



- ✓ Improve Buyer Efficiencies
- ✓ Boost Profitability
- ✓ Save Time

Upgrade to **HIMPACT** Today

3 **OUT OF** 8

ROFDA Members  
are already on board!

As a ROFDA member, you are dedicated to helping other independent retail grocers succeed.

***We share a similar goal.***

HIMPACT removes the guesswork from purchasing and simplifies the ordering process so you can provide more profitable and steady customer service to your member's stores.

The HIMPACT purchasing system by Herlitz Inventory Management allows your warehouse(s) to generate orders while you sleep, freeing up time and resources, while simultaneously boosting profitability from your orders.



## 3 of the 8 ROFDA members have already selected HIMPACT as their new purchasing system.

HIMPACT was designed to be recession and pandemic proof. These features helped HIMPACT users deal with the sudden shifts in demand and supply during COVID-19, and a new feature is helping them deal with allocations:

- Daily Demand Forecasting — Helps you react to sudden demand changes
- SALSA (Service and Lost Sales Analysis) — prevents double or triple counting demand when stores reorder and you are out
- Quick Entry — for allocated quantities and perishable buyers to easily update prices
- Ignore Rules — added since COVID, this feature helps when allocated quantities don't meet normal vendor minimums and buying multiples.

Contact us today to learn more about these features and how they can help your organization!

### **U.R.M. Stores, Inc.**

#### **Successful and Speedy Implementation**

“The Herlitz team is exceptional. Very little IT support was needed on our side and we had an uneventful go live — the benchmark of a successful implementation.”

— *Rich Stuber, VP of Information Technology, URM Stores, Inc.*

#### **Efficiency**

“If you had told me that the only time we would be involved in this project would be to sign the contract and to celebrate the successful rollout only six months later, we wouldn't have believed you.”

— *Ray Sprinkle, President/CEO, URM Stores, Inc.*

### **Piggly Wiggly AL Distributing Co., Inc.**

#### **World Class Service**

“The Herlitz team demonstrated their value during the initial phase of the pandemic in 2020. Our team of buyers was only about halfway through training when the crisis arose, causing us to put the training on hold while we focused on our customers. The Herlitz team supported us the whole time.”

— *Scott O'Brien, Director of Grocery Systems, Piggly Wiggly Alabama Distributing Co., Inc.*

## Associated Grocers, Inc.

### True Partners

“The HIMPACT solution and the Herlitz team really impressed us. Not only was their expediency with loading our data impressive, but also their openness to listen to our requirements and adapt their solution, even while in the demo phase. These and other considerations were essential to our decision. Another key point was that HIMPACT has a full PO Management module; whereas other solutions do not.”

— Carl Marks, Chief Administrative Officer, Associated Grocers, Inc.

### Problem Solvers

“Carl Herlitz, his team, and their solution showed that they not only understand the grocery industry, but also that they are eager to listen to our needs and deliver a service that empowers us to overcome our unique challenges.”

— Bill Burke, Director of Information Management, Associated Grocers, Inc.

### Listens to Our Needs and Takes Action

“During our reference call phase, we discovered two different references were already using features that we requested. We were pleased to learn the popular features were already added to the base system for all customers. Carl impressed us with how quickly his team was able to implement system enhancements.”

— Lori Rutland, Corporate Project Director, Associated Grocers, Inc.



To learn more about Herlitz Inventory Management, visit [herlitzim.com](http://herlitzim.com) or call (617) 871-9001.

### About Herlitz Inventory Management

Founded in 2009, Herlitz Inventory Management (Herlitz IM) provides tightly integrated Demand Forecasting, Order Optimization, Promotion, and Forward Buying. Herlitz innovative designs are an industry standard; used by thousands of companies to optimize inventory.

With end-to-end visibility and new insights, HIMPACT is uniquely suited to today's marketplace, delivering optimized buying quantities, highly satisfied customers and tighter inventory management.