

NOTE: No VISA 3, 11, 13, 14, or 18

CATEGORY	% of Purch	VISA # 1	VISA # 2	VISA # 4	VISA # 5	VISA # 6	VISA # 7	VISA # 8	VISA # 9	VISA # 10	VISA # 12	VISA # 15	VISA # 16	VISA # 17	VISA # 19	VISA # 20	VISA # 21	VISA # 22	VISA # 23
		%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
I. Groceries, Dry & Canned																			
Base Year	25%	8.1%	8.1%	8.1%	7.60%	6.15%	6.15%	5.00%	6.15%	6.95%	5.50%	5.05%	5.05%	5.70%	6.90%	6.90%	5.60%	5.60%	4.90%
Option Year 1		8.1%	8.1%	8.1%	7.60%	6.15%	6.15%	5.00%	6.15%	6.95%	5.50%	5.05%	5.05%	5.70%	6.90%	6.90%	5.60%	5.60%	4.90%
Option Year 2		8.1%	8.1%	8.1%	7.60%	6.15%	6.15%	5.00%	6.15%	6.95%	5.50%	5.05%	5.05%	5.70%	6.90%	6.90%	5.60%	5.60%	4.90%
Option Year 3		8.1%	8.1%	8.1%	7.60%	6.15%	6.15%	5.00%	6.15%	6.95%	5.50%	5.05%	5.05%	5.70%	6.90%	6.90%	5.60%	5.60%	4.90%
Option Year 4		8.1%	8.1%	8.1%	7.60%	6.15%	6.15%	5.00%	6.15%	6.95%	5.50%	5.05%	5.05%	5.70%	6.90%	6.90%	5.60%	5.60%	4.90%
II. Frozen Foods																			
Base Year	16%	9.0%	9.0%	9.0%	8.45%	7.00%	7.00%	6.20%	7.00%	7.90%	6.70%	6.60%	6.80%	7.40%	7.70%	7.70%	6.40%	6.40%	5.60%
Option Year 1		9.0%	9.0%	9.0%	8.45%	7.00%	7.00%	6.20%	7.00%	7.90%	6.70%	6.60%	6.80%	7.40%	7.70%	7.70%	6.40%	6.40%	5.60%
Option Year 2		9.0%	9.0%	9.0%	8.45%	7.00%	7.00%	6.20%	7.00%	7.90%	6.70%	6.60%	6.80%	7.40%	7.70%	7.70%	6.40%	6.40%	5.60%
Option Year 3		9.0%	9.0%	9.0%	8.45%	7.00%	7.00%	6.20%	7.00%	7.90%	6.70%	6.60%	6.80%	7.40%	7.70%	7.70%	6.40%	6.40%	5.60%
Option Year 4		9.0%	9.0%	9.0%	8.45%	7.00%	7.00%	6.20%	7.00%	7.90%	6.70%	6.60%	6.80%	7.40%	7.70%	7.70%	6.40%	6.40%	5.60%
III. Meats; Beef & Pork (Refrigerated & Frozen)																			
Base Year	15%	5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.85%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 1		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.85%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 2		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.85%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 3		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.85%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 4		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.85%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
IV. Poultry																			
Base Year	8%	5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.80%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 1		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.80%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 2		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.80%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 3		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.80%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 4		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.80%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
V. Seafood																			
Base Year	3%	5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.90%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 1		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.90%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 2		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.90%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 3		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.90%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
Option Year 4		5.6%	5.6%	5.6%	5.85%	4.10%	4.10%	3.40%	4.10%	4.90%	4.00%	3.60%	4.10%	4.20%	4.65%	4.65%	4.10%	4.10%	5.60%
VI. Dietary Supplements																			
Base Year	4%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%
Option Year 1		6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%
Option Year 2		6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%
Option Year 3		6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%
Option Year 4		6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%	6.85%
VII. Fresh Produce (Optional)																			
Base Year	5%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%
Option Year 1		8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%
Option Year 2		8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%
Option Year 3		8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%
Option Year 4		8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%	8.85%
VIII. Refrigerated Products																			
Base Year	13%	8.70%	8.70%	8.70%	8.05%	6.60%	6.60%	6.00%	6.60%	7.15%	6.20%	5.80%	6.60%	7.00%	7.30%	7.30%	6.10%	6.10%	6.30%
Option Year 1		8.70%	8.70%	8.70%	8.05%	6.60%	6.60%	6.00%	6.60%	7.15%	6.20%	5.80%	6.60%	7.00%	7.30%	7.30%	6.10%	6.10%	6.30%
Option Year 2		8.70%	8.70%	8.70%	8.05%	6.60%	6.60%	6.00%	6.60%	7.15%	6.20%	5.80%	6.60%	7.00%	7.30%	7.30%	6.10%	6.10%	6.30%
Option Year 3		8.70%	8.70%	8.70%	8.05%	6.60%	6.60%	6.00%	6.60%	7.15%	6.20%	5.80%	6.60%	7.00%	7.30%	7.30%	6.10%	6.10%	6.30%
Option Year 4		8.70%	8.70%	8.70%	8.05%	6.60%	6.60%	6.00%	6.60%	7.15%	6.20%	5.80%	6.60%	7.00%	7.30%	7.30%	6.10%	6.10%	6.30%
IX. Janitorial & Chemical																			
Base Year	1%	8.60%	8.60%	8.60%	9.10%	7.65%	7.65%	6.35%	7.65%	7.55%	7.10%	6.60%	9.60%	7.50%	8.50%	8.50%	7.00%	7.00%	7.30%
Option Year 1		8.60%	8.60%	8.60%	9.10%	7.65%	7.65%	6.35%	7.65%	7.55%	7.10%	6.60%	9.60%	7.50%	8.50%	8.50%	7.00%	7.00%	7.30%
Option Year 2		8.60%	8.60%	8.60%	9.10%	7.65%	7.65%	6.35%	7.65%	7.55%	7.10%	6.60%	9.60%	7.50%	8.50%	8.50%	7.00%	7.00%	7.30%
Option Year 3		8.60%	8.60%	8.60%	9.10%	7.65%	7.65%	6.35%	7.65%	7.55%	7.10%	6.60%	9.60%	7.50%	8.50%	8.50%	7.00%	7.00%	7.30%
Option Year 4		8.60%	8.60%	8.60%	9.10%	7.65%	7.65%	6.35%	7.65%	7.55%	7.10%	6.60%	9.60%	7.50%	8.50%	8.50%	7.00%	7.00%	7.30%
X. Paper, Plastics, Disposables																			
Base Year	8%	10.00%	10.00%	10.00%	8.45%	7.00%	7.00%	5.90%	7.00%	8.40%	6.10%	6.20%	6.60%	6.00%	7.30%	7.30%	6.40%	6.40%	7.30%
Option Year 1		10.00%	10.00%	10.00%	8.45%	7.00%	7.00%	5.90%	7.00%	8.40%	6.10%	6.20%	6.60%	6.00%	7.30%	7.30%	6.40%	6.40%	7.30%
Option Year 2		10.00%	10.00%	10.00%	8.45%	7.00%	7.00%	5.90%	7.00%	8.40%	6.10%	6.20%	6.60%	6.00%	7.30%	7.30%	6.40%	6.40%	7.30%
Option Year 3		10.00%	10.00%	10.00%	8.45%	7.00%	7.00%	5.90%	7.00%	8.40%	6.10%	6.20%	6.60%	6.00%	7.30%	7.30%	6.40%	6.40%	7.30%
Option Year 4		10.00%	10.00%	10.00%	8.45%	7.00%	7.00%	5.90%	7.00%	8.40%	6.10%	6.20%	6.60%	6.00%	7.30%	7.30%	6.40%	6.40%	7.30%
XI. Supplies & Small Equip.																			
Base Year	2%	10.60%	10.60%	10.60%	10.10%	8.65%	8.65%	7.35%	8.65%	9.60%	8.10%	7.60%	10.60%	8.50%	9.50%	9.50%	8.00%	8.00%	8.30%
Option Year 1		10.60%	10.60%	10.60%	10.10%	8.65%	8.65%	7.35%	8.65%	9.60%	8.10%	7.60%	10.60%	8.50%	9.50%	9.50%	8.00%	8.00%	8.30%
Option Year 2		10.60%	10.60%	10.60%	10.10%	8.65%	8.65%	7.35%	8.65%	9.60%	8.10%	7.60%	10.60%	8.50%	9.50%	9.50%	8.00%	8.00%	8.30%
Option Year 3		10.60%	10.60%	10.60%	10.10%	8.65%	8.65%	7.35%	8.65%	9.60%	8.10%	7.60%	10.60%	8.50%	9.50%	9.50%	8.00%	8.00%	8.30%
Option Year 4		10.60%	10.60%	10.60%	10.10%	8.65%	8.65%	7.35%	8.65%	9.60%	8.10%	7.60%	10.60%	8.50%	9.50%	9.50%	8.00%	8.00%	8.30%

Other Pricing Issues: INCENTIVES

1. Increased Drop Size

Quarterly Average Delivery Size Incentive

	\$6,000	> \$8,000	> \$14,000
Base Year	0.25%	0.50%	0.75%
Option Year 1	0.25%	0.50%	0.75%
Option Year 2	0.25%	0.50%	0.75%
Option Year 3	0.25%	0.50%	0.75%
Option Year 4	0.25%	0.50%	0.75%

2. Other Incentive

New Business Conversion Allowance for the initial six months of purchases following facility conversion to the VA SPV program

Base Year	1.00%
Option Year 1	1.00%
Option Year 2	1.00%
Option Year 3	1.00%
Option Year 4	1.00%

3. Other Incentive

Exclusive Brands Growth

	% EB Purchase \$ - Growth versus Same Quarter Prior Year	% Rebate on Incremental Purchases
Base Period and All Option Periods	0.10% - 9.9%	1.00%
	10.0% - 16.9%	2.00%
	17.0% - 19.9%	3.00%
	20.0% and above	4.00%

4. Other Incentive

Market Research Fund

Base Year	\$ 25,000
Option Year 1	\$ 25,000
Option Year 2	\$ 25,000
Option Year 3	\$ 25,000
Option Year 4	\$ 25,000