



“OUR FOCUS IS ON PROMOTING THE INDEPENDENT ENTREPRENEUR”

Shield Buying & Distribution (PTY) LTD. Was started in 1973 when its founding members identified the need to assist independent wholesale outlets to effectively compete against recognised wholesale chains.

Operating within Southern Africa and neighbouring countries, Shield offers a range of services and products at the lowest possible cost to its voluntary association of members comprising of **Independent Wholesale and Retail Outlets.**

Shield currently assists and elevates **over 500 almost 600** wholesale and retail member outlets to a point where they form an indispensable part of the distributive channels within the markets in which they operate.

Becoming a member of Shield offers you the following benefits:

- ☑ Bulk buying / Goods Procurement / Price
- ☑ Access to rebates / Tailored to each brand's needs
- ☑ Information Systems
- ☑ Viability Studies
- ☑ Merchandising layouts and planograms
- ☑ House Brands
- ☑ Service Differentiation
- ☑ Access to credit
- ☑ Access to advertising
- ☑ Site Evaluation
- ☑ Store Design
- ☑ Product Differentiation
- ☑ Fighting Brands
- ☑ Strong Corporate Brand

☑ Assistance with purchasing and installation of capital equipment including:

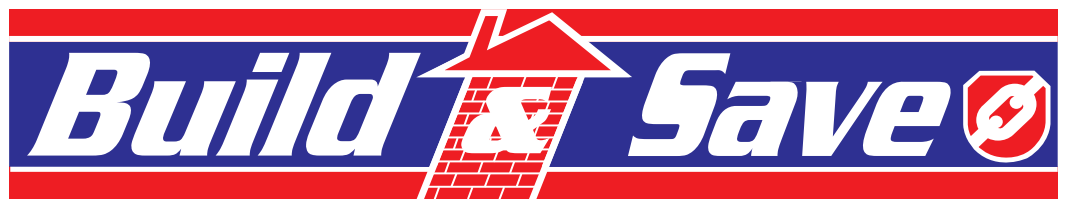
- ☑ Shelving / Racking
- ☑ Cash Registers
- ☑ Price Markers
- ☑ Butchery Equipment
- ☑ Refrigeration
- ☑ Scales
- ☑ Bakery Equipment
- ☑ Fast Food / Deli Equipment

If you are an independent entrepreneur and you already own a retail or wholesale store in the food and allied industries, it may be time for you to consider joining Shield Buying & Distribution and obtaining the benefits to the largest and most professional voluntary buying association in Southern Africa.

For more information contact:

SHIELD KZN REGIONAL OFFICE
Tel: 031 - 701 7375





Your Hardware Specialists

With over 120 stores across the country, Build & Save offers you the bulk buying power of a national giant while keeping your independence.

We offer:

• **Marketing Support**

- ✓ Nationally recognised brand
- ✓ National and regional promotions
- ✓ Point of sale material
- ✓ External and internal signage solutions

• **Financial Support**

- ✓ Credit and finance options - Shield
- ✓ Access to preferential banking charges
- ✓ A consolidated account
- ✓ Competitive Pricing

• **Merchandising Support**

- ✓ Merchandise, layout and category planning support
- ✓ Sales mix and margin management advice

Operational, systems and human resources support

**WHAT IS THE COST TO THE MEMBER
YOU MAY ASK?**

**NO MEMBERSHIP FEE
NO MONTHLY CHARGES!**

NO FEES AT ALL - it costs you
nothing to join Shield

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