

# The Business Model



shifting

# G E A R S

## CUSTOMER

*Creating Value through Customer Focus*

## SUPPLIER PARTNERS

### SALES & MARKETING

Products & Programs  
Merchandising & Marketing  
Education & Training  
Innovation & Development

### SHARED SERVICES

People & Administration  
Information & Technology  
Investment Direction  
Strategic Sourcing

### MANUFACTURING

People & Products  
Equipment & Services  
Transportation & Delivery  
Innovation & Development

***Strategic Planning & Execution for Cultivating Value-Added Partnerships***