



Industry-Leading Strategic Partnership Formed Between TNG GP and Retail Merchandising Solutions, Inc.

Livermore, CA and Smyrna, GA, July 29, 2016: Retail Merchandising Solutions, Inc. ([RMSI](#)) and TNG GP ([TNG](#)) are pleased to jointly announce the closing of a strategic investment by TNG in RMSI. This new arrangement will significantly advance RMSI's strategy to expand the geographic breadth and comprehensiveness of its retail execution service offerings.

From its current market coverage area, spanning several regions in the continental United States, Alaska and Hawaii, with this new partnership with TNG, RMSI will now have an operating footprint that spans the whole of the United States. In addition, from its current base of 2,000 highly trained merchandisers, 12 district managers, 93 field supervisors and trainers, and 13 logistics supervisors, RMSI will be able to leverage TNG's massive field force of 400 field managers and almost 10,000 merchandisers, supported by a logistics and distribution base of over 100 distribution centers and depots across the country, trucks making deliveries and performing reverse logistics services at over 50,000 retail store locations each week.

With the goal of driving increased accuracy in all of its operations, greater efficiency and best-in-class data to drive informed decision-making and highlight areas for retail execution enhancements, RMSI developed and operates the industry's most advanced client project and store reporting system (called SRS). The SRS system enables RMSI's highly-trained merchandisers to report – in real time – as they complete assignments. Specifics are entered into RMSI's online SRS system using a tablet PC. This SRS system both assists in tight management of RMSI's field force as well as achieve unprecedented productivity levels translating into lower costs for its clients. Through the SRS System, clients have real-time access to and can download any project data and digital photos we are collecting for them including stocking section, fixture details, and product adjacencies. As part of the new strategic partnership with TNG, the SRS system is being licensed to TNG to operate in association with TNG's existing reporting and enterprise management systems.

Going-forward, RMSI will continue to operate under its existing name/brand, and report results on a stand-alone basis, as an affiliate of TNG. Jon Johnstone, Michael Sills and their team will retain their executive leadership positions and continue to lead RMSI, with direct line reporting to David Parry, President of TNG. All other RMSI employees will continue to report to their current manager and employees can expect little to no change from their current day to day operations.

“We are extremely excited to form a strategic alliance with RMSI, which enjoys a simply outstanding reputation”, said David Parry. “We have heard from leading retailers and many consumer packaged goods (CPG) brands that RMSI's service quality is the best in the industry. We are looking forward to partnering with Jon, Michael and their team to grow their business, leverage their experience,

processes and culture and support them with our personnel and other resources to achieve their growth objectives.”

Jon Johnstone said, “The key to the agreement was assuring that it would be mutually beneficial to both organizations and their employees. This allows TNG to add an additional revenue stream and accelerate its diversification efforts while RMSI will have TNG’s financial and structural merchandising support to assist with our growth initiatives while providing more opportunities for our employees”.

“Also important to both parties is the compelling cultural fit between the two companies,” Johnstone continued. “While working through this process with the TNG executive team, we quickly realized that the guiding principles upon which we have run our business are very similar to those of both TNG and its parent company, The Jim Pattison Group.” Parry added, “Providing great customer service is extremely important to both companies as well as acting ethically and with integrity when making business decisions, whether those decisions are in regards to our employees, customers or whomever”.

“TNG Merchandising’s initial focus will be supporting RMSI and their operations, capitalizing on our existing field force of approximately 400 field managers and 10,000 merchandisers. Overtime the combine synergies will allow for tremendous growth and solidify RMSI’s position as the industry leader of in store execution services,” said John D. Swider President of TNG Merchandising.

About RMSI

RMSI, which was formed in 2000 and is based in Livermore, CA, is an industry-leading provider of retail execution services. Operating under its motto of ‘Your brand, in place’, RMSI offers a wide range of merchandising and logistics services. RMSI’s specialty services include: (i) new store and remodeled store set-ups, which include shelving, point of sale merchandising and end caps; (ii) ‘reset services’, under which RMSI re-merchandises product in stores with the overall objective of making space for new products, removing discontinued products, and organizing products for optimal shopping; and (iii) new item cut-ins, where specific products are removed and replaced at the shelf. By gaining access to TNG’s merchandising and logistics/distribution personnel, RMSI will be able to significantly broaden and enhance those service offerings.

About TNG

Headquartered in Smyrna, Georgia and with over 12000 employees TNG operates in all 50 states in the U.S., providing an array of services and products to retailers, CPG companies and manufactures. TNG is North America’s largest and most trusted supplier of periodicals with over 100 years of experience in the industry. TNG is also a rapidly growing supplier of general merchandise products as well as providing merchandising and logistics services throughout the U.S. TNG is proud to be a member of The Jim Pattison Group. Headquartered in Vancouver, BC, Canada The Jim Pattison Group is a diversified group of operating businesses that enjoy strong and positive market reputations, with most occupying leadership status within their respective industries. For more information please visit www.tng.com, and www.jimpattison.com.