain merchandising displays
- Rotate stock
- Check inventory levels
- Process returns & issue credits
- Place shelf tags & other promotional materials
- Complete weekly audits

## **Retailer Benefits**

- Save on labor
- Utilize our merchandising expertise
- Customized support when and where you need it most
- Increased communication between your store & UNFI Account Management

## SHELF MANAGEMENT



## WHY CHOOSE UNFI?

- We offer customizable programs and flexible options to help reach your goals
- Leverage our team's vast knowledge and expertise to support your merchandising strategies.



**UNFI**   
PROFESSIONAL SERVICES

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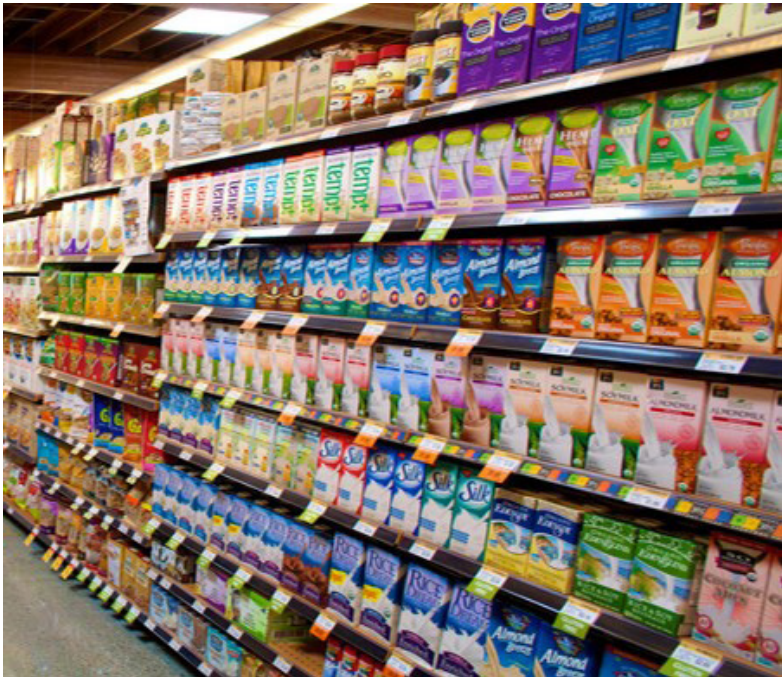
**Our Field Sales team tracks what matters.**

Field Sales provides value, knowledge, and a high level of detail, reflected across store shelves nationwide. We expertly monitor and report on store performance. Our weekly audit includes the following recaps:

- ✓ Store conditions across departments
- ✓ Temperature checks
- ✓ Back stock movement
- ✓ Display programs adherence
- ✓ Planogram checks including rotations and new item cut-ins

## Get Started

[Reach out to learn more](#) about what our experts in Field Sales can do for you and your store.



## SHELF MANAGEMENT

### FAST FACTS

# 12%

Retailers who use UNFI's Field Sales typically see a 12% increase in sales.

**Retail Banners using Field Sales include:**



**MARKET BASKET**



### TESTIMONIALS

“ UNFI's team of reps does an exemplary job servicing our stores on Long Island. They surpass all the other specialty/organic food distribution companies I have seen in my 48 years in the industry. I certainly would recommend Field Sales Service as the best way to purchase specialty and organic food products. ”

**Marshall Irving** - Specialty/Organic Foods, King Kullen

### SIGN UP FOR MORE INFORMATION

Subject to credit approval. Some services may not be available in international markets.

Contact Information: [PSSales@UNFI.com](mailto:PSSales@UNFI.com)

To discover our comprehensive portfolio of services, visit [Services.UNFI.com](http://Services.UNFI.com) or [view our brochure](#).

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