



trade
fixtures™

MARMON RETAIL SOLUTIONS – BERKSHIRE HATHAWAY



THE GLOBAL LEADER IN BULK MERCHANDISING



A BETTER WAY TO BULK STARTS WITH TRADE FIXTURES

OUR COMPANY

Trade Fixtures is the leader in bulk merchandising solutions that delight today's health-conscious shopper seeking easy access to fresh, package-free foods and budget-friendly shoppers looking to lower grocery costs by only buying what they need.

For more than 40 years, Trade Fixtures has manufactured cost-effective, environmentally friendly bulk fixtures with strategic design, quality and product performance at their forefront.

- Headquartered in Milwaukee, Wisconsin
- Elegant and efficient fixtures optimize store space and sales
- Enabling retailers to reduce carbon footprints and contribute to ESG efforts
- Helping retailers maximize profits & offerings for 40+ years
- Found in 45 countries & all 50 states



OUR BRAND

Trade Fixtures designs and builds industry leading products and merchandising solutions that are the foundation of success in bulk foods.

- **We are GREAT PARTNERS** – We roll up our sleeves and work alongside our customers to meet their goals.
- **We are CONSULTANTS** – We thrive on sharing our knowledge of bulk food merchandising to create strategic solutions.
- **We are INNOVATORS** – We are driven by our global commitment to deliver the highest quality bulk merchandisers.

OUR PHILOSOPHY

Bulk merchandising solutions from Trade Fixtures enable shoppers to easily purchase package free goods which is better for our planet and can contribute to a circular economy. Buying in bulk reduces costs by avoiding unnecessary packaging and allows shoppers to purchase exactly what they need and the opportunity to discover others they didn't know they needed! Stores can feel good about providing an affordable, sustainable choice for their shoppers. **At Trade Fixtures, we offer innovative bins and fixtures to achieve the best bulk department possible for your customers and the service your store needs to support them. Together, we can reduce carbon footprints, waste and make fresh food more affordable for those who need it.**

OUR INDUSTRIES



Grocery Stores



Co-ops



Pet Stores



Candy Stores



And More

OUR CLIENTS

Trusted by big-name brands and small, local retailers like:



OUR PARENT COMPANY

A trusted brand within the Marmon Retail Solutions network. Marmon Retail Solutions is a collective of retail-focused brands who can help plan and implement projects strategically and gain an edge in the ever-evolving retail landscape. Among the many benefits we receive for being within the Marmon Retail Solutions network, we have access to vast corporate resources from which we can draw to help advance our technology and industry leading innovation. Marmon Retail Solutions is a Berkshire Hathaway company.



WHY BULK MERCHANDISING IS BETTER



Offering bulk merchandising at your grocery store or co-op is beneficial to both the consumer and the retailer. **This mutualism offers plentiful benefits to each.**

FOR RETAILERS

Higher Margins

Bulk food systems are simple to execute and offer higher profit margins than packaged and prepackaged foods.

Reduces Waste

Bulk products create less plastic waste allowing retailers to cut down on shipping materials and lower overall distribution and transportation costs.

Attracts More Loyal Customers

Bulk sections tend to be destinations for loyal shoppers who often have larger basket sizes and purchase higher priced products throughout the store.

Maximizes Space

Bulk foods have a greater shelf density per square foot and offer more facings compared to packaged foods.

FOR CONSUMERS

Buy What's Needed

Shoppers can purchase as much (or as little) as they want for a recipe or meal and reduce food waste.

Saves Money

On average, shoppers can save 30-60% when buying in bulk versus purchasing its packaged option — a great way to respond economically to rising food costs.

Shop Sustainably

Shoppers can reduce their carbon footprint and eliminate the need for single-use plastics by using fit-to-size reusable containers or options that involve considerably less packaging such as recyclable paper bags.

A Better Experience

An effective bulk foods department creates a farmer's market-like feeling, with shoppers walking through a visual feast of colors and exotic ingredients, as well as intriguing staples.

THE ECO-FRIENDLY ADVANTAGES TO BULK FOOD MERCHANDISING

When retailers choose bulk solutions from Trade Fixtures, it benefits their business, their customers, and the world by empowering a more circular economy. Buying foods locally in bulk is more sustainable than buying pre-packaged goods or purchasing items online. Plus, the merchandisers themselves are eco-friendly too!

What makes Trade Fixtures dispensers ecofriendly?

- Made from durable, high-impact plastic that lasts 10+ years & can be recycled after use
- Built using locally sourced materials when possible
- Portion and flow control options on bins reduces food waste
- Existing store shelving is often compatible and can be reused and retrofitted
- Bins are shipped in volumes of 4 or 6 per box reducing transportation and emissions as well as packaging waste costs

DID YOU KNOW?

The bags and packages provided for bulk foods are usually fit to the size of the purchase and made of low-grade, recycled paper or plastic.

This means less packaging waste ends up in the landfill.

Additionally, fewer resources are consumed during the packaging and shipping process since more large bulk bags can fit on a pallet when shipped from the producer to the retailer.



8-10% of total product expenses are associated with the cost of packaging



Trade Fixtures is a proud, founding member of the Bulk Is Green council which promotes the benefits of bulk foods, environmental and social responsibility.



GRAVITY DISPENSER



A SLEEK YET DURABLE WAY FOR GROCERS AND CO-OPS TO ADD OR IMPROVE THEIR BULK FOOD MERCHANDISING SYSTEMS

Increase shopper loyalty, create a unique shopping destination, and experience, and bring in larger basket sizes with our cost-effective and sustainable gravity dispensers. Convenient and cost-effective gravity dispensers from Trade Fixtures are today's standard for the merchandising of bulk products like grains, beans, rice, seeds, nuts, cereals, candies, coffees, teas, and more. Our gravity dispensers are not only easy to operate, but also sanitary to shop from.

Available in various widths and heights, and with a unique agitator option, choose an option that best suits your dispensing needs. Say goodbye to the laborious process of handwashing dispensers! Ours are the only products on the market that can safely be cleaned in a high temperature dishwasher* and still look like new.

*All components are dishwasher safe except the false front components

One grocer realized a 4-month payback on Gravity Plus™ Dispensers.
Their department saw higher sales due to an overall increase in visits and customers with larger basket sizes once their bulk department was refreshed.

OPTIMIZE PRODUCT MIX WITH DIFFERENT FLOW OPTIONS



Freeflow

This is the standard flow type for gravity dispensers, which allows product to flow freely when the handle is pulled down, and automatically stops once the handle is released.

Great for: snack mixes, nuts, beans, rice, granola, tea, coffee,



Agitation floor with baffle

Available on Gravity Plus™, this gravity dispenser uses an agitator to move gummy, sticky, hard-to-dispense products that may become lodged in standard dispensers or granular products that may clump in standard dispensers.

Great for: gummy candies, flours, dried fruits, candy clusters



Portion Control

Restricts the amount of product dispensed with a single handle pull to be 2 oz., 4 oz., or 6 oz.* to help reduce food waste, spillage, and shrink.

Great for: high-value organic items, rice, spices, candy

*2 oz and 4 oz for a 4" wide dispenser and 6 oz. for a 6" dispenser

GRAVITY DISPENSER FEATURES

- Made with high-impact, BPA-free Tritan™ plastic
- Optional portion control accessory
- Dishwasher safe up to 190° F (88° C)
- Available in a variety of sizes and flow options
- Glare-free label holder
- Made in the USA



Durable Tritan™ plastic body



Clear view of bulk products



Easy to clean



Sustainable & profitable



Browse accessories on page 15 to add Swing Down Arms that reduce time, labor, spillage, shrink and make it easier to maneuver and refill bins.



MAXIMIZER™ DISPENSER



MAXIMIZE PROFITS, PRODUCT MIX AND CONSUMER CONFIDENCE WITH THE MAXIMIZER™ DISPENSER

With Maximizer™ Dispensers, stores can dispense the “un-dispensable” that other gravity bins simply cannot. This dispenser is available with agitation to dispense hard-to-flow products by preventing bridging and loosening sticky products like gummies and dried fruits. Alternatively, choose Maximizer without agitation for our most airtight gravity dispenser that is ideal for dispensing hard, uniformed items like nuts, beans, or snack mixes and granular products like flours, spices, and sugars.



See Maximizer in action

The robust Maxi-Seal technology keeps bulk food items from spilling out into store aisles while also keeping them fresher for longer. The crystal-clear, BPA-free body allows shoppers to see products clearly as they are dispensing to receive exactly the amount needed. When choosing Maximizer, your dispensers can grow with demand. Simply add a 6” tall expansion ring to expand sizes from 12” up to 30”. **Maximizer allows for up to 4 rows of merchandising to maximize display space in a smaller overall footprint while utilizing your existing gondola or FX Fixtures.**



Airtight Maxi-Seal technology



Three-tier design



Can be installed onto existing fixtures



Adjustable flow control

Expansion Section

Handle

Door/Seal

Agitation Piece

Moves when handle is pulled and loosens and aids the flow of product to the spout

MAXIMIZER™ FEATURES

- Made with clear BPA-free plastic
- Dishwasher safe up to 190°F (88°C)*
- Glare-free label holder
- Adjustable bin capacity from 12” to 30” without disassembling
- Ability for three rows of dispensers
- Available with or without agitation
- Flow control adjustment
- Features Maxi-Seal technology
- Made in the USA
- NSF Certified / EU Compliant / US Patent 9,185,996

* All components are dishwasher safe except the false front components



Browse accessories on page 15 to add Swing Down Arms that reduce time, labor, spillage, shrink and make it easier to maneuver and refill bins.



SCOOP BIN



SCOOP BIN FEATURES

- Made with high-impact and scratch resistant BPA-free Tritan™ plastic
- Built-in scoop or tong holder
- Tether attaches to bin
- Slide-out arms for easy filling
- Glare-free label holder
- NSF Approved to the AANSI18 Level
- Rounded corners for easier cleaning
- Most components are dishwasher safe up to 190° F (88° C)
- Made in the USA

WITH SCOOP BINS, SHOPPERS CAN FEEL LIKE A KID IN A CANDY STORE

Scoop bins enable grocers and co-ops to merchandise products that may not flow through a gravity dispenser. Grocers can choose between a scoop or tongs, which can be stored in the built-in holder and secured to the bin using a tether to avoid cross contamination between products.

Available in five different size options, Scoop bins can merchandise dried fruit, baking flours, large sticky items and more! Use the specially designed slide out arm to easily fill each bin directly on the fixture while enforcing first-in, first-out stock rotation. Save time, hassle, and labor when it's time to clean by simply removing each bin and placing it in the dishwasher. Pair Scoop Bins with Gravity Dispensers on your Gondola or FX Fixture to maximize your product offerings.

Safely store & secure tongs or scoops to reduce cross contamination



Easy to clean & dishwasher safe



Clear view of products within



BPA-free



Made with durable, long-lasting materials



See page 15 for scoops, tongs, tethers, and other accessories.



RHINO® GRIND – NUT BUTTER GRINDER



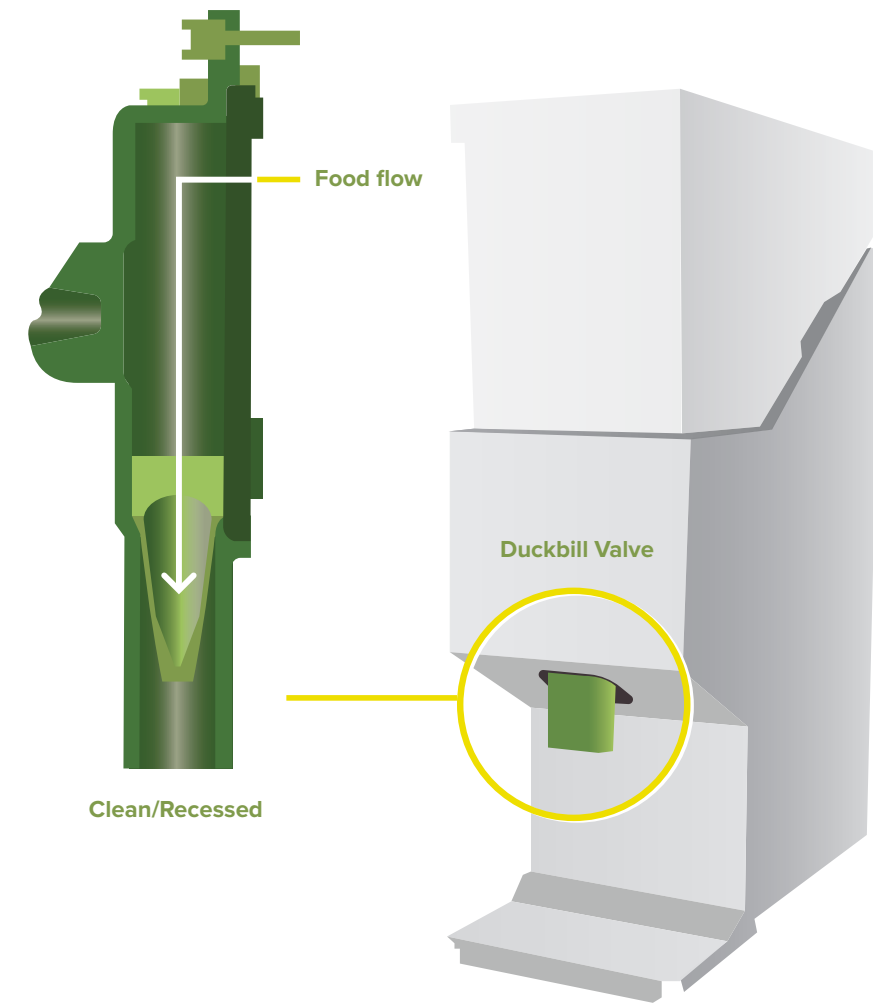
ALLOW SHOPPERS TO PURCHASE NUT BUTTERS AND NUT BUTTER BLENDS MADE FROM WHOLE NUTS WITHOUT THE WORRY OF MACHINE LOCK-UPS OR OVERHEATING

RHINO® Grind – Nut Butter Grinder is an in-store addition shoppers will love and one that can increase their loyalty. Along with this increase in sales, stores can save on expenses by purchasing whole, shelled nuts at a lower price compared to chopped nuts. RHINO Grind can dispense smooth or chunky nut butter quickly and quietly with its energy efficient three-phase motor. Stores can even program units to dispense at a time interval of their choosing and get creative by mixing nuts with chocolate chips, M&M's, and more.

RHINO Grind offers a modern yet durable design using 316 stainless steel, a BPA-free clear plastic hopper, and a food-grade aluminum sneeze guard dispensing spout. Units can be quickly disassembled for easy cleaning saving staff time and stores money.

DUCKBILL VALVE

Unique dispenser mechanism reduces cleaning



RHINO GRIND FEATURES

- Powerful 3-phase motor
- Large, 4.8 gallon capacity hopper made with BPA-free plastic
- Powerful 110V (or 220V) motor is certified for use worldwide
- Coarse or smooth ground options
- LED illuminated start button & programmable timer
- Quiet operation at <72 dB
- Large UPC label holder for product & pricing info
- UL/NSF Certified*
- Made in the USA
- Built-in safety features enforce proper assembly

* This product is NSF-8 Certified and listed by UL. Trade Fixtures has received Underwriters Laboratory (UL) Certification



Powerful three-phase motor



Robust design grinds whole nuts



Easy to clean



Maximize space



FIXTURES & SHELVING KITS



GIVE YOUR STORE CONFIDENCE WHILE CREATING A MORE ENJOYABLE, EFFORTLESS BULK SHOPPING EXPERIENCE

FX FIXTURES

A freestanding bulk destination that offers merchandising flexibility.

- Made with durable, powder-coated steel
- Available in 3' and 4' standard widths
- Ships fully assembled for a faster and easier installation
- Securely holds gravity dispensers, scoop bins, and nut butter grinders
- Easily integrates with slide-out arms, swing down arms and nut or coffee grinder shelves

GONDOLA-COMPATIBLE SHELVING KITS

Use an exclusive bracket system to transform the existing gondola and merchandise bulk offerings.

- More economical and sustainable than purchasing new gondolas or fixtures
- Bins can easily mount onto shelving
- Made of durable, powder-coated steel
- Easily integrates with slide-out arms, swing down arms and nut or coffee grinder shelves



COFFEE GRINDER SHELF

Display fresh coffee with ease to increase merchandising efforts and improve in-store presentation.

- Easy to install & compatible with FX Fixtures and Gondola Fixtures
- Made with durable, powder-coated steel that prevents rust and chipping
- Shorter lead times due to NO added design time

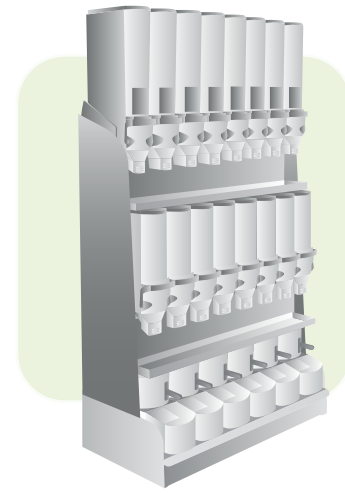
All shelving comes in powder-coated black.

For a more unique look, choose from 1,000s of custom colors including:



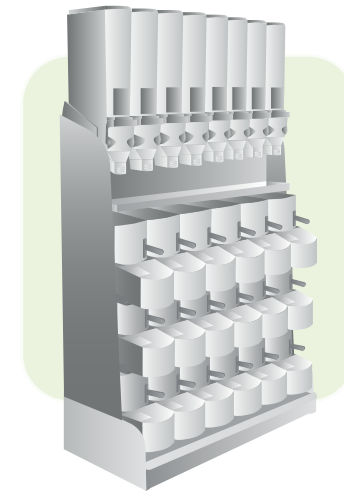
PRODUCT CONFIGURATIONS

Designed for your store, your needs, and your customers.



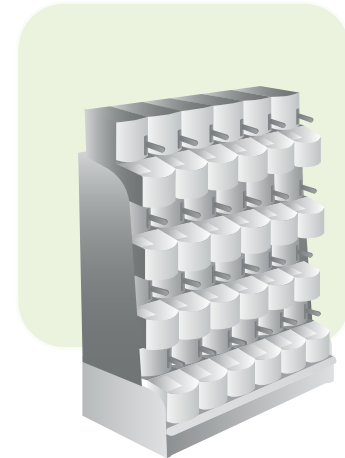
4" OR 6" TWIN TIER GRAVITY DISPENSERS & SCOOP BINS

Two rows of gravity dispensers with one row of scoop bins.



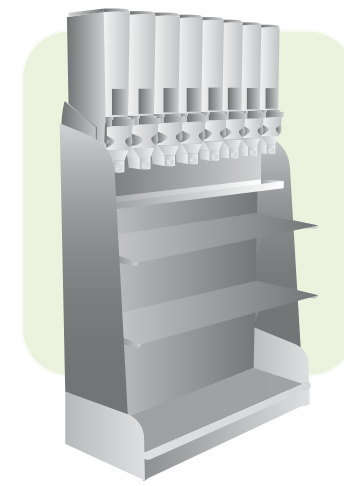
COMBO STYLE GRAVITY DISPENSERS AND SCOOP BINS

One row of gravity dispensers and three rows of scoop bins.



ALL SCOOP BINS

Display four rows of scoop bins.



4" OR 6" GRAVITY DISPENSERS, OPEN SHELVING

One row or two rows of gravity dispensers with open shelving below.

ACCESSORIES

The accessories your store needs to succeed. Choose between different scoops, tongs and tethers to ensure utensils are there when shoppers need them.



TONGS, SCOOPS, TETHERS, HOLDERS

Choose sanitary, convenient utensils that are available in different sizes and colors.



FILL FUNNELS

Fill funnels can be added to gravity dispensers to make stocking a breeze while reducing shrink and spillage.



SWING DOWN ARM

An innovative hydraulic system that aids store associates in lowering gravity dispensers for fast, easy refilling with a reduced risk of spillage.



SLIDE OUT ARM

Uses smooth glides to slide scoop bins out from the gondola or FX Fixture for easy refilling and a reduced risk of spillage while saving staff time.



LET US HELP ELEVATE YOUR BULK SECTION

