



C&S Wholesale Grocers Capability Statement

C&S Wholesale Grocers, Inc. is the largest privately-held wholesale grocery supply company in the United States; the company handles all aspects of the food supply chain, including procurement, warehousing, and transportation operations. C&S supplies more than 7,700 independent supermarkets, chain stores, military bases, and institution with over 140,000 different products.

Our purpose is keeping people and our communities fed by providing value to our customers through innovation and scale.

Requested information regarding our capabilities is detailed below.

- **Past Performance**

- C&S services military commissaries in Hawaii, including Pearl Harbor, Schofield, Hickam and Kaneohe
- C&S has responded to hurricanes and volcano incidents (e.g., lava flows) in Hawaii
- C&S has developed a robust hurricane plan for critical commodities pre- and post-storm with customers, especially in the Southeast United States; this plan has been implemented in multiple storms, including Hurricanes Dorian (2019), Harvey (2017), and Irma (2017)
- In addition, C&S has supported customers throughout the country in response to a range of hazards, including severe weather, labor strikes, utility incidents, and planned events

- **Differentiators**

- C&S operates the largest food warehouses in the state, in Kapolei
- We maintain a large distribution network within Hawaii, and provide groceries to over 600 stores, including supermarket, drug stores, mass merchandisers, convenience stores, and quick serve restaurants
- Hansen Distribution Group is a wholly owned subsidiary of C&S; it operates warehouses throughout the state (Oahu, Kauai, Maui, and Hawaii), and services over 800 customers, including supermarkets, convenience stores, quick serve restaurants, food service, schools, and hospitals
- We provide all commodities (i.e., non-perishable, perishable, general merchandise, health and beauty care, specialty, and organic)
- Our employees in Hawaii train annually on hurricane preparedness and response
- Procurement functions are managed by both local and mainland employees

- **Corporate Data**

- C&S is the 12th largest private company in the United States
- Over 15k employees; 130+ employees in Hawaii; additionally, 130 employees under Hansen Distribution Group
- Distribution Centers in California, Connecticut, Hawaii, Florida, Louisiana, Maryland, Massachusetts, New York, Oregon (2020), Pennsylvania, South Carolina, Texas, and Vermont
- Services customers in 46 states, including Hawaii and Alaska; also services customers in Guam, Saipan (March 2020), and Puerto Rico
- Website: <https://www.cswg.com/>

For additional information, please contact:

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