



FOR IMMEDIATE RELEASE:

National Grocers Association endorses Pan-Oston's Checkout Lanes, Display Merchandisers and Utopia™ Self-Checkout

Bowling Green, KY - October 30, 2008 Pan-Oston, a leading designer, developer and manufacturer of retail checkout products, including lanes, counters and self-checkout solutions, as well as other retail display products, is teaming with National Grocers Association (N.G.A.), the national trade association representing the independent sector of the retail and wholesale grocery industry, to deliver products and services which increase efficiency, reduce costs and allow the independent sector to maintain their competitive position.

"We are thrilled to be working with Pan-Oston. This agreement represents a great opportunity to create value and efficiency for our members and achieve the necessary economies of scale to compete," said Frank DiPasquale, Senior Vice President and Executive Director, National Grocers Association. "Pan-Oston's Utopia™ self-checkout is a proven self-checkout solution for independent grocers, and their new Ergolane™ checkout is the first major check lane design innovation in over four decades."

The agreement establishes an exclusive partnership program whereby N.G.A. members are pre-approved to receive member benefits such as economy pricing, unique programs, technology and support services on all Pan-Oston retail checkout and display products inclusive of the patent pending Utopia™ self-checkout solution.

"The National Grocers Association values the existence of independent retailers as a central requirement of a competitive grocery market and pursues strategic initiatives to support their member opportunities to increase efficiency, reduce costs and maintain their competitive position," said Jim Vance, Pan-Oston's President. "N.G.A. members now have an affordable self-checkout solution with Utopia™ and access to our broad array of front-end and other grocery display products at Tier One prices."

Pan-Oston, a majority owned subsidiary of Houchens Industries, one of the largest employee owned ("ESOP") companies in the United States, has been designing and manufacturing retail checkout products as well as a broad range of retail fixtures and fittings for over 40 years. panoston.com

National Grocers Association (N.G.A.) is the national trade association representing the retail and wholesale grocers that comprise the independent sector of the food distribution industry. An independent retailer is a privately owned or controlled food retail company operating in a variety of formats. Most independent operators are serviced by wholesale distributors, while others may be partially or fully self-distributing. Some are publicly traded but with controlling shares held by the family and others are employee owned. Independents are the true "entrepreneurs" of the grocery industry and dedicated to their customers, associates, and communities. N.G.A. members include retail and wholesale grocers, state grocers associations, as well as manufacturers and service suppliers. For more information about N.G.A. and the independent sector of the industry, see the N.G.A. website: www.nationalgrocers.org

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