

PROGRAM

Wholesaler PINs

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Note: this Issue 16 provides a general update. Wholesaler PINs are required on all Channel Partner orders to NCR Order Entry as well as orders of NCR products from ScanSource and Ingram.

Support and cooperation from wholesalers is essential to effective negotiations and short sell-cycles when marketing to independent grocers. NCR therefore provides sell-through agreements with wholesalers on behalf of our Channel Partners.

These agreements require NCR to track our performance against these contracts, and it's also necessary that wholesalers recognize the full scope of NCR and our Channel Partners' contributions and footprint in their member stores and operations. NCR must also calculate our contractual residuals for these wholesalers under these agreements

Channel Partners must include wholesaler information when NCR products are ordered, whether from NCR Order Entry or through ScanSource or Ingram distribution.

Including the wholesaler PIN adds no financial or other obligations for the Channel Partner. Channel Partners each support only a handful of different wholesalers, so this does not burden the Channel Partner order process.

SPECIAL CASES

- For spares orders or demo units used to be used internally by the Channel Partner, WHS058.
- Bulk/ volume buys that are not yet tied to a particular wholesaler may use WHS098 on the purchase order as a temporary stop-gap. The Channel Partner must still provide the wholesaler breakdown of the eventual distribution in the following quarter.
- If the end-user is not a grocery retailer or use a grocery wholesaler for their stock-in-trade, use WHS096.
- If a grocery customer does not use a wholesaler, but instead has internal purchasing, warehousing and distribution for substantially all their stock-in-trade, use WHS097.
- Orders where the customer's wholesaler is not known (extremely rare) use WHS099.
- Non-USA Channel Partners should always use WHS057.
- Wholesaler PIN WHS057 should also be used on any USA Channel Partner orders for sites deploying outside the United States.

The appropriate zero-dollar PIN below must be included for orders of NCR products from NCR Order Entry, Ingram or ScanSource.

PIN	Wholesaler
WHS098	Bulk Purchases Pending Data ¹
WHS097	Grocery – No Wholesaler ²
WHS096	Non-Grocery – No Wholesaler ³
WHS099	No Known Wholesaler ⁴
WHS057	Non-U.S. Installations ⁵
WHS058	Dealer Internal (Demo/Lab/Spare)
WHS013	Affiliated Abilene
WHS009	Affiliated Amarillo
WHS014	Affiliated Norfolk
WHS010	AG Baton Rouge
WHS076	AG of Canada (CAN)
WHS029	AG of Florida (Miami FL)
WHS030	AG South (Birmingham AL)
WHS026	Associated Food Stores Salt Lake City
WHS091	Associated Food Stores Port Washington
WHS024	Associated Grocers of Maine
WHS019	Associated New England
WHS021	AWG Corporate (Kansas City)
WHS073	AWG Fort Worth
WHS074	AWG Gulf Coast (Pearl River LA)
WHS003	AWG Kansas City
WHS063	AWG Memphis
WHS075	AWG Nashville
WHS023	AWG Oklahoma City
WHS022	AWG Springfield
WHS031	AWI Robesonia
WHS064	AWI White Rose
WHS068	Bashas'
WHS033	Bozzuto's
WHS005	C & S East ⁶
WHS077	C & S West
WHS008	Central Grocers Coop
WHS078	Certco Inc.
WHS037	Certified Midwest
WHS079	Coastal Pacific
WHS080	Co-op Atlantic (CAN)
WHS038	Dearborn Chicago
WHS081	Dominion Citrus Limited (CAN)
WHS082	Federated Co-operatives Ltd. (CAN)

¹ Channel Partner must provide wholesaler details in the quarter following the bulk purchase.

² Use only when grocer has their own distribution system (therefore not truly an independent grocer) and does not therefore use a wholesaler for their primary stock-in-trade.

³ Use only when the product is sold to a non-grocery user that does not have use a grocery wholesaler for their stock-in-trade.

⁴ Use only when wholesaler is unknown. This should be extremely rare.

⁵ Should only be used only by non-US dealers or installations in non-US sites where a wholesaler is not involved.

⁶ Was "C&S WG Brattleboro"

PIN	Wholesaler
WHS040	General Trading NJ
WHS041	Giant Eagle
WHS071	Great North (Alpena MI)
WHS042	Grocers Supply Houston
WHS043	Grocers Supply Indianapolis
WHS086	(The) Grocery People Ltd. (CAN)
WHS044	GSC Sulphur Springs
WHS045	H. T. Hackney
WHS047	J. T. Davenport
WHS083	KeHE Distributors - Tree of Life
WHS048	Key Food Coop NY
WHS049	Krasdale
WHS050	Laurel Grocers
WHS084	Loblaw Companies Limited (CAN)
WHS051	McLane Co.
WHS018	MDI Corporate Stores
WHS017	MDI Wholesale
WHS085	Metro Inc. (CAN)
WHS053	Mitchell Grocery AL
WHS088	Mountain People – Now Unfi (below)
WHS004	Nash Finch
WHS061	Nature's Best
WHS062	Olean Wholesale
WHS072	Petrey Wholesale of Montgomery
WHS039	Piggly Wiggly Alabama
WHS020	Pine State ME
WHS054	Roundy's
WHS055	Save-A-Lot Stores
WHS034	Schultz Sav-O Stores
WHS090	Sobey's Inc. (CAN)
WHS066	Spartan Stores
WHS001	SUPERVALU
WHS086	The Grocery People Ltd. (CAN)
WHS087	Topco Associates LLC
WHS036	Tripifoods
WHS088	Unfi - United Natural Foods Inc.
WHS015	Unified Grocers California
WHS006	Unified Grocers Portland
WHS028	Unified Grocers Seattle
WHS011	URM Stores
WHS027	Wakefern
WHS089	Wallace & Carey Inc. (CAN)
WHS064	White Rose (now AWI White Rose above)