

**Passion.
Progress.
Partners.
Driving the next
generation of retail.**



**MARMON
RETAIL
SOLUTIONS**

A BERKSHIRE HATHAWAY COMPANY



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A Tradition of Retail Innovation

Founded in 1953, Marmon is among Berkshire Hathaway's "Powerhouse Six," Warren Buffett's term for Berkshire's largest non-insurance businesses. Through our portfolio of retail brands, we work tirelessly to improve every aspect of the retail experience.

Our Brands — Stronger Together



Carts, equipment,
conveyance and
aftermarket parts



Retail merchandising
systems



Site furnishing
solutions



Retail consolidation
and store fixture
installation services



In-store digital
signage, loyalty and
retention programs
and data management



Merchandising bins,
fixtures, displays and
bulk department
supplies



Gondola shelving
design, manufacturing,
installation and
refurbishing



Retail fixtures and
display solutions



Shopping cart
manufacturing



Helping You Conquer Your Click-and-Collect Challenges

As a retailer, you need to be nimble as you ramp up your click-and-collect program – not just to stay competitive, but to become more profitable. Your challenges are many, and may include:

- 1 Executing a long-term click-and-collect strategy in a hyper changing world**
- 2 Keeping up with unprecedented ecommerce order volume**
- 3 Band-aiding solutions to quickly have workable programs**




Marmon Retail Solutions works with retailers every day to solve their evolving needs. We can help you address your challenges and optimize your click-and-collect strategy to drive higher e-commerce profitability and a better store experience.

Click & Go Your Click-and-Collect Program in a Box

Need to quickly scale up your click-and-collect services? Click & Go will help you hit the ground running.

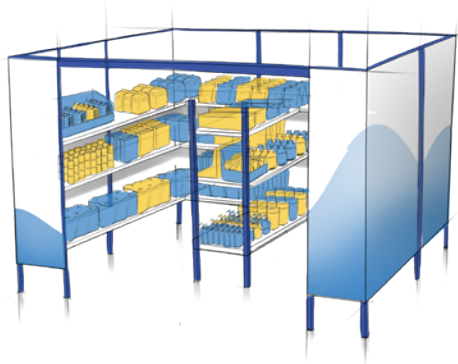
We can put together an integrated system that has everything you need to implement a full-scale click-and-collect program.

Benefits

-  Quickly improve efficiency and profitability
-  Total system – from backroom to customer handoff
-  Easy to execute

Components

- ✓ Picking
- ✓ Impulse
- ✓ Signage
- ✓ Staging
- ✓ Backroom



Picking Stations

Streamline picking for your fastest moving SKUs.

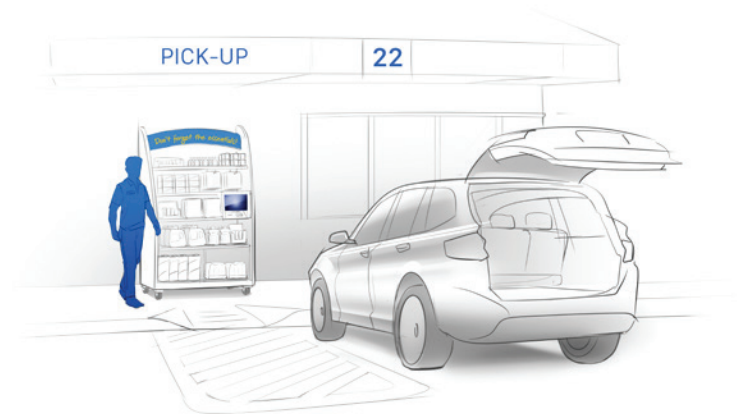
- Improve picking time by placing high-volume products together in one easy-access area
- Respond to changing demand quickly – modular design can set up and tear down easily for a fast response to surges or downturns in demand
- Easily restock picking stations for more efficient picking



Picking Carts

Enable easy order segmentation and faster picking times.

- Improve efficiency with multi-order picking capabilities
- Improve customer satisfaction with more organized, accurate picking
- Lightweight, nimble design provides superior ergonomics and productivity



Mobile Impulse Fixtures

Capitalize on high-margin impulse buys.

- Create impulse revenue from current click-and-collect orders
- Create additional ad revenue from brand partnership opportunities
- Increase customer satisfaction through convenience
- Differentiate your click-and-collect program

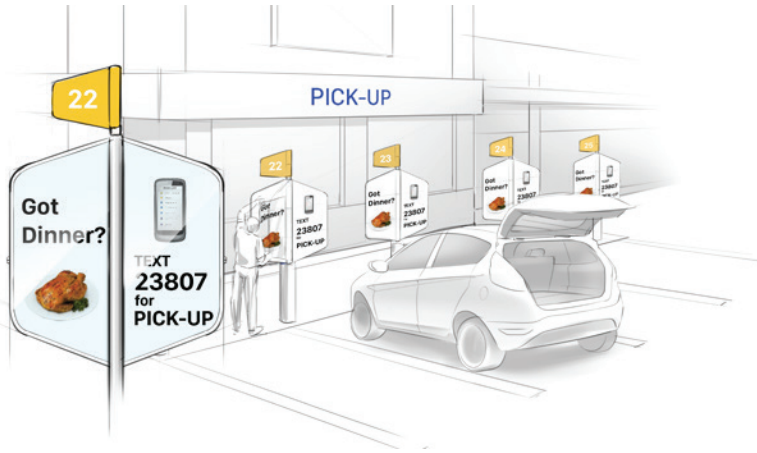
In-Store Pickup and Impulse Stations

Recapture impulse sales and improve profit margins.

- Welcome ecommerce shoppers with attractive and convenient fixtures
- Quickly change merchandise to adjust for promotions, seasonal items or time-of-day highlights
- Increase shopper convenience and overall satisfaction with your e-commerce program



SIGNAGE



Signage Packages

Ensure the success of your click-and-collect program with attractive signage.

- Increase customer satisfaction with your click-and-collect program by providing clear instructional signage
- Ensure shopper safety with signage that shows how to receive their order safely
- Drive additional sales with advertising and promotional signage in the pick-up area
- Brand your click-and-collect program for market differentiation
- Promote click-and-collect trial with in-store shoppers

STAGING



Staging Area Solutions

Create attractive, organized order fulfillment stations.

- Increase accuracy with a well-organized staging system
- Improve the visual appearance of your staging area for better branding of your click-and-collect program
- Build better brand awareness and higher sales by increasing in-store signage and advertising space

BACKROOM



Efficiency Solutions

Drive efficiency with flexible powered conveyance.

- Reduce overall time it takes to get products from the truck to the sales floor
- Flexible design makes the perfect conveyance solution in tight areas, and easily adapts as needs change
- Fully retractable for convenient storage when not in use

Ready to take your click-and-collect program to the next level?

**We can get you there. Contact us today at
hello.retail@marmon.com.**



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