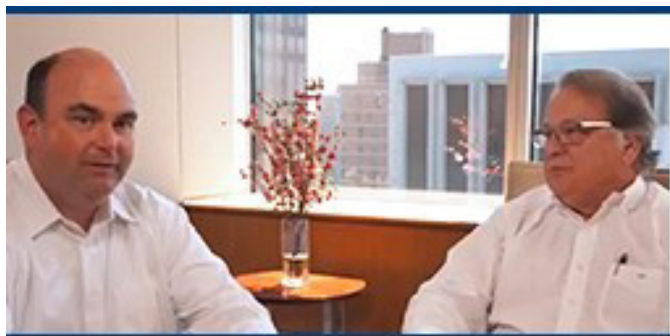


Insights for Driving Success

In episode 22 of *Insights for Driving Success*, Partners Keith Daniels and Jette Campbell continue their discussion on trends in the grocery sector with the last video in their three part series.

Trends in Grocery: Part 3 – Cooperatives



WATCH VIDEO



In this video, Keith and Jette discuss the insights they have gained from their experiences working in the grocery sector – specifically with cooperatives and buying groups. The main objective of a co-op is to build scale in order to achieve pricing levels that compete with bigger brands. However, with lower margins and less cash on hand, co-ops often choose to pay their members rather than invest capital in the business, making it even more difficult to compete with larger grocery chains. This video illustrates how Carl Marks Advisors' expertise can help business owners and lenders in this highly competitive market.

To learn more about trends in the grocery sector, listen to the the other parts of Jette and Keith's conversation:

- [CMA Insights: Trends in Grocery: Part 1 - Pricing and Margin Pressures](#)
- [CMA Insights: Trends in Grocery: Part 2 - Competition](#)

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New York
900 Third Avenue
33rd Floor
New York, NY 10022
212.909.8400

New Jersey
336 Main Street
P.O. Box 1005
Bedminster, NJ 07921
908.234.2373

North Carolina
212 South Tryon Street
Suite 1685
Charlotte, NC 28281
704.714.1240

Texas
1050 N. Post Oak Rd.
Suite 210
Houston, TX 77055
832.730.1951