Food Trade News

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TAKING STOCK

by Jeff Metzger

Overstoring Toll: Low Comps, More Struggles Despite Healthy Economy, Modest Inflation

Perhaps we're all living in a time warp. While the changes in the food industry over the past 10 years have been dynamic, the way all merchants have had to sustain themselves to survive seems so challenging and demanding, it's easy to see why some once stalwart members of the herd are being thinned every year.

Retailers speak as though positive comps of less than 1 percent are not only acceptable, but progress-making even when a helping inflation headwind and a generally good economy are factored in.

However, there are other considerations that need to be taken into account, too. There are still way too many stores offering consumers highly diver-

See **TAKING STOCK** on page 6

Stop & Shop, CVS, Giant, Walmart Remain Big Factors; Aldi Has Strong Year

ShopRite Still King Of $98.6B Mkt.; Gridlock Stymies Growth

Another year of overstoring combined with fierce and diverse competition led to gridlocked sales and continuing difficulties to change the share of market status for most retailers in the large $98.6 billion marketplace.

There were some positive signs, however. Inflation provided slight headwinds, the economy was generally healthy (although historically low unemployment led to major challenges in finding and retaining labor) and there was a slight thinning of the herd in terms of retailer attrition.

Still, there are simply too many stores for most retailers to make significant headway and the presence of digital/online is a growing concern for those traditional brick and mortar supermarket operators.

And yes, there were changes, mostly as it concerned independent groups and regional chains. Darrenkamp's, a Lancaster County merchant for more than 80 years, closed three of its four stores and sold its other supermarket to Giant/Martin's which last month (after our market study measuring period closed) acquired another Lancaster County independent – Ferguson & Hassler. Earlier this year, the non-union Ahold Delhaize USA (ADUSA) brand purchased five Shop 'n Saves in Central, PA, western Maryland and West Virginia from UNFI (ironically those stores started off in life as Food Lions, also owned by ADUSA).

In the Metro New York market (specifically primarily on Long island), Lidl acquired Best Markets, and in a dealing still awaiting FTC approval, Stop & Shop (another ADUSA brand) agreed to purchase 37-store King Kullen, reportedly America's first supermarket chain, whose legacy dates back to 1930.

Other retail-related news stories of note that occurred over the past year include the closing/selling of more than 50 Rite Aid stores (some of which were acquired by Walgreens); the successful IPO of BJ's Wholesale Club (by its private equity owners Leonard

See **MARKET STUDY** on page 130

THE NEW JERSEY FOOD COUNCIL (NJFC) HOSTED ITS ANNUAL TRADE Relations Conference last month at Harrah's in Atlantic City. Eva Kohn (2nd from l) of CBA Industries accepts the Max Stone Trade Relations Award from (l-r) NJFC chairman Richard Saker of Saker ShopRites; Jim Ostling of Bimbo Bakeries; and Linda Doherty, NJFC president. More photos are on page 57.

Kress Named Interim President Of Giant/Landover

Big Changes At Stop & Shop: Reid In, McGowan To Exit As President

There's a big shakeup at Ahold Delhaize USA as the Northeast's largest retailer has named Gordon Reid the new president of its largest "brand," Stop & Shop, based in Quincy, MA. Reid, who has headed up the company's Giant Food/Landover unit since 2013, replaces Stop & Shop/Ahold USA veteran executive Mark McGowan who will be leaving the company by the end of the year. Reid will assume his new post in late July.

Trade observers were surprised, but not shocked by the announcement, noting that Stop & Shop is still

See **REID** on page 71

Gleeson To Head Weis Fresh; Grimes To Retire

Bob Gleeson

John Grimes

Bob Gleeson, former Shoppers Food & Pharmacy president and Supervalu executive, will become Weis Markets' new vice president of fresh merchandising, effective July 1.

In his new position, Gleeson will oversee the day-to-day merchandising and procurement of the Sunbury, PA based retailer's meat, produce, bakery, deli/foodservice, seafood and floral departments.

He will report to Richard Gunn, the company's senior vice president of merchandising and marketing.

Gleeson will replace John Grimes, who is retiring at the end of June as vice president of meat/seafood/deli. Grimes spent 11 years with Weis Markets and more than 35 years in the grocery business.

"Bob Gleeson is a proven leader with extensive merchandising experience and a deep understanding of key parts of our seven-state market area. We are pleased to be working with him," said Kurt Schertle, Weis Markets' chief operating officer. "We are also grateful to John Grimes for his many contributions over the past 11 years with our company and wish him well in the years ahead."

Gleeson began his food industry career in 1984 as a part-time grocery associate with Shoppers. During his 29-year career with the Lanham, MD based retailer as well as with Supervalu, he worked in increasingly senior leadership positions including vice president of center store, senior vice president of merchandising and division president.

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Soup to Nutz

By Maria Maggio

Welcome to the 2019 *Food Trade News* Market Study! It seems that we always say there's so much change in our market. Well, this past year has brought lots of that to the seventy counties we cover. New banners Sprouts, Heirloom Market and Lidl entered an already crowded market; the former with more success than the latter two. Each has staked their ground and has found something new to offer increasingly discerning consumers. Independents in business for three or more generations are calling it quits and selling out to the chains, and legacy banners are doing their best to find a point of difference in order to keep up with the rapidly changing retail food industry. One thing is certain, you, our valued readers and advertisers, will always be able to find the information you need right here from us…and on our newly launched website, www.foodtradenews.com. A humble thank you for your continued support. We couldn't do what we do without you!

Sprouts Farmers Market opened its first store in New Jersey on June 5. The new 33,000 square foot-plus store is located in Marlton, smack in the middle of Routes 70 and 73, and home to ShopRite, Trader Joe's, Rastelli's, Whole Foods and Target. An overstored area, you might ask? Not according to SVP-operations east, **Dan Croce**, whose explanation had me nodding in agreement. Sprouts offers "healthy living for less" and they mean it. They have been a driving force for making healthy food affordable and accessible since day one and have paved the way for numerous natural brands. You won't find Lay's potato chips, but you will find Sprouts' veggie straws (delicious) at a reasonable price. Their goal is to help meet the growing local demand for fresh, natural and organic foods at great prices. First weekend visitors were treated to a Taste of Sprouts with guest favorites and trending items, including a selection of exclusive Sprouts brand products, which were sampled throughout the store. The Marlton store offers locally made products from brands such as Hoboken Farms, Joe Tea, Naturi Yogurt and Love Beets. Dan and his team - store manager **Frank Pickel**, district manager **Ricky Pratt** and numerous specialists were on hand to make sure the opening ran smoothly. As part of Sprouts' commitment to zero waste, the new store will donate unsold and edible groceries to Food Bank of South Jersey through the grocer's Food Rescue program. In 2018, Sprouts stores and distribution centers donated 27 million pounds of product, equivalent to 23 million meals. Food that is not fit for donation is provided to local cattle farms and composting facilities. Sprouts' evolving zero waste initiatives help minimize food waste while reducing the impact of hunger and the company's environmental footprint.

Once again, the International Dairy Deli Bakery Association (IDDBA) had a good, albeit a little smaller, show with the glitterati of the perishable food industry gathering to connect and learn at IDDBA 19 held in Orlando June 2-4. The show offered many educational experiences from fresh merchandising ideas and new products to presentations from influencers and experts, with more opportunities to grow the deli and bakery business than ever before. Notice that the dairy category is missing here, although dairy was and should continue to be a major category of the show. This year it wasn't. Much more attention is being directed to grab 'n go and home meal replacement, thereby giving room for the foodservice in retail category to sneak in, not to mention services and equipment. The speaker lineup wasn't as hot as it has been in past years, but lifestyle brand creator **Laila Ali** and actor **Michael J. Fox** (who was charming, funny and self-deprecating) provided attendees with powerful life lessons and offered some key business takeaways. From what I can tell, IDDBA is trying to move more events to the show floor. The New Product Showcase was a destination for attendees looking for unique and innovative trends all in one place. Exhibitors had the opportunity to personally merchandise in this special display and attendees got an all-encompassing look at the newest cutting-edge products, packaging, and equipment. The Expert Neighborhood, where attendees had one-on-one consultations with experts from various industries was also on the show floor. They included CEOs, entrepreneurs, authors, and specialists who have the experience and knowledge of navigating through business challenges. What's in Store Live presented fresh examples of how businesses can engage and appeal to customers through merchandising ideas, concepts, and demonstrations. Trends and research were depicted through displays using products from event sponsors. From pairing ideas to customized meal kit options, these concepts helped attendees experience out-of-the-box approaches and learn new ways to engage shoppers. In 2018, IDDBA began its Fresh Careers program, which offers students with an interest in the food industry a chance to experience professional networking. With a Career Ambassador guiding them, the students had the opportunity to explore the trade show floor, see new product innovations, network, and learn. At IDDBA19 five universities participated in the program, including Saint Joseph's University. IDDBA sees it as a way to help facilitate networking, growth, and opportunity for the IDDBA community. See you next year in Indianapolis, IN, May 31-June 2, for IDDBA 20. Vroom!

One thing we love about retailers in the *Food Trade News* coverage area is their commitment to local communities they serve and to giving back in so many forms. To that point, in addition to the community donations Giant/Martin's made at the grand openings of the Walnutport and State College stores, last month it made a donation of $3 million to more than 2,200 public and private schools through its A+ School Rewards program. The annual customer-driven school fundraising program helps local schools raise money for educational programs, field trips, scholarships, playgrounds, and more just by grocery shopping. Cumberland Valley High School in Mechanicsburg, PA, was the overall top earning school for the

See **SOUP TO NUTZ** on page 131

SPROUTS FARMERS MARKET OPENED ITS SECOND STORE IN THE Delaware Valley June 5 when it cut the ribbon on its first New Jersey location in Marlton. Welcoming shoppers to the new store were Sprouts' (l-r) Pat Truehart, Ricky Pratt, Susan Williams, store manager Frank Pickel and Dan Croce.

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TAKING STOCK

From page 1

sified choices. And if you throw in the growing impact of digital, that's another knuckleball that retailers are attempting to try to both embrace and defend. Separately, with the unemployment rate near record lows, operators are struggling to find and maintain qualified store level associates. Even the 35-day government closure earlier this year adversely impacted retailers, wreaking havoc with SNAP benefits for a 60-day period after the shutdown ended. Also not helping is the harsh reality that the retail pharmacy business' profitability has been bled dry by the clout of Pharmacy Benefit Managers (PBMs) which have drained the profitability from what used to be a key contributor to many retailers' bottom line.

It's no wonder that family owned retailers like Darrenkamp's, King Kullen (pending) and most recently Ferguson & Hassler have sold their operations to larger chains that are better equipped to deal with leadership succession issues, technology implementation and overall cap-ex needs. There are other indies as well as regional chains that are also looking to get out as evidenced by discussions we're aware of or prospectuses that have been issued (and I'm not only referring to one New Jersey-based regional chain).

It's not just traditional supermarkets that are finding the battleground tough. Rite Aid, which tried to merge with Albertsons last August, saw its stock owners reject the deal even before the shareholders' vote. The beleaguered Central PA-based drug chain continued to produce poor earnings which led to it being temporarily delisted from the New York Stock Exchange. Those events ultimately cost longtime chairman and CEO John Standley his job.

And discounter Lidl, whose U.S. debut two years ago has produced disappointing sales and a slowdown of projected openings, fared only a little better on an ID-sales basis as it debuted four new stores in the region (not including the 27 stores that it acquired from Best Markets that have yet be converted). Of course, it was Lidl's own choice to try to find locations (which it puzzlingly owns outright) near discount juggernauts Aldi, one of the best performers in this year's survey, and Walmart, which also had a solid year. And as for converting the Best Market banners to the Lidl name and format, that move might result in ultimately producing lower sales than those achieved by the company's former

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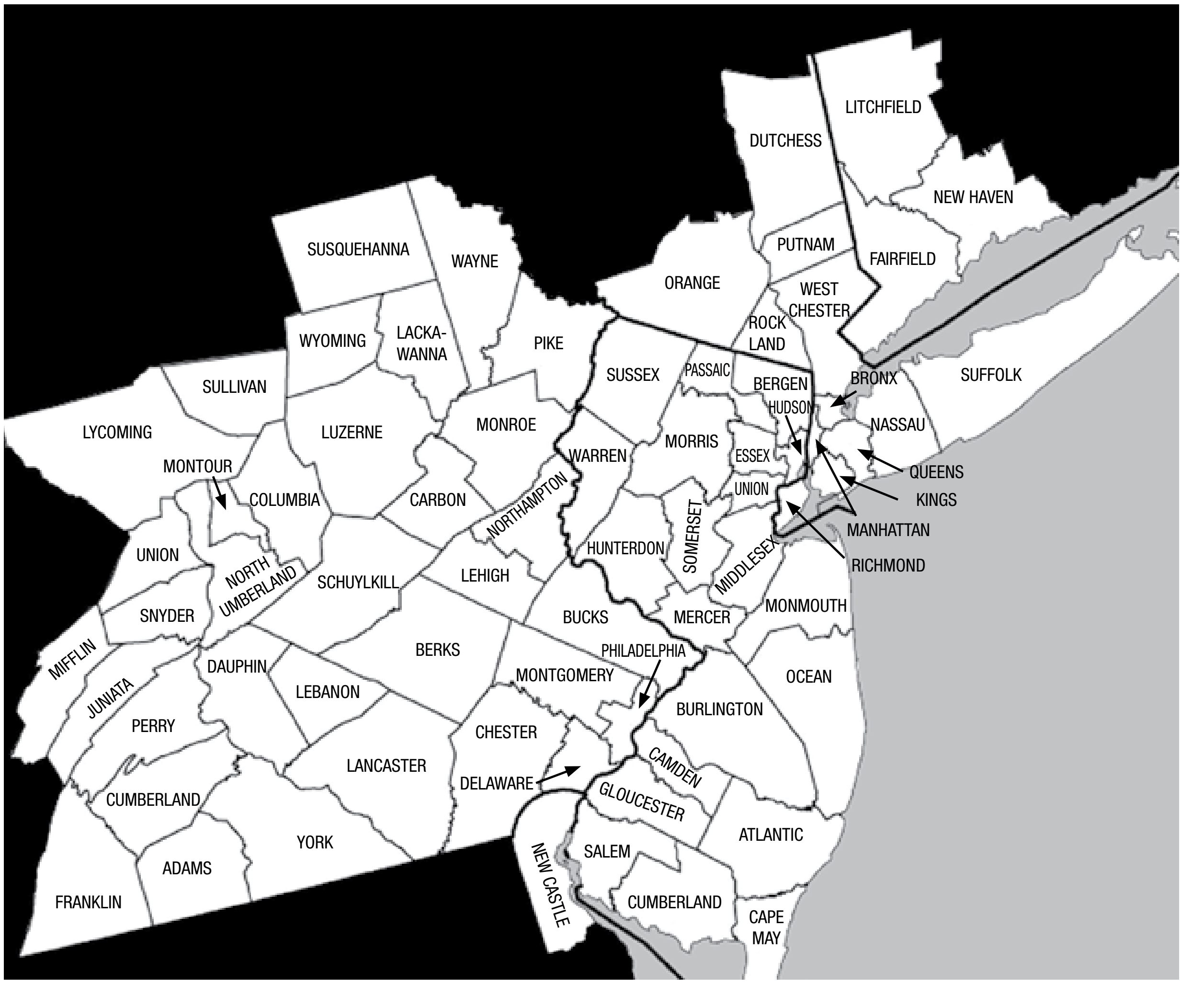
2019 FOOD TRADE NEWS MARKET STUDY INDEX

The 70-County *Food Trade News* Market



Food Trade News covers a 70-county area that stretches from Litchfield County, CT to Cape May County, NJ on a north-south plane and from New Haven County, CT to Franklin County, PA on an east-west plane. All told, there are three counties in Connecticut, 12 counties in New York, 21 counties in New Jersey, 33 in Pennsylvania and New Castle County, DE that are measured in this study.

In nine of the counties in this study – Atlantic, NJ; Burlington, NJ; Cape May, NJ; Monmouth, NJ; Morris, NJ; Ocean, NJ; Lancaster, PA; Monroe, PA; and Suffolk, NY – combined retail sales exceeds the volume for those counties. There is an explanation for this effect – the term is called leakage and simply means that consumers in other counties actually spill in and shop in stores in that particular county.

Leakage can result from a sparsity of stores in one county causing consumers to shop in a bordering county where retailing opportunities are more abundant. Heavy vacation or resort traffic in a specific county can also cause a buildup of food sales in those counties. High volume retailers that can draw from a wider radius ("leakage magnets") include Wal-Mart, Costco and Wegmans. Operating stores in the 125,000 to 200,000 square foot range makes those three retailers prime destination shopper draws, often from outside the counties in which their busy stores operate.

Such was the case this year in Lancaster County, PA where new Wegmans and Whole Foods stores opened this year. Additionally, Giant/Martin's opened two new facilities – an acquired former Darrenkamp's unit and a hybrid "wareroom" store. That influx of new activity attracted shoppers from adjacent counties who are not Lancaster County residents.

And stores located in beach areas such as in Atlantic, Cape May, Ocean and Monmouth Counties on the Jersey Shore or in mountain resorts like the Poconos (Monroe County in Pennsylvania) also draw much of their summer sales from visitors who don't officially reside in those areas.

Remember, county food sales are based on population and per capita weekly food expenditures of county residents.

Why are some percentages lower than others?

There are several reasons. Many of the more rural counties have only single-store supermarkets which are not part of this study. And, in more rural counties, small convenience store operators and other independent outlets that sell food and HBC products comprise the bulk of the counties' business yet are not listed in the survey.

That theory can also apply to the densely populated counties that comprise the five boroughs of the City of New York. In those areas, because of the vast amount of independent business amassed by single store bodegas, greengrocers and other unaffiliated outlets selling food (who are not included in the study), the composite share of the multi-store retailers listed in those boroughs is significantly lower than many other counties measured in this market study.

Wakefern Food Corp. and ShopRite mourn the loss of Rocco ‘Rocky’ Cingari, 89, a lifelong resident of Stamford, CTR, and the longtime president and CEO of Grade A Market, Inc., which owns 11 ShopRite stores in Connecticut. He died June 3, with his family at his side.

Cingari served as president and CEO of Grade A Market for nearly 40 years until January, when his nephew, Tom Cingari Sr., succeeded him as president and CEO of the family company. He continued to work alongside his brother Sam Cingari, three nephews and two great-nephews, Chip, Joe, Tom Sr., Dominick and Tom Jr., respectively.

Trained as a master butcher, Cingari worked most of his life in the grocery business founded by his father, Salvatore Cingari, an Italian immigrant who opened the family’s first store, Grade A Market, in Stamford in

1943. In 1991, he led the family company as it joined Wakefern, the largest retailer-owned cooperative in the U.S., and began opening ShopRite stores in Fairfield and New Haven counties.

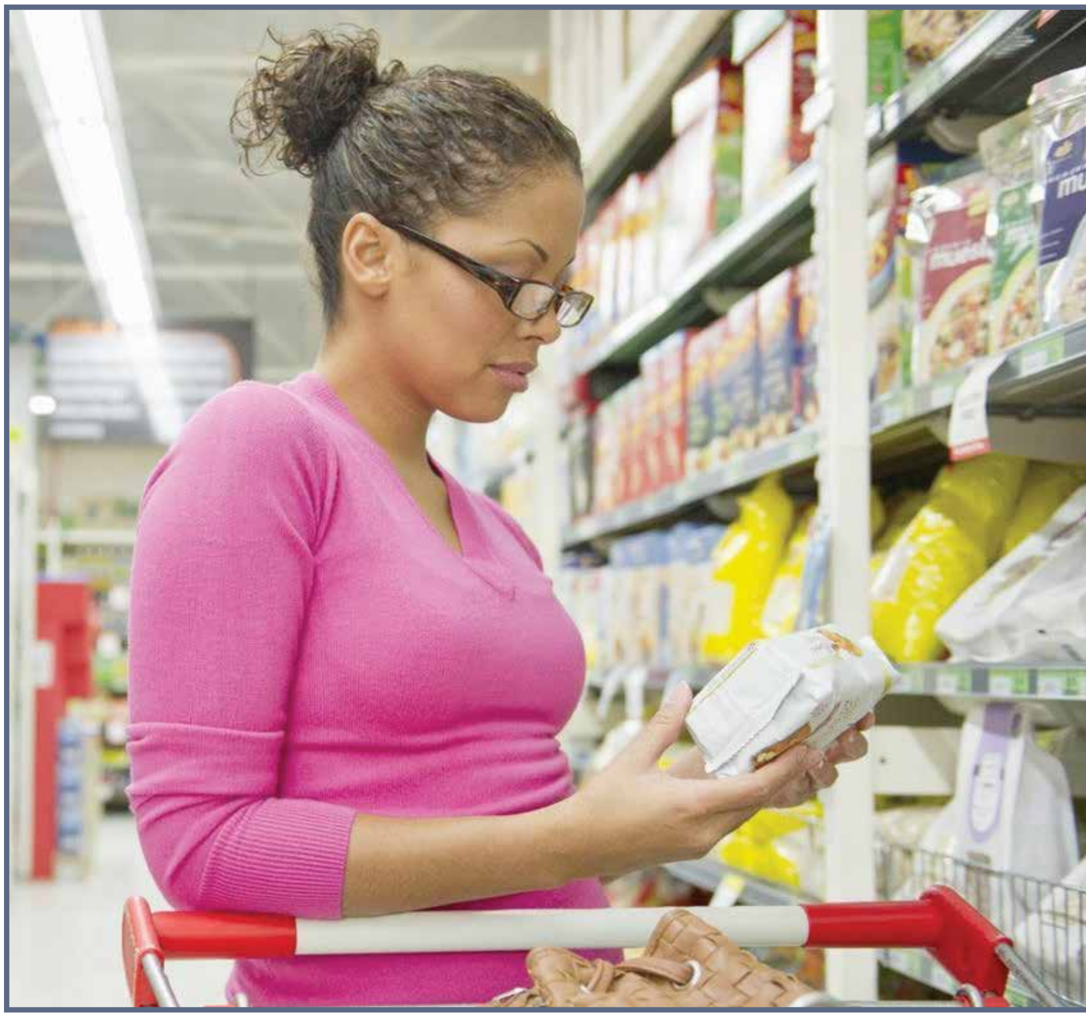
He was a past member of Wakefern’s meat committee and also served on the company’s board of directors. He received the Chairman’s Award during Wakefern’s 2013 Annual Meeting and retired from the board in 2014.

“Rocky cared deeply about his family, his associates, and the community. He had that passionate spirit that defines an entrepreneurial family business and Wakefern. He will be missed,” said Wakefern president and COO Joe Sheridan.

Cingari put his can-do talent and business acumen to work as a community leader and fundraiser. He could be counted on to help local hospitals, clinics and community organizations, and he served on the charitable boards of many different groups. He was most proud of his long affiliation with the Yale Eye Center, where he served for many years as chairman of the Yale New Haven Hospital Eye Research Center advisory board. He was a 45-year member and past president of the Darien Lions Club, as well as a founding member and past president of the CT Lions Eye Research Foundation.

Cingari served his country in the U.S. Navy and spent the next seven decades helping build his family’s grocery business. He served as vice president of Grade A Market before taking over as president and CEO of the family company in the early 1980s, and he worked closely over the years with his brothers and nephews in running all parts of the business.

He is survived by two daughters, Susan G. Cingari of Boca Raton, FL, and Karen R. Cingari of Stamford; his former wife, Christine ”Chris” Cingari of Stamford; brother Salvatore ”Sam” Cingari Jr., of Stamford; his companion, Marthalou ”Marti” Bruno, of Hampton Bays, NY, and many nieces and nephews.



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Web: acmemarkets.com
Pres.: Jim Perkins
VP-Marketing/Merch.: Kim Gray
VP-HR/Labor Rel.: Dan Dosenbach
VPs-Operations: Bill Crosby, Brad Spooner
Dir.-Marketing: Sherry Caldwell
DMs: Mike Styer, Joe Hultz, Bud Corry, Kevin Reger, Matt Juhring, Brendan Murphy, Jonathan Cruz
Sales Mgr.-Meat/Seafood: Charlie Bell
Sales Mgr.-Deli: Mary Washinko
Sales Mgr.-Bakery: Jenifer Krause
Sales Mgr.-Grocery: Don O'Brien
Sales Mgr.-Produce: Jay Schneider
Sales Mgr.-Floral: Susan Glenn
Primary Supplier: Direct
FTN Stores: 160
FTN Vol.: $3.34 billion

Adams Fairacre Farms
765 Dutchess Tnpk.
Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Donald Adams, Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
FTN Stores: 3
FTN Vol.: $42.7 million

Advantage Group
2204 West Cabot Blvd.
Langhorne, PA 19047
Phone: (215) 702-3290
Contact: Rick Bozzelli
*This is the advertising and marketing arm that serves a group of independent retailers, including Graul's, McCaffrey's/ Simply Fresh and Murphy's Marketplace. They are supplied by UNFI.

Ahold Delhaize USA
1385 Hancock St.
Quincy, MA 02169
Phone: (800) 767-7772
Web: aholddelhaize.com
Ahold Delhaize CEO: Frans Muller
Ahold Delhaize USA COO: Kevin Holt
Pres.-Retail Business Services: Roger Wheeler

Albertsons
250 Parkcenter Blvd.
Boise, ID 83706
Phone: (208) 395-6200
Web: Albertsons.com
Chmn.: Bob Miller
Pres./CEO: Vivek Sankaran

Aldi, Inc.
1200 N. Kirk Rd.
Batavia, IL 60510
Phone: (630) 879-8100
Web: aldi.com
CEO: Jason Hart
Co-Pres.: Charles Youngstrom, David Behm, Brent Laubaugh
Primary Supplier: Direct
FTN Stores: 137
FTN Vol.: $1.11 billion

Alpha 1 Marketing
65 W. Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Pres./CEO: Thatcher Krasne
EVP: Dennis Wallin
SVP/COO: Gus Lebiak
SVP-Sales/Mktg.: Richard DeSimone
SVP-Dairy/Fz. Merch.: Bob Policano
SVP-Groc. Merch.: Dan Dipierro
VP-Retail Tech.: Joe Alessi
Mgr.-Govt. Rel.: Mike King
Dir.-Meat Merch.: Lou Papa
Dir.-Dairy/Fz. Merch.: Gary Tirpak
Dir.-Produce Merch.: Lou Scagnelli
Mgr.-DSD Merch.: Mike Rodriguez
Corp. Dir.-Groc. Merch: John Colangelo
Corp. Dir.-Adv./Graphics: Robert Rapuano
*This is the sales and merchandising arm that serves the Krasdale-supplied independents.

Allegiance Retail Services, LLC
Foodtown
485 US Highway 1 South
Building D/Suite 420
Iselin, NJ 08830
Phone: (732) 596-6000
Fax: (732) 596-6020
Web: allegianceretailservices.com
Pres: John Derderian
VP -Perishables: Dean Holmquist
VP-Center Store: Michael Conese
VP/CFO: Gene Fradella
VP/CMO: Donna Zambo
VP-Retail Member Dev.: Joe Fantozzi
Sr. Dir. Member Services: Daniel Dinkowitz
Sr. Dir.-MIS: Sherry Toy
Sr. Dir.-DSD & Pricing: Jeff Spector
Sr. Dir.-Meat/Seafood: Samer Rahman
Dir.-Produce/Floral: Kelly Davis
Dir.-Deli: Steve Hungerbuhler
Dir.-Frozen: Jeff Kluck
Dir.-Advertising/Mktg.: Patty Youchock
FTN Stores: 85
FTN Vol.: $1.05 billion
*This retailer-owned co-op serves as the support group for a group of independent retailers in the Metro New York and Philadelphia areas. They are supplied by C&S Wholesale Grocers.

See **DIRECTORY** on page 14

From page 12

America's Food Basket
1979 Marcus Ave., Ste. 216
Lake Success, NY 11042
Phone: (516) 502-2509
Fax: (516) 775-1574
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Controller: Stephanie Lopez
HR/Social Media/PR: Ashli Pacheco
AP Administrators: Stacy Diaz, George Wilches, Mark Josue
Mktg. Manager: Juan Pena
SVP-Ops.: Amanda Espinal
VP-Fresh Foods: Wilson Estupinan
VP-Merch.: Angela DeCicco
Mgr.-Dairy/Frozen: Anthony Abrue
Primary Supplier: UNFI
FTN Stores: 34
FTN Vol.: $188.73 million

Associated Stores Group
99 Seaview Blvd.
Port Washington, NY 11050
Phone: (516) 256-3100
Fax: (516) 256-3110
Web: shopassociated.com
Pres./CEO: Joe Garcia
CAO: Zulema Wiscovitch
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 168
Est. *FTN* Vol.: $1.48 billion
*This is the advertising and marketing arm that serves a group of independent retailers including such banners as Associated, Compare, Met and Pioneer. They are supplied by C&S Wholesale Grocers.

Big Y
2145 Roosevelt Ave.
P.O. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
Pres.: Charles L. D'Amour
VP-Sales/Merch.: Mike D'Amour
VP: Real Estate: Mathieu L. D'Amour
VP-Ops./Cust. Experience: Richard Bossie
Primary Supplier: Bozzuto's
FTN Stores: 15
FTN Vol.: $416 million

Boyer's Markets
301 S. Warren St.
Orwigsburg, PA 17961
Phone: (570) 366-1477
Web: boyersfood.com
Pres.: Dean Walker
CFO: Matthew Kase
EVP-Sales/Mktg.: Anthony Gigliotti
VP-Ops: Mike Zmitrovich
VP-Real Estate: John Boyer
VP-Community Relations:
Jeanne Boyer Porter
Dir.-HR: Ann Marie Blashock
Meat/Seafood Merch.: Joseph Cutrona
Produce Merch.: Michael Bush
Deli/Bakery Merch.: Mellisa Erickson
Non-Perishable Merch.: Jeff O'Neill
Primary Supplier: UNFI
FTN Stores: 18
FTN Vol.: $166.97 million

C&S Independents
P.O. Box 67
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 231
FTN Vol.: $855.85 million
*C&S Independents are comprised of the independent supermarkets serviced by C&S Wholesale Grocers and supplied from its Robesonia, PA regional headquarters.

Caraluzzi's Markets
5 Francis Clark Cir.
Bethel, CT 06801
Phone: (203) 748-3547
Web: caraluzzi.com
Pres./CEO: Mark Caraluzzi
Primary Wholesaler: Bozzuto's
FTN Stores: 3
FTN Vol.: $56.4 million

Corrado's Market
1578 Main Ave.
Clifton, NJ 07011
Phone: (973) 340-0628
Fax: (973) 340-2052
Web: corradosmarket.com
Contact: Jerry Corrado
Primary Supplier: Direct
FTN Stores: 4
FTN Vol.: $156.2 million

D'Agostino Supermarkets, Inc.
1385 Boston Rd.
Larchmont, NY 10538
Phone: (914) 833-4000
Fax: (914) 833-4051
Web: dagnyc.com
CEO: Nicholas D'Agostino III
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 10
FTN Vol.: $77.94 million

Fairway Market
2284 12th Ave.
New York, NY 10027
Phone: (212) 939-0300
Web: fairwaymarket.com
CEO: Abel Porter
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 15
FTN Vol.: $819.4 million

See **DIRECTORY** on page 16

DIRECTORY OF RETAILERS

From page 14

Family Owned Markets
814-D Dawn Ave.
Ephrata, PA 17522
Phone: (717) 721-1957
Fax: (717) 721-1955
Web: familyownedmarkets.com
Dir.-Marketing: Jim Kidwell
Primary Supplier: C&S Wholesale Grocers
*This is the advertising and marketing arm that serves a group of independent retailers, including Martin's Country Market, Oregon Dairy, John Herr's Village Market, Musser's Markets and Yoder's Country Market. They are supplied by C&S Wholesale Grocers.

Fine Fare Supermarkets
FTN Stores: 60
FTN Vol.: $389.17 million
Individual store owners are supplied by General Trading.

Food Bazaar
Div. of Bogopa Service Corp.
650 Fountain Ave.
Brooklyn, NY 11208
Phone: (718) 346-6500
Fax: (718) 228-4013
Web: myfoodbazaar.com
Pres.: Spencer An
EVP: Edward Suh
Primary Supplier: Bozzuto's
FTN Stores: 25
FTN Vol.: $446.16 million

Food Lion
Div. of Ahold Delhaize USA
P.O. Box 1330
Salisbury, NC 28145
Phone: (704) 633-8250
Web: foodlion.com
Pres: Meg Ham
Primary Supplier: Direct
FTN Stores: 8
FTN Vol.: $63.2 million

The Fresh Market
628 Green Valley Rd., Ste. 500
Greensboro, NC 27408
Phone: (336) 272-1338
Web: thefreshmarket.com
Pres./CEO: Larry Appel
CFO: Oded Shein
EVP-Southeast/Midwest Ops.: Rich Durante
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: $141.2 million

Giant Food LLC
Div. of Ahold Delhaize USA
8301 Professional Pl.
Landover, MD 20785
Phone: (301) 341-4100
Web: giantfood.com
Interim Pres.: Ira Kress
SVP-Ops.: Ira Kress
SVP-Merch.: Tonya Herring
VP-Non-Perishables: Michael Weinstock
Primary Supplier: Direct
FTN Stores: 3
FTN Vol.: $82.69 million

Giant/Martin's
Div. of Ahold Delhaize USA
P.O. Box 249
28 Brookwood Ave.
Carlisle, PA17015
Phone: (717) 249-4000
Web: giantfoodstores.com
Pres.: Nick Bertram
SVP-Store Ops.: John Ponnett
SVP-Merch.: John Ruane
VP-Perishables: Dave Lessard
Primary Distributor: C&S Wholesale Grocers/Direct
FTN Stores: 145 (includes Martin's)
FTN Vol.: $5.53 billion

Great Valu Supermarkets
8258 Richfood Rd.
Mechanicsville, VA 23111
Phone: (804) 746-6000
Web: greatvalu.com
FTN Stores: 11
FTN Vol.: $96.9 million
*This is the advertising and marketing arm that serves a group of independents that operate in the Food World/Food Trade News marketing area.

Gristedes Foods, Inc.
800 3rd Ave.
New York, NY 10022
Phone: (212) 580-6805
Web: gristedessupermarkets.com
Chmn./CEO: John Catsimatidis
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 23
FTN Vol.: $139.17 million

Grocery Outlet
5650 Hollis St.
Emeryville, CA 94608
Phone: (510) 845-1999
Web: groceryoutlet.com
Vice Chmn.: MacGregor Read
CEO: Eric Lindberg
Pres. RJ Sheedy
Primary Supplier: Direct
FTN Stores: 19
FTN Vol.: $117.6 million

Hannaford
Div. of Delhaize America USA
145 Pleasant Hill Rd.
Scarborough, ME 04074
Phone: (800) 442-6049
Web: Hannaford.com

See **DIRECTORY** on page 34


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Giant Opens New Store In Walnutport, PA; Welcomes Friends, Family To Preview Party May 16

A new Giant store opened for business May 17. Welcoming friends and family to the store preview party are (l-r) assistant store manager Dan Schwartz, Giant/Martin's division president Nick Bertram and store manager Steve Bowlby.

These Giant/Martin's folks are (l-r) Dan Schwartz, Morgan Schreiber, Chris Cindia and Joe Kelly.

These smiles belong to Giant/Martin's Sarena Corrigan (l) and Bree Wallen.

Among the vendors attending the preview party are Stephen Cox (l) and Matt Conway of Boar's Head.

Posing for a photo is this Giant/Martin's trio (l-r) Stephen Allison, Taneya Clark and Brian Beck.

Happy to be on hand for another successful store opening are Giant/Martin's (l-r) Ernie DePaul, Rob Miller, Jerry Truesdale and Adam McLaine.

Another year, another slugfest. The days of robust comp-store sales or rapid market share gains are over. Not only is every single market in our nearly $100 billion region overstored, every neighborhood seems like there's a glut of retailers selling food in one format or another.

Let's start with the gainers, because there were so few. Aldi clearly stood out from the pack because it achieved "double duty" status – the best comps among all operators in the 70-county region and one of the fastest growth rates, adding eight "from the ground up" new stores (it also expanded and remodeled about a dozen other existing locations). Walmart's sales growth came the hard way, not through store expansion or acquisition, but through excellent same-store sales aided by both an improvement in store conditions and the ability to parlay digital advances the Behemoth has achieved over the past year into some additional revenue benefits at their high volume stores.

Market leader ShopRite had a fine year, too. However, most of its growth came from opening new stores and replacing others. The Keasbey, NJ based company, like many others, found comp store sales gains were more difficult to achieve this year.

Also, finding some daylight in an overcrowded field was Giant/Martins, the best performing brand of the Ahold Delhaize USA platforms. The Carlisle, PA merchant combined store acquisitions (seven units), replacement stores and a new format (Heirloom Market in Philadelphia) to move the needle forward.

And one retailer, which based on sales, clearly can still execute and deliver strong results is Costco, which from primarily a bricks and mortar foundation, continues to offer creative merchandising, strong pricing and great product quality.

Most retailers struggled to stay at sea level or, as one merchant told me, "Survival is the new prosperity." It may sound a bit cynical, but in times like these, where attrition is occurring slowly, hanging on until the gridlock eases may prove a successful strategy. That is, if indeed the traffic jam ends in the near future.

When you're covering an area as big and broad as ours, there are bound to be changes and we've had a few over the past 12 months.

Two major acquisitions (one completed and one pending) were announced late last year. Lidl (still struggling, but with deep pockets and a big appetite) acquired Best Market units from the Raitses family. The deal, which was completed early this year, gives Lidl a presence in the very competitive Long Island market, where it plans to convert all 27 stores to its discount format by 2022. Stop & Shop, which already dominates in Nassau and Suffolk counties, strengthened its position on "The Island" by agreeing to purchase King Kullen's 37 remaining stores. King Kullen, generally credited as opening the first supermarket in the country in 1930, was another in an increasing group of independents and regional chains that found it daunting to compete against the overcrowded and diverse retail field.

Other news of note that occurred during the past 12 months included the failure of Albertsons and Rite Aid to complete their merger. The fizzled attempt particularly affected Rite Aid, which had a horrible year that ultimately led to the forced exit of veteran CEO John Standley. Albertsons, too, replaced its CEO, with industry Hall of Famer Bob Miller moving to the chairman's slot (and now chairman emeritus post). Miller was replaced by one of his proteges, Jim Donald, who also recently gave way to former Pepsi senior exec Vivek Sankaran (Donald is now co-chairman). Albertsons is controlled by private equity firm Cerberus Capital Management which would like to take the company public.

A few other observations: I would have figured that after two years in the learning lab, Amazon's influence on Whole Foods would be much greater than it's been thus far – it shows how difficult it is to alter the fundamental "four wall" reality of bricks and mortar – "Godzilla" has improved other aspects of its Whole Foods business both online and through its linkage with its "Prime" members. And as we all know, Amazon has other food retailing initiatives apart from Whole Foods.

Instacart and BOPIS (buy online pickup in store) are helpful add-ons, but most traditional retailers are still utilizing those tools as defensive measures. On the other hand, despite the growth of digital sales for grocery and related items, it's still a relatively small factor and physical stores are still the arena where more than 90 percent of all grocery sales occur.

For most supermarket operators, the biggest challenge despite all the hoopla surrounding digital/online remains protecting the business against other channels, particularly Walmart and Costco, which are also developing plans to grow grocery sales.

That alone makes it difficult for many traditional supermarket operators, particularly independents and some regional chains that lack the financial resources and IT expertise to make them competitive with the big boys. And some of those smaller and medium-sized merchants are also facing perpetuation/succession issues.

However, those entrepreneurs usually have the advantage of offering better service while possessing more grit and tenacity than their larger corporate competitors. Unfortunately, those advantages are diminish a little bit every year.

It's gonna get worse before it gets better. There'll be more attrition next year and maybe for a few years after that. Those that survive (and even prosper) will be the ones that best understand and can execute their strategies to attract some consistent level of loyalty from the Gen X (born after 1964) Millennials/Gen Y (born after 1980) and Gen Z (born after 1995) groups of shoppers who will continue to transform food retailing.

Back on the actual playing field, here's my annual market-by-market review and analysis of what's happened over the past 12 months.

Delaware Valley

ShopRite remained dominant but the unrelenting competitive pressures saw the perennial leader actually experience a slight sales decline in this 15-county area. From a long-term perspective ShopRite's clout in the $22.5 billion market is secure as is that of Giant/Martin's which regained the number two spot in DelVal, after relinquishing it to Wawa last year. Like ShopRite, Giant (with an 11.4 percent share of the market) has a solid store base in the market and continues to invest as witnessed by new replacement units in Feasterville, PA, Warrington, PA and later this year in Broomall, PA. Wawa, for the first time since we began publishing this study in 1978, actually saw both a minimal sales and share decline which can be attributed to new c-stores entering its market as well as the effects of the overall intense competition. Those that made headway in DelVal over the past 12 months were Walmart, Target, Whole Foods (two new stores) and Aldi (also two new stores and several remodelings/expansions). Like most other Northeast markets, the Delaware Valley is overstored and highly retailer diversified, making significant progress hard to come by.

Metro New York

The country's largest market ($62.3 billion in food and drug sales) and one where ShopRite increased its market share lead, primarily on the strength of adding seven new stores to its total. Despite operating 36 fewer stores than second-ranked Stop & Shop, Wakefern's retail arm dominated Stoppie in sales ($10.9 billion vs. $7.8 billion) and market share (17.44 percent vs. 12.52 percent). Most impressive new store (in terms of sales): Costco's club store in Bayonne, NJ. Biggest loser: Walgreens, which closed 12 stores (most in New York City) and saw sales decline, too. When analyzing Metro New York, it's important to pay attention to the "market within a market" – the five boroughs of NYC. In an area dominated by small grocery stores, superettes and bodegas, the big three – Krasdale, Key Food and ASG - have oversight of nearly 1,000 food stores whose volume exceeds $8 billion annually. Although Amazon has not done much to change the direction of Whole Foods since acquiring it two years ago, "Godzilla" is keeping it interesting with its Amazon Go urban c-stores (the second of which opened in Manhattan earlier this month) and a promise to further diversify into other more conventional grocery formats.

Allentown-Bethlehem-Easton

The Lehigh Valley is perhaps the most gridlocked market in our region. Yes, the landscape is as competitive as other adjacent areas, but for the second consecutive year, new store growth has been hard to find. Giant/Martin's dominates the $2.75 billion territory, while Weis and ShopRite are positioned well in the four-county area. After our market study period ended, Giant opened at the location of a former Super Fresh in Walnutport, PA and Lidl opened its second PA store in Easton, but of the top 10 retailers in the market, only CVS (one new store) and Wawa (one new store) enjoyed any ribbon cuttings. From Wegmans to Aldi, the Lehigh Valley has a full roster of differentiated retailers and all seem content to hold their ground.

Northeast Pennsylvania

This hardscrabble area remains firmly remains Weis country. The homegrown retailer, based in Sunbury, has long dominated the 12-county market, which consists of many old, small towns and a few urban areas (Scranton, Wilkes Barre, Hazleton). Population continues to decline; the economy is

See **RULES & ANALYSIS** on page 102

July 8

The 26th annual Key Food invitational golf outing benefiting the Morris Levine Key Food Stores Foundation will be held at Pine Hollow Country Club in East Norwich, NY; Mill River Club in Oyster Bay, NY; and Muttowtown Club in East Norwich, NY.

July 8-9

The annual Weis Markets golf outing will be held at area courses, followed by dinner at the Sojka Arena at Bucknell University.

July 15

Ahold Delhaize USA Family Foundation will hold its annual golf outing at 13 area golf courses followed by dinner at Hershey Lodge. Registration begins at 7:30 a.m. Sponsor dinner will be held at Hershey Lodge the night before beginning at 6:00 p.m.

July 15

The annual FUPAC golf outing will be held at St. Andrew's Golf Club in Hastings-on-Hudson, NY. For more information, contact Rich DeSimone at 914.697.5352.

July 17

Redner's Markets will host its annual GWR Memorial Golf Outing on five courses in the area, followed by dinner at Willow Glen Picnic Grove. For more information, contact Dan Eberhart, 484.428.5732 or deberhart@rednersmarkets.com, or Eric White, 484.248.5730 or ewhite@rednersmarkets.com.

July 22

Krasdale Foods' inaugural golf tournament celebrating the company's 111th anniversary will be held at Glen Head Golf Club in Glen Head, NY with proceeds benefiting multiple charities. For more information, contact Rich DeSimone at 914.697.5352.

July 29

The New Jersey Food Council will host its annual golf outing at the Suburban Golf Club in Union, NJ. For more information, go to www.njfoodcouncil.org.

July 30

Porky Products will hold its Deli & Specialty Foods Showcase at Citi Field in Flushing, NY. For more information, call 732.359.9100.

July 30-31

C&S will hold its Robesonia trade show at the York Fairgrounds in York, PA.

August 6-7

Bozzuto's will hold its Merchandising Marketplace 2019 at Foxwoods Resort Casino. For more information, contact Don Anthony at 203.250.5651 or danthony@bozzutos.com.

August 12

Catholic Institute for the Food Industry's annual golf outing will be held at Engineer's Country Club in Roslyn, NY. For more information, contact Jim Gorman at jgorman@esmferolie.com or Renee Delmotte at rdelmotte@bozzutos.com.

August 21

Key Food will hold its fall selling show at Nassau Veterans Memorial Coliseum in Uniondale, NY.

August 21-22

C&S will hold its New England trade show at Foxwoods Resort & Casino.

September 10

The Marcum Food & Beverage Summit will be held at the Convene Conference Center in New York City. For more information, contact Flo Federman at 631.414.4299 or Flo.Federman@marcumllp.com.

September 11-14

Natural Products Expo East will be held at the Baltimore Convention Center. For more information, go to https://www.expoeast.com.

September 17

The Tri-State Italian-American Congress will host its annual golf outing at Engineers Country Club in Roslyn, NY and Glen Head Golf Club in Glen Head, NY. For more information, go to www.trisiac.org.

September 23

The Rothwell Family Golf Classic to benefit Advancing Opportunities will be held at Cherry Valley Country Club in Skillman, NJ with a 12:30 p.m. shotgun start followed by dinner and cocktails. To register, go to www.advopps.org/family-golf-classic.

September 23

Allegiance Retail Services will hold its 7th annual golf outing at Upper Montclair Country Club in Clifton, NJ.

September 24

Impact-Berg will hold its 2019 charity golf outing at Galloping Hill golf course in Kenilworth, NJ. For more information, contact Rich Walters at richardwalters@eaberg.com.

September 24-25

The 2019 Latino Food & Beverage Show will be held at the Meadowlands Expo Center in Secaucus, NJ. For more information, call 848.258.2144 or email latinofoodshow1@gmail.com.

See **TRADE CALENDAR** on page 106

Mid-Atlantic Retailers, Suppliers Make Trip To Orlando For 2019 International

Orlando's Orange County Convention Center was home to this year's IDDBA Seminar and Expo. Carl Hughes (2nd from l of Weis Markets is joined here by l-r) Shawn Paterakis, JR Paterakis and Ryan Paterakis, all with H&S Bakery.

Here we have (l-r) Bob Palmieri and Brian Lorenz, Giant/Martin's; Bill Weiss, Dietz & Watson; Mark Smith, Acosta; Charlie Cruger, B&A Brokers; and Chelsea Regan, Ahold Delhaize USA.

This photo features (l-r) Joe Pace III, Pace Target Brokers; Sean Lee, Jessie Lord Bakery; Jon Ardary, Burris Retail Logistics; Jen Krause, Acme Markets; and Jim Kauffman, Jessie Lord Bakery.

Michele Denk (l) of Dietz & Watson says hello to Giant Eagle's (2nd from l-r) Laura Miller, Patti Tavelli and Beth McGough.

Checking out the latest in dairy-deli-bakery are Cherie Hendricks (l) and Brittany Blumer, both with Whole Foods-Mid Atlantic.

David Sonzogni (c) of Albertsons is flanked in this photo by Anthony DiPietro (l) and Robert Lubic of DeLallo.

Nancy Rodgers-Fluharty (l) of Pace Target Brokers smiles for a photo with Christine Hixon of Safeway Eastern.

Hannaford's Nate Sprague (l) chats at the show with Joe O'Connell of Best Provisions.

Rich Durante (l) of The Fresh Market is joined in this photo by Mitch Dimatteo of Inspired Foods.

Attending the show from Taylor Farms are (l-r) Angie Parman, Jessica Tulgestka, Michele Williams, Lon Fulghom and Priscilla Jackson.

This trio comprises Steve DelBonis (l), Bill Chiodo (c) and Enzo Dentico, all with Affinity Retail Group.

Enrico Piraino (r) of DePalo Foods is joined here by (l-r) Dan McShain, Ron Benjamin and Ted Kopp, all with Star Companies.

These folks from Vincent Giordano Corp. are Jay Simmons (l), Justine Giordano (c) and Gary Leesman.

Dairy-Deli-Bake Seminar & Expo Held At Orange County Convention Center June 2-4

All smiles from Godshall's are (l-r) Krystal Schmidt, Anina DellaSala, Richie Harlan, Kim Lowe, Erin Peryea and Ed Kelly.

These fine folks from Grassland are (l-r) Mark Plamandon, Karen Scully, Westin Wuethrich, Mari Elaine Lamp, BethAnn Skattebo and Larry Weaver.

This photo features (l-r) Bill Sando and Geoff Mason, Hughes Sales Inc.; Sharee Hafer and Dave Baez, Lactalis; Michael Hughes and Mark Sisler, Hughes Sales Inc.

This crew from Saint Joseph's University includes (l-r) Shannon Kniele, Carolyn McGuine, Allison Kuvik and George Latella.

Dietz & Watson is well represented at IDDBA by Lauren Eni (l), Jorge Vazquez (c) and Michael Eni.

Attending IDDBA from Burris Retail Logistics are Wayne Couts (l), Christine Collins (c) and Monica Spaulding.

Smiling for our photographer are Thom Nardi (l) of Paradigm Partners and Kathy Brady of Time After Time, LLC.

Brian Haley (c) of Burris Retail Logistics is joined here by Len Amoroso (l) and Jesse Amoroso, both with Amoroso Baking Co.

This trio from Seltzer's Lebanon Bologna includes Jason Heilman (l), Austin Wagoner (c) and Sebastian Englehart.

Making their way to Orlando, FL from Taste of Italy are (l-r) Patrick Micheletti, Joe Polutro, Iryna McKenna and Pat McKenna.

Steve Hungerbuhler (2nd from l) of Allegiance Retail Services is joined in this photo by (l-r) John Pauciullo, Ken Wallace, Jerilyn Atkinson and Michael Huberfeld, all with RDD Associates.

Taking care of business at IDDBA for Food Circus Supermarkets are Louis Scaduto Jr. (l) and Tony Abbatemarco.

Making sure another Dairy-Deli-Bakery seminar goes off without a hitch are IDDBA's (l-r) Whitney Atkins, VP-marketing; Mike Eardley, president; and Ashley Reiss, communications director.

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2019

To qualify for this list, supermarket retialers must operate two or more stores; convenience store retailers must operate 20 or more units; and drug retailers must run five ot more stores. All club stores and military commissaries are included, as are Wal-Mart, Target and Kmart. For the club store operators and the three mass merchandisers, sales are extrapolated to include comparable supermarket departments, as explained on page 102. Total sales of retail grocery, HBC, general merchandising, pharmacy, floral and tobacco in the *Food Trade News* market are $98.6 billion. Petroleum sales are not included

Rank	Company	2019 Stores	2019 Sales (in million)	2019 % of Market
1	ShopRite (Fresh Grocer/Price Rite)	274	$15,431.20	15.65%
2	Stop & Shop	212	$7,873.50	7.98%
3	CVS+	1241	$5,997.10	6.08%
4	Giant/Martin's	145	$5,526.20	5.60%
5	Walmart (Neighborhood Market/SuperCenter)	178	$5,291.90	5.37%
6	Walgreens (Duane Reade)	688	$4,542.00	4.61%
7	Costco	50	$4,182.90	4.24%
8	Krasdale (AIM/Bravo/C Town/Market Fresh/Stop 1/Shop Smart)	568	$4,139.07	4.20%
9	Rite Aid	876	$3,378.10	3.43%
10	Acme Markets	160	$3,342.51	3.39%
11	Wawa	512	$3,155.66	3.20%
12	BJ's Wholesale Club	75	$3,043.80	3.09%
13	Target	160	$2,993.80	3.04%
14	Key Food (Key/KeyFresh/FoodDynasty/FoodEmporium/FoodUniverse/SuperFresh)	267	$2,813.70	2.85%
15	Whole Foods	58	$2,179.10	2.21%
16	Weis Markets	110	$2,062.82	2.09%
17	7-Eleven	993	$1,958.20	1.99%
18	Wegmans	24	$1,523.20	1.54%
19	ASG Stores (Associated/Compare/Met/Pioneer)	168	$1,477.80	1.50%
20	Trader Joe's	48	$1,134.60	1.15%
21	Aldi	137	$1,107.80	1.12%
22	Allegiance/Foodtown	85	$1,047.25	1.06%
23	Sam's Club	23	$859.30	0.87%
24	C&S Independents	231	$855.85	0.87%
25	Fairway Market	15	$819.40	0.83%
26	Redner's Markets	33	$734.20	0.74%
27	King Kullen (Wild By Nature)	37	$660.40	0.67%
28	Kings Food Markets (Balducci's)	29	$549.40	0.56%
29	IGA	66	$544.72	0.55%
30	Price Chopper (Market 32)	15	$466.70	0.47%
31	Food Bazaar	25	$446.16	0.45%
32	Big Y	15	$416.00	0.42%
33	Lidl	33	$407.80	0.41%
34	Fine Fare Supermarkets	60	$389.17	0.39%
35	Save-A-Lot	67	$385.50	0.39%
36	Sheetz	101	$373.10	0.38%
37	Stew Leonard's	5	$353.30	0.36%
38	Turkey Hill	244	$353.00	0.36%
39	Kmart	42	$335.50	0.34%
40	Quick Chek	151	$311.10	0.32%
41	Western Beef	23	$262.31	0.27%
42	Hannaford	7	$210.60	0.21%
43	America's Food Basket	34	$188.73	0.19%
44	Morton Williams	17	$172.85	0.18%
45	Boyer's Markets	18	$166.97	0.17%
46	McCaffrey's (Simply Fresh)	6	$164.10	0.17%
47	Supremo	12	$160.94	0.16%
48	Corrado's Family Affair	4	$156.20	0.16%
49	The Fresh Market	10	$141.20	0.14%
50	Gristede's	23	$139.17	0.14%
51	Karns Prime & Fancy Foods	8	$137.25	0.14%
52	Uncle Giuseppe's	7	$132.50	0.13%
53	Rutter's Farm Stores	68	$121.00	0.12%

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2019

54	Grocery Outlet	19	$117.60	0.12%
55	Tri-State Co-Op	15	$108.90	0.11%
56	Great Valu	11	$96.90	0.10%
57	Cumberland Farms	51	$94.60	0.10%
58	Military Commissaries	8	$93.18	0.09%
59	Circle K	43	$84.20	0.09%
60	Giant Food (Super G)	3	$82.69	0.08%
61	D'Agostino's	10	$77.94	0.08%
62	Royal Farm Stores	30	$67.40	0.07%
63	Food Lion	8	$63.20	0.06%
64	Caraluzzi's	3	$56.40	0.06%
65	Kennie's Markets	4	$44.70	0.05%
66	Heritage Dairy Stores	34	$43.60	0.04%
67	Adam's Fairacre Farms	3	$42.70	0.04%
68	Super Supermarket	4	$42.20	0.04%
69	MOM's Organic Market	3	$39.00	0.04%
70	XtraMart	11	$37.70	0.04%
71	Murphy's Markets	3	$34.10	0.03%
72	Seabra's	7	$31.20	0.03%
73	Sprouts Farmers Market	1	$29.70	0.03%
74	Sharp Shopper	3	$27.80	0.03%
75	Fas-Marts	18	$26.50	0.03%
76	Safeway	1	$21.85	0.02%
77	Dash-In	8	$13.90	0.01%
	Grand total	**8759**	**$96,994.59**	**98.36%**

( ) Name in parentheses indicates another banner used by the company.
+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2019

Metro Beat

By Kevin Gallagher

Greetings all and welcome to the 41st Annual *Food Trade News* Market Study issue! These projects are a real undertaking which require months of research and data compilation and once again we are proud to offer the entire metro NY/NJ marketing area to the study as well as the greater Philadelphia area and Central PA. Our esteemed team here at *Food Trade News* and *Food World* all worked in concert once again for the last few months and you are now holding in your hands (or reading online) the results of that collective effort. Our fine team consists of: VP and editorial director, **Terri Maloney**; director of marketing and digital strategist, **Karen Fernandez;** VP and general manager, **Maria Maggio;** our office manager and data accumulator **Beth Pripstein;** and certainly our Grand Poobah and publisher, **Jeff Metzger**! This issue offers a wealth of information and can be beneficial for your business as you navigate through the food industry waters throughout the year. Enjoy the reading and we hope you find it useful.

While compiling some of the aforementioned data, I learned that one of my favorite people in the industry has retired. **Chris Williams**, COO at Stew Leonard's, officially retired on April 30. Chris' agreement with Stew back when he joined him in 2005 (wow, I hadn't realized it was that long ago!) was that he was going to go full tilt until Chris hit the magical number of 60. Well, that time has come. Chris joined Stew after a successful stint at Stop & Shop where he was the SVP and GM of the Metro NY division and also the SVP and GM of the Connecticut division. He also was a member of the Ahold leadership group and executive committee. Prior to Stoppie, Chris was a longtime Pathmark employee holding down several positions at the former supermarket giant. There are no special or bigtime retirement plans just yet, but I'm sure it's quality time with his lovely bride Pat, as well as some time with his boys. Anyone interested can reach Chris at his email address ckw71659@gmail.com. Happy retirement my friend!!!!

One of the more successful and well-attended events in our industry was held recently at the Hackensack Golf Club in Oradell, NJ. The Friends of the Food Industry (FOFI) held their annual cocktail reception and fundraiser to an overflow crowd of industry muckety mucks and also honored **Larry Inserra Jr.** of Inserra Supermarkets and recognized **Rich Desimone** of Alpha 1 Marketing; **Tony Gasparro**, retired from A&P; and **Jen Kemp** of Acosta with Lifetime Achievement awards. **Patrick Sheils,** Fairway Markets and president of the nonprofit organization, shared the news that the cocktail party and dinner event, along with other donations, had raised almost $150,000 for the cause. He added that these funds go directly to a variety of recipients whose dire situations have been brought to light by their peers and several area food retail employers that they are currently working for. Board member **Ken Scher**, Associated Stores Group, added that in its mission to raise money for colleagues and friends working in the retail food industry who have dire financial troubles, the group has raised more than $750,000 in just seven years. Credit to all of the board members of FOFI and everyone in the industry who donated generously and made this annual event a tremendous success. I said it several years ago when this group was first formed, but I'll say it again: If you haven't attended the FOFI spring cocktail party, put it on your 2020 calendar, because it draws customers, vendors and everyone in the metro NY/NJ food industry for a terrific cause! Check out the group at friendsofthefoodindustry.org.

Congratulations to Inserra Supermarkets on the unveiling of their newest unit, ShopRite of New Milford. The 72,000 square foot marvel replaces an antiquated older store just a mile down the road that closed the day of the opening. The new store is 20,000 square feet larger and doesn't miss a thing with fabulous décor and a multitude of service departments including ShopRite Kitchen and Inserra Grill, health and wellness with an in-store registered dietician, Patsy's Butcher, full-service bakery and seafood, organic produce and much more.

And speaking of ShopRite, congratulations to Wakefern on receiving the FOOD award from the Community Food Bank of New Jersey at the group's annual Blue Jean Ball held at Central Railroad Terminal in Liberty State Park. Wakefern, one of the food bank's founding partners and its largest food donor, and the 50 member families that own and operate ShopRite, Price Rite, Dearborn Market and The Fresh Grocer stores also provide leading financial support and engage thousands of their employees as volunteers. Last year alone, they donated more than 6 million pounds of food to provide for neighbors in need throughout New Jersey. "Giving back is a defining aspect of our unique culture at Wakefern," said **Joe Sheridan**, president and COO of Wakefern.

In other ShopRite news, the company has kicked off its "Locally Grown" season by expanding partnerships with local farmers. As a way to boost fresh produce,

See **METRO BEAT** on page 82

Delaware Valley Supermarket Leaders:

ShopRite, Giant, Acme Control 78.31% Of Supers Sales In $11.3 Billion 15-County Market

- ShopRite Comps Dip Slightly
- Giant Opens 1st Heirloom Market
- Acme Closes 4, IDs Improving
- Wegmans Tops In Per Store Avg.
- Aldi Makes Biggest Gains

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Fresh Grocer/PR)	86	$4,087.70	36.06%	86	$4,105.30	36.83%
2	Giant/Martin's	67	$2,563.78	22.62%	67	$2,572.08	23.08%
3	Acme Markets	99	$2,225.31	19.63%	103	$2,246.97	20.16%
4	Wegmans	10	$664.80	5.87%	10	$666.00	5.98%
5	Whole Foods	13	$445.70	3.93%	11	$386.30	3.47%
6	Aldi	47	$363.90	3.21%	45	$327.50	2.94%
7	Save-A-Lot	46	$273.90	2.42%	46	$274.20	2.46%
8	Redner's Markets	9	$215.60	1.90%	9	$216.50	1.94%
9	IGA	17	$193.54	1.71%	21	$205.97	1.85%
10	Trader Joe's	10	$178.90	1.58%	9	$160.90	1.44%
		404	**$11,213.13**	**98.93%**	**407**	**$11,161.72**	**98.88**

The chart above lists the top 10 supermarket retailers in the Delaware Valley market. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; New Castle in DE; and Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total supermarket sales for the area are $ 11.3 billion.

Source: *Food Trade News*, June 2019

Delaware Valley Market Leaders:

ShopRite Still Dominates In $22.5 Billion Market; Wawa Drops To Third As Comps Dip

- Alternates Now Control 43.61%
- Walmart Posts Strong ID Sales
- Giant Reclaims #2 Position
- Rite Aid Continues To Decline
- C-Stores Control 12.9% Of Mkt.

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Fresh Grocer/PR)	86	$4,087.70	18.15%	86	$4,105.30	18.31%
2	Giant/Martin's	67	$2,563.78	11.39%	67	$2,572.08	11.47%
3	Wawa	389	$2,446.46	10.87%	390	$2,595.77	11.58%
4	Acme Markets	99	$2,225.31	9.88%	103	$2,246.97	10.02%
5	Walmart (SuperCenter)	57	$1,535.50	6.82%	56	$1,509.00	6.73%
6	CVS+	326	$1,506.60	6.69%	319	$1,458.60	6.50%
7	Rite Aid	290	$993.90	4.41%	304	$1,050.10	4.68%
8	Walgreens	149	$817.60	3.63%	147	$781.20	3.48%
9	Target	43	$749.60	3.33%	39	$677.30	3.02%
10	BJ's Wholesale Club	20	$685.40	3.04%	20	$682.00	3.04%
11	Wegmans	10	$664.80	2.95%	10	$666.00	2.97%
12	7-Eleven	256	$490.10	2.01%	266	$509.50	2.27%
13	Whole Foods	13	$445.70	1.98%	11	$386.30	1.72%
14	Costco	9	$394.90	1.75%	9	$392.10	1.75%
15	Aldi	47	$363.90	1.62%	45	$327.50	1.46%
16	Save-A-Lot	46	$273.90	1.22%	46	$274.20	1.22%
17	Sam's Club	7	$239.30	1.06%	7	$239.80	1.07%
18	Redner's Markets	9	$215.60	0.96%	9	$216.50	0.97%
19	IGA	17	$193.54	0.86%	21	$205.97	0.92%
20	Trader Joe's	10	$178.90	0.79%	9	$160.90	0.72%
		1,950	**$21,072.49**	**93.42%**	**1,964**	**$21,057.09**	**93.34%**

The chart above lists the top 20 retailers in the Delaware Valley market that sell groceries, HBC, drugs, general merchandise, and tobacco products. Volumes listed include 100% of sales for supermarkets, convenience stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties/cities included are: Bucks, Chester. Delaware, Montgomery and Philadelphia in PA; New Castle in DE; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.
+Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $22.5 billion.

Source: *Food Trade News*, June 2019

From page 16

Pres.: Mike Vail
Primary Supplier: Direct
FTN Stores: 7
FTN Vol.: $210.6 million

IGA
275 Schoolhouse Rd.
Cheshire, CT 06410
Phone: (203) 272-3511
Fax: (202) 250-2953
Primary Supplier: Bozzuto's
FTN Stores: 66
FTN Vol.: $544.72 million
*This is the group of independent retailers that operate under the IGA banner and are supplied by Bozzuto's and supervised from its Cheshire, CT headquarters.

Independent Retailers Group
209 Front St.
Elmer, NJ 08318
Phone: (856) 358-3713
Dir.-Mktg.: Jeannette Schmidt
*This is the advertising and marketing arm that serves a group of smaller independent retailers operating in Pennsylvania and New Jersey. They are supplied by Bozzuto's.

Karns Quality Food Ltd.
675 Silver Spring Rd.
Mechanicsburg, PA 17050
Phone: (717) 766-6477
Web: karnsfoods.com
CEO/Pres.: D. Scott Karns
Primary Supplier: UNFI
FTN Stores: 8
FTN Vol.: $137.25 million

Kennie's
520 West King St.
Littlestown, PA 17340
Phone: (717) 359-9001
Web: kenniesmarket.com
CEO: P.K. Hoover
Primary Supplier: Bozzuto's
FTN Stores: 4
FTN Vol.: $44.7 million

Key Food Stores Co-op, Inc.
1200 South Ave.
Staten Island, NY 10314
Phone: (718) 370-8200
Web: keyfoods.com
Pres.: Dean Janeway
COO: George Knobloch
FTN Stores: 267
FTN Vol.: $2.81 billion
*This retailer-owned co-op serves as the advertising and marketing arm for a group of independent retailers in the Metro New York market, including Key Fresh, Food Dynasty, Food Emporium, Food Universe and SuperFresh. They are supplied by C&S Wholesale Grocers.

King Kullen Grocery Co.
185 Central Ave.
Bethpage, NY 11714
Phone: (516) 733-7100
Fax: (516) 827-6263
Web: kingkullen.com
Primary Supplier: Direct/Bozzuto's
FTN Stores: 37 (includes Wild By Nature)
FTN Vol.: $660.4 million
*At presstime, a deal for Stop & Shop (Ahold Delhaize USA) to acquire 37 King Kullen stores remains under review by the FTC and King Kullen continues to operate as an independent company.

Kings Food Markets/Balducci's
Div. of KB Holding Inc.
700 Lanidex Plaza
Parsippany, NJ 07054
Phone: (973) 463-6426
Web: kingsfoodmarkets.com
Balducci's Div.
9201 Corporate Blvd., Ste. 340
Rockville, MD 20850
Phone: (844) 259-3875
Web: balduccis.com
Pres./CEO: Judy Spires
CFO: Jim Moriarty
Primary Supplier: Wakefern Food Corp.
FTN Stores: 29 (includes Balducci's)
FTN Vol.: $549.4 million

Krasdale Foods
65 West Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Chmn./CEO: Charles Krasne
Pres./COO: Steve Silver
EVP/CIO: Steve Laskowitz
SVP/CMO: Dennis Hickey
VP/CLO: Howard Jacobs
VP/Chief Sales Officer: Jack Kelly
VP-Sales: Cynthia Ramos
VP-IT: Sara Marcy
VP-Network Enterprise: Simon Barker
VP-Cust. Service: Catherine Taibi
VP/CFO: Tom Cunnigham
VP-Dist. Center: Brendan Bolton
VP-Neil Gewelb
Corp. Dir.-HR: Bernie Patton
Corp. Dir.-Credit: Margaret Sharper
Buyers: Paul Dreizler-head buyer, Robert Dubovsky, Janet Gioella, Mike Rios, Matt Avallone, Bobby Long, Derek Morton, Sandra Chavez
Primary Supplier: Krasdale Foods Inc.
FTN Stores: 568
FTN Vol.: $4.14 billion

Lidl U.S.
3500 S. Clark St.
Arlington, VA 22202
Phone: (571) 398-5435
Chmn. Lidl USA: Roman Heini

See **DIRECTORY** on page 106

Philadelphia Supermarket Leaders:

ShopRite Maintains Narrow Lead Over Giant; Wegmans' Per-Store Avg. Best In $8.8B Mkt.

- ShopRite Solid In 8-County Area
- Giant Opens 1st Of 4 Heirloom Mkts.
- Soda Tax Still A Negative Factor
- Aldi Posts Best ID Sales Gains
- Sprouts' Philly Unit Is Chain's Best

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Fresh Grocer/PR)	59	$2,603.30	29.58%	59	$2,630.60	30.74%
2	Giant/Martin's	67	$2,563.78	29.14%	67	$2,572.08	30.06%
3	Acme Markets	67	$1,511.29	17.17%	70	$1,569.48	18.34%
4	Wegmans	9	$606.90	6.90%	9	$608.30	7.11%
5	Whole Foods	12	$404.30	4.59%	10	$344.90	4.03%
6	Aldi	39	$307.10	3.49%	37	$272.10	3.18%
7	Redner's Markets	9	$215.60	2.45%	9	$216.50	2.53%
8	Save-A-Lot	32	$204.20	2.32%	32	$204.60	2.39%
9	Trader Joe's	8	$146.40	1.66%	7	$128.90	1.51%
10	Weis Markets	7	$128.42	1.46%	7	$127.57	1.49%
		309	**$8,691.29**	**98.77%**	**307**	**$8,675.03**	**98.71%**

The chart above lists the top 10 supermarket retailers in the Philadelphia market. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total supermarket sales for the area are $ 8.8 billion.

Source: *Food Trade News*, June 2019

Philadelphia Market Leaders:

ShopRite Share Dips Slightly, Giant Passes Wawa; CVS, Walmart Hold Serve In $17B Market

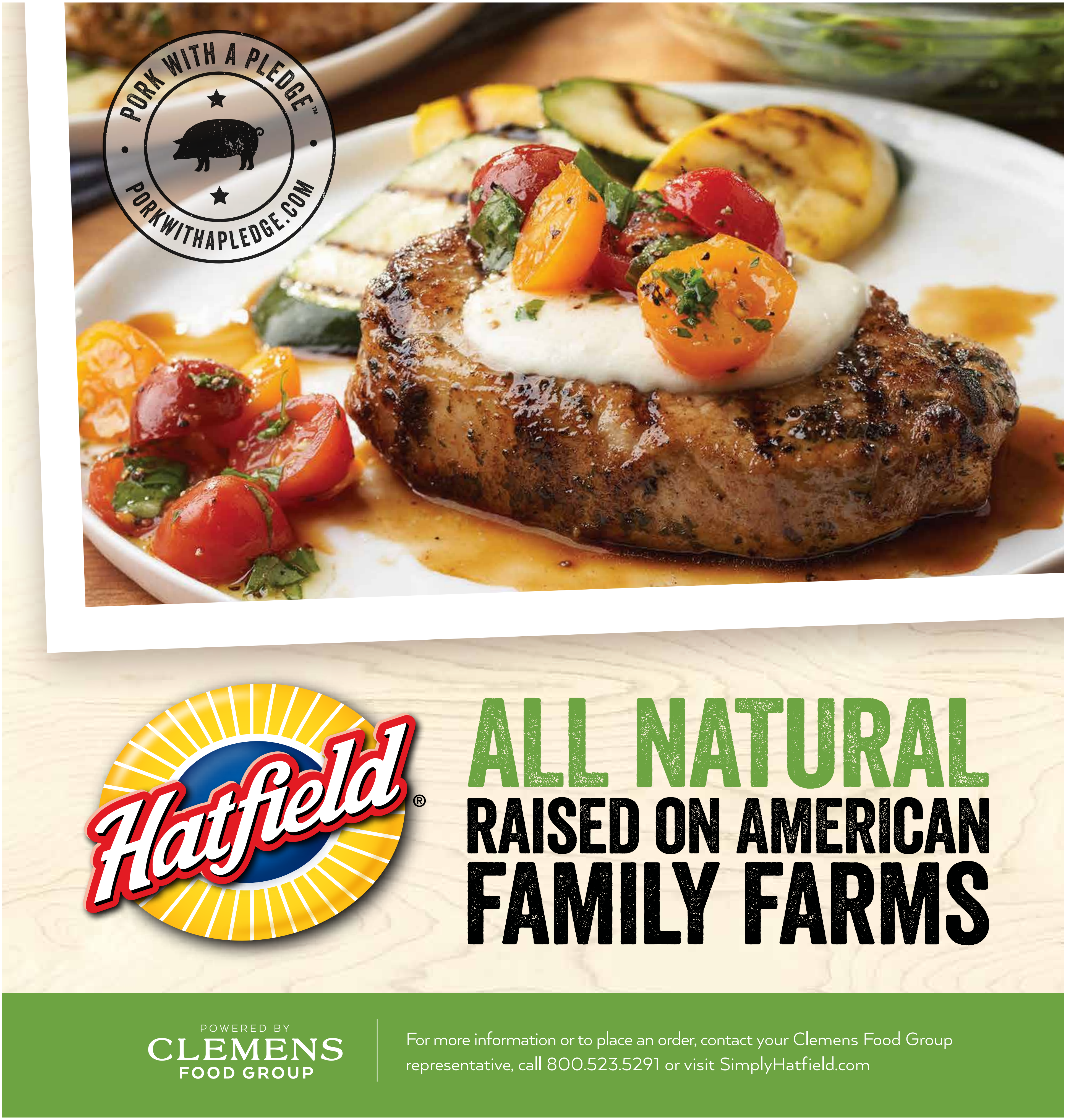
- Alternates Grab 43.5% of Market
- Overcrowding Impacts Everyone
- Drug Chains Control 14.8%
- Target Opens Smaller Formats
- Whole Foods Gains On New Units

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Fresh Grocer/PR)	59	$2,603.30	15.22%	59	$2,630.60	15.59%
2	Giant/Martin's	67	$2,563.78	14.99%	67	$2,572.08	15.25%
3	Wawa	295	$1,832.62	10.72%	293	$1,968.41	11.67%
4	Acme Markets	67	$1,511.29	8.84%	70	$1,569.48	9.30%
5	CVS+	262	$1,229.80	7.19%	255	$1,184.80	7.02%
6	Walmart (SuperCenter)	41	$1,142.20	6.68%	40	$1,120.20	6.64%
7	Rite Aid	228	$791.70	4.63%	232	$812.70	4.82%
8	Target	37	$650.90	3.81%	33	$579.20	3.43%
9	Wegmans	9	$606.90	3.55%	9	$608.30	3.61%
10	Walgreens	87	$511.20	2.99%	87	$486.70	2.88%
11	BJ's Wholesale Club	13	$469.30	2.74%	13	$468.10	2.77%
12	Whole Foods	12	$404.30	2.36%	10	$344.90	2.04%
13	7-Eleven	176	$338.30	1.98%	184	$354.00	2.10%
14	Aldi	39	$307.10	1.80%	37	$272.10	1.61%
15	Costco	6	$263.80	1.54%	6	$262.50	1.56%
16	Redner's Markets	9	$215.60	1.26%	9	$216.50	1.28%
17	Sam's Club	6	$213.50	1.25%	6	$213.90	1.27%
18	Save-A-Lot	32	$204.20	1.19%	32	$204.60	1.21%
19	Trader Joe's	8	$146.40	0.86%	7	$128.90	0.76%
20	Weis Markets	7	$128.42	0.75%	7	$127.57	0.76%
		1,460	**$16,134.61**	**94.34%**	**1,456**	**$16,125.54**	**94.26%**

The chart above lists the top 20 retailers in the Philadelphia market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores, and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $17 billion.

Source: *Food Trade News*, June 2019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FOOD GROUP
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PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Total sales for those Pennsylvania counties included in the study are $26.51 billion

ADAMS COUNTY ($181.8 million) (Includes Gettysburg, Littlestown)

- Population 102,336
- # of households 38,818
- Median income $62,661
- Under 18 .... 20.2%
- Over 65 .... 19.7%
- Female 50.7%
- White 89.1%
- Black 2.0%
- Hispanic 7.1%
- Asian 0.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Giant/Martin's	1	$51.37	28.26%
2	Kennie's Markets	3	$32.90	18.10%
3	Weis Markets	2	$25.60	14.08%
4	Walmart	1	$18.30	10.07%
5	Sheetz	4	$15.70	8.64%
6	Rutter's Farm Stores	4	$7.80	4.29%
7	7-Eleven	4	$7.70	4.24%
8	Rite Aid	2	$5.60	3.08%
9	CVS	1	$4.50	2.48%
10	Turkey Hill	2	$2.70	1.49%
11	Royal Farm Stores	1	$2.10	1.16%
12	C&S Independents	2	$0.37	0.20%
		27	**$174.64**	**96.06%**

BERKS COUNTY ($1.25 billion) (Includes Reading, Wyomissing)

- Population 417,854
- # of households 153,876
- Median income $59,580
- Under 18 .... 22.5%
- Over 65 .... 16.9%
- Female 50.8%
- White 71.8%
- Black 7.1%
- Hispanic 21.0%
- Asian 1.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Redner's Markets	11	$248.70	19.92%
2	Giant/Martin's	6	$247.23	19.80%
3	Walmart (SuperCenter)	5	$106.50	8.53%
4	Weis Markets	6	$106.19	8.50%
5	CVS+	15	$73.20	5.86%
6	Rite Aid	15	$57.80	4.63%
7	Wawa	10	$57.12	4.57%
8	Sam's Club	1	$46.80	3.75%
9	Target	3	$46.50	3.72%
10	Boyer's Markets	4	$42.38	3.39%
11	Turkey Hill	24	$36.20	2.90%
12	Krasdale (C Town/Bravo)	4	$34.52	2.76%
13	Aldi	4	$33.10	2.65%
14	Sheetz	9	$29.20	2.34%
15	BJ's Wholesale Club	1	$20.20	1.62%
16	Grocery Outlet	2	$12.80	1.03%
17	ShopRite	1	$11.80	0.94%
18	C&S Independents	12	$8.68	0.70%

See **PENNSYLVANIA COUNTY SHARE** on page 42

PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 40

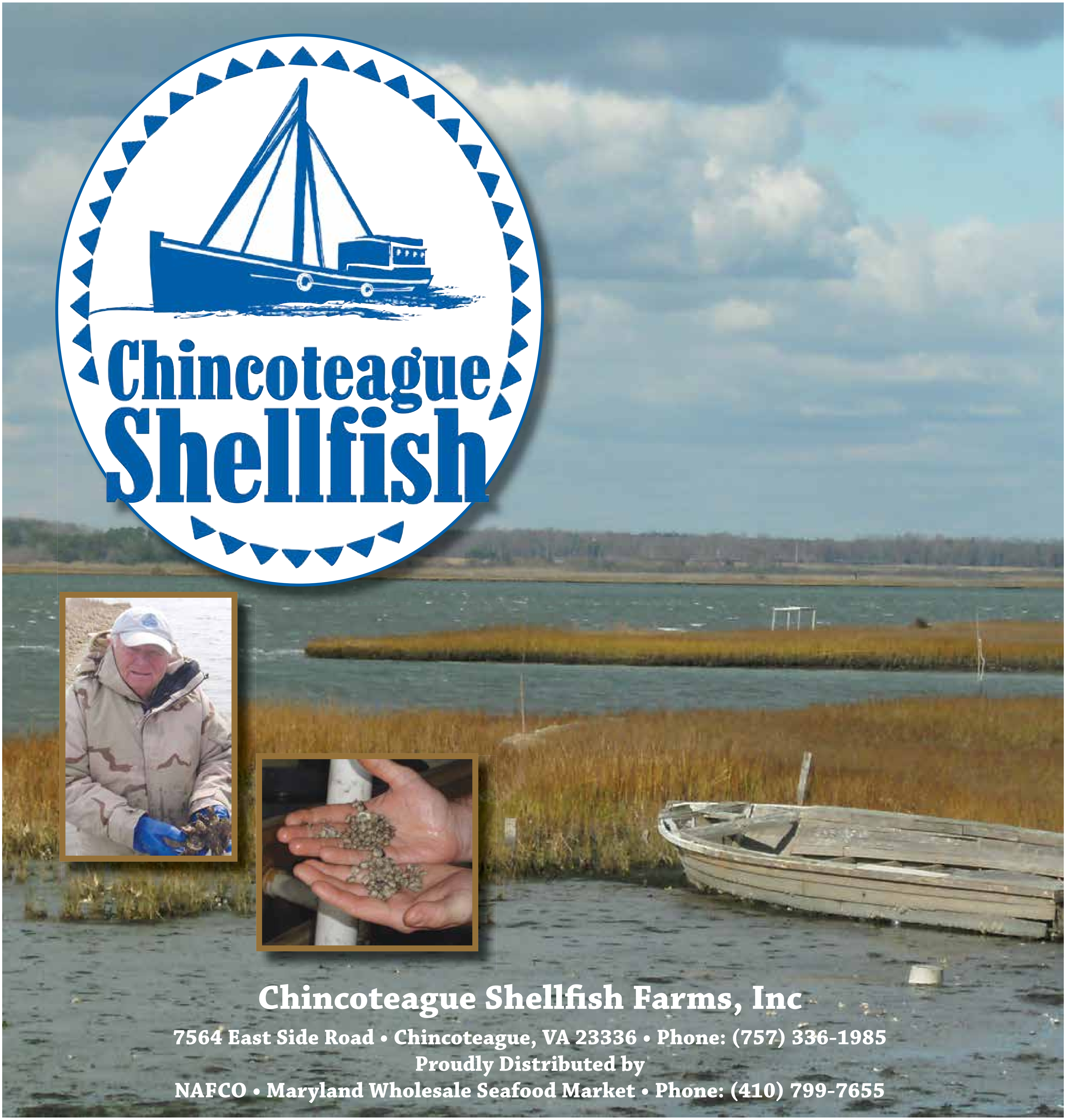
19	Fine Fare Supermarkets	1	$6.50	0.52%
20	Walgreens	1	$5.50	0.44%
21	Save-A-Lot	1	$5.30	0.42%
22	Great Valu	1	$4.90	0.39%
23	Circle K	2	$3.70	0.30%
24	Rutter's Farm Stores	1	$2.10	0.17%
25	7-Eleven	1	$1.60	0.13%
		141	**$1,248.52**	**99.99%**

BUCKS COUNTY ($2.45 billion)
(Includes Levittown, Quakertown, Warminster)

- Population 628,341
- # of households 235,909
- Median income $82,031
- Under 18 .... 20.7%
- Over 65 .... 18.1%
- Female 50.9%
- White 84.1%
- Black 4.3%
- Hispanic 5.4%
- Asian 5.0%

1	Giant/Martin's	19	$718.97	29.36%
2	Wawa	34	$250.95	10.25%
3	Acme Markets	7	$199.88	8.16%
4	ShopRite	4	$195.60	7.99%
5	Walmart (SuperCenter)	5	$169.70	6.93%
6	CVS+	32	$153.20	6.26%
7	BJ's Wholesale Club	3	$89.10	3.64%
8	Rite Aid	24	$82.50	3.37%
9	Wegmans	1	$76.90	3.14%
10	Target	4	$74.70	3.05%
11	McCaffrey's	3	$72.00	2.94%
12	Redner's Markets	3	$70.60	2.88%
13	7-Eleven	35	$68.20	2.79%
14	Walgreens	9	$52.70	2.15%
15	Costco	1	$43.20	1.76%
16	Aldi	5	$40.30	1.65%
17	Sam's Club	1	$36.30	1.48%
18	Weis Markets	1	$16.40	0.67%
19	Kmart	1	$11.60	0.47%
20	Grocery Outlet	1	$6.30	0.26%
21	IGA	1	$4.94	0.20%
22	Tri-State Co-Op	1	$3.00	0.12%
23	Circle K	1	$2.10	0.09%
24	Turkey Hill	1	$1.80	0.07%
		197	**$2,440.94**	**99.69%**

See **PENNSYLVANIA COUNTY SHARE** on page 44



PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 42

CARBON COUNTY ($158.7 million) (Includes Lehighton, Palmerton)

- Population 63,853
- # of households 25,978
- Median income $51,236
- Under 18 .... 19.4%
- Over 65 .... 20.7%
- Female 50.4%
- White 91.9%
- Black................................... 2.1%
- Hispanic 4.7%
- Asian................................... 0.6%

1	Giant/Martin's	1	$37.42	23.58%
2	Walmart (SuperCenter)	1	$27.20	17.14%
3	Redner's Markets	1	$20.90	13.17%
4	Rite Aid	4	$15.10	9.51%
5	C&S Independents	4	$9.78	6.16%
6	Great Valu	1	$8.70	5.48%
7	Boyer's Markets	1	$7.64	4.81%
8	Aldi	1	$7.30	4.60%
9	Wawa	1	$6.15	3.88%
10	Turkey Hill	3	$5.70	3.59%
11	CVS	1	$4.50	2.84%
12	Tri-State Co-Op	1	$3.25	2.05%
		20	**$153.64**	**96.81%**

CHESTER COUNTY ($1.74 billion) (Includes Coatesville, West Chester)

- Population 519,293
- # of households 188,613
- Median income $92,417
- Under 18 .... 22.9%
- Over 65 .... 15.8%
- Female 50.7%
- White 79.5%
- Black................................... 6.3%
- Hispanic 7.6%
- Asian................................... 5.6%

1	Giant/Martin's	12	$471.80	27.09%
2	Wawa	33	$209.79	12.04%
3	Acme Markets	7	$160.17	9.20%
4	Walmart (SuperCenter)	5	$153.80	8.83%
5	Wegmans	2	$125.10	7.18%
6	CVS+	27	$113.10	6.49%
7	Target	4	$83.60	4.80%
8	Rite Aid	20	$58.20	3.34%
9	Walgreens	10	$58.20	3.34%
10	Whole Foods	2	$54.60	3.13%
11	Redner's Markets	2	$49.30	2.83%
12	BJ's Wholesale Club	1	$41.70	2.39%
13	ShopRite	1	$26.30	1.51%
14	Aldi	2	$15.10	0.87%
15	Trader Joe's	1	$15.00	0.86%
16	C&S Independents	6	$14.99	0.86%
17	IGA	1	$14.56	0.84%
18	Turkey Hill	10	$13.90	0.80%
19	Kmart	1	$9.20	0.53%
20	7-Eleven	4	$7.50	0.43%
21	Grocery Outlet	1	$6.80	0.39%
22	Royal Farm Stores	1	$2.30	0.13%
23	Circle K	1	$1.60	0.09%
		154	**$1,706.61**	**97.98%**

COLUMBIA COUNTY ($210.1 million) (Includes Bloomsburg)

- Population 65,932
- # of households 26,564
- Median income $48,395
- Under 18 .... 17.7%
- Over 65 .... 18.9%
- Female 51.8%
- White 93.2%
- Black................................... 2.1%
- Hispanic 2.8%
- Asian................................... 1.1%

1	Giant/Martin's	2	$66.36	31.58%
2	Weis Markets	3	$43.06	20.50%
3	Walmart (SuperCenter)	1	$36.90	17.56%
4	CVS	3	$14.30	6.81%
5	Sheetz	2	$10.40	4.95%
6	Boyer's Markets	1	$10.35	4.93%
7	Rite Aid	2	$8.10	3.86%
8	Aldi	1	$7.80	3.71%
9	Kmart	1	$7.10	3.38%
10	IGA	1	$2.34	1.11%
11	Turkey Hill	1	$1.70	0.81%
		18	**$208.41**	**99.20%**

CUMBERLAND COUNTY ($994.2 million) (Includes Carlisle, Mechanicsville)

- Population 250,066
- # of households 97,919
- Median income $65,544
- Under 18 .... 20.4%
- Over 65 .... 18.1%
- Female 50.5%
- White 85.9%
- Black................................... 4.2%
- Hispanic 3.9%
- Asian................................... 4.4%

1	Giant/Martin's	9	$380.29	38.25%
2	Walmart (SuperCenter)	4	$100.70	10.13%
3	Weis Markets	5	$78.58	7.90%
4	Karns Prime & Fancy Foods	4	$72.00	7.24%
5	CVS	14	$59.10	5.94%
6	Wegmans	1	$54.20	5.45%
7	Rite Aid	12	$41.60	4.18%
8	Sheetz	12	$40.10	4.03%
9	BJ's Wholesale Club	1	$34.20	3.44%
10	Sam's Club	1	$28.10	2.83%
11	Target	2	$27.70	2.79%
12	Aldi	3	$19.90	2.00%
13	Military Commissaries	1	$12.35	1.24%
14	Grocery Outlet	2	$12.10	1.22%
15	Turkey Hill	8	$12.10	1.22%
16	Kmart	2	$10.80	1.09%
17	Rutter's Farm Stores	4	$7.70	0.77%
		85	**$991.52**	**99.73%**

DAUPHIN COUNTY ($941.9 million) (Includes Harrisburg, Middletown, Millersburg)

- Population 275,710
- # of households 111,489
- Median income $57,071
- Under 18 .... 22.5%
- Over 65 .... 16.5%
- Female 51.5%
- White 65.9%
- Black................................. 19.1%
- Hispanic 9.2%
- Asian................................... 4.7%

1	Giant/Martin's	8	$360.85	38.31%
2	Weis Markets	6	$71.90	7.63%
3	Walmart (SuperCenter)	2	$70.50	7.48%

See **PENNSYLVANIA COUNTY SHARE** on page 46

PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 44

4	CVS+	14	$59.50	6.32%
5	Sheetz	13	$52.70	5.60%
6	Karns Prime & Fancy Foods	3	$52.00	5.52%
7	Costco	1	$43.10	4.58%
8	Rite Aid	12	$37.50	3.98%
9	Sam's Club	1	$31.40	3.33%
10	Target	2	$24.10	2.56%
11	Turkey Hill	16	$18.90	2.01%
12	Aldi	2	$17.10	1.82%
13	Tri-State Co-Op	3	$15.10	1.60%
14	ShopRite (Price Rite)	1	$14.40	1.53%
15	C&S Independents	9	$12.71	1.35%
16	Kmart	2	$11.40	1.21%
17	Sharp Shopper	1	$10.10	1.07%
18	Boyer's Markets	1	$9.36	0.99%
19	Save-A-Lot	1	$5.80	0.62%
20	Grocery Outlet	1	$5.70	0.61%
21	7-Eleven	3	$5.50	0.58%
22	Rutter's Farm Stores	2	$4.20	0.45%
		104	**$933.82**	**99.14%**

DELAWARE COUNTY ($2.1 billion)
(Includes Chester, Havertown, Upper Darby)

- Population 558,699
- # of households 204,870
- Median income $69,839
- Under 18 .... 22.0%
- Over 65 .... 16.1%
- Female 51.9%
- White 66.8%
- Black.................................. 22.1%
- Hispanic 3.8%
- Asian.................................. 6.0%

1	Giant/Martin's	11	$431.06	20.54%
2	Acme Markets	12	$298.66	14.23%
3	Wawa	38	$244.61	11.65%
4	ShopRite (Fresh Grocer/PR)	5	$183.70	8.75%
5	CVS+	33	$167.30	7.97%
6	Walmart (SuperCenter)	4	$90.30	4.30%
7	Wegmans	1	$90.20	4.30%
8	Target	4	$69.70	3.32%
9	Whole Foods	2	$69.20	3.30%
10	Costco	1	$64.70	3.08%
11	Walgreens	10	$59.50	2.83%
12	BJ's Wholesale Club	1	$53.10	2.53%
13	Trader Joe's	3	$51.80	2.47%
14	Rite Aid	20	$48.70	2.32%
15	C&S Independents	19	$34.93	1.66%
16	Save-A-Lot	5	$27.50	1.31%
17	7-Eleven	13	$26.20	1.25%
18	Aldi	2	$23.20	1.11%
19	Kmart	2	$14.80	0.71%
20	MOM's Organic Market	1	$13.30	0.63%
21	The Fresh Market	1	$12.40	0.59%
22	Grocery Outlet	2	$12.20	0.58%
23	Royal Farm Stores	3	$7.70	0.37%
		193	**$2,094.76**	**99.79%**

FRANKLIN COUNTY ($396.2 million)
(Includes Chambersburg, Greencastle, Waynesboro)

- Population 154,234
- # of households 60,102
- Median income $58,267
- Under 18 .... 22.3%
- Over 65 .... 19.2%
- Female 50.9%
- White 87.9%
- Black.................................. 4.1%
- Hispanic 5.8%
- Asian.................................. 1.1%

1	Giant/Martin's	3	$104.33	26.33%
2	Walmart (SuperCenter)	2	$71.40	18.02%
3	Sheetz	8	$28.30	7.14%
4	Weis Markets	2	$27.84	7.03%
5	BJ's Wholesale Club	1	$26.10	6.59%
6	Great Valu	2	$21.10	5.33%
7	CVS+	5	$19.80	5.00%
8	Rite Aid	4	$14.40	3.63%
9	Target	1	$14.40	3.63%
10	Rutter's Farm Stores	7	$14.20	3.58%
11	Food Lion	1	$9.90	2.50%
12	Save-A-Lot	2	$7.30	1.84%
13	Aldi	1	$6.70	1.69%
14	Grocery Outlet	1	$6.20	1.56%
15	C&S Independents	5	$5.10	1.29%
16	Walgreens	1	$5.00	1.26%
17	Turkey Hill	1	$2.00	0.50%
		47	**$384.07**	**96.94%**

LACKAWANNA COUNTY ($653.3 million)
(Includes Scranton)

- Population 210,761
- # of households 85,907
- Median income $48,380
- Under 18 .... 20.3%
- Over 65 .... 19.6%
- Female 51.6%
- White 85.3%
- Black.................................. 3.6%
- Hispanic 7.5%
- Asian.................................. 3.0%

1	C&S Independents	11	$116.61	17.85%
2	Walmart (SuperCenter)	2	$73.20	11.20%
3	Weis Markets	3	$64.64	9.89%
4	Price Chopper	2	$55.90	8.56%
5	Giant/Martin's	2	$54.07	8.28%
6	Wegmans	1	$44.80	6.86%
7	CVS+	10	$42.80	6.55%
8	Rite Aid	13	$41.70	6.38%
9	Sam's Club	1	$35.30	5.40%
10	ShopRite (Price Rite)	2	$34.70	5.31%
11	Redner's Markets	1	$16.80	2.57%
12	Turkey Hill	11	$15.20	2.33%
13	Target	1	$13.80	2.11%
14	Sheetz	4	$12.80	1.96%
15	IGA	2	$11.44	1.75%
16	Walgreens	2	$10.70	1.64%
17	Aldi	1	$8.50	1.30%
		69	**$652.96**	**99.95%**

See **PENNSYLVANIA COUNTY SHARE** on page 48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PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

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LANCASTER COUNTY ($1.47 billion)
(Includes Lancaster, Ephrata)

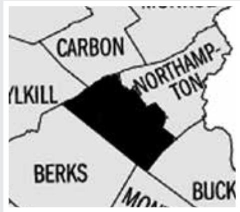
- Population 542,903
- # of households 198,565
- Median income $61,492
- Under 18 .... 23.8%
- Over 65 .... 17.5%
- Female 51.0%
- White 81.9%
- Black 5.0%
- Hispanic 10.5%
- Asian 2.5%

1	Giant/Martin's	10	$332.96	22.60%
2	C&S Independents	31	$244.81	16.61%
3	Weis Markets	13	$238.11	16.16%
4	Walmart (SuperCenter)	3	$113.70	7.72%
5	CVS+	22	$95.60	6.49%
6	Turkey Hill	61	$85.30	5.79%
7	Wegmans	1	$57.40	3.90%
8	Target	3	$45.20	3.07%
9	Sheetz	13	$43.80	2.97%
10	Whole Foods	1	$33.10	2.25%
11	Costco	1	$28.50	1.93%
12	Grocery Outlet	4	$23.10	1.57%
13	BJ's Wholesale Club	1	$22.10	1.50%
14	Aldi	3	$21.40	1.45%
15	Kmart	4	$20.60	1.40%
16	Wawa	4	$20.28	1.38%
17	Rite Aid	6	$15.90	1.08%
18	Redner's Markets	1	$12.90	0.88%
19	Sharp Shopper	1	$9.40	0.64%
20	Rutter's Farm Stores	4	$8.50	0.58%
21	Save-A-Lot	1	$5.70	0.39%
22	Walgreens	1	$4.90	0.33%
23	Royal Farm Stores	1	$2.00	0.14%
		190	**$1,485.26**	**100.8%***

LEBANON COUNTY ($66.1 million)
(Includes Lebanon)

- Population 139,754
- # of households 52,792
- Median income $57,698
- Under 18 .... 22.9%
- Over 65 .... 19.1%
- Female 50.9%
- White 82.1%
- Black 3.5%
- Hispanic 13.3%
- Asian 1.5%

1	Walmart (SuperCenter)	2	$75.10	20.51%
2	Giant/Martin's	2	$59.67	16.30%
3	C&S Independents	8	$52.75	14.41%
4	Weis Markets	3	$47.65	13.02%
5	Redner's Markets	2	$30.70	8.39%
6	Rite Aid	5	$16.00	4.37%
7	CVS	4	$15.60	4.26%
8	Turkey Hill	11	$15.30	4.18%
9	ShopRite (Price Rite)	1	$12.10	3.31%
10	Sheetz	2	$8.40	2.29%
11	Save-A-Lot	1	$6.40	1.75%
12	Grocery Outlet	1	$6.20	1.69%
13	Aldi	1	$5.90	1.61%
14	Kmart	1	$4.90	1.34%
15	IGA	1	$2.86	0.78%
16	Rutter's Farm Stores	1	$2.30	0.63%
17	7-Eleven	1	$1.40	0.38%
		47	**$363.23**	**99.22%**



LEHIGH COUNTY ($1.2 billion)
(Includes Allentown, Coopersburg)

- Population 366,494
- # of households 137,239
- Median income $60,116
- Under 18 .... 22.7%
- Over 65 .... 16.4%
- Female 51.1%
- White 64.4%
- Black 9.4%
- Hispanic 24.6%
- Asian 3.7%

1	Giant/Martin's	7	$294.83	24.10%
2	Weis Markets	9	$213.23	17.43%
3	Walmart (SuperCenter)	2	$74.60	6.10%
4	Wawa	10	$74.21	6.07%
5	CVS	15	$70.90	5.79%
6	Redner's Markets	3	$69.50	5.68%
7	Wegmans	1	$57.40	4.69%
8	Target	3	$48.90	4.00%
9	Sam's Club	1	$35.70	2.92%
10	Rite Aid	9	$35.20	2.88%
11	Costco	1	$34.00	2.78%
12	BJ's Wholesale Club	1	$33.50	2.74%
13	Whole Foods	1	$27.70	2.26%
14	Walgreens	4	$20.90	1.71%
15	Krasdale (C Town)	2	$17.23	1.41%
16	ShopRite	1	$16.50	1.35%
17	Aldi	3	$13.80	1.13%
18	7-Eleven	6	$12.10	0.99%
19	The Fresh Market	1	$11.90	0.97%
20	Kmart	1	$11.40	0.93%
21	Turkey Hill	7	$11.30	0.92%
22	Supremo	1	$7.80	0.64%
23	Grocery Outlet	1	$6.60	0.54%
24	Great Valu	1	$6.50	0.53%
25	C&S Independents	7	$5.39	0.44%
26	Sheetz	1	$4.40	0.36%
		99	**$1,215.49**	**99.35%**

LUZERNE COUNTY ($898.7 million)
(Includes Hazelton, Wilkes-Barre)

- Population 317,343
- # of households 128,247
- Median income $49,290
- Under 18 .... 19.6%
- Over 65 .... 19.6%
- Female 50.6%
- White 81.7%
- Black 6.0%
- Hispanic 11.8%
- Asian 1.4%

1	C&S Independents	22	$169.53	18.86%
2	Weis Markets	6	$129.60	14.42%
3	Walmart (SuperCenter)	3	$103.40	11.51%
4	Price Chopper	3	$72.80	8.10%
5	Rite Aid	14	$58.50	6.51%
6	Wegmans	1	$47.90	5.33%
7	CVS+	13	$47.10	5.24%
8	Sam's Club	1	$40.80	4.54%

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 48

9	Turkey Hill	23	$34.20	3.81%
10	Giant/Martin's	1	$31.50	3.51%
11	Walgreens	4	$22.00	2.45%
12	Redner's Markets	1	$21.70	2.41%
13	Aldi	3	$21.50	2.39%
14	Allegiance/Foodtown	4	$19.39	2.16%
15	Sheetz	4	$16.40	1.82%
16	Target	1	$12.50	1.39%
17	Kmart	2	$11.80	1.31%
18	Boyer's Markets	1	$11.70	1.30%
19	Save-A-Lot	2	$8.20	0.91%
20	IGA	1	$4.16	0.46%
		110	**$884.68**	**98.44%**

LYCOMING COUNTY ($362.8 million)
(Includes Hughesville, Williamsport)

- Population 113,841
- # of households 45,991
- Median income $50,634
- Under 18 .... 20.5%
- Over 65 .... 18.8%
- Female 51.0%
- White 7%
- Black..................................... 4.7%
- Hispanic 2.0%
- Asian..................................... 0.7%

1	Weis Markets	6	$138.61	38.21%
2	Giant/Martin's	1	$38.38	10.58%
3	Wegmans	1	$34.50	9.51%
4	Sam's Club	1	$33.10	9.12%
5	CVS+	5	$29.70	8.19%
6	Walmart	1	$23.10	6.37%
7	Target	1	$15.60	4.30%
8	Sheetz	3	$11.40	3.14%
9	Rite Aid	4	$10.20	2.81%
10	Turkey Hill	5	$9.30	2.56%
11	Aldi	1	$6.30	1.74%
12	Save-A-Lot	1	$5.30	1.46%
13	C&S Independents	1	$1.19	0.33%
		31	**$356.68**	**98.31%**

MIFFLIN COUNTY ($122.4 million)
(Includes Lewistown)

- Population 46,388
- # of households 18,939
- Median income $46,286
- Under 18 .... 22.5%
- Over 65 .... 21.2%
- Female 51.1%
- White 95.8%
- Black..................................... 0.9%
- Hispanic 1.7%
- Asian..................................... 0.6%

1	Walmart (SuperCenter)	1	$31.60	25.82%
2	Giant/Martin's	2	$31.33	25.60%
3	Sheetz	3	$15.50	12.66%
4	Weis Markets	1	$14.75	12.05%
5	CVS	2	$9.80	8.01%
6	Sharp Shopper	1	$8.30	6.78%
7	Aldi	1	$7.30	5.96%
8	C&S Independents	2	$1.64	1.34%
		13	**$120.22**	**98.22%**

MONROE COUNTY ($570.3 million)
(Includes Stroudsburg)

- Population 168,049
- # of households 57,526
- Median income $61,430
- Under 18 .... 19.9%
- Over 65 .... 16.7%
- Female 50.6%
- White 66.2%
- Black................................... 15.8%
- Hispanic 15.9%
- Asian..................................... 2.5%

1	ShopRite	3	$142.30	24.95%
2	Weis Markets	5	$107.65	18.88%
3	Walmart (SuperCenter)	2	$74.40	13.05%
4	CVS+	12	$50.40	8.84%
5	Giant/Martin's	1	$46.40	8.14%
6	BJ's Wholesale Club	1	$31.40	5.51%
7	Wawa	5	$27.20	4.77%
8	Price Chopper	1	$22.10	3.88%
9	Rite Aid	6	$18.20	3.19%
10	Allegiance/Foodtown	1	$17.36	3.04%
11	Target	1	$13.10	2.30%
12	Aldi	1	$7.50	1.32%
13	Great Valu	1	$7.20	1.26%
14	Turkey Hill	4	$7.00	1.23%
15	Military Commissaries	1	$2.30	0.40%
		45	**$574.51**	**100.74%***

MONTGOMERY COUNTY ($3.43 billion)
(Includes Norristown, Pottstown)

- Population 826,076
- # of households 312,808
- Median income $84,791
- Under 18 .... 21.6%
- Over 65 .... 17.3%
- Female 51.3%
- White 75.7%
- Black..................................... 9.8%
- Hispanic 5.2%
- Asian..................................... 7.9%

1	Giant/Martin's	23	$894.65	26.05%
2	Wawa	50	$330.72	9.63%
3	Walmart (SuperCenter)	9	$269.40	7.84%
4	CVS+	48	$222.30	6.47%
5	Wegmans	3	$193.60	5.64%
6	ShopRite (Fresh Grocer/PR)	4	$179.30	5.22%
7	Acme Markets	8	$168.95	4.92%
8	Target	7	$147.30	4.29%
9	Whole Foods	4	$124.10	3.61%
10	Costco	3	$112.80	3.28%
11	Weis Markets	6	$112.02	3.26%
12	Rite Aid	27	$97.40	2.84%
13	Redner's Markets	4	$95.70	2.79%
14	BJ's Wholesale Club	3	$91.20	2.66%
15	Walgreens	15	$80.80	2.35%
16	Aldi	8	$66.90	1.95%
17	7-Eleven	25	$48.70	1.42%
18	Trader Joe's	2	$38.90	1.13%
19	Sam's Club	1	$35.30	1.03%
20	IGA	3	$32.34	0.94%
21	McCaffrey's	1	$21.00	0.61%
22	The Fresh Market	1	$14.40	0.42%
23	Save-A-Lot	2	$11.90	0.35%
24	C&S Independents	6	$11.66	0.34%
25	Turkey Hill	6	$8.80	0.26%

See **PENNSYLVANIA COUNTY SHARE** on page 52


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PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

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26	Circle K	3	$5.80	0.17%
27	Royal Farm Stores	2	$4.90	0.14%
		274	**$3,420.84**	**99.59%**

MONTOUR COUNTY ($57.6 million) (Includes Danville)

- Population 18,272
- # of households 7,423
- Median income $56,250
- Under 18 .... 20.1%
- Over 65 .... 20.6%
- Female 52.0%
- White 91.4%
- Black.................................. 1.7%
- Hispanic 2.8%
- Asian.................................. 3.2%

1	Weis Markets	1	$24.87	43.18%
2	Giant/Martin's	1	$20.79	36.09%
3	CVS	1	$4.40	7.64%
4	Sheetz	1	$4.20	7.29%
		4	**$54.26**	**94.20%**

NORTHAMPTON COUNTY ($997.6 million) (Includes Bethlehem)

- Population 303,405
- # of households 113,827
- Median income $65,380
- Under 18 .... 20.1%
- Over 65 .... 18.6%
- Female 50.8%
- White 76.8%
- Black.................................. 6.7%
- Hispanic 13.2%
- White 3.0%

1	Giant/Martin's	7	$271.80	27.25%
2	Wegmans	2	$121.80	12.21%
3	CVS+	17	$76.30	7.65%
4	ShopRite (Price Rite)	2	$67.50	6.77%
5	Weis Markets	4	$60.01	6.02%
6	Walmart (SuperCenter)	2	$57.10	5.72%
7	Wawa	7	$46.43	4.65%
8	Redner's Markets	2	$44.60	4.47%
9	C&S Independents	8	$37.62	3.77%
10	Sam's Club	1	$33.20	3.33%
11	Rite Aid	11	$32.40	3.25%
12	Kmart	3	$24.30	2.44%
13	Walgreens	4	$22.90	2.30%
14	Aldi	3	$21.40	2.15%
15	Target	1	$16.70	1.67%
16	Great Valu	2	$12.80	1.28%
17	Turkey Hill	9	$12.70	1.27%
18	Sheetz	2	$9.30	0.93%
19	Krasdale	1	$8.56	0.86%
20	7-Eleven	4	$7.80	0.78%
21	Key Food	1	$4.00	0.40%
		93	**$989.22**	**99.16%**

NORTHUMBERLAND COUNTY ($177.8 million) (Includes Sunbury)

- Population 92,029
- # of households 39,281
- Median income $44,534
- Under 18 .... 19.7%
- Over 65 .... 20.9%
- Female 49.8%
- White 92.6%
- Black.................................. 2.7%
- Hispanic 3.5%
- Asian.................................. 0.5%

1	Weis Markets	5	$73.66	41.43%
2	Walmart (SuperCenter)	1	$36.80	20.70%
3	CVS	6	$24.80	13.95%
4	Boyer's Markets	2	$16.74	9.42%
5	Turkey Hill	9	$12.90	7.26%
6	Sheetz	1	$4.60	2.59%
7	Rite Aid	1	$3.00	1.69%
8	C&S Independents	3	$1.37	0.77%
		28	**$173.87**	**97.79%**

PERRY COUNTY ($92.4 million) (Includes New Bloomfield)

- Population 46,127
- # of households 17,936
- Median income $60,847
- Under 18 .... 21.5%
- Over 65 .... 18.0%
- Female 49.4%
- White 95.3%
- Black.................................. 1.0%
- Hispanic 2.0%
- Asian.................................. 0.5%

1	Giant/Martin's	1	$22.56	24.42%
2	Weis Markets	1	$15.42	16.69%
3	Tri-State Co-Op	1	$13.30	14.39%
4	Karns Prime & Fancy Foods	1	$13.25	14.34%
5	Rite Aid	3	$12.50	13.53%
6	Sheetz	2	$9.80	10.61%
7	C&S Independents	4	$2.04	2.21%
8	Rutter's Farm Stores	1	$2.00	2.16%
		14	**$90.87**	**98.34%**

PHILADELPHIA CITY ($3.36 billion)

- Population 1,580,863
- # of households 591,280
- Median income $40,649
- Under 18 .... 21.8%
- Over 65 .... 13.4%
- Female 52.7%
- White 34.6%
- Black.................................. 43.9%
- Hispanic 14.8%
- Asian.................................. 7.7%

1	ShopRite (Fresh Grocer)	20	$781.20	23.25%
2	Acme Markets	16	$346.95	10.33%
3	CVS+	59	$316.70	9.43%
4	Rite Aid	79	$292.30	8.70%
5	Wawa	43	$253.32	7.54%
6	Target	11	$181.20	5.39%
7	Save-A-Lot	19	$137.50	4.09%
8	Walmart	5	$129.70	3.86%
9	Walgreens	18	$123.20	3.67%
10	7-Eleven	55	$108.20	3.22%
11	BJ's Wholesale Club	2	$94.80	2.82%
12	Whole Foods	2	$91.30	2.72%
13	Aldi	10	$77.30	2.30%
14	Fine Fare Supermarkets	4	$60.58	1.80%

See **PENNSYLVANIA COUNTY SHARE** on page 54

PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 52

15	IGA	3	$58.76	1.75%
16	Krasdale (Mkt Fresh/Shop Smt/Stop1)	18	$48.92	1.46%
17	Giant/Martin's	2	$47.30	1.41%
18	Sam's Club	1	$44.80	1.33%
19	Tri-State Co-Op	4	$41.10	1.22%
20	Sprouts	1	$29.70	0.88%
21	Trader Joe's	1	$26.50	0.79%
22	ASG Stores	2	$16.40	0.49%
23	The Fresh Market	1	$14.80	0.44%
24	MOM's Organic Market	1	$13.90	0.41%
25	Supremo	2	$11.18	0.33%
26	C&S Independents	19	$7.11	0.21%
27	Royal Farm Stores	1	$2.40	0.07%
28	Fas-Marts	1	$1.50	0.04%
		400	**$3,358.62**	**99.95%**

PIKE COUNTY ($111.1 million) (Includes Milford)

- Population 55,691
- # of households 21,379
- Median income $63,417
- Under 18 .... 18.6%
- Over 65 .... 22.0%
- Female 49.6%
- White 80.5%
- Black.................................. 6.4%
- Hispanic 11.0%
- Asian.................................. 1.6%

1	Price Chopper	1	$33.80	30.42%
2	Walmart (SuperCenter)	1	$28.00	25.20%
3	Weis Markets	1	$20.34	18.31%
4	C&S Independents	2	$11.84	10.66%
5	Key Food	1	$5.90	5.31%
6	Rite Aid	1	$4.20	3.78%
7	Turkey Hill	2	$3.30	2.97%
		9	**$107.38**	**96.65%**

SCHUYLKILL COUNTY ($352.9million) (Includes Pottsville)

- Population 142,569
- # of households 58,758
- Median income $47,642
- Under 18 .... 19.6%
- Over 65 .... 20.1%
- Female 48.8%
- White 91.1%
- Black.................................. 3.4%
- Hispanic 4.4%
- Asian.................................. 0.6%

1	Walmart (SuperCenter)	2	$72.20	20.46%
2	Boyer's Markets	8	$68.80	19.50%
3	Redner's Markets	2	$52.80	14.96%
4	Giant/Martin's	2	$41.94	11.88%
5	C&S Independents	12	$30.66	8.69%
6	Rite Aid	8	$23.20	6.57%
7	Weis Markets	1	$21.07	5.97%
8	Turkey Hill	10	$13.70	3.88%
9	CVS	2	$9.20	2.61%
10	Sheetz	2	$7.80	2.21%

See **PENNSYLVANIA COUNTY SHARE** on page 58

Friends Of The Food Industry Hosts Annual Fundraiser To Help Industry Members In Time Of Need

Friends of the Food Industry held its seventh annual fundraising event at Hackensack Golf Club last month in Oradell, NJ. Larry Inserra Jr. (l) of Inserra ShopRite accepts congrats on being honored from Ron Onorato (c) of Inserra ShopRite and Nick Maniaci of Nicolas Markets Foodtown.

These two industry icons who received Lifetime Achievement Awards at the event are Tony Gasparro (c), retired from A&P, and Rich Desimone, (still working hard at) Alpha 1 Marketing.

These folks are (l-r) Bob Goldman, Advantage Solutions; Scott Cameron, JJ Martin Group; Jim Ryan, JOH; Sean Desmond, Bozzuto's; and Mike Kowgios, JOH.

Wakefern's Kevin McDonnell (l) is joined here by (l-r) Barry Schiro, Eva Kohn, Tim Breheny and Mike Colella, all with CBA Industries.

This foursome features (l-r) Gary Tirpak, Krasdale Foods; Gus Lebiak and Dylana Silver, Alpha 1 Marketing; and Mike King, Krasdale Foods.

Lawrence Inserra III (l) of Inserra ShopRites says hello to the Atkinson men, Mike (c) and Ken of Douglas Sales.

Here we have (l-r) Jannese Heinz, Advantage Solutions; Matt Avallone, Krasdale Foods; Deirdre Capone, ASG; Dennis Hickey, Krasdale Foods; Nadine Garcia, Unilever; Dylana Silver, Alpha 1 Marketing; and Claudia Gonzalez, DuPuy Sales & Marketing.

Enjoying an evening for a great cause are (l-r) Tony Greco, MPS Enterprises; Joe Garcia, ASG; Mike Kowgios, JOH; Jim Falese, Advantage Solutions; and Dan Berube, ASG.

This trio comprises Charlie Moore (l) of Fresh Direct and ASG's Ken Scher (c) and Deirdre Capone.

All smiles for our photographer are (l-r) Kevin McDonnell, Wakefern; Jackie Donovan, Ripple Foods; Bill Schlosky, Utz; and Jim Ostling, Bimbo Bakeries.

These two FOFI board members are Ken Scher (l) of ASG and Pat Schiels of Fairway Market.

Terry Byrne (c) of Fairway Market is flanked in this photo by Lisa Byrne (l) of JOH and Donna Serio of Naturlich.

Tomas Silverio (l) and Rich French (c) of Key Food say hello to Matt Casey of Casey Communications.

The evening's honoree Larry Inserra Jr. (l) is seen here with (2nd from l-r) Rich French, Key Food; Tony D'Amico and Bob French of ShopRite of Hunterdon County.

Proud to support FOFI are RDD Associates' (seated l-r) Bob Cignarella, Vinny Reddy, Larry Thennes and Jim Nebgen; (standing l-r) Tom Halley, Bob Weinmann and Joe Wittel.

TAKING STOCK

From page 6

owners. Be careful what you wish for.

So, for the 41st consecutive year here's my annual update and analysis of the market leaders:

ShopRite – Still the king of the hill despite some challenges with ID sales. Much like virtually every retailer in the region, new competition was a hindrance and many existing retailers also stepped up their games to better contend with ShopRite. On a per-store basis among supermarkets, only Wegmans produced a higher average. And despite the overcrowded landscape, Wakefern's member/owners continued to execute at a high level. ShopRite's gains this year came primarily from multiple store openings, particularly on Long Island. And with another half-dozen new stores in the pipeline, ShopRite seems poised to continue to gain market share in both Metro New York and the Delaware Valley.

Stop & Shop (New York Metro Div.) – The good news for most of the company's 212 stores in the region is that they were not impacted by the 11-day strike which took (and continues to take) a huge toll on the largest Ahold Delhaize USA brand. That doesn't mean that Stoppie didn't feel the effects of an overstored market where other than strong locations, it continued to be part of the "mushy middle." Unlike sister brands Giant/Martin's and Giant Food (Landover) which improved their core businesses, Stop & Shop's New York/New Jersey stores couldn't move the needle as much. Still, there is some hope as it finally plowed legitimate cap-ex into 21 Hartford area stores and a similar but bigger ($150 million) investment has just begun on Long Island where it is the market leader. It should further gain sales and share on "The Island" once the FTC decides which of the 37 King Kullen stores there that it will be allowed to keep. Additionally, beginning next month, Stop & Shop will have a new president as Gordon Reid moves from running Landover to the big seat in Quincy. He'll be the first non-New Englander to run the division since Carl Schlicker headed Stoppie from 2008-2009.

Walmart – Only one new store opened in the 70-county region, a 25-year low in store openings for the Bentonville, AR-based retailer. And that trend will continue as only a handful of expansions (to SuperCenters) are slated for the next three years. While most of Walmart's cap-ex went into its growing digital initiatives, there was some earnest money spent on bricks and mortar improvements. Walmart's baseline success has always come from its low-price perception which it doggedly protects and works hard to maintain. In the past year, the world's largest retailer has continued to improve store conditions, added more labor (which have helped with out-of-stocks) and upgraded its perishables. Walmart has also benefited by combining its online programs ("Ship to Store" and delivery service in some areas) to add more convenience for its shoppers. It's a winning combination for the Behemoth that should prove solid for a long time.

Giant/Martin's – A very good year for the folks in Carlisle, PA. Same store sales were solid, and the Ahold Delhaize brand did an excellent job of replacing productive older stores with new, larger models, in Feasterville, PA; Warrington, PA; State College, PA. It also entered the "infill" derby, acquiring independent stores (Darrenkamp's, Ferguson & Hassler and five former Shop 'n Save units) and experimenting with a new smaller format – Heirloom Market – in Philadelphia. Given the intensity of the competition, Giant's progress over the past year was among the best in the region and there's no reason to believe there are any impediments in sight to slow its momentum.

Acme Markets – As 2019 began, there was some improvement in Acme's game as it became more aggressive with its pricing and merchandising and stepped up its store remodeling program. But for much of 2018, the Malvern, PA-based division of Albertsons was also caught in the middle of the overstored, competitive market. During the year, Acme closed six stores, which also impacted sales. The big retailer is still battling to build market share at the Northern New Jersey stores it acquired from A&P in 2015. Leadership isn't an issue – Jim Perkins is one of the best. A little more cap-ex from Albertsons

TAKING STOCK continues on page 67

New Jersey Food Council Hosts Trade Relations Conference At Harrah's In Atlantic City

The New Jersey Food Council (NJFC) hosted its annual Trade Relations Conference last month at Harrah's in Atlantic City. This foursome features (l-r) Bob Jordan, Cargill; Sean Desmond, Bozzuto's; Howie Kent, Krasdale Foods; and Mike Lafiandra, Advantage Solutions.

Richard Saker (c) of Saker ShopRites is joined in this photo by (l-r) Gary Rosenthal and Dan McKernan of JOH and Dan Vassalotti and Dan Labrutto of 4C Foods.

Eva Kohn (l) of CBA Industries smiles for a photo with Jim Haslett of Perlmart ShopRites.

Jack Shakoor (l) of Jack's Foodtown is joined here by Mike Tarloff of C&S.

Mike Rothwell (r) of Pennington Quality Market chats with Sean Desmond (l) and Mike Fraoli, both with Bozzuto's.

All smiles for our photographer are Herman Dodson (l) of JP Morgan Chase and Joe Parisi of Kings Food Markets/Balducci's.

Making their way to Atlantic City for the annual NJFC event are (l-r) Donna Banks-Ficcio, Weis Markets; Donna Zambo, Allegiance Retail Services; and Barb Lyons, Advantage Solutions.

Acme Markets is well represented at the conference by (l-r) Pattie Shekiro, Joe Thorpe, Kim Gray and Charlie Bell.

These fine folks are (l-r) Scott Kent, Wawa; Rick Dolan, Herr Foods; Fran Dolan, Herr Foods; and Jason Read, Wawa.

Here we have (l-r) Bill Schlosky and Joe Gardyan, Utz; Tony Dineen, Bimbo Bakeries; Jason Read, Wawa; Mike Marano, Force 1; Fran Dolan, Herr Foods; and Bob Kilpatrick, Bimbo Bakeries.

These industry vets are (l-r) Howard Dorman, Mazars; Tom Cormier, RBS; Anshumar Taneja, Peapod; and Colleen Mears, Stop & Shop.

NJFC's Linda Doherty (l) spends some time with Acme Markets' Kim Gray.

Joe Fantozzi (r) of Allegiance Retail Services poses for a photo with Tony Abbatemarco (l) and Lou Scaduto, both with Food Circus.

Ralph Betcher (r) of Canada Dry says hello to Joe Pagano (l) and Larry Inserra of Inserra ShopRites.

PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

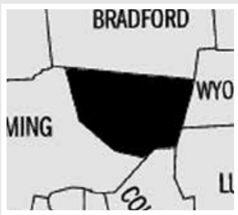
Continued from page 54

11	Aldi	1	$7.00	1.98%
		50	**$348.37**	**98.72%**

SNYDER COUNTY ($117.2 million) (Includes Middleburg)

- Population 40,801
- # of households 14,576
- Median income $54,182
- Under 18 .... 21.4%
- Over 65 .... 18.2%
- Female 50.5%
- White 94.9%
- Black................................... 1.3%
- Hispanic 2.4%
- Asian................................... 0.8%

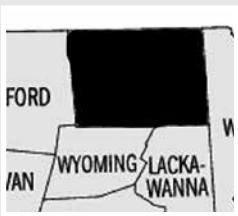
1	Weis Markets	1	$27.74	23.67%
2	Giant/Martin's	1	$25.36	21.64%
3	Walmart (SuperCenter)	1	$22.30	19.03%
4	Target	1	$15.40	13.14%
5	Aldi	1	$9.00	7.68%
6	CVS+	2	$8.20	7.00%
7	Sheetz	1	$3.50	2.99%
8	C&S Independents	3	$2.08	1.77%
9	Turkey Hill	1	$1.90	1.62%
		12	**$115.48**	**98.53%**



SULLIVAN COUNTY ($5.2 million) (Includes Laporte)

- Population 6,089
- # of households 2,648
- Median income $45,519
- Under 18 .... 11.0%
- Over 65 .... 27.1%
- Female 47.4%
- White 92.5%
- Black................................... 3.8%
- Hispanic 1.9%
- Asian................................... 0.5%

1	IGA	1	$3.54	68.08%
		1	**$3.54**	**68.08%**



SUSQUEHANNA COUNTY ($30.9 million) (Includes Montrose)

- Population 40,985
- # of households 17,404
- Median income $52,014
- Under 18 .... 18.7%
- Over 65 .... 22.9%
- Female 49.6%
- White 96.3%
- Black................................... 0.6%
- Hispanic 1.7%
- Asian................................... 0.4%

1	Price Chopper	1	$20.80	67.31%
2	Rite Aid	1	$3.30	10.68%
3	Turkey Hill	1	$1.90	6.15%
		3	**$26.00**	**84.14%**

UNION COUNTY ($108.3 million) (Includes Lewisburg)

- Population 44,595
- # of households 14,702
- Median income $53,768
- Under 18 .... 18.0%
- Over 65 .... 17.7%
- Female 45.8%
- White 85.0%
- Black................................... 7.1%
- Hispanic 5.6%
- Asian................................... 1.8%

1	Weis Markets	2	$41.92	38.71%
2	Walmart (SuperCenter)	1	$35.30	32.59%
3	CVS	2	$9.90	9.14%
4	Sheetz	2	$7.20	6.65%
		7	**$94.32**	**87.09%**

WAYNE COUNTY ($143.5 million) (Includes Mawley, Honesdale)

- Population 51,205
- # of households 19,202
- Median income $52,161
- Under 18 .... 16.6%
- Over 65 .... 23.8%
- Female 47.1%
- White 90.7%
- Black................................... 3.5%
- Hispanic 4.4%
- Asian................................... 0.6%

1	Weis Markets	2	$47.39	33.02%
2	Walmart (SuperCenter)	1	$36.10	25.16%
3	CVS	3	$16.90	11.78%
4	IGA	1	$15.34	10.69%
5	Rite Aid	3	$10.40	7.25%
6	C&S Independents	3	$4.14	2.89%
7	Allegiance/Foodtown	1	$3.60	2.51%
8	Turkey Hill	1	$1.90	1.32%
		15	**$135.77**	**94.61%**

WYOMING COUNTY ($62.7 million) (Includes Tunkhannock)

- Population 27,322
- # of households 10,801
- Median income $55,965
- Under 18 .... 19.6%
- Over 65 .... 20.6%
- Female 49.9%
- White 95.5%
- Black................................... 1.0%
- Hispanic 1.9%
- Asian................................... 0.5%

1	Walmart (SuperCenter)	1	$30.20	48.17%
2	Weis Markets	1	$14.96	23.86%
3	C&S Independents	2	$6.11	9.74%
4	CVS	1	$4.40	7.02%
5	Rite Aid	1	$4.10	6.54%
		6	**$59.77**	**95.33%**

See **PENNSYLVANIA COUNTY SHARE** on page 60

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2019

Continued from page 58

YORK COUNTY ($1.37 billion)
(Includes Hanover, Shrewsbury, York)

- Population 446,078
- # of households 169,667
- Median income $61,707
- Under 18 .... 22.2%
- Over 65 .... 17.1%
- Female 50.6%
- White 83.5%
- Black 6.8%
- Hispanic 7.5%
- Asian 1.5%

1	Giant/Martin's	10	$442.98	32.34%
2	Walmart (SuperCenter)	6	$179.80	13.13%
3	Weis Markets	8	$166.79	12.18%
4	Sam's Club	2	$80.90	5.91%
5	Rutter's Farm Stores	44	$72.20	5.27%
6	CVS	13	$55.90	4.08%
7	Target	3	$46.30	3.38%
8	C&S Independents	15	$45.10	3.29%
9	Rite Aid	16	$42.50	3.10%
10	Sheetz	12	$37.60	2.74%
11	Aldi	3	$25.20	1.84%
12	Turkey Hill	17	$23.30	1.70%
13	Grocery Outlet	3	$19.60	1.43%
14	BJ's Wholesale Club	1	$18.40	1.34%
15	Royal Farm Stores	7	$16.80	1.23%
16	Walgreens	3	$15.30	1.12%
17	ShopRite (Price Rite)	1	$12.80	0.93%
18	Great Valu	1	$12.10	0.88%
19	Kennie's Markets	1	$11.80	0.86%
20	IGA	1	$11.70	0.85%
21	Kmart	1	$8.30	0.61%
22	Save-A-Lot	1	$5.20	0.38%
23	Food Lion	1	$4.50	0.33%
		170	**$1,355.07**	**98.92%**

( ) Name in parentheses indicates another banner used by the company.
+Stand-alone CVS and in-Target pharmacies.
*Combined retailer sales exceed 100% due to spill-in from other areas. Because of consumers purchasing items in one county by residing in an adjacent one, or due to tourist traffic, leakage can occur. County food sales are formulated from population and annual expenditure of county residents.

Source: *Food Trade News*, June 2019


NEW
Domino
SUGAR
PREMIUM
PURE CANE
GRANULATED
15 CALORIES
FLORIDA CRYSTALS
FLORIDA CRYSTALS
Domino
Golden
SUGAR
LESS PROCESSED
PURE CANE GRANULATED

IN REVIEW: REDNER'S MARKETS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
PA	Berks	11	$248.70	$1,248.70	19.92%	11	$256.50	22.43%
PA	Bucks	3	$70.60	$2,448.60	2.88%	3	$70.80	2.88%
PA	Carbon	1	$20.90	$158.70	13.17%	1	$20.70	13.14%
PA	Chester	2	$49.30	$1,741.80	2.83%	2	$49.60	2.98%
PA	Lackawanna	1	$16.80	$653.30	2.57%	1	$16.80	2.52%
PA	Lancaster	1	$12.90	$1,473.50	0.88%	1	$13.50	0.94%
PA	Lebanon	2	$30.70	$366.10	8.39%	2	$31.60	8.79%
PA	Lehigh	3	$69.50	$1,223.50	5.68%	3	$69.30	5.79%
PA	Luzerne	1	$21.70	$898.70	2.41%	1	$21.70	2.37%
PA	Montgomery	4	$95.70	$3,434.90	2.79%	4	$96.10	2.78%
PA	Northampton	2	$44.60	$997.60	4.47%	2	$44.80	4.62%
PA	Schuylkill	2	$52.80	$352.90	14.96%	2	$52.60	14.82%

PA Recap: 33 stores with sales of $734.2 million. Total retail food sales for PA in the study: $26.51 billion. Redner's Markets share of PA is 2.77%.

Mid-Atlantic Recap: 33 stores with sales of $734.2 million annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Redner's Markets Per Store Average: $22.25 million

Source: *Food Trade News*, June 2019

Seafood America LLC, 645 Mearns Road Warminster PA 18974— Phone (215) 672-2211 Fax (215) 675-8324

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IN REVIEW: WHOLE FOODS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	5	$178.60	$3,351.00	5.33%	5	$178.20	5.42%
CT	New Haven	1	$28.40	$3,000.00	0.95%	1	$28.30	0.94%
CT Recap: 6 stores with sales of $207 million. Total retail food sales for CT in the study: $7.07 billion. Whole Foods share of CT is 2.93%.								
NJ	Bergen	4	$143.10	$3,233.80	4.43%	4	$143.60	4.66%
NJ	Burlington	1	$36.80	$1,500.20	2.45%	1	$37.00	2.51%
NJ	Camden	1	$28.30	$1,536.50	1.84%	1	$28.60	1.89%
NJ	Essex	3	$81.50	$1,993.60	4.09%	3	$81.70	4.36%
NJ	Mercer	1	$41.40	$1,305.40	3.17%	1	$41.40	3.18%
NJ	Middlesex	1	$34.90	$2,168.70	1.61%	1	$34.70	1.64%
NJ	Monmouth	3	$89.10	$2,284.30	3.90%	3	$89.90	4.12%
NJ	Morris	2	$54.80	$1,889.70	2.90%	2	$56.50	3.11%
NJ	Somerset	1	$31.70	$1,247.30	2.54%	1	$31.60	2.68%
NJ	Union	2	$56.10	$1,706.40	3.29%	2	$56.30	3.51%
NJ Recap: 19 stores with sales of $597.7 million. Total retail food sales for NJ in the study: $27.55 billion. Whole Foods share of NJ is 2.17%.								
NY	Brooklyn	3	$128.70	$4,503.20	2.86%	3	$136.50	3.00%
NY	Manhattan	10	$558.30	$5,148.80	10.84%	10	$567.30	11.46%
NY	Nassau	2	$71.60	$4,948.70	1.45%	2	$71.30	1.54%
NY	Suffolk	2	$53.40	$5,167.40	1.03%	1	$28.80	0.58%
NY	Westchester	4	$162.40	$3,427.40	4.74%	3	$129.40	3.78%
NY Recap: 21 stores with sales of $974.4 million. Total retail food sales for NY in the study: $35.68 billion. Whole Foods share of NY is 2.73%.								
PA	Chester	2	$54.60	$1,741.80	3.13%	1	$26.10	1.57%
PA	Delaware	2	$69.20	$2,099.10	3.30%	1	$38.90	2.01%
PA	Lancaster	1	$33.10	$1,473.50	2.25%	0	$0.00	0.00%
PA	Lehigh	1	$27.70	$1,223.50	2.26%	1	$27.50	2.30%
PA	Montgomery	4	$124.10	$3,434.90	3.61%	4	$123.60	3.58%
PA	Philadelphia	2	$91.30	$3,360.20	2.72%	2	$90.70	2.88%
PA Recap: 12 stores with sales of $400 million. Total retail food sales for PA in the study: $26.51 billion. Whole Foods share of PA is 1.51%.								

Mid-Atlantic Recap: 58 stores with sales of $2.18 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Whole Foods Per Store Average: $37.57 million**

Source: *Food Trade News*, June 2019

IN REVIEW: TRADER JOE'S

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	5	$105.20	$3,351.00	3.14%	5	$103.80	3.15%
CT	New Haven	1	$18.80	$3,000.00	0.63%	1	$18.70	0.62%
CT Recap: 6 stores with sales of $124 million. Total retail food sales for CT in the study: $7.07 billion. Trader Joe's share of CT is 1.75%.								
DE	New Castle	1	$15.90	$1,756.80	0.91%	1	$15.80	0.91%
DE Recap: 1 store with sales of $15.9 million. Total retail food sales for DE in the study: $1.76 billion. Trader Joe's share of DE is 0.91%.								
NJ	Bergen	3	$43.10	$3,233.80	1.33%	3	$43.50	1.41%
NJ	Burlington	1	$14.20	$1,500.20	0.95%	1	$14.40	0.98%
NJ	Essex	1	$16.00	$1,993.60	0.80%	1	$15.90	0.85%
NJ	Hudson	1	$16.50	$1,399.80	1.18%	1	$16.80	1.29%
NJ	Mercer	1	$16.60	$1,305.40	1.27%	1	$16.20	1.24%
NJ	Middlesex	1	$17.30	$2,168.70	0.80%	1	$17.10	0.81%
NJ	Monmouth	1	$16.70	$2,284.30	0.73%	1	$16.70	0.77%
NJ	Morris	1	$13.20	$1,889.70	0.70%	1	$13.10	0.72%
NJ	Passaic	2	$37.80	$1,236.20	3.06%	2	$37.60	3.36%
NJ	Union	1	$16.50	$1,706.40	0.97%	1	$16.90	1.05%
NJ Recap: 13 stores with sales of $207.9 million. Total retail food sales for NJ in the study: $27.55 billion. Trader Joe's share of NJ is 0.75%.								
NY	Brooklyn	2	$70.40	$4,503.20	1.56%	2	$71.80	1.58%
NY	Manhattan	7	$234.30	$5,148.80	4.55%	5	$262.30	5.30%
NY	Nassau	5	$136.30	$4,948.70	2.75%	5	$134.10	2.90%
NY	Queens	1	$50.20	$4,921.20	1.02%	1	$49.70	1.02%
NY	Staten Island	1	$37.90	$1,357.70	2.79%	1	$39.20	2.88%
NY	Suffolk	2	$48.80	$5,167.40	0.94%	2	$48.50	0.97%
NY	Westchester	3	$76.70	$3,427.40	2.24%	3	$74.80	2.18%
NY Recap: 21 stores with sales of $654.6 million. Total retail food sales for NY in the study: $35.68 billion. Trader Joe's share of NY is 1.83%.								
PA	Chester	1	$15.00	$1,741.80	0.86%	1	$14.90	0.90%
PA	Delaware	3	$51.80	$2,099.10	2.47%	2	$33.90	1.75%
PA	Montgomery	2	$38.90	$3,434.90	1.13%	2	$38.60	1.12%
PA	Philadelphia	1	$26.50	$3,360.20	0.79%	1	$27.10	0.86%
PA Recap: 7 stores with sales of $132.7 million. Total retail food sales for PA in the study: $26.51 billion. Trader Joe's share of PA is 0.50%.								

Mid-Atlantic Recap: 48 stores with sales of $1.13 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Trader Joe's Per Store Average: $23.64 million**

Source: *Food Trade News*, June 2019

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would hurt, but that may not be coming soon as new CEO Vivek Sankaran and principal owner Cerberus Capital continue to explore ways for the company to go public.

Weis Markets – Steady as they come, Weis had another productive year posting decent comps and profits. However, its stock price has dropped about 35 percent over the past year. Emphasis this past year was placed on improving private label sales which has been achieved primarily through price reductions. Weis has also stepped up its digital initiatives and invested more heavily in an aggressive store remodeling program. With no debt and a strong leadership team, the Sunbury-PA retailer is solidly positioned for the future.

Wegmans – It seems the only thing that can stop Wegmans is Wegmans itself. I'm referring to the company's infrastructure. As it continues to add stores it also needs to gradually replace some of its very talented, but aging leadership team. As for operational and merchandising excellence, Wegmans remain the gold standard. In 2019, three new mega-stores will have opened – Virginia Beach, Raleigh and Brooklyn. Other stores that are slated for the Metro NY and Delaware Valley markets include locations in Greenville, DE; Middletown, NJ; and Harrison, NY. And while Wegmans also has been somewhat slowed by the intense overstored landscape, it remains among the best in ID sales improvement.

Krasdale/Alpha 1 - In the five boroughs of New York City where independent retailers switch affiliations more than in any other marketing area in our survey, the success of Krasdale lies in the loyalty of its hundreds of customers who operate nearly 900 stores. Customized programs and a high level of customer service make those retailers that operate under the C-Town, Bravo, AIM, Fine Fare, Market Fresh, Shop Smart and Stop 1 banners feel as though they are part of a successful team, a formula that the While Plains, NY-distributor has deployed successfully since 1908. One leadership change of note for the family-owned wholesaler: veteran Krasdale executive Steve Silver was elevated to president of the company earlier this year. The iconic Charles Krasne continues as chairman and CEO.

Key Food – The strong 10-year run for the Staten Island, NY-based retail co-op continues. The talented and aggressive leadership team of Dean Janeway (CEO) and George Knobloch (COO) set the tone for another successful year, adding independent customers and building sales primarily in New York City. Key Food has helped increase sales by offering its independent retailers diverse operating models and rebate opportunities based on performance. And in the past year it has begun making inroads into the Florida markets where some of Key's Metro New York retailers have a connection. Key Food – they do it their way and it's working.

Daunting Task Faces Reid As He Prepares To Run Stop & Shop

Gordon Reid proved the doubters wrong when he arrived in 2013 and began to turn Giant Food around. He combined an operator's skill with passion and empathy for the associates and achieved something that no other president in Landover had accomplished in the 20 years since the company was acquired by Ahold USA. Now comes a different set of challenges as he leaves for the Boston area to run Stop & Shop, a company with a clearly distinct culture.

For years, Ahold underfed its largest asset and, when post-synergy Ahold Delhaize finally opened the cashbox to repair the market share losses over the past decade and hopefully strengthen its leadership position in New England (and number two spot in Metro New York), the recent 11-day strike took an enormous toll – both financially and emotionally - on the company from which it has yet to recover. That's a tough situation for anybody new to step into. To his credit, Gordon understands the steepness of the hill that needs to be climbed. His blunt, forthright approach will prove to be an asset in the long term.

And fixing Stoppie will certainly require a long-game approach; just regaining sales that still haven't returned post-strike will be tough enough. Under-

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The Coastal Companies Acquires Distributor Hearn Kirkwood

Laurel, MD-based The Coastal Companies, one of the Mid-Atlantic's leading regional produce distributors and processor of fresh fruits and vegetables, announced on May 21 that it has acquired Hearn Kirkwood – a company with a strong history in food distribution and processing, and best known for its extensive line of innovative prepared foods.

"We are excited to have Hearn Kirkwood join our family of companies," said John Corso, CEO of The Coastal Companies. "The addition of Hearn Kirkwood greatly enhances our portfolio of prepared and ready to eat products and enables us to enter new and exciting markets." With the Hearn Kirkwood acquisition, The Coastal Companies expands its capabilities and diversifies its product offering, adding grab-and-go items such as sandwiches, wraps, salads, and snack trays all designed to meet consumer demand for food that is fresh, healthy and convenient.

Hearn Kirkwood will join Coastal Sunbelt Produce and East Coast Fresh as subsidiaries of The Coastal Companies. Each will have its own focus. Hearn Kirkwood will continue to specialize in a a grab-and-go, ready to eat, prepared foods. Coastal Sunbelt Produce will continue as a leading Mid-Atlantic perishables distributor. East Coast Fresh will continue to focus on fresh cut produce, salsas, organics.

In conjunction with the acquisition, Coastal Sunbelt Produce will also join the Pro*Act network and will step into Hearn Kirkwood's role as the regional Pro*Act distributor for Maryland, DC, and Northern Virginia.

For John Reichlin, president of Hearn Kirkwood, becoming a part of The Coastal Companies means opportunity. "We are excited to be joining The Coastal Companies," stated Reichlin. "Our strength lies in producing and crafting innovative food products. The Coastal Companies' network is extensive. Joining Coastal will enable us to accelerate our growth." Post close, Reichlin will remain president of Hearn Kirkwood and will report to Corso. Operationally, Hearn Kirkwood will remain based at its current "value added" facility in Jessup, MD where The Coastal Companies will continue to invest capital and support growth.

Hearn Kirkwood will continue to produce its grab-and-go line and serve its specialty precut produce customers from the Jessup facility. Operations at the Hearn Kirkwood distribution center in Hanover, MD will be phased out and consolidated into The Coastal Companies facility in nearby Laurel.

During this transition, The Coastal Companies plans to absorb the majority of the Hearn Kirkwood team. The integration of the facility will take place over several months in a planned transition designed to minimize any impact to customers.

"The Coastal Companies has grown because we take care of our customers, we take care of our people and we invest in our business," noted Corso. He added, "Hearn Kirkwood is a strong complement to our existing businesses and a great strategic fit for our organization. We look forward to investing in John and the team at Hearn Kirkwood as they continue to create great products to meet the needs of their customers."

The Coastal Companies was founded in 1992. Through a fleet of 200 trucks, The Coastal Companies delivers daily to foodservice customers and major retailers along the East Coast. In 2014, The Coastal Companies Foundation was formed to further structure The Coastal Companies' history of giving. With a commitment to food safety, quality, service, sustainability, and staff development, The Coastal Companies has established itself as an industry leader.

Hearn Kirkwood was founded in 1946, and has history as a supplier of perishable products, cut produce, prepared foods and grab-and-go products. Its customers include grocery stores, retailers, institutions, restaurants, hotels, hospitals, schools and convention centers.

The Farmer's Hen
Small Family Farms
Vegetarian Fed
NO Antibiotics
NO Hormones
Certified Humane
Benefiting
family reach
A FINANCIAL LIFELINE FOR FAMILIES FIGHTING CANCER
www.familyreach.org
Visit our new & improved website www.thefarmershen.com
Farm Fresh Eggs
The Farmer's Hen
FREE RANGE
12 Eggs Grade A Large
The Farmer's Hen
ORGANIC
12 Grade A Large Eggs
USDA ORGANIC
PASTURE RAISED
FARM Fresh EGGS
THE FARMER'S HEN
12 EGGS GRADE A LARGE
CAGEFREE
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Affinity Group Acquires Matrix Sales & Marketing And Jon Morris & Co.

Affinity Group has announced its recent acquisitions of two retail sales and marketing agencies: Matrix Sales & Marketing and Jon Morris & Co. The Affinity Group is a professional sales agency serving multiple food industry channels across North America that was founded in 2014.

Matrix Sales & Marketing is a Cumberland, RI-based perishables food brokerage with a focus on dairy, frozen, deli, meat, produce and specialty cheese products that was founded in 2001 to build and develop brands for its partners including many local, regional, national, and corporate brands.

Jon Morris & Co., one of the largest bakery brokerage firms along the east coast, specializes in the sales and marketing of bakery and deli items to retail, industrial, and supermarket bakeries, and maintains offices in South Portland, ME, Braintree, MA, and Salisbury NC.

Enzo Dentico, CEO of Affinity Group Retail, stated, “Both Jon Morris & Co. and Matrix Sales & Marketing have a tremendous history of success in our industry and are excellent solutions-oriented sales agencies that primarily focus on the perimeter of the retail store.” Added Bill Chiodo, who began his duties as president of Affinity on May 20, added, “These successful businesses will be integrated as key partners of Affinity Group Retail, and complement our existing business in the Northeast and Midwest while also extending our market presence through the Carolinas, Georgia, and Florida. We are excited and thrilled to bring the talented leaders and associates found in both companies into Affinity Group Retail.”

On the acquisition of his agency, Steve DelBonis, president of Matrix Sales & Marketing, remarked, “We have been highly impressed with Affinity Group and their success in the market. Their operating model and go-to-market approach fit perfectly with the way we have been doing business successfully for many years. Their systems and training are proven effective and they continue to generate high levels of success for customers and clients. We are delighted to become part of the dynamic Affinity Group Retail organization.”

Henry Deegan, CEO of Jon Morris also commented, “We have always held Affinity Group in high regard and respect the talent of their associates and their commitment to superior execution and results. Their outstanding orientation toward providing effective solutions to their clients and customers fits very well with our model. We also like that their owners are highly engaged in the business and focused on collaborating with clients and customers on business development and innovative initiatives. Our combined bakery expertise is particularly exciting as an area we see tremendous growth for the entire company.”

Reid Moving To Quincy, MA As New Stop & Shop President; Kress To Helm Giant

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feeling the sting of an 11-day strike by five United Food and Commercial Union locals affecting approximately 240 New England stores and 30,000 clerks and meatcutters. The strike, which began on April 11, essentially collapsed the company's Easter and Passover sales.

Ahold Delhaize acknowledged the strike cost Stop & Shop about $200 million in sales and as much as $110 million in underlying profits and trade reports indicate that Stop & Shop is still trying to regain sales and customers in the eight weeks since the job action ended. Those figures will be more accurately detailed in its second quarter sales and earnings report which are expected to be released in August.

"You won't find a harder worker or better soldier than Mark," said one Ahold Delhaize USA executive who has known McGowan for more than 20 years. He's done everything the company's asked of him and done it with professionalism and enthusiasm. I believe the impact of the strike and the post-strike results was the catalyst for this move."

Gordon Reid

Mark McGowan

Ira Kress, SVP-operations for Giant Food, has been named interim president of the Landover, MD-grocery chain. He is slated to begin in the role in late July.

"Mark McGowan has had a tremendous impact for the Ahold Delhaize USA brands, as well as the communities they serve, and we thank him for his 30 years of tireless service," Kevin Holt, CEO of Ahold Delhaize USA, said in a statement. "Under his leadership, Stop & Shop has built a strong foundation for transformation and expanded success that continues through our 'Reimagine Stop & Shop' initiative. As Mark transitions, I have full confidence that Gordon Reid is the right leader to continue this transformation by repositioning the business for future success and rebuilding customer loyalty."

Holt's internal message was a bit more detailed: "It's with mixed emotions that I share with you Mark McGowan has decided to leave the organization after 30 years of dedicated service. Gordon Reid, currently president, Giant Food, will assume the role of president, Stop & Shop in late July, but will begin transitioning to the new role in the coming weeks. At the company's request, Mark will stay on in an advisory role to Gordon through year-end to ensure a seamless transition. Mark has a strong passion for retail, and he leads with a purpose that always focuses on customers and associates. Under his leadership, Stop & Shop has created the foundation for reimagining the shopping experience and transforming the stores to serve its communities even more effectively. Mark's impact on this company has been tremendous, and I can't thank him enough for his extraordinary dedication and hard work. We're pleased that Gordon has agreed to take on this role. Gordon has more than 35 years of international retail experience, and he has led Giant Food with excellence over the past six years. He is a caring, compassionate leader with a proven track record of growing brands and making lasting connections with customers, associates and local communities. We look forward to Gordon joining Stop & Shop and continuing our work together on the 'Reimagine Stop & Shop' strategy, both in existing markets and new markets in the future. In the coming weeks, Gordon will be meeting with people throughout the Stop & Shop brand and in the community as he transitions to his new role. Please join me in extending a warm Stop & Shop welcome to Gordon and thanking Mark for his many contributions to the company. We wish them both all the best."

McGowan originally joined Stop & Shop in 1991 as a management trainee. He has been president of Stop & Shop since 2015 when he also held the position of executive VP- operations for Ahold USA prior to the merger of Ahold and Delhaize in July 2016.

Reid has been president of Giant Food since joining the 165-store, Landover, MD-based chain in late 2013. He had more than 35 years of international retail experience, including various management roles at Tesco, Boots, A.S. Watson Group and The Dairy Farm Group. He was brought to Giant by former Ahold USA COO James McCann who had worked with Reid at Tesco.

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standing the nuances of the Stop & Shop culture (much different than that of Giant's) will take some time, too. In a career where he's traveled the world to put out retail fires, Reid fully comprehends the hurdles that lie ahead – he's the right guy for the job.

For Mark McGowan, I only have the highest praise. He is one of the finest people I've met in my 46 years covering the industry. He took on any role he was asked to, and he did it selflessly and with pride. Sometimes teams need new coaches, if only to change the rhythm.

Mark was literally a modern-day Mr. Stop & Shop (with all due respect to predecessors Sidney Rabb, Bob Tobin and Bill Grize), having begun there nearly 30 years ago and performed virtually every job for the retailer. In a way, I'm happy for Mark – he worked so hard for so long, perhaps he can enjoy some much-earned time off to spend with his family and do stuff that he's never had time for. There's no doubt he'll be back and will help some organization become better.

UNFI Still Fumblin', Stumblin', Bumblin' As Unfunded Pension Could Be Deterrent To Closing Shoppers Deal

We've already established that after eight months of ownership, UNFI has set a very low standard in terms of being a full-line wholesaler. At least that's how many of its independent retailers (who count the most), some associates and vendors feel about the Supervalu integration/transition.

Service level issues, new fees and delisted items are just a few of the problems that its independent customers have complained to us have adversely impacted their businesses. And then there's the overlying communications problems between UNFI's headquarters staff in Providence, RI and the Supervalu legacy team, many of who still work from the company's old headquarters in Eden Prairie, MN (one associate called the environment akin to operating in the "cone of silence").

One fact however, which UNFI communicated clearly even before the deal was consummated, was that it had no interest in continuing to own SVU's corporate supermarkets. That message was direct, but like other transitional issues, has not been executed very crisply.

In a process that began more than a year ago, first under the aegis of Supervalu, UNFI has now taken over the duties of peddling the 44 Shoppers Food & Pharmacy that are still open in the Baltimore-Washington market. Final bids were reportedly due last November and since then there's been nothing but silence (leaving the remaining several thousand Shoppers associates mystified and angry).

In the past few months, several landlords have contacted us also expressing their frustration with their anchor lame-duck tenant, complaining UNFI's inaction (and declining Shoppers sales) have impacted the value of their properties. All said they were preparing to contact prospective interested retailers in case control of those leases is shifted to the shopping center owners.

And based on our reporting, that could happen in some cases. For months we've been hearing that Giant Food was the prime bidder in the process, interested in about a dozen Shoppers stores. But according to our sources, UNFI wants to stick Giant (which would be the biggest, if not the only unionized company to be in the auction) with the unfunded liability of the Shoppers plan Safeway reportedly chose to not enter the derby with Shoppers' unfunded pension plan (a separate plan from the one that Giant and Safeway are part of). In fact, Shoppers is by far the biggest member of that plan which was created in 1961 and currently has about 12,000 active and retired employees (food retailers such as Kroger were once part of that same fund). The unfunded liability now stands at approximately $135 million.

If UNFI is not able to find a buyer(s) that is willing to take on that pension shortfall, it would either have to continue to contribute to the plan or pay a large withdrawal penalty (reportedly as much as $110 million).

And why would Giant or any other company (especially a non-union retailer) want to be responsible for taking on any pension plan especially one that is severely unfunded?

Don't be surprised if this ends up costing UNFI a fortune (which would cre-

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Family Owned Markets Welcomes Golfers To Annual Outing June 10 At Fox Chase Golf Course In Stevens, PA

Family Owned Markets held its 16th Heather "Kappesser" DiGuardi golf outing earlier this month at Fox Chase Golf Course in Stevens, PA. Jim Kidwell (l) of Family Owned Markets welcomes Cheryl Eicke (c) of Acosta and Brian Musser of Musser's.

On hand from Dietz & Watson are Tara Sickler (l) and Ed Krempa.

This foursome features (l-r) Tom Salomon, John Hamm, Larry Balins and Scott Hunter, all with Star Companies.

This C&S group shot includes (l-r) Joe Bagonis, Austin Boyd, Brian Fox and John Richards.

Abarta Coca Cola is well represented at the outing by Matt Baker (l), Amy Hern (c) and Sarah Scholly.

These fine folks from Pepsico are (l-r) Craig Howell, Rich Drahnek, Evan Hoover and Rob Dietz.

Dwayne Markle (r) of Hanover Foods is joined here by (l-r) Chris Spry, Jack Mani and Shawn Marley, all with Tasty Baking.

All smiles for our photographer are (l-r) Bob Weaver, Dave Snyder, Dave Huesser and Chip Young, all with Bunzl.

This Bimbo Bakeries trio includes Craig Spring (l), Bob Miller (c) and Wade Schaeffer.

These golfers are Guy Sauerzopf (l) of Nestle Purina, John Sauerzopf of Integrity ESM and Lance Hill of Pictsweet.

Jared Witwer (l), Tom Sosik (c) and Pete Sosik, all with Empire Food Marketing, smile for a *Food Trade News* photo.

IN REVIEW: ACME MARKETS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	4	$53.76	$3,351.00	1.60%	4	$51.75	1.57%
CT Recap: 4 stores with sales of $53.76 million. Total retail food sales for CT in the study: $7.07 billion. Acme Markets share of CT is 1.6%.								
DE	New Castle	13	$316.77	$1,756.80	18.03%	13	$319.90	18.46%
DE Recap: 13 stores with sales of $316.77 million. Total retail food sales for DE in the study: $1.76 billion. Acme Markets share of DE is 18.03%.								
NJ	Atlantic	4	$85.37	$843.50	10.12%	5	$108.16	12.34%
NJ	Bergen	8	$174.85	$3,233.80	5.41%	9	$196.15	6.37%
NJ	Burlington	7	$137.11	$1,500.20	9.14%	7	$141.68	9.60%
NJ	Camden	6	$112.62	$1,536.50	7.33%	6	$116.03	7.67%
NJ	Cape May	10	$194.90	$480.60	40.55%	9	$117.45	24.10%
NJ	Cumberland	1	$17.54	$535.60	3.27%	1	$18.51	3.40%
NJ	Essex	1	$17.15	$1,993.60	0.86%	1	$17.09	0.91%
NJ	Gloucester	4	$86.95	$980.90	8.86%	4	$87.13	8.91%
NJ	Hudson	5	$93.01	$1,399.80	6.64%	5	$91.08	7.00%
NJ	Mercer	2	$44.37	$1,305.40	3.40%	3	$56.72	4.35%
NJ	Middlesex	3	$47.20	$2,168.70	2.18%	3	$49.25	2.32%
NJ	Monmouth	6	$109.18	$2,284.30	4.78%	7	$129.31	5.93%
NJ	Morris	5	$93.33	$1,889.70	4.94%	5	$96.50	5.30%
NJ	Ocean	5	$90.85	$1,839.60	4.94%	5	$91.11	5.21%
NJ	Salem	2	$55.07	$143.00	38.51%	2	$56.75	38.47%
NJ	Somerset	1	$13.97	$1,247.30	1.12%	0	$0.00	0.00%
NJ	Sussex	2	$43.44	$530.10	8.19%	2	$43.36	8.01%
NJ	Union	3	$81.57	$1,706.40	4.78%	4	$93.80	5.85%
NJ	Warren	1	$19.94	$390.30	5.11%	1	$19.86	5.16%
NJ Recap: 76 stores with sales of $1.52 bllion. Total retail food sales for NJ in the study: $27.55 billion. Acme Markets share of NJ is 5.5%.								
NY	Dutchess	2	$32.51	$893.50	3.64%	2	$31.05	3.56%
NY	Putnam	3	$50.74	$220.40	23.02%	3	$51.18	22.79%
NY	Westchester	12	$195.70	$3,427.40	5.71%	12	$187.84	5.49%
NY Recap: 17 stores with sales of $278.95 million. Total retail food sales for NY in the study: $35.68 billion. Acme Markets share of NY is 0.78%.								
PA	**Bucks**	**7**	**$199.88**	**$2,448.60**	**8.16%**	**7**	**$195.15**	**7.95%**
PA	Chester	7	$160.17	$1,741.80	9.20%	7	$167.56	10.07%
PA	Delaware	12	$298.66	$2,099.10	14.23%	11	$277.40	14.34%
PA	Montgomery	8	$168.95	$3,434.90	4.92%	12	$235.50	6.81%
PA	Philadelphia	16	$346.95	$3,360.20	10.33%	16	$349.03	11.09%
PA Recap: 50 stores with sales of $1.17 bllion. Total retail food sales for PA in the study: $26.51 billion. Acme Markets share of PA is 4.43%								

Mid-Atlantic Recap: 160 stores with sales of $3.34 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Acme Markets Per Store Average: $20.89 million

Source: *Food Trade News*, June 2019

IN REVIEW: WEIS MARKETS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Morris	2	$31.39	$1,889.70	1.66%	2	$36.46	2.00%
NJ	Somerset	1	$18.77	$1,247.30	1.50%	1	$18.94	1.61%
NJ	Sussex	2	$42.90	$530.10	8.09%	2	$43.38	8.01%
NJ	Warren	1	$19.76	$390.30	5.06%	1	$19.83	5.16%

NJ Recap: 6 stores with sales of $390.3 million. Total retail food sales for NJ in the study: $27.55 billion. Weis Markets share of NJ is 0.41%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
PA	Adams	2	$25.60	$181.80	14.08%	2	$23.75	13.41%
PA	Berks	6	$106.19	$1,248.70	8.50%	6	$107.17	9.37%
PA	Bucks	1	$16.40	$2,448.60	0.67%	1	$15.44	0.63%
PA	Columbia	3	$43.06	$210.10	20.50%	3	$43.73	21.00%
PA	Cumberland	5	$78.58	$994.20	7.90%	5	$77.80	7.78%
PA	Dauphin	6	$71.90	$941.90	7.63%	6	$73.32	8.31%
PA	Franklin	2	$27.84	$396.20	7.03%	2	$26.16	6.81%
PA	Lackawanna	3	$64.64	$653.30	9.89%	3	$65.39	9.80%
PA	Lancaster	13	$238.11	$1,473.50	16.16%	13	$232.66	16.17%
PA	Lebanon	3	$47.65	$366.10	13.02%	3	$46.10	12.82%
PA	Lehigh	9	$213.23	$1,223.50	17.43%	9	$208.28	17.41%
PA	Luzerne	6	$129.60	$898.70	14.42%	6	$132.36	14.45%
PA	Lycoming	6	$138.61	$362.80	38.21%	6	$140.99	39.64%
PA	Mifflin	1	$14.75	$122.40	12.05%	1	$14.26	11.60%
PA	Monroe	5	$107.65	$570.30	18.88%	5	$108.18	19.15%
PA	Montgomery	6	$112.02	$3,434.90	3.26%	6	$112.13	3.24%
PA	Montour	1	$24.87	$57.60	43.18%	1	$25.16	44.53%
PA	Northampton	4	$60.01	$997.60	6.02%	4	$77.14	7.95%
PA	Northumberland	5	$73.66	$177.80	41.43%	5	$74.47	40.81%
PA	Perry	1	$15.42	$92.40	16.69%	1	$14.28	14.62%
PA	Pike	1	$20.34	$111.10	18.31%	1	$20.34	17.64%
PA	Schuylkill	1	$21.07	$352.90	5.97%	1	$21.16	5.96%
PA	Snyder	1	$27.74	$117.20	23.67%	1	$26.26	21.25%
PA	Union	2	$41.92	$108.30	38.71%	2	$43.66	42.51%
PA	Wayne	2	$47.39	$143.50	33.02%	3	$49.46	35.13%
PA	Wyoming	1	$14.96	$62.70	23.86%	1	$14.60	22.53%
PA	York	8	$166.79	$1,369.80	12.18%	8	$165.77	12.68%

PA Recap: 104 stores with sales of $1.95 billion. Total retail food sales for PA in the study: $26.51 billion. Weis Markets share of PA is 7.35%.

Mid-Atlantic Recap: 110 stores with sales of $2.06 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Weis Markets Per Store Average: $18.75 million

Source: *Food Trade News*, June 2019

Catholic Institute of the Food Industry

John 6:35 Then Jesus declared, "I am the bread of life. Whoever comes to me will never go hungry, and whoever believes in me will never be thirsty."

The Catholic Institute of the Food Industry was formed in 1946 to unite in fellowship all Catholics regularly employed in the Food Industry 1) to inculcate spiritual ideals so that the members may become better Catholics and more worthy citizens, 2) to promote high standards of morality in dealing with our associates and all those with whom we come in contact, 3) to support the work of the Catholic hierarchy, and 4) to establish as the basis of human freedom the Laws and Justice and Charity. Our Officers and Board of Directors are made up of Christians in the Food Industry from "both sides of the desk". You cannot find a more dedicated and charitable group anywhere. Not only does the CIFI bring their financial resources; they bring their great spirit and humanity. In an era where charitable organizations are having difficult times retaining members, it is a pleasure to know that membership continues to grow. The participation of members has enabled the organization to donate to many worthwhile charities.

C.I.F.I. 2019 Event Calendar

Event:	*Location:*	*Please contact for more information:*
Bread of Life Breakfast – July 17th @9:00am	**Dorral Arrowwood** Rye Brook N.Y.	**Frank Boemio**: fboemio@alpha1marketing.com
Golf Outing – August 12th @ 9:00am	**Engineers Club** Roslyn Harbor N.Y.	**Jim Gorman:** Jgorman@esmferolie.com
Membership Event – October 9th – 6:00pm	**Calvary Hospital** Bronx N.Y.	**Renee Petit:** rdelmotte@bozzutos.com
Night at the Races – Date TBD	**Empire City Casino** Yonkers N.Y.	**Tom Bello:** tbello@riviana.com
Person of the Year – November 1st @ 7:00pm	**New York Botanical Gardens** Bronx N.Y.	**Mike Lafiandra:** mike.lafiandra@advantagesolutions.net **Bob Jordan:** Bob_Jordan@cargill.com

If you have any questions please feel free to email: CIFI1946@outlook.com
Please check out our Facebook Page: https://www.facebook.com/1946CIFI/

New Jersey Department Of Agriculture Sponsors Eastern Produce Council's May Meeting At Demarest Farm

For the 32nd consecutive year, the New Jersey Department of Agriculture sponsored the Eastern Produce Council's May meeting at Demarest Farm in Hillsdale, NJ. Among those attending are (l-r) Kelly Davis, Allegiance Retail Services; Susan Sarlund, EPC; Secretary Douglas Fisher, New Jersey Department of Agriculture; Marianne Santo, Wakefern; and Tom Beaver, New Jersey Department of Agriculture.

This trio from RDD Associates includes Jim Regan (l), Melissa Kanasky (c) and Dave Williams.

All smiles for our photographer are Jay DeCamp (l) of JOH and Nasoya's Linda Gilroy (c) and Ed Swartz.

Jim Regan (l) of RDD Associates says hello to Taylor Farms' Micah Shea (c) and Jill Mazer.

This foursome includes (l-r) Juan Vasquez, Alpha 1 Marketing; Jay DeCamp, JOH; Ed Swartz, Nasoya; and Rich Martin, JOH.

This group comprises (l-r) Linda Gilroy, Nasoya; Lou Scagnelli, Alpha 1 Marketing; and Tom Randazzo, Fresh Express.

George Campbell (l) of Frank Donio is joined here by Tom Marrolli of State Garden.

Making their way to Hillsdale, NJ for the May EPC meeting are JC Maldonado III (l) of Biz Gro Partners and Marisol DaSilva (c) and Thomas McDermott Jr. of T.J. McDermott Transportation.

This group of King Kullen associates features (l-r) George Romahn, Rich Conger, Keith Brander, Dawn Brander, Jim Gallagher and Joe Schneider.

Here we have (l-r) Eric Beelitz, Inserra ShopRites; Ron Budd, Gloucester County Packing; Ed Kellenbenz, Bozzuto's; and Maria Tevis, Inserra ShopRites.

Attending from the New Jersey Department of Agriculture are Tom Beaver (l), Christine Fries (c) and Joe Atchison.

Mike Paolino (l) of Wakefern is joined in this photo by Tom Beaver of the New Jersey Department of Agriculture.

New Jersey Secretary of Agriculture Douglas Fisher (2nd from r) is joined here by (l-r) Al Murray, retired from the New Jersey Department of Agriculture; Ben Brierley, British consulate general; and Kurt Zuhlke, Kurt Zuhlke & Associates.

These folks from King Kullen posing for a photo are (l-r) George Pearsall, Linda McGrady John Porco, Gerard Ventura, Ken Kahn, Holly Litts and Angelo Morrocu.

EPC scholarship winner Andrew Antoch (2nd from l) is congratulated by (l-r) his dad, Mark Antoch of Fresh Pro Distributors; Susan Sarlund, EPC; and Kelly Davis, Allegiance Retail Services.

Acme Markets Raises Curtain On Newly Remodeled Freehold, NJ Store May 17

Acme Markets debuted its newly remodeled store in Freehold, NJ on May 17. Welcoming shoppers are Acme Markets' (l-r) Michael Liloia, Brad Spooner, division president Jim Perkins, Kevin Reger and store manager Chris Dorre.

This Acme Markets duo comprises Dennis Dunston (l) and Jeff Geiges.

Making sure all runs smoothly at the grand re-opening are (l-r) Mitch Schafer, John Rosenblum and Don Pryor, all with Acme Markets.

All smiles for our photographer are Acme Markets' Bill Wells (l) and Nick Lewandowski.

Tom Dengler (l) of Seafood America says hello to John Calvo of Acme Markets.

These gentlemen from Herr Foods are Dan Lawn (l) and Paul Jova.

Metro New York Supermarket Leaders:

ShopRite Still Dominant Among Chains; Krasdale Paces Independent Affiliates In $41.4B Mkt.

- ShopRite Adds 7 New Units
- Changes Ahead As Stoppie Dips
- Krasdale Indies Share At 9.7%
- Key Food Still Adding Members
- WFM Opens 2 New Stores

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Price Rite)	173	$10,862.30	26.09%	166	$10,540.90	25.85%
2	Stop & Shop	209	$7,798.90	18.73%	211	$7,973.47	19.23%
3	Krasdale	541	$4,018.46	9.65%	543	$3,985.77	9.61%
4	Key Food	265	$2,803.80	6.73%	259	$2,732.24	6.59%
5	Whole Foods	43	$1,672.60	4.02%	41	$1,634.10	4.44%
6	ASG Stores	160	$1,424.40	3.42%	209	$1,839.90	3.94%
7	Acme Markets	60	$1,097.26	2.64%	62	$1,129.47	2.72%
8	Allegiance/Foodtown	78	$1,002.92	2.41%	75	$1,019.45	2.46%
9	Trader Joe's	38	$955.70	2.30%	36	$980.50	2.37%
10	Fairway Market	15	$819.40	1.97%	15	$835.10	2.10%
		1582	**$32,455.74**	**77.96%**	**1617**	**$32,670.90**	**78.90%**

The chart above lists the top 10 supermarket retailers in the Metro New York market. Counties (boroughs) included are: Fairfield, Litchfield and New Haven in CT; Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex and Union in NJ; Bronx, Dutchess, Kings/Brooklyn, Manhattan, Nassau, Orange, Putnam, Queens, Richmond/Staten Island, Rockland, Suffolk and Westchester in NY. Petroleum sales are not included.
( ) Indicates another banner used by the company.
Total supermarket sales for the area are $ 41.4 billion.

Source: *Food Trade News*, June 2019

METRO BEAT

From page 28

ShopRite features a program that is dietician-driven and emphasizes health and wellness through eating locally grown fruits and vegetables. ShopRite's locally grown campaign will be promoted in its circulars and on broadcast television commercials, highway billboards and social media.

Derrick Jenkins, ShopRite's vice president of floral and produce, said in a statement that "this year's locally grown program is going to be bigger than ever before."

Local farms will be highlighted in in-store displays and marketing materials, including copy written on blackboards that includes the names and addresses of nearby farms where the food was sourced. And look for weekend "farm stands" in front of some of the stores.

And finally, we were saddened to learn that two former perishables stalwarts have passed away.

Phil Kane, formerly of Keller's Creamery and P&L Associates, passed away on May 13 at the age of 81. Phil was a seasoned and successful food executive and those who know him also knew his faith was his passion. He was a senior leader of the churches he belonged to and was heavily involved with outreach programs affiliated with those churches. He is survived by his wife **Lois** and his three sons and daughter, 10 grandchildren and two great grandchildren. The family asks that any memorial contributions in his name be made to Pennsylvania Adult & Teen Challenge c/o Finance Dept., PO Box 98, Rehrersburg, PA 19550. Please write "Phil Kane" on the memo line or donate online at www.paatc.org/donate.

And **Bob Janotte** of MPS Enterprises passed away on May 5. Long a fixture in the perishable food industry, Bob had been slowed down in recent years, but still was seen out at various trade shows and customer lobbies. He had moved from his longtime home on Long Island to eastern Pennsylvania to be nearer to his grandchildren. He is survived by his wife **Linda** and his two sons and a daughter as well as the four grand kids. Contributions in his memory may be made to St. Jude's Children Research Hospital, 501 St. Jude Place Memphis, TN 38105 or to Make A Wish Foundation, 5 Valley Square, Suite 210 Blue Bell, PA 19422. May their souls rest in peace.

As always you can reach me at 201.250.2217 or kevin@foodtradenews.com.

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Metro New York Market Leaders:

ShopRite Strengthens Grip In $62.3B Market; Alternate Channels Continue To Add Share

- Alternates Share Now 32.9%
- CVS Passes Walgreens
- Bayonne Opening Helps Costco
- Stop & Shop Set To Buy KK
- Target Adds To Urban Base

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	ShopRite (Price Rite)	173	$10,862.30	17.44%	166	$10,540.90	17.33%
2	Stop & Shop	209	$7,798.90	12.52%	211	$7,973.47	13.14%
3	Krasdale	541	$4,018.46	6.45%	543	$3,985.77	6.57%
4	Costco	38	$3,682.40	5.91%	37	$3,541.30	5.84%
5	CVS+	727	$3,666.50	5.89%	699	$3,490.80	5.75%
6	Walgreens (Duane Reade)	518	$3,612.50	5.80%	530	$3,634.20	5.99%
7	Key Food	265	$2,803.80	4.50%	259	$2,732.24	4.50%
8	Walmart	71	$2,216.10	3.56%	72	$2,230.10	3.68%
9	BJ's Wholesale Club	48	$2,172.50	3.49%	48	$2,161.40	3.56%
10	Rite Aid	428	$1,853.00	2.98%	461	$1,974.70	3.26%
11	Target	88	$1,797.00	2.89%	86	$1,752.90	2.89%
12	Whole Foods	43	$1,672.60	2.69%	41	$1,634.10	2.69%
13	7-Eleven	753	$1,499.80	2.41%	696	$1,368.80	2.20%
14	ASG Stores	160	$1,424.40	2.29%	209	$1,839.90	3.03%
15	Acme Markets	60	$1,097.26	1.76%	62	$1,129.47	1.86%
16	Allegiance/Foodtown	78	$1,002.92	1.61%	75	$1,019.45	1.68%
17	Trader Joe's	38	$955.70	1.53%	36	$980.50	1.62%
18	Fairway Market	15	$819.40	1.32%	15	$835.10	1.38%
19	King Kullen (Wild By Nature)	37	$660.40	1.06%	37	$685.10	1.13%
20	Kings Food Markets (Balducci's)	28	$536.70	0.86%	29	$557.60	0.92%
		4318	**$54,152.64**	**86.96%**	**4312**	**$54,300.64**	**88.57%**

The chart above lists the top 20 retailers in the Metro New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties (boroughs) included are: Fairfield, Litchfield and New Haven in CT; Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex and Union in NJ; Bronx, Dutchess, Kings/Brooklyn, Manhattan, Nassau, Orange, Putnam, Queens, Richmond/Staten Island, Rockland, Suffolk and Westchester in NY.
Total food sales for the area are: $62.3 billion. ( ) Indicates another banner used by the company. Petroleum sales are not included. +Stand-alone CVS & in-Target pharmacies. Source: *Food Trade News*, June 2019

City of New York Supermarket Leaders:

Krasdale, Key Maintain Dominant 5-Borough Supers' Share In $12.8 Billion Diverse Market

- **Krasdale Share Now 21.1%**
- **Key Food Adds 10 Stores**
- **ASG Store Count Down Again**
- **Allegiance/Foodtown Still Growing**
- **Trader Joe's Adds 2 Units**

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Krasdale	348	$2,703.74	21.07%	354	$2,689.49	20.99%
2	Key Food	200	$2,109.60	16.44%	190	$1,998.92	15.60%
3	Stop & Shop	25	$1,059.24	8.25%	25	$1,068.85	8.34%
4	ASG Stores	114	$1,028.20	8.01%	146	$1,296.60	10.12%
5	Whole Foods	13	$687.00	5.35%	13	$703.80	5.49%
6	ShopRite	7	$550.50	4.29%	6	$507.20	3.96%
7	Fairway Market	8	$530.50	4.13%	8	$545.00	4.25%
8	Allegiance/Foodtown	40	$518.44	4.04%	36	$513.22	4.01%
9	Trader Joe's	11	$392.80	3.06%	9	$423.00	3.30%
10	Fine Fare Supermarkets	47	$282.05	2.20%	41	$177.40	1.43%
		813	**$9,862.07**	**76.84%**	**828**	**$9,923.48**	**77.67%**

The chart above lists the top 10 supermarket retailers in the City of New York market. Counties (boroughs) included are: Bronx, Dutchess, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included.

Total supermarket sales for the area are $ 12.8 billion.

Source: *Food Trade News*, June 2019

City of New York Market Leaders:

Krasdale, Key Food, Walgreens Control 36.45% Of $18.8 Billion 5-Borough Marketplace

- Alternates Share Up to 34.7%
- Krasdale Indies Control 14.4%
- Walgreens Drug Share Lead Dips
- Costco Per Store Vol.: $218M
- Target Adds 3 'Express' Units

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Krasdale	348	$2,703.74	14.41%	354	$2,689.49	14.24%
2	Key Food	200	$2,109.60	11.24%	190	$1,998.92	10.25%
3	Walgreens (Duane Reade)	251	$2,027.60	10.80%	267	$2,090.70	11.07%
4	Costco	5	$1,090.90	5.81%	5	$1,063.40	5.63%
5	CVS+	166	$1,071.60	5.71%	140	$906.90	4.80%
6	Stop & Shop	25	$1,059.24	5.64%	25	$1,068.85	5.66%
7	ASG Stores	114	$1,028.20	5.48%	146	$1,296.60	6.87%
8	Rite Aid	172	$945.50	5.04%	175	$964.40	5.11%
9	Whole Foods	13	$687.00	3.66%	13	$703.80	3.73%
10	BJ's Wholesale Club	8	$573.00	3.05%	6	$438.40	2.32%
11	ShopRite	7	$550.50	2.93%	6	$507.20	2.69%
12	Target	20	$531.90	2.83%	17	$462.00	2.45%
13	Fairway Market	8	$530.50	2.83%	8	$545.00	2.89%
14	Allegiance/Foodtown	40	$518.44	2.76%	36	$513.22	2.72%
15	Trader Joe's	11	$392.80	2.09%	9	$423.00	2.24%
16	Fine Fare Supermarkets	47	$282.05	1.50%	41	$177.40	0.13%
17	7-Eleven	139	$281.50	1.50%	141	$283.80	1.50%
18	Food Bazaar	16	$260.26	1.39%	11	$184.86	0.98%
19	Western Beef	17	$201.21	1.07%	18	$206.70	1.09%
20	Morton Williams	16	$167.65	0.89%	14	$153.40	0.81%
		1623	**$17,013.19**	**90.64%**	**1622**	**$16,677.70**	**88.27%**

The chart above lists the top 20 retailers in the City of New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties (boroughs) included are: Bronx, Dutchess, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $18.8 billion.

Source: *Food Trade News*, June 2019

Long Island Supermarket Leaders:

ShopRite Posts Gains Against Supers Leader Stop & Shop In Evolving $6 Billion LI Marketplace

- Stoppie Share Dips, Cap-Ex Coming
- 3 New Stores Boost ShopRite
- KK Awaits FTC OK For S&S Deal
- Lidl Enters LI With Best Markets Buy
- Krasdale New Units Boost Sales

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Stop & Shop	51	2010.91	33.52%	51	$2,107.97	35.25%
2	ShopRite	16	951	15.85%	13	$818.00	13.68%
3	King Kullen (Wild By Nature)	37	660.4	11.01%	37	$685.10	11.49%
4	Krasdale	74	454.69	7.58%	66	$420.33	7.03%
5	Key Food	27	326.1	5.44%	28	$340.96	5.70%
9	Lidl	24	324.1	5.40%	23	$317.26	5.27%
7	ASG Stores	22	185.1	3.09%	32	$257.40	4.30%
8	Trader Joe's	7	185.1	3.09%	7	$182.60	3.05%
9	Uncle Giuseppe's	6	104.6	1.74%	6	$104.50	1.75%
10	Whole Foods	4	125	2.08%	3	$100.10	1.67%
		268	**5327**	**88.79%**	**266**	**$5,334.22**	**89.21%**

The chart above lists the top 10 supermarket retailers in the Long Island market. Counties included are: Nassau and Suffolk in NY. ( ) Indicates another banner used by the company. Petroleum sales are not included.
Total supermarket sales for the area are $6 billion.

Source: *Food Trade News*, June 2019

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Long Island Market Leaders:

Stoppie Keeps Commanding LI Lead; Pending KK Sale, Lidl-Best Markets Deal To Alter Landscape

- Alternates Share Rises To 41%
- With Pending KK Buy, S&S To Grow
- ShopRite Makes Biggest Gains
- 19 Club Stores Grab 13.5%
- 7-Eleven Adds Units, Tops C-Stores

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Stop & Shop	51	$2,010.91	19.88%	51	$2,107.97	21.02%
2	ShopRite	16	$951.00	9.40%	13	$818.00	8.16%
3	Costco	8	$801.20	7.92%	8	$778.10	7.76%
4	CVS+	145	$727.90	7.20%	142	$701.70	7.00%
5	King Kullen (Wild By Nature)	37	$660.40	6.53%	37	$685.10	6.83%
6	7-Eleven	281	$570.80	5.64%	257	$518.10	5.17%
7	BJ's Wholesale Club	11	$566.30	5.60%	11	$557.80	5.56%
8	Walmart	13	$500.00	4.94%	13	$495.20	4.94%
9	Krasdale	74	$454.69	4.49%	66	$420.33	4.19%
10	Target	17	$404.70	4.00%	17	$405.90	4.05%
11	Key Food	27	$326.10	3.22%	28	$340.96	3.40%
12	Lidl	24	$324.10	3.20%	23	$317.26	3.29%
13	Walgreens (Duane Reade))	48	$288.10	2.85%	48	$284.40	2.84%
14	Rite Aid	64	$286.00	2.83%	68	$304.10	3.03%
15	ASG Stores	22	$185.10	1.83%	32	$257.40	2.57%
16	Trader Joe's	7	$185.10	1.83%	7	$182.60	1.82%
17	Whole Foods	4	$125.00	1.24%	3	$100.10	1.00%
18	Uncle Giuseppe's	6	$104.60	1.03%	6	$104.50	1.04%
19	Stew Leonard's	2	$98.10	0.97%	2	$98.00	0.98%
20	Fairway Market	2	$97.80	0.97%	2	$98.50	0.98%
		859	**$9,667.90**	**95.57%**	**834**	**$9,576.37**	**95.50%**

The chart above lists the top 20 retailers in the Long Island market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $10.1 billion.

Source: *Food Trade News*, June 2019

NEW YORK COUNTY SHARE OF MARKET: 2019

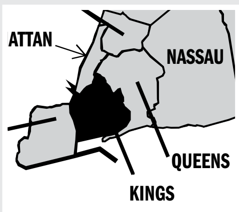
Total sales for those New York counties included in the study are $35.68 billion

BRONX COUNTY ($2.84 billion)

- Population 1,471,160
- # of households 495,356
- Median income $36,593
- Under 18 .... 24.9%
- Over 65 .... 12.3%
- Female 52.8%
- White 9.2%
- Black.................................. 43.7%
- Hispanic 56.2%
- Asian.................................. 4.5%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (C Town/Bravo/Shop1/Mkt Fresh)	87	$718.70	25.32%
2	Key Food	37	$348.20	12.27%
3	ASG (Associated/Compare/Met/Pioneer)	30	$263.70	9.29%
4	Rite Aid	36	$195.70	6.90%
5	Stop & Shop	5	$181.25	6.39%
6	BJ's Wholesale Club	2	$128.70	4.53%
7	Walgreens (Duane Reade)	17	$114.20	4.02%
8	Allegiance/Foodtown	11	$113.65	4.00%
9	Fine Fare Supermarkets	18	$109.72	3.87%
10	CVS+	14	$79.40	2.80%
11	Target	3	$76.70	2.70%
12	Western Beef	6	$62.40	2.20%
13	Food Bazaar	4	$52.00	1.83%
14	ShopRite	1	$42.30	1.49%
15	Kmart	2	$34.10	1.20%
16	Aldi	3	$24.70	0.87%
17	Morton Williams	2	$18.20	0.64%
18	7-Eleven	8	$15.90	0.56%
		286	**$2,579.52**	**90.89%**

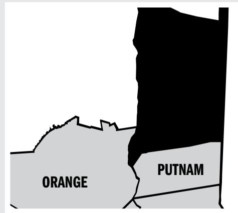
BROOKLYN ($4.5 billion)



- Population 2,648,771
- # of households 944,650
- Median income $52,782
- Under 18 .... 22.9%
- Over 65 .... 13.5%
- Female 52.6%
- White 36.1%
- Black.................................. 34.3%
- Hispanic 19.1%
- Asian.................................. 12.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (CTwn/Bravo/Aim/Shop1/ShopSmt/MktFresh)	95	$721.02	16.01%
2	Key Food	63	$630.00	13.99%
3	ASG (Associated/Compare/Met/Pioneer)	39	$397.80	8.83%
4	Rite Aid	53	$305.40	6.78%
5	BJ's Wholesale Club	3	$236.80	5.26%
6	Costco	1	$223.40	4.96%
7	Walgreens (Duane Reade)	47	$197.50	4.39%
8	Allegiance/Foodtown	13	$193.37	4.29%
9	CVS+	31	$186.20	4.13%
10	Stop & Shop	4	$177.15	3.93%
11	Target	6	$147.30	3.27%
12	ShopRite	2	$144.80	3.22%
13	Whole Foods	3	$128.70	2.86%
14	Food Bazaar	6	$125.06	2.78%
15	Fairway Market	2	$108.70	2.41%
16	Trader Joe's	2	$70.40	1.56%
17	America's Food Basket	15	$65.99	1.47%
18	7-Eleven	28	$54.90	1.22%
19	Western Beef	5	$50.70	1.13%
20	Fine Fare Supermarkets	8	$41.81	0.93%
21	Aldi	2	$24.30	0.54%
22	Military Commissaries	1	$13.44	0.30%
		429	**$4,244.74**	**94.26%**

DUTCHESS COUNTY ($893.5 million)
(Includes Beacon, Hyde Park, Poughkeepsie)



- Population 295,568
- # of households 107,384
- Median income $75,585
- Under 18 .... 19.1%
- Over 65 .... 17.0%
- Female 50.3%
- White 71.4%
- Black.................................. 11.7%
- Hispanic 12.3%
- Asian.................................. 3.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	5	$231.43	25.90%
2	ShopRite	3	$155.20	17.37%
3	Hannaford	3	$104.00	11.64%
4	Walmart (SuperCenter)	1	$64.50	7.22%
5	CVS+	13	$49.80	5.57%
6	BJ's Wholesale Club	1	$37.40	4.19%
7	Sam's Club	1	$34.10	3.82%
8	Price Chopper	1	$33.80	3.78%
9	Acme Markets	2	$32.51	3.64%
10	Rite Aid	9	$30.90	3.46%
11	Adam's Fairacre Farms	2	$30.20	3.38%
12	Allegiance/Foodtown	2	$20.69	2.32%
13	Walgreens	4	$17.80	1.99%
14	Target	1	$15.70	1.76%
15	Aldi	1	$9.10	1.02%
16	Cumberland Farms	4	$7.90	0.88%
17	IGA	2	$6.50	0.73%
18	Key Food	1	$6.10	0.68%
19	7-Eleven	1	$1.90	0.21%
20	XtraMart	1	$1.82	0.20%
		58	**$891.35**	**99.76%**

MANHATTAN ($5.15 billion)

- Population 1,664,727
- # of households 758,345
- Median income $79,781
- Under 18 .... 14.4%
- Over 65 .... 16.0%
- Female 52.6%
- White 26.1%
- Black.................................. 17.9%
- Hispanic 3.4%
- Asian.................................. 13.0%

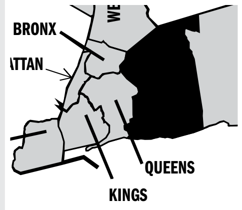
Rank	Company	Stores	Sales (in millions)	% of Market
1	Walgreens (Duane Reade)	130	$1,247.50	24.23%
2	Whole Foods	10	$558.30	10.84%

See NEW YORK COUNTY SHARE on page 94

NEW YORK COUNTY SHARE OF MARKET: 2019

Continued from page 93

3	Krasdale (AIM/C Town/Bravo/Stop1/Mkt Fresh)	58	$441.38	8.57%
4	CVS+	57	$394.80	7.67%
5	Fairway Market	5	$362.70	7.04%
6	Key Food	25	$321.10	6.24%
7	Costco	1	$250.60	4.87%
8	Trader Joe's	7	$234.30	4.55%
9	Rite Aid	27	$158.70	3.08%
10	ASG (Associated/Compare/Met/Pioneer)	21	$157.30	3.06%
11	Target	5	$150.40	2.92%
12	Morton Williams	14	$149.45	2.90%
13	Gristede's	23	$139.17	2.70%
14	Fine Fare Supermarkets	14	$99.58	1.93%
15	7-Eleven	42	$86.80	1.69%
16	Allegiance/Foodtown	6	$79.32	1.54%
17	D'Agostino's	10	$77.94	1.51%
18	Kmart	2	$32.30	0.63%
19	Western Beef	1	$20.80	0.40%
20	Aldi	1	$18.20	0.35%
21	America's Food Basket	2	$14.82	0.29%
22	Lidl	1	$13.10	0.25%
23	Circle K	1	$2.50	0.05%
		463	**$5,011.06**	**97.32%**



NASSAU COUNTY ($4.95 billion)
(Includes Great Neck, Hempstead, Mineola)

- Population 1,369,514
- # of households 444,136
- Median income $105,744
- Under 18 .... 21.6%
- Over 65 .... 17.4%
- Female 51.4%
- White 59.9%
- Black................................... 1.9%
- Hispanic 17.2%
- Asian................................. 10.1%

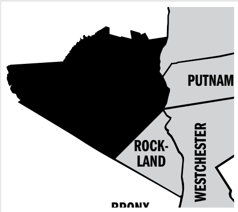
1	Stop & Shop	23	$921.51	18.62%
2	CVS+	74	$435.60	8.80%
3	ShopRite	6	$429.60	8.68%
4	BJ's Wholesale Club	6	$319.70	6.46%
5	Costco	3	$308.50	6.23%
6	Walmart (Neighborhood Market)	6	$265.40	5.36%
7	King Kullen	14	$265.20	5.36%
8	Key Food	20	$254.30	5.14%
9	7-Eleven	122	$246.20	4.98%
10	Krasdale (AIM/C Town/Bravo/Stop1/Mkt Fresh)	30	$239.13	4.83%
11	Target	7	$182.30	3.68%
12	Walgreens	26	$162.90	3.29%
13	Trader Joe's	5	$136.30	2.75%
14	Lidl	10	$132.40	2.68%
15	Rite Aid	26	$117.50	2.37%
16	Fairway Market	2	$97.80	1.98%
17	ASG (Associated/Compare/Met/Pioneer)	9	$83.40	1.69%

See **NEW YORK COUNTY SHARE** on page 95

NEW YORK COUNTY SHARE OF MARKET: 2019

Continued from page 94

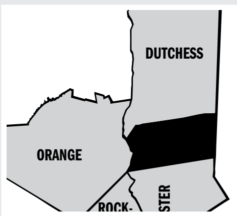
18	Whole Foods	2	$71.60	1.45%
19	Uncle Giuseppe's	3	$56.60	1.14%
20	Stew Leonard's	1	$47.00	0.95%
21	Western Beef	4	$46.80	0.95%
22	Allegiance/Foodtown	5	$38.45	0.78%
23	IGA	2	$17.42	0.35%
24	Kings Food Markets	1	$15.80	0.32%
25	America's Food Basket	3	$12.48	0.25%
26	Fine Fare Supermarkets	1	$7.80	0.16%
27	Circle K	3	$7.30	0.15%
28	Cumberland Farms	2	$3.70	0.07%
29	Military Commissaries	1	$3.56	0.07%
30	Quick Chek	1	$2.30	0.05%
		418	**$4,928.55**	**99.59%**



ORANGE COUNTY ($1.25 billion)
(Includes Middletown, Port Jervis, Newburgh)

- Population 382,226
- # of households 126,460
- Median income $75,146
- Under 18 .... 25.5%
- Over 65 .... 13.6%
- Female 49.8%
- White 64.1%
- Black.................................. 12.6%
- Hispanic 20.6%
- Asian................................... 2.9%

1	ShopRite	8	$397.50	31.84%
2	Walmart (SuperCenter)	3	$194.70	15.59%
3	Price Chopper	4	$148.20	11.87%
4	Hannaford	4	$106.60	8.54%
5	Stop & Shop	3	$77.38	6.20%
6	Target	4	$57.20	4.58%
7	CVS+	13	$56.40	4.52%
8	Rite Aid	13	$36.80	2.95%
9	BJ's Wholesale Club	1	$31.60	2.53%
10	Walgreens	3	$24.60	1.97%
11	Allegiance/Foodtown	2	$22.02	1.76%
12	Cumberland Farms	9	$17.40	1.39%
13	Quick Chek	8	$15.80	1.27%
14	Aldi	2	$15.60	1.25%
15	Military Commissaries	1	$13.99	1.12%
16	Adam's Fairacre Farms	1	$12.50	1.00%
17	Save-A-Lot	2	$11.60	0.93%
		81	**$1,239.89**	**99.30%**



PUTNAM COUNTY ($220.4 million)
(Includes Brewster, Carmel, Mahopac)

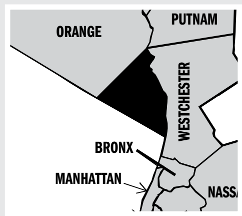
- Population 99,323
- # of households 34,316
- Median income $99,608
- Under 18 .... 20.0%
- Over 65 .... 16.7%
- Female 50.0%
- White 78.6%
- Black.................................... 3.6%
- Hispanic 15.1%
- Asian.................................... 2.3%

1	Acme Markets	3	$50.74	23.02%
2	ShopRite	1	$49.80	22.60%
3	Rite Aid	4	$46.50	21.10%
4	Krasdale (AIM)	2	$19.57	8.88%
5	CVS	2	$10.80	4.90%
6	Allegiance/Foodtown	1	$10.55	4.79%
7	IGA	1	$5.72	2.60%
8	America's Food Basket	1	$4.68	2.12%
9	Key Food	1	$2.60	1.18%
10	XtraMart	1	$2.60	1.18%
		17	**$203.56**	**92.36%**

QUEENS COUNTY ($4.92 billion)

- Population 2,358,582
- # of households 777,904
- Median income $62,008
- Under 18 .... 20.1%
- Over 65 .... 15.0%
- Female 51.5%
- White 25.0%
- Black.................................. 20.5%
- Hispanic 28.0%
- Asian.................................. 27.1%

1	Krasdale (CTwn/AIM/Bravo/MktFrsh/ShopSmt/Stop1)	95	$747.09	15.18%
2	Key Food	67	$725.80	14.75%
3	Stop & Shop	11	$439.62	8.93%
4	Walgreens	45	$396.70	8.06%
5	Costco	2	$380.50	7.73%
6	CVS+	44	$302.40	6.14%
7	Rite Aid	53	$271.60	5.52%
8	BJ's Wholesale Club	3	$207.50	4.22%
9	ASG (Associated/Compare/Met/Pioneer)	22	$196.30	3.99%
10	Allegiance/Foodtown	9	$115.52	2.35%
11	Target	4	$113.20	2.30%
12	7-Eleven	49	$99.80	2.03%
13	Food Bazaar	6	$83.20	1.69%
14	Fairway Market	1	$59.10	1.20%
15	Western Beef	3	$53.53	1.09%
16	ShopRite	1	$51.10	1.04%
17	Trader Joe's	1	$50.20	1.02%
18	America's Food Basket	8	$42.90	0.87%
19	Fine Fare Supermarkets	7	$30.94	0.63%
20	IGA	2	$26.00	0.53%
21	Lidl	1	$16.60	0.34%
22	Aldi	1	$15.60	0.32%
		435	**$4,425.20**	**89.92%**



ROCKLAND COUNTY ($1.0 billion)
(Includes New City, Nyack, Suffern)

- Population 328,868
- # of households 99,935
- Median income $88,571
- Under 18 .... 27.9%
- Over 65 .... 15.5%
- Female 51.0%
- White 62.7%
- Black.................................. 13.3%
- Hispanic 18.0%
- Asian.................................... 6.5%

1	ShopRite	6	$413.70	41.20%
2	Stop & Shop	5	$123.98	12.35%
3	Costco	1	$118.70	11.82%

See **NEW YORK COUNTY SHARE** on page 97

TAKING STOCK

From page 72

ate a significant balance sheet red mark – spoiler alert: UNFI's stock price was at $8.23 on June 26 per share, at least a 50 year low for the company. A year ago, it was $42.66. In the end, the bungled process could also result in UNFI selling fewer stores at lower prices than they anticipated.

Yeah, it's been pretty much of a poopshow for UNFI since it overpaid for Supervalu last October and the Shoppers' sales mirrors the same illogical path that these clowns have followed from the outset.

'Round The Trade

Erik Keptner, one of the brightest people in the entire food biz and also a former Ahold USA executive, has left Wakefern and will join Rite Aid as its senior VP-marketing and merchandising effective June 24. Keptner, who cut his teeth at Giant/Martin's and later became EVP-marketing at Ahold USA, joined Wakefern last July as senior VP-marketing, the first key move made by Wakefern EVP Chris Lane, who is seen by many as the future successor to Wakefern president and COO Joe Sheridan. Keptner assured me his seemingly abrupt departure from the Keasbey, NJ-based co-op was not performance related, but a personal issue that caused the need for him to return to his native Central PA. Obviously, Keptner's got a supreme challenge to help improve Rite Aid, which just in the last six months, has forced the exit of its longtime chairman and CEO (John Standley), named a new chairman (Bruce Bodaken), been temporarily delisted from the New York Stock Exchange and continues to post poor sales and earnings. A search is currently ongoing to replace Standley. Erik's a supremely talented guy who will undoubtedly help the Camp Hill, PA-based drug chain. The problem is that Rite Aid needs about five Keptner-like executives to move the needle significantly forward. We wish him well in his new endeavor. Here are two more Ahold connections: James McCann, former Ahold USA COO from 2013-2016, has emerged from retirement and will join the board of directors of Deliv, which calls itself a "last mile delivery solutions" organization. Deliv, based in Menlo Park, CA, currently operates in 35 markets and works with about 5,000 businesses. McCann will be an asset to the seven-year old startup, providing hands-on industry knowledge and one of the biggest brains in the grocery industry. He's also a recent author having scribed "Startups and the Tech Revolution: An Essential Guide" last August. And Walt Lentz, who joined Ahold USA in 2009 as senior VP-supply chain and became acting CEO and chief supply chain officer for its Peapod unit in 2016, has joined Grand Rapids, MI-based wholesaler/retailer Spartan Nash as president of food distribution...two other retail executives we want to give a shout out to: John Grimes and Bob Gleeson. Grimes will be retiring from Weis Markets as its VP-meat/deli/seafood later this month, after 11 years with the Sunbury, PA-based merchant and more than 35 years in the grocery biz. John Grimes is a pro's pro, admired for his intelligence, work ethic, industry knowledge and people skills. And early next month, Gleeson will join Weis as VP-fresh merchandising and will head all of the regional chain's fresh operations. Gleeson had been president of Shoppers Food & Pharmacy until resigning last year. Bob is one of the best-liked executives in the Balt-Wash area, having been with Shoppers for more than 30 years. And he should do well in his new post, having spent most of his career on the merchandising side of the business. Gleeson also worked with Weis COO Kurt Schertle for many years when they toiled at Shoppers...more news from central PA: Giant/Martin's continued its "infill" strategy when it acquired successful one-store retailer Ferguson & Hassler, which has serviced the Quarryville, PA (Lancaster County) community since 1916. The store reopened June 28 as a Giant and joins other small batch purchases made by the Ahold Delhaize USA brand over the past eight months including Darrenkamp's (one store) and Shop 'n Save (five stores) ...another retailer with 19 stores in Central PA, Grocery Outlet (GO), launched its IPO on June 20 and the early results were impressive (not unusual for a new issue). The Emeryville, CA-based discount merchant's stock price spiked to $34.58 per share (on June 26), well above the opening price of $22 per share (which in itself was an increase from the projected debut price of $15 to $19 per share). GO's sales were $2.3 billion in 2018 it currently has about $850 million in debt on its books which it is hoping to reduce to $610 million with the public offering. Current owners, PE investor Hellman & Fried-

TAKING STOCK continues on page 124

NEW YORK COUNTY SHARE OF MARKET: 2019

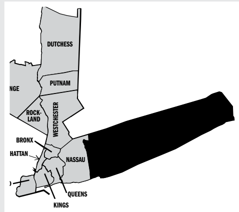
Continued from page 95

4	CVS+	10	$50.60	5.04%
5	BJ's Wholesale Club	1	$40.90	4.07%
6	Fairway Market	1	$39.20	3.90%
7	Target	2	$36.60	3.65%
8	Krasdale (AIM/Bravo)	4	$35.60	3.55%
9	Walgreens	5	$30.00	2.99%
10	Key Food	2	$29.10	2.90%
11	ASG (Associated/Compare/Met/Pioneer)	2	$21.60	2.15%
12	Walmart	1	$18.10	1.80%
13	7-Eleven	9	$17.60	1.75%
14	Aldi	1	$9.10	0.91%
15	Allegiance/Foodtown	1	$7.85	0.78%
16	Rite Aid	1	$3.70	0.37%
17	America's Food Basket	1	$3.64	0.36%
		53	**$999.97**	**99.59%**

STATEN ISLAND ($1.36 billion)

- Population 479,458
- # of households 166,150
- Median income $76,244
- Under 18 .... 21.9%
- Over 65 .... 15.8%
- Female 51.5%
- White 60.9%
- Black................................. 11.8%
- Hispanic 18.6%
- Asian.................................. 9.5%

1	ShopRite	3	$312.30	23.00%
2	Stop & Shop	5	$261.22	19.24%
3	Costco	1	$236.40	17.41%
4	CVS+	20	$108.80	8.01%
5	Key Food	8	$84.50	6.22%
6	Krasdale (Shop Smt/Mkt Fresh/Stop1)	13	$75.55	5.56%
7	Walgreens	12	$71.70	5.28%
8	Target	2	$44.30	3.26%
9	Trader Joe's	1	$37.90	2.79%
10	7-Eleven	12	$24.10	1.78%
11	Allegiance/Foodtown	1	$16.58	1.22%
12	Rite Aid	3	$14.10	1.04%
13	Western Beef	2	$13.78	1.01%
14	ASG Stores	2	$13.10	0.96%
15	Lidl	1	$8.50	0.63%
		86	**$1,322.83**	**97.43%**



SUFFOLK COUNTY ($5.17 billion)
(Includes Amityville, Riverhead, Southampton)

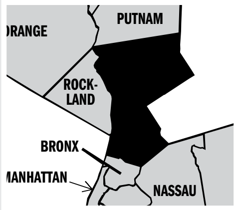
- Population 1,492,953
- # of households 489,328
- Median income $92,838
- Under 18 .... 21.4%
- Over 65 .... 16.4%
- Female 50.7%
- White 67.5%
- Black.................................. 8.6%
- Hispanic 19.5%
- Asian.................................. 4.2%

1	Stop & Shop	28	$1,089.40	21.08%
2	ShopRite	10	$521.40	10.09%
3	Costco	5	$492.70	9.53%
4	King Kullen (Wild By Nature)	23	$395.20	7.65%
5	7-Eleven	159	$324.60	6.28%
6	CVS+	71	$292.30	5.66%
7	BJ's Wholesale Club	5	$246.60	4.77%
8	Walmart	7	$234.60	4.54%
9	Target	10	$222.40	4.30%
10	Krasdale (AIM/CTown/Bravo/Stop1/Mkt Fresh)	44	$215.56	4.17%
11	Lidl	14	$191.70	3.71%
12	Rite Aid	38	$168.50	3.26%
13	Walgreens	22	$125.20	2.42%
14	ASG (Associated/Compare/Met/Pioneer)	13	$101.70	1.97%
15	IGA	11	$78.62	1.52%
16	Key Food	7	$71.80	1.39%
17	Whole Foods	2	$53.40	1.03%
18	Stew Leonard's	1	$51.10	0.99%
19	Aldi	6	$49.40	0.96%
20	Trader Joe's	2	$48.80	0.94%
21	Uncle Giuseppe's	3	$48.00	0.93%
22	Sam's Club	1	$38.20	0.74%
23	Kmart	3	$35.70	0.69%
24	Food Bazaar	1	$32.50	0.63%
25	The Fresh Market	1	$15.50	0.30%
26	Fine Fare Supermarkets	2	$10.40	0.20%
27	Cumberland Farms	4	$7.30	0.14%
28	Quick Chek	2	$4.10	0.08%
29	America's Food Basket	1	$2.60	0.05%
		496	**$5,169.28**	**100.04%***

See NEW YORK COUNTY SHARE on page 98

NEW YORK COUNTY SHARE OF MARKET: 2019

Continued from page 97



WESTCHESTER COUNTY ($3.43 billion) (Includes New Rochelle, White Plains, Yonkers)

- Population 980,244
- # of households 345,885
- Median income $89,968
- Under 18 .... 22.2%
- Over 65 .... 16.6%
- Female 51.5%
- White 53.4%
- Black 16.5%
- Hispanic 24.9%
- Asian 6.5%

1	Stop & Shop	15	$673.40	19.65%
2	ShopRite	10	$597.20	17.42%
3	Costco	3	$349.50	10.20%
4	CVS+	58	$333.40	9.73%
5	Krasdale (CTwn/AIM/ShopSmt/MktFresh/Stop1)	32	$219.01	6.39%
6	Acme Markets	12	$195.70	5.71%
7	Whole Foods	4	$162.40	4.74%
8	Stew Leonard's	1	$97.20	2.84%
9	BJ's Wholesale Club	2	$92.00	2.68%
10	Walgreens (Duane Reade)	15	$89.10	2.60%
11	Trader Joe's	3	$76.70	2.24%
12	Target	3	$70.80	2.07%
13	Sam's Club	1	$69.70	2.03%
14	Allegiance/Foodtown	7	$68.20	1.99%
15	Key Food	6	$50.90	1.49%
16	Fairway Market	1	$45.10	1.32%
17	Walmart	1	$35.80	1.04%
18	ASG (Associated/Compare/Met/Pioneer)	3	$33.40	0.97%
19	Rite Aid	8	$26.30	0.77%
20	Kings Food Markets	2	$25.70	0.75%
21	7-Eleven	11	$22.70	0.66%
22	Food Bazaar	1	$20.80	0.61%
23	The Fresh Market	1	$16.20	0.47%
24	Western Beef	1	$9.10	0.27%
25	America's Food Basket	2	$7.82	0.23%
26	Save-A-Lot	1	$4.90	0.14%
27	IGA	1	$3.12	0.09%
		205	**$3,396.15**	**99.09%**

( ) Name in parentheses indicates another banner used by the company.
+Stand-alone CVS and in-Target pharmacies.
*Combined retailer sales exceed 100% due to spill-in from other areas. Because of consumers purchasing items in one county by residing in an adjacent one, or due to tourist traffic, leakage can occur. County food sales are formulated from population and annual expenditure of county residents.

Source: *Food Trade News*, June 2019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DELAWARE COUNTY SHARE OF MARKET: 2019

Total sales for the one Delaware county included in the study are $1.76 billion.

NEW CASTLE COUNTY ($1.76 billion)
(Includes New Castle, Wilmington)

- Population 559,793
- # of households 202,654
- Median income $68,336
- Under 18 .... 21.7%
- Over 65 .... 15.1%
- Female 51.5%
- White 57.4%
- Black................................. 25.8%
- Hispanic 10.0%
- Asian.................................. 5.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	7	$323.60	18.42%
2	Acme Markets	13	$316.77	18.03%
3	Wawa	28	$217.98	12.41%
4	Walgreens	40	$187.50	10.67%
5	BJ's Wholesale Club	3	$113.90	6.48%
6	Super G	3	$82.69	4.71%
7	Walmart (SuperCenter)	3	$75.20	4.28%
8	Rite Aid	22	$62.50	3.56%
9	CVS+	12	$52.30	2.98%
10	Food Lion	6	$48.80	2.78%
11	Target	2	$38.70	2.20%
12	Costco	1	$35.30	2.01%
13	7-Eleven	14	$26.20	1.49%
14	Safeway	1	$21.85	1.24%
15	Save-A-Lot	4	$21.70	1.24%
16	Fas-Marts	13	$18.20	1.04%
17	Trader Joe's	1	$15.90	0.91%
18	Royal Farm Stores	7	$14.30	0.81%
19	Dash-In	8	$13.90	0.79%
20	Kmart	2	$11.20	0.64%
21	Great Valu	1	$9.40	0.54%
22	Lidl	1	$7.20	0.41%
23	IGA	1	$7.02	0.40%
24	Aldi	1	$6.80	0.39%
25	Circle K	2	$3.70	0.21%
		196	**$1,732.61**	**98.62%**

( ) Name in parentheses indicates another banner used by the company.

+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2019

From page 21

not as robust as in other areas of the state and most merchants understand the demographic challenges of adding new stores in the $3.36 billion marketing area. Weis' lead over Walmart remained sizeable (21.02 percent vs. 14.20 percent). Also a factor in the market is the presence of 44 independent supermarkets supplied by wholesale C&S which are present in virtually every county in NEPA. IGA independent retailers, supplied by wholesaler Bozzuto's, operate another six stores in the territory. Competitive gridlock certainly exists in Northeast Pennsylvania with an extra dose of shrinking overall population and few millennials, Gen Xers and Gen Yers than in any other market we review.

Central Pennsylvania

It was also a pretty quiet year in Central Pennsylvania if you exclude Lancaster County. But that would be hard to do since the easternmost county in the region accounts for 25 percent of the region's population and is the only county in the eight-county area that is growing. Ah yes, Lancaster County, where Wegmans and Whole Foods both opened new stores during the past 12 months. Giant/Martin's, the overwhelming Central PA market leaders for nearly 30 years, also opened two new facilities in Lancaster. Independents Darrenkamp's and Ferguson & Hassler both surrendered and there could be other independent victims in an area where indies once thrived. Other than that, the market was pretty stable with the top three merchants – Giant/Martin's, Weis and Walmart - not opening any new stores over the past year. Still, the big three control more than 52 percent of the $5.8 billion marketing area.

How We Do It?

This is the 41st year that we have published a food and drug sales market study for one the largest regions in the U.S. All of us at Best-Met Publishing are very proud of producing the only market study of its kind that comprehensively breaks out sales and share for all classes of trade that sell food and drug, on a county-by-county basis. The methodology of constructing Food Trade News' annual market reference resource involves more elbow grease than creativity.

In February, we begin to collect and update our store lists from all of the retailers involved in the study. We compare these lists to those from previous years on a county-by-county basis. The 12-month measuring period we analyzed runs from April 1, 2018 through March 31, 2019.

To qualify for inclusion in the study, supermarkets must operate at least two stores, and convenience stores must have at least 20 corporate units (although not necessarily all in this region). We do not include the sales of petroleum products for c-stores, club units or mass merchants, nor are we measuring fuel sales from supermarkets that sell gas. Additionally, drug retailers must have at least five stores to make the study. All club stores are included, as are limited assortment stores (Aldi, Lidl, Save-A-Lot, PriceRite), military commissaries, Kmart, Walmart and Target.

In early April, after the 12-month measuring period has ended, we check back with all retailers in the study for late-breaking openings, closings, sales or acquisitions.

We then contact the retailers again, directly asking them to provide us with specific information on a county-by-county basis. Our batting average with supermarkets remains greater than 90 percent in collecting this data.

For the c-stores, clubs, drug chains and mass merchandisers, our success rate is about 80 percent. Sales data for military commissaries is publicly available.

For retailers that will not give us their volumes directly, we employ a number of sources: former and present employees, vendors familiar with specific accounts and outside consultants. We use consultants primarily in collecting data about the mass and club channels. Our volume factoring system includes total sales produced by supermarkets, as well as 100 percent of sales recorded by drug chains, military commissaries and convenience stores (again, excluding fuel).

For club stores and mass merchandisers, we extrapolate sales to include items similar to those that are sold in supermarkets. As we do almost every year, we make the necessary adjustments as it relates to sales extrapolations from alternate channels.

Our extrapolation breakouts for club stores (Costco, Sam's, and BJ's) include 65 percent of total sales.

In the mass segment, at Walmart's conventional "Division One" units, the extrapolated figure is 45 percent of total revenue. At its 100 SuperCenters (it opened one new combo unit in Mount Laurel, PA and expanded its North Brunswick, NJ store to a SuperCenter over the past 12 months), the extrapolation rate remains at 60 percent. The 160 conventional Target stores, which now all include grocery departments, have been extrapolated at a lower rate – 44 percent of total sales - since 2016 when Target sold its in-store pharmacies to CVS. For the purposes of this study, we have tallied both Target and CVS as separate entries in our store count totals although both banners operate from the same physical location. At Kmart, which continues to close stores and experience radical sales declines, we apply an extrapolation percentage of 36 percent.

If a store opened during the course of the year (but was not open for all 52 weeks) we annualize volumes based on a weekly average. For new replacement stores we apply a "blended" formula combining old store sales with new volumes achieved at the replacement. If a store closed during our measuring period, it is eliminated from our survey and no sales from that shuttered unit are included.

The market study is copyrighted by Best-Met Publishing Co., Inc., and any representation or other use of this study without the expressed permission of the publisher is prohibited.

Obviously, publishing a market study that requires such detail and focus can only be accomplished with a strong team effort. And we've got a great team – dedicated, intelligent and passionate.

Our team includes: Terri Maloney, VP-editorial director; Maria Maggio, VP-general manager of Food Trade News; Kevin Gallagher, VP-Metro New York and New England; Karen Fernandez, director of marketing/digital strategist; and Beth Pripstein, office and circulation manager.

And of course, as I do each year at this time, I offer a heartfelt salute to my retired partner Dick Bestany, who contributed so much to the success of Best-Met Publishing. And a special birthday shout out to Dick who turned 80 in the past month.

The person most integral to this issue is Terri Maloney, the orchestrator of the entire market study process from collecting data to providing the final set of proofreading "eyes." Deconstructing the entire study and then rebuilding it each year is a grinding, challenging process and Terri has been spearheading this detail-oriented effort for us for the past 30 years.

Additional praise is extended to our graphics partner, Electronic Ink, based in Leesburg, VA, and run by the creative and witty Matt Danielson, who is ably assisted by his skilled do-it-all associate Jenny Jones.

Props also go to the staff at Evergreen Printing, Bellmawr, NJ, particularly John Dreisbach, Mike McBain and Tanya Erickson, who not only allow us to maintain flexible deadlines, but always do it with smiles on their faces.

As for me, this is my 46th year reporting about the food industry. Forty-one of those years have been in the publisher's seat at Best-Met. Obviously, the business has changed dramatically during than span. However, the fundamentals for success remain very much intact.

There will always be an "old school" foundation to this business. Application of technology will help, and online shopping will continue to grow, but will never replace the still powerful presence of physical stores and the core fundamentals of consistent operations and creative merchandising remain very important.

Developing and maintaining a good culture also is vital and those companies that don't treat their employees with respect or who aren't good listeners simply won't succeed – as Amazon, Lidl and few others are learning, there's no magic pill that can make you a better merchant.

As for our business, it has changed too. In the past month we relaunched our website. The early reviews have been positive and encouraging and we encourage your feedback on what you'd like to see on foodtradenews.com. We're also focusing more on the strategic side of the business where the impact of new technological and digital opportunities can be felt more quickly.

So, we all march on and try to survive (and hopefully prosper). I promise to continue to do my part by reporting on what's relevant and important about this industry from my "inside baseball" perspective.

Our business has changed too. In the past month we relaunched our website, now called foodtradenews.com. We're also focusing more on the strategic side of the business where the impact of new technological and digital opportunities can be felt more quickly.

To our advertisers, thanks again for your continuing support – you are the lifeblood of our business. To our readers, we appreciate your loyalty and dedication.

Thanks,
Jeff Metzger

Jeff Metzger

Publisher

IN REVIEW: KEY FOOD

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	4	$41.60	$3,351.00	1.24%	4	$39.19	1.19%
CT	New Haven	1	$4.90	$3,000.00	0.16%	1	$4.94	0.16%
CT Recap: 5 stores with sales of $46.5 million. Total retail food sales for CT in the study: $7.07 billion. Key Food share of CT is 0.66%.								
NJ	Bergen	2	$10.00	$3,233.80	0.31%	3	$24.80	0.81%
NJ	Essex	5	$67.20	$1,993.60	3.37%	6	$69.65	3.72%
NJ	Hudson	4	$29.00	$1,399.80	2.07%	4	$30.30	2.33%
NJ	Middlesex	4	$30.00	$2,168.70	1.38%	6	$49.30	2.32%
NJ	Monmouth	1	$8.00	$2,284.30	0.35%	0	$0.00	0.00%
NJ	Passaic	5	$76.70	$1,236.20	6.20%	6	$88.96	7.94%
NJ	Somerset	1	$5.40	$1,247.30	0.43%	1	$5.17	0.44%
NJ	Union	1	$6.60	$1,706.40	0.39%	1	$6.51	0.41%
NJ Recap: 23 stores with sales of $232.9 million. Total retail food sales for NJ in the study: $27.55 billion. Key Food share of NJ is 0.84%.								
NY	Bronx	37	$348.20	$2,838.20	12.27%	33	$293.52	10.95%
NY	Brooklyn	63	$630.00	$4,503.20	13.99%	61	$625.30	13.76%
NY	Dutchess	1	$6.10	$893.50	0.68%	1	$6.14	0.70%
NY	Manhattan	25	$321.10	$5,148.80	6.24%	25	$321.00	6.48%
NY	Nassau	20	$254.30	$4,948.70	5.14%	19	$248.79	5.38%
NY	Putnam	1	$2.60	$220.40	1.18%	0	$0.00	0.00%
NY	Queens	67	$725.80	$4,921.20	14.75%	63	$672.10	13.85%
NY	Rockland	2	$29.10	$1,004.10	2.90%	1	$20.50	2.15%
NY	Staten Island	8	$84.50	$1,357.70	6.22%	8	$87.00	6.40%
NY	Suffolk	7	$71.80	$5,167.40	1.39%	9	$92.17	1.84%
NY	Westchester	6	$50.90	$3,427.40	1.49%	7	$46.90	1.37%
NY Recap: 237 stores with sales of $2.52 billion. Total retail food sales for NY in the study: $35.68 billion. Key Food share of NY is 7.08%.								
PA	Pike	1	$5.90	$111.10	5.31%	1	$5.86	5.08%
PA	Northampton	1	$4.00	$997.60	0.40%	0	$0.00	0.00%
PA Recap: 2 stores with sales of $9.9 million. Total retail food sales for PA in the study: $26.51 billion. Key Food share of PA is 0.04%.								

Mid-Atlantic Recap: 267 stores with sales of $2.81 billion annually. Mid-Atlantic retail food sales total: $98.61 billion.
Key Food Per Store Average: $10.54 million

Source: *Food Trade News*, June 2019


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From page 34

Pres.: Johannes Fieber
EVP/Chief Commercial Officer: Boudewijn Tiktak
Primary Supplier: Direct
FTN Stores: 33
FTN Vol.: $407.8 million

McCaffrey's Markets
2404 West Cabot Blvd.
Langhorne, PA 19047
Phone: (215) 752-9440
Fax: (215) 752-0667
Web: mccaffreys.com
Pres.: James J. McCaffrey III
COO: Fred Brohm
EVP: Jim McCaffrey IV
Primary Supplier: UNFI
FTN Stores: 6 (includes Simply Fresh)
FTN Vol.: $164.1 million

MOM's Organic Market
5566 Randolph Rd
Rockville, MD 20852
Phone: (301) 816-4944
Web: momsorganicmarket.com
CEO: Scott Nash
Primary Supplier: UNFI
FTN Stores: 3
FTN Vol.: $39 million

Morton Williams
15 E. Kingsbridge Rd.
Bronx, NY 10468
Phone: (718) 933-5910
Web: mortonwilliams.com
Co-Owners: Steven Sloan, Avi Kaner
Primary Supplier: Wakefern
FTN Stores: 17
FTN Vol.: $172.85 million

Murphy's Markets
381 Medford Tabernacle Rd.
Tabernacle, NJ 08088
Phone: (609) 268-8380
Web: murphysmarkets.com
Pres.: Ron Murphy
Primary Supplier: UNFI
FTN Stores: 3
FTN Vol.: $34.1 million

Price Chopper
461 Nott St.
Schenectady, NY 12308
Phone: (518) 355-5000
Web: pricechopper.com
Exec. Chairman: Neil M. Golub
CEO: Scott Grimmett
Primary Supplier: Direct
FTN Stores: 15 (includes Market 32)
FTN Vol.: $466.7 million

Redner's Markets Inc.
3 Quarry Rd.
Reading, PA 19605
Phone: (610) 926-3700
Web: rednersmarkets.com
Chairman/VP/SVP-Strategic Planning: Richard Redner
Pres/CEO: Ryan Redner
COO: Gary M. Redner
VP Procurement: Dan Eberhart
VP/General Counsel: Jason Hopp
VP-Finance: Michael McNaney
VP-Groc. Ops.: Frank Fiore
VP-Perishables: Gary O'Brien
VP-HR: Robert McDonough
VP-IT: Nicholas Hidalgo
Primary Supplier: UNFI
FTN Stores: 33
FTN Vol.: $734.2 million

Retail Marketing Group, LLC
755 Business Center Dr., Ste. 100
Horsham, PA 19044
Phone: (215) 293-9600
Fax: (215) 293-9608
Web: yourlocaliga.com
GM: Bill Gable
*This is the advertising and marketing arm that serves 24 independent retailers that operate in the Mid-Atlantic market under the IGA banner. They are supplied by Bozzuto's.

Safeway Eastern
Div. of Albertsons Cos.
4551 Forbes Blvd.
Lanham, MD 20706
Phone: (301) 918-6500
Web: safeway.com
Pres.: Tom Lofland
VP-Merch./Mktg.: Matthew Boyd
VPs-Retail Op.: Joe Perry
Dir.-Finance: Randy Weist
Dir.-HR: Stephanie Ridore
Dir.-Pharmacy: Greg Herr
Dir.-Mktg.: Kelly Boyd
Dir.-Distribution: Brian Schwartz
Dir.-Asset Mgmt.: Bob Rosato
GM-Dist./Procurement/QC: Tracey Bloedel
DMs: Ed Tippett, Bryan Caudle, Monica Shannon, Phil White, Lori Valenzuela, Theresa Farello
Sales Mgr.-Grocery: Pat Hildebrand
Sales Mgr.-Deli: Angie Marshall
Sales Mgr.-Bakery: Christine Hernandez
Sales Mgr.-Meat/Seafood: Mike Salisbury
Sales Mgr.-Produce: Ricardo Dimarzio
Sales Mgr.-Floral: Katie Vazquez
Sales Mgr.-GM/HBC: Mike Voss
Sales Mgr.-Liquor: Tim Ley
Sales Mgr.-Own Brands: Danielle Mulcare
Primary Supplier: Direct
FTN Stores: 1
FTN Vol.: $21.85 million

See **DIRECTORY** on page 135

TRADE CALENDAR

From page 22

September 25-26

EA Berg Associates will host the 9th annual BCRM Trade Show in Paramus, NJ. For more information, contact Rich Walters at richard.walters@eaberg.com.

October 1-2

C&S will hold its services expo at Valley Forge Casino in Valley Forge, PA.

October 2

The New Jersey Food Council will host its annual Good Government breakfast at Forsgate Country Club in Monroe Twp., NJ beginning at 8:30 a.m. For more information, go to www.njfoodcouncil.com.

October 2

The Eastern Produce Council will host a dinner at Met Life Stadium in New York, sponsored by Idaho Potato Commission and Avocados from Mexico. Cocktail hour begins at 6:00 p.m. followed by dinner at 7:00 p.m. To register, go to www.easternproducecouncil.com.

October 8-9

The Pennsylvania Food Merchant's Association will hold its 2019 fall legislative conference at the Radisson Hotel Harrisburg in Camp Hill, PA. For more information, go to www.pfma.org.

October 17-19

PMA's Fresh Summit will be held in Anaheim, CA. For more information, go to https://www.freshfrommexico.com/event/pma-fresh-summit-2019/.

October 24

The annual FIA Red Carpet banquet will be held at Glen Island Harbour Club in New Rochelle, NY. For more information, contact Ava Stone at 518.434.1916 or ava@fiany.com.

November 8-10

Mid-Atlantic Food Trade Organization's annual gala weekend honoring Jim Perkins and Acme Markets will be held at Oceans Hotel & Casino in Atlantic City, NJ. To register, go to www.mafto.org.


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weis markets
WEISMARKETS.COM

Inserra Supermarkets Raises Curtain On New 72,000 Square Foot Store In New Milford, NJ

Inserra Supermarkets held a grand opening for its newest store, a 72,000 square foot replacement unit in New Milford, NJ. Larry Inserra Jr. (c) of Inserra Supermarkets accepts congrats from Michael J. O'Donnell (l) of The Bellmullet Food & Beverage Group and Damon Riccio of ROI-NJ.

This trio on hand for the big day are Inserra Supermarkets' Carl Inserra (l), Mark Walker (c) and Tom Alvarez.

John Ramirez (l), Inserra Supermarkets' executive chef, is joined here by Inserra Supermarkets' CFO Rich Chamberlain.

Posing for photo in the new store's expansive prepared foods section and Inserra Grill are Inez Inserra (l) and Marie Inserra, Inserra's Supermarkets.

All smiles for the *Food Trade News* photographer are Ron Whiting (l) and Lindsey Inserra, Inserra Supermarkets.

Inserra Supermarkets president and COO Ron Onorato (2nd from r) is joined in this photo by his family (l-r) son Ron Jr. of L'Oreal, wife Mary and son Michael of Whisps.


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NEW JERSEY COUNTY SHARE OF MARKET: 2019

Total sales for those New Jersey counties included in the study are $27.55 billion

ATLANTIC COUNTY ($843.5 million) (Includes Atlantic City, Hammonton)

- Population 269,918
- # of households 100,660
- Median income $57,514
- Under 18 .... 21.5%
- Over 65 .... 17.3%
- Female 51.5%
- White 55.8%
- Black............................... 17.1%
- Hispanic 19.0%
- Asian................................ 8.7%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	5	$311.40	36.92%
2	Wawa	26	$148.33	17.59%
3	Acme Markets	4	$85.37	10.12%
4	Walmart (SuperCenter)	3	$60.70	7.20%
5	CVS+	15	$58.50	6.94%
6	Rite Aid	13	$47.30	5.61%
7	BJ's Wholesale Club	1	$27.40	3.25%
8	Sam's Club	1	$25.80	3.06%
9	Target	1	$18.60	2.21%
10	7-Eleven	7	$12.00	1.42%
11	Walgreens	2	$11.80	1.40%
12	Save-A-Lot	2	$11.20	1.33%
13	IGA	1	$9.36	1.11%
14	Tri-State Co-Op	1	$6.35	0.75%
15	Kmart	1	$6.10	0.72%
16	Allegiance/Foodtown	1	$3.98	0.47%
17	Circle K	2	$3.40	0.40%
18	Royal Farm Stores	1	$1.90	0.23%
		87	**$849.49**	**100.71%***

BERGEN COUNTY ($3.23 billion) (Includes Englewood, Hackensack, Ramsey)

- Population 948,406
- # of households 337,819
- Median income $91,572
- Under 18 .... 21.2%
- Over 65 .... 16.8%
- Female 51.5%
- White 56.1%
- Black............................... 7.1%
- Hispanic 19.9%
- Asian................................ 17.2%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite (Price Rite)	17	$1,159.30	35.85%
2	Stop & Shop	12	$371.64	11.49%
3	Acme Markets	8	$174.85	5.41%
4	CVS+	46	$164.20	5.08%
5	Walgreens (Duane Reade)	23	$144.80	4.48%
6	Whole Foods	4	$143.10	4.43%
7	Costco	2	$123.30	3.81%
8	7-Eleven	60	$120.40	3.72%
9	Wegmans	1	$111.80	3.46%
10	Walmart (SuperCenter)	3	$108.90	3.37%
11	Kings Food Markets	4	$72.90	2.25%
12	Target	4	$68.60	2.12%

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NEW JERSEY COUNTY SHARE OF MARKET: 2019

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13	Krasdale (AIM/Brave/CTwn/MktFrsh)	10	$63.22	1.95%
14	BJ's Wholesale Club	2	$49.10	1.52%
15	Allegiance/Foodtown	3	$45.08	1.39%
16	Trader Joe's	3	$43.10	1.33%
17	Rite Aid	16	$41.90	1.30%
18	Fairway Market	1	$36.80	1.14%
19	Aldi	4	$30.70	0.95%
20	Uncle Giuseppe's	1	$27.90	0.86%
21	Corrado's Family Affair	1	$20.10	0.62%
22	Wawa	1	$17.44	0.54%
23	Quick Chek	8	$17.30	0.53%
24	Food Bazaar	1	$16.90	0.52%
25	Fresh Market	1	$13.10	0.41%
26	Key Food	2	$10.00	0.31%
27	ASG (Met)	1	$9.70	0.30%
28	Kmart	1	$6.60	0.20%
29	Circle K	3	$5.50	0.17%
30	IGA	1	$3.90	0.12%
31	C&S Independents	1	$0.61	0.02%
		245	**$3,222.74**	**99.66%**

BURLINGTON COUNTY ($1.5 billion) (Includes Burlington, Willingboro)

- Population 448,596
- # of households 164,404
- Median income $82,839
- Under 18 .... 20.9%
- Over 65 .... 16.7%
- Female 50.8%
- White 67.4%
- Black 17.9%
- Hispanic 8.1%
- Asian 5.4%

1	ShopRite	10	$506.30	33.75%
2	Wawa	37	$194.19	12.94%
3	Acme Markets	7	$137.11	9.14%
4	Walmart (SuperCenter)	5	$106.30	7.09%
5	CVS+	22	$89.20	5.95%
6	Wegmans	1	$68.20	4.55%
7	Target	4	$58.20	3.88%
8	Rite Aid	13	$48.80	3.25%
9	Military Commissaries	1	$43.28	2.88%
10	Costco	1	$43.10	2.87%
11	7-Eleven	23	$41.60	2.77%
12	BJ's Wholesale Club	1	$40.20	2.68%
13	Walgreens	7	$39.70	2.65%
14	Whole Foods	1	$36.80	2.45%
15	Aldi	4	$28.70	1.91%
16	Murphy's Markets	2	$27.30	1.82%
17	Sam's Club	1	$22.90	1.53%
18	Trader Joe's	1	$14.20	0.95%
19	ASG (Compare)	1	$6.60	0.44%

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NEW JERSEY COUNTY SHARE OF MARKET: 2019

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20	Save-A-Lot	1	$4.30	0.29%
21	IGA	1	$4.16	0.28%
22	Quick Chek	1	$2.40	0.16%
23	Circle K	1	$1.90	0.13%
24	C&S Independents	1	$0.52	0.03%
		147	**$1,565.96**	**104.38%***

CAMDEN COUNTY ($1.54 billion) (Includes Camden, Cherry Hill)

- Population 510,719
- # of households 187,012
- Median income $65,037
- Under 18 .... 22.8%
- Over 65 .... 15.2%
- Female 51.7%
- White 56.5%
- Black 21.5%
- Hispanic 17.0%
- Asian 6.1%

1	ShopRite (Price Rite)	9	$404.50	26.33%
2	Wawa	38	$214.79	13.98%
3	Walmart (SuperCenter)	5	$128.70	8.38%
4	CVS+	26	$113.20	7.37%
5	Acme Markets	6	$112.62	7.33%
6	Rite Aid	31	$110.60	7.20%
7	Target	5	$81.30	5.29%
8	Walgreens	13	$71.70	4.67%
9	Wegmans	1	$52.90	3.44%
10	Aldi	6	$40.30	2.62%
11	7-Eleven	18	$32.70	2.13%
12	BJ's Wholesale Club	1	$29.60	1.93%
13	Whole Foods	1	$28.30	1.84%
14	Supremo	1	$24.70	1.61%
15	ASG (Associated/Compare)	2	$16.80	1.09%
16	MOM's Organic Market	1	$11.80	0.77%
17	Royal Farm Stores	5	$10.80	0.70%
18	Save-A-Lot	3	$10.40	0.68%
19	Heritage Dairy Stores	5	$7.30	0.48%
20	Tri-State Co-Op	1	$6.20	0.40%
		178	**$1,509.21**	**98.22%**

CAPE MAY COUNTY ($480.6 million) (Includes Ocean City, Wildwood)

- Population 93,553
- # of households 39,861
- Median income $62,332
- Under 18 .... 17.7%
- Over 65 .... 25.6%
- Female 51.2%
- White 85.2%
- Black 5.0%
- Hispanic 7.8%
- Asian 1.1%

1	Acme Markets	10	$194.90	40.55%
2	ShopRite	2	$102.90	21.41%
3	Wawa	16	$94.30	19.62%
4	CVS	10	$44.90	9.34%
5	Walmart	1	$21.10	4.39%
6	Rite Aid	4	$12.90	2.68%
7	Walgreens	2	$10.50	2.18%
8	Aldi	1	$6.90	1.44%
9	Save-A-Lot	1	$5.90	1.23%
10	C&S Independents	1	$1.59	0.33%
		48	**$495.89**	**103.18%***

CUMBERLAND COUNTY ($535.6 million) (Includes Bridgeton, Vineland)

- Population 152,538
- # of households 50,596
- Median income $50,000
- Under 18 .... 23.8%
- Over 65 .... 15.0%
- Female 48.9%
- White 46.3%
- Black 22.0%
- Hispanic 30.8%
- Asian 1.5%

1	ShopRite	4	$188.50	35.19%
2	Walmart	3	$75.50	14.10%
3	Wawa	10	$69.23	12.93%
4	Walgreens	6	$32.30	6.03%
5	Rite Aid	8	$29.40	5.49%
6	BJ's Wholesale Club	1	$26.80	5.00%
7	CVS+	5	$19.60	3.66%
8	Acme Markets	1	$17.54	3.27%
9	Target	1	$15.30	2.86%
10	Save-A-Lot	3	$11.90	2.22%
11	Aldi	2	$10.60	1.98%
12	Krasdale (AIM/C Town)	1	$8.82	1.65%
13	Lidl	1	$7.50	1.40%
14	ASG	1	$5.80	1.08%
15	7-Eleven	2	$3.90	0.73%
16	Heritage Dairy Stores	1	$1.80	0.34%
		50	**$524.49**	**97.93%**

ESSEX COUNTY ($1.99 billion) (Includes East Orange, Newark, West Caldwell)

- Population 808,285
- # of households 280,327
- Median income $57,365
- Under 18 .... 23.6%
- Over 65 .... 13.3%
- Female 51.9%
- White 30.8%
- Black 42.0%
- Hispanic 25.3%
- Asian 5.7%

1	ShopRite	10	$786.30	39.44%
2	Krasdale (CTwn/Stop1/ShpSmt/MktFrsh)	30	$262.14	13.15%
3	Kings Food Markets	5	$131.80	6.61%
4	Walgreens (Duane Reade)	18	$111.40	5.59%
5	Stop & Shop	3	$109.85	5.51%
6	Whole Foods	3	$81.50	4.09%
7	CVS+	21	$78.20	3.92%
8	Key Food	5	$67.20	3.37%
9	ASG (Met/Pioneer)	7	$55.70	2.79%
10	Allegiance/Foodtown	4	$54.02	2.71%
11	7-Eleven	23	$45.80	2.30%
12	Rite Aid	10	$31.60	1.59%
13	Corrado's Family Affair	1	$21.20	1.06%
14	Acme Markets	1	$17.15	0.86%
15	Aldi	2	$16.60	0.83%
16	Trader Joe's	1	$16.00	0.80%
17	Quick Chek	7	$15.10	0.76%
18	Target	1	$15.10	0.76%
19	Kmart	2	$13.90	0.70%
20	Save-A-Lot	2	$12.10	0.61%
21	Seabra's	4	$10.40	0.52%
22	Super Supermarket	1	$10.10	0.51%
23	Supremo	1	$7.80	0.39%
24	Wawa	1	$5.23	0.26%

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NEW JERSEY COUNTY SHARE OF MARKET: 2019

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25	Western Beef	1	$5.20	0.26%
		164	**$1,981.39**	**99.39%**

GLOUCESTER COUNTY ($980.9 million) (Includes Paulsboro, Woodbury)

- Population 292,206
- # of households 104,810
- Median income $81,489
- Under 18 .... 22.1%
- Over 65 .... 15.3%
- Female 51.4%
- White 78.4%
- Black.................................. 11.1%
- Hispanic 6.2%
- Asian................................... 3.2%

1	ShopRite	6	$326.40	33.28%
2	Wawa	22	$134.25	13.69%
3	Walmart (SuperCenter)	3	$94.30	9.61%
4	Acme Markets	4	$86.95	8.86%
5	Sam's Club	2	$74.20	7.56%
6	CVS+	15	$54.80	5.59%
7	Rite Aid	14	$53.20	5.42%
8	Heritage Dairy Stores	26	$31.10	3.17%
9	BJ's Wholesale Club	1	$29.60	3.02%
10	Target	2	$29.60	3.02%
11	Walgreens	5	$25.40	2.59%
12	Aldi	2	$15.30	1.56%
13	Save-A-Lot	2	$12.60	1.28%
14	7-Eleven	3	$5.20	0.53%
15	Royal Farm Stores	1	$2.20	0.22%
		108	**$975.10**	**99.41%**

HUDSON COUNTY ($1.4 billion) (Includes Bayonne, Hoboken, Jersey City)

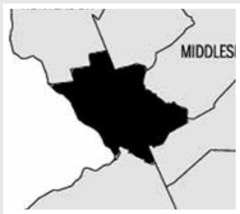
- Population 691,643
- # of households 252,352
- Median income $62,681
- Under 18 .... 20.2%
- Over 65 .... 11.6%
- Female 50.3%
- White 28.6%
- Black.................................. 14.8%
- Hispanic 43.1%
- Asian.................................. 16.3%

1	ShopRite	5	$409.60	29.26%
2	Walmart (SuperCenter)	4	$144.10	10.29%
3	Acme Markets	5	$93.01	6.64%
4	BJ's Wholesale Club	3	$81.80	5.84%
5	Walgreens	15	$78.20	5.59%
6	Costco	1	$63.80	4.56%
7	Stop & Shop	2	$62.44	4.46%
8	Krasdale (AIM/C Town)	8	$50.42	3.60%
9	CVS+	17	$40.70	2.91%
10	Kings Food Markets	2	$38.10	2.72%
11	Target	2	$37.40	2.67%
12	ASG (Associated/Compare/Met/Pioneer)	4	$31.20	2.23%
13	Food Bazaar	2	$31.20	2.23%
14	Key Food	4	$29.00	2.07%
15	7-Eleven	14	$28.30	2.02%
16	Rite Aid	11	$27.30	1.95%
17	Supremo	1	$27.30	1.95%
18	Sam's Club	1	$26.50	1.89%
19	Aldi	2	$18.10	1.29%
20	Quick Chek	9	$17.60	1.26%
21	Trader Joe's	1	$16.50	1.18%
22	Seabra's	1	$10.40	0.74%
23	Kmart	1	$8.10	0.58%
24	Wawa	1	$7.35	0.53%
25	Fine Fare Supermarkets	2	$6.76	0.48%
26	Morton Williams	1	$5.20	0.37%
27	Allegiance/Foodtown	1	$4.55	0.33%
28	Circle K	1	$2.00	0.14%
		121	**$1,396.93**	**99.79%**

HUNTERDON COUNTY ($348.7 million) (Includes Clinton, Flemington)

- Population 125,059
- # of households 46,822
- Median income $110,969
- Under 18 .... 19.8%
- Over 65 .... 17.8%
- Female 50.6%
- White 85.5%
- Black.................................... 2.7%
- Hispanic 6.6%
- Aisan................................... 4.1%

1	ShopRite	2	$131.30	37.65%
2	Costco	1	$45.50	13.05%
3	Walmart (SuperCenter)	1	$38.90	11.16%
4	Stop & Shop	1	$24.41	7.00%
5	CVS	4	$20.70	5.94%
6	BJ's Wholesale Club	1	$16.70	4.79%
7	IGA	2	$13.00	3.73%
8	Wawa	2	$12.98	3.72%
9	Kings Food Markets	1	$12.70	3.64%
10	Walgreens	2	$11.70	3.36%
11	Rite Aid	1	$4.10	1.18%
12	7-Eleven	2	$3.70	1.06%
13	Quick Chek	1	$2.40	0.69%
14	C&S Independents	2	$1.95	0.56%
		23	**$340.04**	**97.52%**



MERCER COUNTY ($1.31 billion) Includes Princeton, Trenton)

- opulation 374,733
- # of households 129,546
- Median income $77,027
- Under 18 .... 21.3%
- Over 65 .... 14.8%
- Female 51.1%
- White 49.3%
- Black.................................. 21.4%
- Hispanic 17.8%
- Asian.................................. 11.5%

1	ShopRite	7	$426.70	32.69%
2	Walmart (SuperCenter)	4	$103.90	7.96%
3	CVS+	18	$80.80	6.19%
4	McCaffrey's	2	$71.10	5.45%
5	Wegmans	1	$57.90	4.44%
6	Costco	1	$50.30	3.85%
7	Wawa	8	$48.93	3.75%
8	IGA	3	$45.24	3.47%
9	Acme Markets	2	$44.37	3.40%
10	Walgreens	8	$41.90	3.21%
11	Whole Foods	1	$41.40	3.17%
12	Rite Aid	11	$37.20	2.85%
13	7-Eleven	17	$33.10	2.54%
14	Aldi	4	$32.50	2.49%
15	BJ's Wholesale Club	1	$31.30	2.40%
16	Stop & Shop	1	$28.46	2.18%
17	Target	2	$26.10	2.00%

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18	Food Bazaar	1	$26.00	1.99%
19	Trader Joe's	1	$16.60	1.27%
20	Save-A-Lot	3	$13.30	1.02%
21	Quick Chek	5	$11.50	0.88%
22	Tri-State Co-Op	1	$8.30	0.64%
23	ASG (Compare)	2	$7.80	0.60%
24	Supremo	2	$6.76	0.52%
25	Kmart	1	$5.40	0.41%
26	Krasdale (Stop 1)	1	$2.56	0.20%
27	C&S Independents	2	$1.97	0.15%
		110	**$1,301.39**	**99.69%**

MIDDLESEX COUNTY ($2.17 billion)
(Includes Edison, New Brunswick, Woodbridge)

- Population 842,798
- # of households 283,794
- Median income $83,133
- Under 18 .... 21.6%
- Over 65 .... 14.5%
- Female 50.7%
- White 42.7%
- Black................................. 11.5%
- Hispanic 21.2%
- Asian................................. 25.3%

1	ShopRite	11	$717.50	33.08%
2	Stop & Shop	7	$178.08	8.21%
3	Walmart (SuperCenter)	7	$159.40	7.35%
4	BJ's Wholesale Club	3	$110.20	5.08%
5	Walgreens	16	$109.20	5.04%
6	CVS+	23	$101.70	4.69%
7	Target	5	$88.40	4.08%
8	Wawa	17	$86.91	4.01%
9	7-Eleven	40	$77.90	3.59%
10	Costco	2	$76.20	3.51%
11	Wegmans	1	$64.50	2.97%
12	Aldi	7	$51.30	2.37%
13	Quick Chek	22	$47.60	2.19%
14	Acme Markets	3	$47.20	2.18%
15	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	6	$39.97	1.84%
16	Rite Aid	13	$39.40	1.82%
17	Whole Foods	1	$34.90	1.61%
18	Sam's Club	1	$34.70	1.60%
19	Key Food	4	$30.00	1.38%
20	Allegiance/Foodtown	2	$23.82	1.10%
21	Trader Joe's	1	$17.30	0.80%
22	Circle K	4	$7.70	0.36%
23	Kmart	1	$6.50	0.30%
24	Supremo	1	$6.50	0.30%
25	Tri-State Co-Op	1	$6.50	0.30%
		99	**$2,163.38**	**99.75%**

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MONMOUTH COUNTY ($2.28 billion) (Includes Asbury Park, Freehold, Neptune)

- Population 626,351
- # of households 232,482
- Median income $91,807
- Under 18 .... 21.4%
- Over 65 .... 17.0%
- Female 51.4%
- White 75.0%
- Black.................................. 7.6%
- Hispanic 11.0%
- Asian.................................. 5.7%

1	ShopRite	11	$637.20	27.89%
2	Stop & Shop	7	$189.89	8.31%
3	Costco	3	$156.30	6.84%
4	Allegiance/Foodtown	6	$132.88	5.82%
5	CVS$^+$	26	$112.30	4.92%
6	Walgreens	19	$111.70	4.89%
7	Acme Markets	6	$109.18	4.78%
8	Walmart (SuperCenter)	3	$105.50	4.62%
9	Wawa	18	$102.92	4.51%
10	Wegmans	2	$95.20	4.17%
11	7-Eleven	46	$89.30	3.91%
12	Whole Foods	3	$89.10	3.90%
13	Target	4	$64.30	2.81%
14	BJ's Wholesale Club	2	$55.40	2.43%
15	Sam's Club	1	$51.50	2.25%
16	Rite Aid	15	$40.50	1.77%
17	Aldi	5	$33.90	1.48%
18	Quick Chek	17	$31.30	1.37%
19	Lidl	3	$23.20	1.02%
20	Trader Joe's	1	$16.70	0.73%
21	ASG (Met)	2	$12.70	0.56%
22	Kmart	2	$10.80	0.47%
23	Key Food	1	$8.00	0.35%
24	Circle K	4	$7.80	0.34%
25	Fine Fare Supermarkets	1	$7.80	0.34%
26	Super Supermarket	1	$7.30	0.32%
		209	**$2,302.67**	**100.8%***

MORRIS COUNTY ($1.89 billion) (Includes Chatham, Morris Plains, Parsippany)

- Population 499,693
- # of households 180,124
- Median income $107,034
- Under 18 .... 21.4%
- Over 65 .... 16.6%
- Female 50.9%
- White 70.9%
- Black.................................. 3.7%
- Hispanic 13.6%
- Asian.................................. 10.7%

1	ShopRite	11	$665.70	35.23%
2	Stop & Shop	4	$166.55	8.81%
3	Walmart (SuperCenter)	6	$134.20	7.10%
4	Costco	2	$107.20	5.67%
5	Wegmans	1	$107.10	5.67%
6	Kings Food Markets	6	$103.10	5.46%
7	Acme Markets	5	$93.33	4.94%
8	CVS$^+$	21	$92.40	4.89%
9	BJ's Wholesale Club	2	$71.50	3.78%
10	Walgreens	11	$69.70	3.69%
11	Target	4	$62.50	3.31%
12	Whole Foods	2	$54.80	2.90%
13	Quick Chek	17	$35.80	1.89%
14	Weis Markets	2	$31.39	1.66%
15	7-Eleven	15	$27.30	1.44%
16	Rite Aid	6	$23.80	1.26%
17	Allegiance/Foodtown	2	$13.88	0.73%
18	Trader Joe's	1	$13.20	0.70%
19	Aldi	1	$7.60	0.40%
20	Wawa	1	$7.34	0.39%
21	Military Commissaries	1	$2.02	0.11%
22	Circle K	1	$1.60	0.08%
		122	**$1,892.01**	**100.12%***

OCEAN COUNTY ($1.84 billion) (Includes Lakehurst, Beach Island, Toms River)

- Population 597,943
- # of households 233,135
- Median income $65,771
- Under 18 .... 23.8%
- Over 65 .... 22.4%
- Female 51.8%
- White 84.5%
- Black.................................. 3.5%
- Hispanic 9.4%
- Asian.................................. 2.0%

1	ShopRite	9	$573.40	31.17%
2	Stop & Shop	7	$239.65	13.03%
3	Wawa	39	$212.88	11.57%
4	Walmart (SuperCenter)	5	$131.70	7.16%
5	CVS$^+$	22	$94.80	5.15%
6	Acme Markets	5	$90.85	4.94%
7	Costco	2	$82.90	4.51%
8	7-Eleven	38	$72.90	3.96%
9	Walgreens	13	$71.20	3.87%
10	BJ's Wholesale Club	2	$65.90	3.58%
11	Krasdale (Market Fresh)	8	$59.48	3.23%
12	Rite Aid	21	$54.10	2.94%
13	Target	3	$40.80	2.22%
14	Aldi	3	$23.60	1.28%
15	Quick Chek	8	$16.60	0.90%
16	Great Valu	1	$14.20	0.77%
17	Circle K	7	$14.10	0.77%
18	ASG	1	$10.10	0.55%
19	Murphy's Markets	1	$6.80	0.37%
20	Kmart	1	$6.20	0.34%
21	Military Commissaries	1	$2.24	0.12%
		197	**$1,884.40**	**102.44%***

PASSAIC COUNTY ($1.24 billion) (Includes Passaic, Paterson, Wayne)

- Population 512,607
- # of households 162,440
- Median income $63,339
- Under 18 .... 23.9%
- Over 65 .... 14.2%
- Female 51.3%
- White 41.0%
- Black.................................. 15.1%
- Hispanic 41.9%
- Asian.................................. 5.8%

1	ShopRite	5	$348.50	28.19%
2	Stop & Shop	5	$178.54	14.44%
3	Corrado's Family Affair	2	$114.90	9.29%
4	Costco	2	$84.10	6.80%
5	Key Food	5	$76.70	6.20%
6	Walgreens	10	$61.90	5.01%
7	CVS$^+$	13	$60.30	4.88%

See NEW JERSEY COUNTY SHARE on page 117

NEW JERSEY COUNTY SHARE OF MARKET: 2019

Continued from page 116

8	Allegiance/Foodtown	2	$42.49	3.44%
9	Trader Joe's	2	$37.80	3.06%
10	Fairway Market	1	$36.50	2.95%
11	America's Food Basket	1	$33.80	2.73%
12	Rite Aid	8	$28.50	2.31%
13	7-Eleven	13	$24.90	2.01%
14	Super Supermarket	2	$24.80	2.01%
15	ASG (Compare)	3	$22.60	1.83%
16	Quick Chek	10	$20.90	1.69%
17	Target	1	$15.80	1.28%
18	Kmart	1	$8.30	0.67%
19	Aldi	1	$7.80	0.63%
20	Circle K	2	$3.90	0.32%
21	IGA	1	$1.04	0.08%
		90	**$1,234.07**	**99.83%**

SALEM COUNTY ($143 million)
(Includes Pennsville, Salem)

- Population 62,792
- # of households 24,038
- Median income $639,343
- Under 18 .... 21.6%
- Over 65 .... 18.2%
- Female 51.1%
- White 74.3%
- Black................................. 14.7%
- Hispanic 9.0%
- Asian................................... 1.1%

1	Acme Markets	2	$55.07	38.51%
2	Wawa	4	$22.09	15.45%
3	Walmart	1	$18.00	12.59%
4	Walgreens	2	$10.70	7.48%
5	Rite Aid	3	$8.80	6.15%
6	Tri-State Co-Op	1	$5.80	4.06%
7	Save-A-Lot	1	$5.70	3.99%
8	IGA	1	$4.16	2.91%
9	Heritage Dairy Stores	2	$3.40	2.38%
10	Circle K	1	$1.80	1.26%
11	C&S Independents	1	$0.43	0.30%
		19	**$135.95**	**95.07%**

SOMERSET COUNTY ($1.25 billion)
(Includes Bound Brook, Somerset, Somerville)

- Population 335,432
- # of households 115,970
- Median income $106,046
- Under 18 .... 22.1%
- Over 65 .... 15.2%
- Female 51.1%
- White 56.0%
- Black................................. 10.2%
- Hispanic 14.8%
- Asian................................. 18.4%

1	ShopRite	8	$526.70	42.23%
2	Costco	2	$113.30	9.08%
3	Stop & Shop	4	$103.77	8.32%
4	Walmart	4	$93.20	7.47%
5	Kings Food Markets	3	$66.30	5.32%
6	Wegmans	1	$61.80	4.95%

See NEW JERSEY COUNTY SHARE on page 118

NEW JERSEY COUNTY SHARE OF MARKET: 2019

Continued from page 117

7	CVS+	10	$35.20	2.82%
8	Whole Foods	1	$31.70	2.54%
9	Walgreens	5	$30.50	2.45%
10	BJ's Wholesale Club	1	$30.20	2.42%
11	Target	2	$26.50	2.12%
12	Rite Aid	6	$21.30	1.71%
13	Weis Markets	1	$18.77	1.50%
14	7-Eleven	9	$17.30	1.39%
15	Quick Chek	8	$16.50	1.32%
16	Wawa	3	$14.46	1.16%
17	Acme Markets	1	$13.97	1.12%
18	Fresh Market	1	$12.60	1.01%
19	Key Food	1	$5.40	0.43%
20	Fine Fare Supermarkets	1	$2.60	0.21%
		72	**$1,242.07**	**99.58%**

SUSSEX COUNTY ($530.1 million)
(Includes Franklin, Hoptacong, Newton)

- Population 141,682
- # of households 53,618
- Median income $89,238
- Under 18 .... 20.1%
- Over 65 .... 16.7%
- Female 50.2%
- White 86.3%
- Black 2.4%
- Hispanic 8.2%
- Asian 2.1%

1	ShopRite	4	$284.30	53.63%
2	Stop & Shop	1	$54.93	10.36%
3	Acme Markets	2	$43.44	8.19%
4	Weis Markets	2	$42.90	8.09%
5	Walmart	2	$36.50	6.89%
6	Quick Chek	9	$17.40	3.28%
7	Rite Aid	5	$17.10	3.23%
8	Walgreens	2	$9.20	1.74%
9	CVS	3	$8.90	1.68%
10	7-Eleven	4	$7.90	1.49%
11	C&S Independents	2	$2.56	0.48%
12	Circle K	1	$1.80	0.34%
		37	**$526.93**	**99.40%**

UNION COUNTY ($1.71 billion)
(Includes Clark, Elizabeth, Springfield)

- Population 563,892
- # of households 187,916
- Median income $73,376
- Under 18 .... 23.3%
- Over 65 .... 14.1%
- Female 51.2%
- White 40.2%
- Black 23.6%
- Hispanic 32.0%
- Asian 5.7%

1	ShopRite	8	$621.70	36.43%
2	Stop & Shop	5	$146.39	8.58%
3	CVS+	27	$114.80	6.73%
4	Walgreens	14	$84.90	4.98%
5	Acme Markets	3	$81.57	4.78%
6	Target	4	$70.50	4.13%
7	Supremo	3	$68.90	4.04%
8	Costco	1	$61.10	3.58%
9	7-Eleven	30	$60.30	3.53%
10	Whole Foods	2	$56.10	3.29%
11	Walmart	2	$44.70	2.62%
12	BJ's Wholesale Club	1	$42.50	2.49%
13	Kings Food Markets	2	$42.10	2.47%
14	Food Bazaar	1	$29.90	1.75%
15	Quick Chek	11	$22.40	1.31%
16	Rite Aid	4	$19.50	1.14%
17	Aldi	3	$16.80	0.98%
18	Trader Joe's	1	$16.50	0.97%
19	ASG (Met)	1	$14.10	0.83%
20	Save-A-Lot	2	$13.50	0.79%
21	Seabra's	2	$10.40	0.61%
22	Wawa	2	$9.90	0.58%
23	Lidl	1	$7.60	0.45%
24	Key Food	1	$6.60	0.39%
25	Circle K	3	$6.00	0.35%
26	Fine Fare Supermarkets	1	$4.68	0.27%
		135	**$1,673.44**	**98.07%**

WARREN COUNTY ($390.3 million)
(Includes Hackettstown, Phillipsburg)

- Population 106,798
- # of households 41,385
- Median income $75,500
- Under 18 .... 20.2%
- Over 65 .... 17.6%
- Female 51.1%
- White 81.4%
- Black 5.1%
- Hispanic 9.5%
- Asian 3.1%

1	ShopRite	3	$169.10	43.33%
2	Walmart (SuperCenter)	2	$41.90	10.74%
3	Target	2	$32.30	8.28%
4	Stop & Shop	1	$21.73	5.57%
5	Acme Markets	1	$19.94	5.11%
6	Rite Aid	5	$19.80	5.07%
7	Weis Markets	1	$19.76	5.06%
8	CVS+	5	$17.20	4.41%
9	Quick Chek	7	$14.10	3.61%
10	Wawa	3	$13.38	3.43%
11	C&S Independents	5	$8.01	2.05%
12	7-Eleven	3	$5.10	1.31%
13	Walgreens	1	$4.70	1.20%
		39	**$387.02**	**99.16%**

( ) Name in parentheses indicates another banner used by the company.

+Stand-alone CVS and in-Target pharmacies

*Combined retailer sales exceed 100% due to spill-in from other areas. Because of consumers purchasing items in one county but residing in an adjacent one, or due to summer tourist traffic, leadage can occur. County food sales are formulated from population and annual expenditures of county residents.

Source: *Food Trade News,* June 2019

IN REVIEW: SHOPRITE

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield (PR/Garafalo/Grade A)	13	$559.20	$3,351.00	16.69%	13	$556.50	16.91%
CT	Litchfield (Price Rite)	1	$39.80	$718.50	5.54%	1	$39.70	5.53%
CT	New Haven (PR/Tomaquindicz/Garafalo/Grade A)	9	$418.20	$3,000.00	13.94%	9	$421.60	14.06%
CT Recap: 23 stores with sales of $1.02 billion. Total retail food sales for CT in the study: $7.07 billion. ShopRite share of CT is 14.39%.								
DE	New Castle (Fresh Grocer/Kenny)	7	$323.60	$1,756.80	18.42%	7	$321.80	18.57%
DE Recap: 7 stores with sales of $323.6 million. Total retail food sales for DE in the study: $1.76 billion. ShopRite share of DE is 18.42%.								
NJ	Atlantic (Village)	5	$311.40	$843.50	36.92%	5	$309.20	35.28%
NJ	Bergen (PR/Brown/Ravitz/Zallie)	17	$1,159.30	$3,233.80	35.85%	16	$1,094.30	35.54%
NJ	Burlington (Eickhoff-HFF/Ravitz/Saker/Somerset)	10	$506.30	$1,500.20	33.75%	10	$514.30	34.83%
NJ	Camden (PR/Brown/Ravitz/Zallie)	9	$404.50	$1,536.50	26.33%	9	$411.60	27.22%
NJ	Cape May (Village)	2	$102.90	$480.60	21.41%	2	$106.10	21.77%
NJ	Cumberland (Bottino/Village)	4	$188.50	$535.60	35.19%	4	$186.50	34.30%
NJ	Essex (Drulan/Infusino/Sunrise/Village)	10	$786.30	$1,993.60	39.44%	10	$784.70	41.87%
NJ	Gloucester (Ammons/Botino/Zallie)	6	$326.40	$980.90	33.28%	6	$321.70	32.89%
NJ	Hudson (Inserra/Tully)	5	$409.60	$1,399.80	29.26%	5	$414.60	31.86%
NJ	Hunterdon (Colalillo/Hunterdon)	2	$131.30	$348.70	37.65%	2	$128.30	35.51%
NJ	Mercer (Saker)	7	$426.70	$1,305.40	32.69%	7	$422.80	32.44%
NJ	Middlesex (SRS/Glass/Saker/Sitar/Village)	11	$717.50	$2,168.70	33.08%	11	$716.50	33.77%
NJ	Monmouth (Saker)	11	$637.20	$2,284.30	27.89%	10	$618.70	28.39%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	$665.70	$1,889.70	35.23%	11	$662.80	36.43%
NJ	Ocean (Perlmutter/Saker)	9	$573.40	$1,839.60	31.17%	9	$569.30	32.55%
NJ	Passaic (Cuellar/Infusino/Inserra)	5	$348.50	$1,236.20	28.19%	5	$345.60	30.87%
NJ	Somerset (Saker/Village)	8	$526.70	$1,247.30	42.23%	8	$519.60	44.12%
NJ	Sussex (SRS North/Ronetco)	4	$284.30	$530.10	53.63%	4	$281.40	51.96%
NJ	Union (SRS/AJS/Glass/Village)	8	$621.70	$1,706.40	36.43%	8	$622.50	38.81%
NJ	Warren (Colalillo)	3	$169.10	$390.30	43.33%	3	$167.70	43.60%
NJ Recap: 147 stores with sales of $9.3 billion. Total retail food sales for NJ in the study: $27.55 billion. ShopRite share of NJ is 33.69%.								
NY	Bronx (Village)	1	$42.30	$2,838.20	1.49%	0	$0.00	0.00%
NY	Brooklyn (Price Rite)	2	$144.80	$4,503.20	3.22%	2	$146.10	3.21%
NY	Dutchess (SRS)	3	$155.20	$893.50	17.37%	3	$154.20	17.67%
NY	Nassau (Buonadonna/Greenfeild/Thompson)	6	$429.60	$4,948.70	8.68%	6	$422.40	9.13%
NY	Orange (SRS)	8	$397.50	$1,248.60	31.84%	8	$398.70	33.72%
NY	Putnam (SRS)	1	$49.80	$220.40	22.60%	1	$49.60	22.08%
NY	Queens (Glass)	1	$51.10	$4,921.20	1.04%	1	$50.70	1.05%
NY	Rockland (Glass/Inserra)	6	$413.70	$1,004.10	41.20%	6	$409.60	42.93%
NY	Staten Island (Mannix Supermarkets)	3	$312.30	$1,357.70	23.00%	3	$310.40	22.83%
NY	Suffolk (Buonadonna/Gallagher/Greenfield/Janson/Thompson)	10	$521.40	$5,167.40	10.09%	7	$395.60	7.91%
NY	Westchester (SRS)	10	$597.20	$3,427.40	17.42%	9	$555.80	16.23%
NY Recap: 51 stores with sales of $3.11 billion. Total retail food sales for NY in the study: $35.68 billion. ShopRite share of NY is 8.73%.								
PA	Berks (Price Rite)	1	$11.80	$1,248.70	0.94%	1	$12.30	1.08%
PA	Bucks (Brown/Colalillo/Cowhey)	4	$195.60	$2,448.60	7.99%	4	$198.40	8.08%
PA	Chester (KTM)	1	$26.30	$1,741.80	1.51%	1	$29.20	1.75%
PA	Dauphin (Price Rite)	1	$14.40	$941.90	1.53%	1	$14.60	1.66%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	5	$183.70	$2,099.10	8.75%	5	$192.10	9.93%
PA	Lackawanna (Price Rite/Bracey)	2	$34.70	$653.30	5.31%	2	$24.60	3.69%
PA	Lebanon (Price Rite)	1	$12.10	$366.10	3.31%	1	$12.00	3.34%
PA	Lehigh (Price Rite)	1	$16.50	$1,223.50	1.35%	1	$16.40	1.37%
PA	Monroe (Bracey/Kinsley/Village)	3	$142.30	$570.30	24.95%	3	$141.40	25.04%
PA	Montgomery (Fresh Grocer/Brown/Burns/KTM II)	4	$179.30	$3,434.90	5.22%	4	$177.60	5.14%
PA	Northampton (Price Rite/Colalillo)	2	$67.50	$997.60	6.77%	2	$67.30	6.94%
PA	Philadelphia (FB/Ammons/Burns/Brown/Colligas/GMS/McMenamin/Zallie)	20	$781.20	$3,360.20	23.25%	20	$785.70	24.97%
PA	York (Price Rite)	1	$12.80	$1,369.80	0.93%	1	$12.80	0.98%
PA Recap: 46 stores with sales of $1.68 billion. Total retail food sales for PA in the study: $26.51 billion. ShopRite share of PA is 6.33%.								

Mid-Atlantic Recap: 274 stores with sales of $15.43 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
ShopRite Per Store Average: $56.32 million

Source: *Food Trade News*, June 2019

PER STORE AVERAGE LEADERS: 2019

Of the 78 retailers in the *Food Trade News* market study, the 20 with the highest average sales per unit are listed below

Rank	Company	Stores	2019 Sales (in millions)	Per Store Avg.
1	Costco*	50	$4,182.90	$83.66
2	Stew Leonard's	5	$353.30	$70.66
3	Wegmans	24	$1,523.20	$63.47
4	ShopRite (Fresh Grocer/Price Rite)	274	$15,431.20	$56.32
5	Fairway Market	15	$819.40	$54.63
6	BJ's Wholesale Club*	75	$3,043.80	$40.58
7	Corrado's Family Affair	4	$156.20	$39.05
8	Giant/Martin's	145	$5,526.20	$38.11
9	Whole Foods	58	$2,179.10	$37.57
10	Sam's Club*	23	$859.30	$37.36
11	Stop & Shop	212	$7,873.50	$37.14
12	Price Chopper (Market 32)	15	$466.70	$31.11
13	Hannaford	7	$210.60	$30.09
14	Walmart (Neighborhood Mkt/SC)*	178	$5,291.90	$29.73
15	Sprouts Farmers Market	1	$29.70	$29.70
16	Big Y	15	$416.00	$27.73
17	Super G	3	$82.69	$27.56
18	McCaffrey's	6	$164.10	$27.35
19	Trader Joe's	48	$1,134.60	$23.64
20	Redner's Markets	33	$734.20	$22.25

* Sales are extrapolated to include food, GM, HBC, floral, tobacco and pharmacy, as explained on page 102.

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2019

Krasdale Foods recently announced that **Dennis Wallin**, the company's longtime head of retail development has been promoted from vice president to executive vice president of Alpha 1 Marketing, Krasdale's merchandising and marketing affiliate.

Wallin, who joined Krasdale in 1991, will continue to serve as the company's eyes and ears on the street, regularly visiting with store owners and scouting neighborhoods across the tri-state area and Florida to understand the competitive landscape and identify new opportunities.

"Dennis has an encyclopedic knowledge of the independent grocery space," said Krasdale president and COO Steven Silver. "Over the past 28 years, he has built deep relationships with our customers and their families. We are grateful to have him on our team and know that he will continue to drive growth for both our customers and the company."

During his more than 50 year career, Wallin has worked in both in-store operations and development. He began his career at 16, with Co-oP Supermarkets, where he remained for 25 years. Wallin initially joined Krasdale as a retail counselor and later took over as director of operations at C-Town, before transitioning into business development.

"Dennis always puts the customer first," said Thatcher Krasne, president and CEO of Alpha 1 Marketing. "He goes above and beyond to make sure our customers are well-positioned for growth. We are proud to have him representing us in the field."

"Our goal is to make sure our store owners are successful," Wallin said. "One of the things I like to do is to listen and find ways in which we can help. If something isn't working, we'll figure out a strategy. It feels good to identify ways to make our store owners more successful, like instant gratification."

Dennis Wallin

Rick Daniels

Wallin was instrumental in helping the company expand into Florida. The first person to hit the ground in the region, Wallin surveyed and identified optimal locations. Fifteen years later, Krasdale has more than 50 banner stores in Florida, with seven more expected to open in the coming months. The brand's largest banner in the state, Bravo, continues to outperform in the market even as new entrants move in and competition increases. Likewise, Wallin remains a key force in the region, working closely with owners to optimize store layouts and identify prime areas for expansion.

JOH recently announced that **Rick Daniels** has joined the Mid-Atlantic region as an account executive/account manager.

Daniels has had an extensive career. He has worked on various client accounts, including: Barilla, Bertolli, Church & Dwight, Colgate-Palmolive, Del-Monte, Marcal, Ragu, Tone's Spices, Unilever Foods and Upfield Foods. He has also worked with various customers, including: Acme, Burris, C&S Wholesale Grocers, Safeway and Weis Markets. Daniels was most recently with Advantage Solutions.

"We are thrilled to have someone with Rick's background and experience on our team," said Pete Legambi, EVP, JOH Mid-Atlantic division. "During the last few months, we have seen a significant increase in new business for our company. We always have our eyes open for exceptional talent and Rick is the perfect addition. We are thrilled that Rick has joined JOH!"

IN REVIEW: KRASDALE

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield (C Town/Market Fresh)	6	$49.44	$3,351.00	1.48%	7	$57.47	1.75%
CT	New Haven	13	$61.18	$3,000.00	2.04%	12	$56.26	1.88%
CT Recap: 19 stores with sales of $110.62 million. Total retail food sales for CT in the study: $7.07 billion. Krasdale share of CT is 1.56%.								
NJ	Bergen (C Town)	10	$63.22	$3,233.80	1.95%	10	$54.43	1.77%
NJ	Cumberland (AIM)	1	$8.82	$535.60	1.65%	2	$15.29	2.81%
NJ	Essex (AIM/C Town)	30	$262.14	$1,993.60	13.15%	29	$253.60	13.53%
NJ	Hudson	8	$50.42	$1,399.80	3.60%	10	$62.59	4.81%
NJ	Mercer (Stop 1)	1	$2.56	$1,305.40	0.20%	1	$2.55	0.20%
NJ	Middlesex (Market Fresh)	6	$39.97	$2,168.70	1.84%	7	$43.02	2.03%
NJ	Ocean (Bravo/Shop Smart)	8	$59.48	$1,839.60	3.23%	7	$55.24	3.16%
NJ	Union (Stop 1)	0	$0.00	$1,706.40	0.00%	2	$15.65	0.98%
NJ Recap: 64 stores with sales of $486.61 million. Total retail food sales for NJ in the study: $27.55 billion. Krasdale share of NJ is 1.76%.								
NY	Bronx (C Town/Bravo/AIM/Stop 1/Mkt Fresh)	87	$718.70	$2,838.20	25.32%	88	$705.74	26.32%
NY	Brooklyn (C Town/Bravo/AIM/Stop 1/ShopSmt/Mkt Fresh)	95	$721.02	$4,503.20	16.01%	96	$720.33	15.85%
NY	Manhattan (C Town/Bravo/AIM/Shop1/Shop Smt/Mkt Frsh)	58	$441.38	$5,148.80	8.57%	56	$405.81	8.20%
NY	Nassau (C Town/Bravo/AIM/Stop 1/Shop Smt/Mkt Frsh)	30	$239.13	$4,948.70	4.83%	31	$246.31	5.32%
NY	Putnam (AIM)	2	$19.57	$220.40	8.88%	1	$9.75	4.34%
NY	Queens (C Town/Bravo/AIM/Stop1;Shop Smt/Mkt Frsh)	95	$747.09	$4,921.20	15.18%	101	$782.30	16.13%
NY	Rockland (AIM/Bravo)	4	$35.60	$1,004.10	3.55%	4	$34.47	3.61%
NY	Staten Island (Shop Smart/Market Fresh/Stop 1)	13	$75.55	$1,357.70	5.56%	13	$75.31	5.54%
NY	Suffolk (C Town/Bravo/AIM/Stop1/Shop Smt/Mkt Frsh)	44	$215.56	$5,167.40	4.17%	35	$174.02	3.48%
NY	Westchester (C Town/Bravo/AIM/Stop 1/Shop Smt/Mkt Frsh)	32	$219.01	$3,427.40	6.39%	34	$233.47	6.82%
NY Recap: 460 stores with sales of $3.43 billion. Total retail food sales for NY in the study: $35.68 billion. Krasdale share of NY is 9.62%.								
PA	Berks (C Town/Bravo)	4	$34.52	$1,248.70	2.76%	4	$34.39	3.01%
PA	Lehigh (C Town)	2	$17.23	$1,223.50	1.41%	1	$8.58	0.72%
PA	Northampton	1	$8.56	$997.60	0.86%	1	$8.53	0.88%
PA	Philadelphia (C Town/AIM/Stop1/Shop Smt/Mkt Frsh)	18	$48.92	$3,360.20	1.46%	16	$43.32	1.38%
PA Recap: 25 stores with sales of $109.23 million. Total retail food sales for PA in the study: $26.51 billion. Krasdale share of PA is 0.41%.								

Mid-Atlantic Recap: 568 stores with sales of $4.14 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Krasdale Per Store Average: $7.29 million

Source: *Food Trade News*, June 2019

IN REVIEW: WEGMANS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Bergen	1	$111.80	$3,233.80	3.46%	1	$113.80	3.70%
NJ	Burlington	1	$68.20	$1,500.20	4.55%	1	$73.80	5.00%
NJ	Camden	1	$52.90	$1,536.50	3.44%	1	$53.10	3.51%
NJ	Mercer	1	$57.90	$1,305.40	4.44%	1	$57.70	4.43%
NJ	Middlesex	1	$64.50	$2,168.70	2.97%	1	$64.80	3.05%
NJ	Monmouth	2	$95.20	$2,284.30	4.17%	2	$98.90	4.54%
NJ	Morris	1	$107.10	$1,889.70	5.67%	1	$106.50	5.85%
NJ	Somerset	1	$61.80	$1,247.30	4.95%	1	$61.50	5.22%
NJ Recap: 9 stores with sales of $619.4 million. Total retail food sales for NJ in the study: $27.55 billion. Wegmans share of NJ is 2.24%.								
PA	Bucks	1	$76.90	$2,448.60	3.14%	1	$76.70	3.13%
PA	Chester	2	$125.10	$1,741.80	7.18%	2	$124.60	7.49%
PA	Cumberland	1	$54.20	$994.20	5.45%	1	$53.90	5.39%
PA	Delaware	1	$90.20	$2,099.10	4.30%	1	$88.90	4.60%
PA	Lackawanna	1	$44.80	$653.30	6.86%	1	$44.70	6.70%
PA	Lancaster	1	$57.40	$1,473.50	3.90%	0	$0.00	0.00%
PA	Lehigh	1	$57.40	$1,223.50	4.69%	1	$57.20	4.78%
PA	Luzerne	1	$47.90	$898.70	5.33%	1	$47.90	5.23%
PA	Lycoming	1	$34.50	$362.80	9.51%	1	$34.50	9.70%
PA	Montgomery	3	$193.60	$3,434.90	5.64%	3	$191.20	5.53%
PA	Northampton	2	$121.80	$997.60	12.21%	2	$121.20	12.49%
PA Recap: 15 stores with sales of $903.8 million. Total retail food sales for PA in the study: $26.51 billion. Wegmans share of PA is 3.41%.								

Mid-Atlantic Recap: 24 stores with sales of $1.52 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Wegmans Per Store Average: $63.47 million**

Source: *Food Trade News*, June 2019

TAKING STOCK

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man, will continue to control the company following the public offering. Grocery Outlet entered Pennsylvania in 2011 with the acquisition of Amelia's and has had mixed success in the Keystone State where it battles Aldi, Save-A-Lot and other diverse discounters such as Walmart and dollar stores. And in the next 12 months, Lidl will begin opening more stores in GO's territory, which will make the extreme value field even more crowded. The company's operating model is somewhat different than the others, offering primarily branded merchandise that features supplier overruns, product discontinuations/close outs and items that are nearing their "sell by" dates...earlier this month, Amazon opened its second "Go" convenience store in Manhattan. Unlike its initial unit on Vesey Street, the new 1,300 square foot Park Avenue location offers a broader product mix including more groceries and a line of coffee options. However, the midtown unit is closed on weekends. And like its initial Lower Manhattan store, this unit will also accept cash...UFCW Local 1776KS (Keystone State) and ShopRite have agreed on a new five-year labor contract affecting 2,500 associates at six ShopRite units in the Philadelphia area. The new pact - which covers Wakefern members Ammons, Brown, Collins, Colligas, McMenamin and Zallie - includes, according to the union, wage increases and benefit protections as well as the addition of more shop stewards. This deal follows a four-year agreement that 1776 and Acme Markets signed a week earlier. More ShopRite news: Lori Hodgkinson, who runs the SR store in Croton-On-Hudson, NY, is one of four store managers to receive FMI's Store Manager Award. The annual award is given to managers who "bring their passion and talents to create unique food experiences for the grocery customer."...Jack Sinclair is the new CEO of Sprouts Farmers Markets. The former CEO of 99 Cents Only Stores (which will become a myth shortly after Chinese imposed tariffs take effect) cut

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TAKING STOCK

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his teeth at Walmart as its former executive VP in charge of U.S. grocery. He replaces interim co-CEOs Brad Lukow (who resigned) and Jim Nielsen (currently on a medical leave of absence) who were appointed late last year when former chief executive Amin Maredia left to pursue other interests. "I am humbled and extremely privileged to be appointed chief executive officer of Sprouts Farmers Market," Sinclair stated. "Sprouts is a company with a higher purpose - to empower every person to eat healthier and live a better life - and the commitment of its 30,000 team members to drive lasting change in the communities they serve truly resonates with me. I look forward to working with Sprouts' board of directors, leadership team and all Sprouts team members to continue furthering that purpose." Under the leadership of talented former Acme and A&P executive Dan Croce, who heads up the company's eastern operations, Sprouts had a big opening earlier this month at its second Delaware Valley unit in Marlton, NJ. And word has it that the fast-growing merchant will open next year in Upper Dublin Township, PA (Montgomery County). Its first area store on Broad & Washington Streets in Philly, which opened last September, is reportedly the chain's highest volume unit...kudos to Eva Kohn on being named this year's winner of the New Jersey Food Council's Max Stone award, given annually to those who excel in trade relations. And Eva certainly personifies that image. I've known Eva since she was in her early twenties (not saying how long ago that was) when she began her career in the advertising department of B. Green & Co. in her native Baltimore. She joined Advo in 1998 and remained with the company through 2013 (it was acquired Valassis by 2006), rising to the post of senior VP-strategic accounts, before joining Elmwood Park, NJ-based CBA Industries, the successful newspaper insert/circular distributor, in 2014 as executive VP-chief revenue officer. Eva's an incredibly hard worker who is beloved by the trade. And as skillful as she is, she's even a nicer person who is most deserving of this prestigious award... Slow" Eddie Lampert is up to his old games again. The former Sears Holdings chairman CEO and now the major equity holder in the reformulated company – Transform Holdco which is part of his hedge fund, ESL Investments - is requesting that Federal Bankruptcy Judge Robert Drain release him from his obligation to compensate former Sears employees up to $43 million for associates who lost their jobs from October to February, the period between Sears' bankruptcy filing and "Slow" Eddie's reacquiring the company's assets. Lampert's snarky actions were best summarized by Brandon Urrutia, a former Sears employee who leads an employee advocacy group called United for Respect. "Sears always promised us one week of severance for every year we were with the company. But after 21 years of service, I was laid off in January 2019 and received just four weeks of severance pay. It's not fair that Eddie Lampert and his friends are walking away with billions and now trying to cheat dedicated employees like me from what we were promised." Sadly for Mr. Urrutia, I wouldn't hold my breath...a tip of the hat to veteran food broker executives Steve DelBonis and Bill Chiodo, who by different means are now part of the Affinity Group and its newly formed Affinity Group Retail. I've known both men for years - DelBonis as owner/president of Matrix Sales & Marketing and Chiodo who most recently served as executive VP- grocery sales east for Acosta. DelBonis sold his business to Affinity and Chiodo becomes president of its retail group. The company has a very unique retail operating model, having been successful for many years as a foodservice broker with multiple offices nationally. Led by youthful chairman Enzo Dentico, the Buffalo-based organization is building a national brokerage model based on its perishables expertise. It's clearly off to a fast start acquiring like-minded businesses (it also acquired New England's Jon Morris & Company, a company with a strong bakery reputation) and bringing in experienced talent...one more shout out to the fine folks at the Coastal Companies, one of the largest produce distributors in the Mid-Atlantic, on its recent acquisition of Hearn Kirkwood. This is one of those deals that should work seamlessly, blending two excellent corporate cultures which individually provide value added services that are in-step with the current needs of retailers and end users. Good people and a good fit usually result in a positive outcome. We wish

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Central Pennsylvania Supermarket Leaders:

Shake-Up In Lancaster County Causes Independent Closures; Giant Remains Undisputed Leader

- Giant Share Inches Up To 49.86%
- Weis Solidly In 2nd At 19.09%
- Market Pressures Force Indies' Dip
- IPO Ahead, Grocery Outlet Adds 2
- Wegmans, WFM Cause Lanc. Chaos

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Giant/Martin's	44	$1,755.01	49.86%	42	$1,732.09	49.63%
2	Weis Markets	40	$671.89	19.09%	40	$659.84	18.91%
3	C&S Independents	74	$362.88	10.31%	85	$457.85	13.12%
4	Karns Prime & Fancy Foods	8	$137.25	3.90%	8	$135.25	3.88%
5	Wegmans	2	$111.60	3.17%	1	$53.90	1.54%
6	Aldi	13	$96.20	2.73%	11	$77.50	2.22%
7	Grocery Outlet	12	$72.90	2.07%	10	$62.70	1.80%
8	Kennie's Markets	4	$44.70	1.27%	4	$45.40	1.30%
9	Redner's Markets	3	$43.60	1.24%	3	$44.50	1.27%
10	ShopRite (Price Rite)	3	$39.30	1.12%	3	$39.40	1.13%
	Total	**203**	**$3,335.33**	**94.76%**	**207**	**$3,308.43**	**94.79%**

The chart above lists the top 10 supermarket retailers in the Central Pennsylvania market.Counties/cities included are: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York. Petroleum sales are not included. ( ) Name in parentheses indicates another banner used by the company.

Total supermarket sales for the area are $ 3.52 billion.

Source: *Food Trade News*, June 2019

Central Pennsylvania Market Leaders:

With Nearly A Third Of Region's ACV Share, Giant Reigns; Weis Still Ahead Of Walmart In $5.8B Mkt.

- Alternates' Share Grows To 37.23%
- Giant Adds 2, Remains CPA King
- Mass Share Steady At 14.49%
- CVS Extends Lead Over Rite Aid
- Darrenkamp's Exits After 86 Years

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Giant/Martin's	44	$1,755.01	30.18%	42	$1,732.09	30.22%
2	Weis Markets	40	$671.89	11.55%	40	$659.84	11.51%
3	Walmart (SuperCenter)	20	$629.50	10.82%	20	$629.70	10.99%
4	C&S Independents	74	$362.88	6.24%	85	$457.85	7.99%
5	CVS+	73	$310.00	5.33%	74	$314.90	5.49%
6	Sheetz	66	$236.40	4.06%	61	$215.40	3.76%
7	Rite Aid	60	$186.00	3.20%	60	$187.90	3.28%
8	Turkey Hill	116	$159.60	2.74%	116	$162.40	2.83%
9	Target	11	$157.70	2.71%	10	$141.60	2.47%
10	Sam's Club	4	$140.40	2.41%	4	$139.80	2.44%
11	Karns Prime & Fancy Foods	8	$137.25	2.36%	8	$135.25	2.36%
12	Rutter's Farm Stores	67	$118.90	2.04%	62	$103.30	1.80%
13	Wegmans	2	$111.60	1.92%	1	$53.90	0.94%
14	BJ's Wholesale Club	4	$100.80	1.73%	4	$99.90	1.74%
15	Aldi	13	$96.20	1.65%	11	$77.50	1.35%
16	Grocery Outlet	12	$72.90	1.25%	10	$62.70	1.09%
17	Costco	2	$71.60	1.23%	2	$71.40	1.25%
18	Kmart	10	$56.00	0.96%	10	$57.60	1.01%
19	Kennie's Markets	4	$44.70	0.77%	4	$45.40	0.79%
20	Redner's Markets	3	$43.60	0.75%	3	$44.50	0.78%
	Total	**633**	**$5,462.93**	**93.93%**	**627**	**$5,392.93**	**93.81%**

The chart above lists the top 20 retailers in the Central Pennsylvania market which sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable categories, as explained in the formula on page 102. Petroleum sales are not included. Counties/cities included are: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York. ( ) Indicates another banner used by the company. +Stand-alone CVS and in-Target pharmacies.

Total food sales for the area are: $5.82 billion.

Source: *Food Trade News*, June 2019

IN REVIEW: WALGREENS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	21	$113.20	$3,351.00	3.38%	21	$112.90	3.43%
CT	Litchfield	2	$9.90	$718.50	1.38%	2	$9.90	1.38%
CT	New Haven	23	$129.50	$3,000.00	4.32%	23	$128.90	4.30%
CT Recap: 46 stores with sales of $252.6 million. Total retail food sales for CT in the study: $7.07 billion. Walgreens share of CT is 3.57%.								
DE	New Castle	40	$187.50	$1,756.80	10.67%	40	$186.40	10.76%
DE Recap: 40 stores with sales of $187.5 million. Total retail food sales for DE in the study: $1.76 billion. Walgreens share of DE is 10.67%.								
NJ	Atlantic	2	$11.80	$843.50	1.40%	2	$11.30	1.29%
NJ	Bergen	23	$144.80	$3,233.80	4.48%	23	$146.80	4.77%
NJ	Burlington	7	$39.70	$1,500.20	2.65%	7	$41.80	2.83%
NJ	Camden	13	$71.70	$1,536.50	4.67%	13	$68.60	4.54%
NJ	Cape May	2	$10.50	$480.60	2.18%	2	$10.30	2.11%
NJ	Cumberland	6	$32.30	$535.60	6.03%	6	$32.10	5.90%
NJ	Essex	18	$111.40	$1,993.60	5.59%	17	$100.10	5.34%
NJ	Gloucester	5	$25.40	$980.90	2.59%	5	$27.20	2.78%
NJ	Hudson	15	$78.20	$1,399.80	5.59%	14	$71.30	5.48%
NJ	Hunterdon	2	$11.70	$348.70	3.36%	2	$11.20	3.10%
NJ	Mercer	8	$41.90	$1,305.40	3.21%	6	$32.60	2.50%
NJ	Middlesex	16	$109.20	$2,168.70	5.04%	15	$98.80	4.66%
NJ	Monmouth	19	$111.70	$2,284.30	4.89%	18	$104.40	4.79%
NJ	Morris	11	$69.70	$1,889.70	3.69%	11	$69.50	3.82%
NJ	Ocean	13	$71.20	$1,839.60	3.87%	13	$70.90	4.05%
NJ	Passaic	10	$61.90	$1,236.20	5.01%	10	$61.70	5.51%
NJ	Salem	2	$10.70	$143.00	7.48%	2	$10.60	7.19%
NJ	Somerset	5	$30.50	$1,247.30	2.45%	5	$30.30	2.57%
NJ	Sussex	2	$9.20	$530.10	1.74%	2	$9.20	1.70%
NJ	Union	14	$84.90	$1,706.40	4.98%	14	$84.70	5.28%
NJ	Warren	1	$4.70	$390.30	1.20%	1	$5.20	1.35%
NJ Recap: 194 stores with sales of $1.14 billion. Total retail food sales for NJ in the study: $27.55 billion. Walgreens share of NJ is 4.14%.								
NY	Bronx (Duane Reade)	17	$114.20	$2,838.20	4.02%	18	$116.40	4.34%
NY	Brooklyn (Duane Reade)	47	$197.50	$4,503.20	4.39%	50	$205.20	4.51%
NY	Dutchess	4	$17.80	$893.50	1.99%	4	$17.60	2.02%
NY	Manhattan (Duane Reade)	130	$1,247.50	$5,148.80	24.23%	142	$1,305.80	26.37%
NY	Nassau	26	$162.90	$4,948.70	3.29%	27	$166.30	3.59%
NY	Orange	3	$24.60	$1,248.60	1.97%	3	$25.10	2.12%
NY	Queens	45	$396.70	$4,921.20	8.06%	44	$388.40	8.01%
NY	Rockland	5	$30.00	$1,004.10	2.99%	5	$29.80	3.12%
NY	Staten Island (Duane Reade)	12	$71.70	$1,357.70	5.28%	13	$74.90	5.51%
NY	Suffolk	22	$125.20	$5,167.40	2.42%	21	$118.10	2.36%
NY	Westchester	15	$89.10	$3,427.40	2.60%	15	$87.20	2.55%
NY Recap: 326 stores with sales of $2.48 billion. Total retail food sales for NY in the study: $35.68 billion. Walgreens share of NY is 6.94%.								
PA	Berks	1	$5.50	$1,248.70	0.44%	1	$5.20	0.45%
PA	Bucks	9	$52.70	$2,448.60	2.15%	9	$52.50	2.14%
PA	Chester	10	$58.20	$1,741.80	3.34%	10	$30.20	1.81%
PA	Delaware	10	$59.50	$2,099.10	2.83%	10	$59.20	3.06%
PA	Franklin	1	$5.00	$396.20	1.26%	1	$4.90	1.28%
PA	Lackawanna	2	$10.70	$653.30	1.64%	2	$10.50	1.57%
PA	Lancaster	1	$4.90	$1,473.50	0.33%	1	$5.50	0.38%
PA	Lehigh	4	$20.90	$1,223.50	1.71%	4	$20.80	1.74%
PA	Luzerne	4	$22.00	$898.70	2.45%	4	$21.90	2.39%
PA	Montgomery	15	$80.80	$3,434.90	2.35%	15	$84.60	2.45%
PA	Northampton	4	$22.90	$997.60	2.30%	4	$22.80	2.35%
PA	Philadelphia	18	$123.20	$3,360.20	3.67%	18	$122.60	3.90%
PA	York	3	$15.30	$1,369.80	1.12%	3	$15.10	1.16%
PA Recap: 82 stores with sales of $481.6 million. Total retail food sales for PA in the study: $26.51 billion. Walgreens share of PA is 1.82%.								

Mid-Atlantic Recap: 688 stores with sales of $4.54 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Walgreens Per Store Average: $6.6 million

Source: *Food Trade News*, June 2019

Retailers Struggle With Comps As Overstoring Impacts $98.6 Billion Marketplace

From page 1

Green and CVC Capital), the bankruptcy of Sears Holdings (and continued store closings at its woeful Kmart brand) and the sale of Turkey Hill Minit Markets convenience stores to British oil c-store operator EG Group by Kroger (which sold its entire portfolio of 784 convenience stores for $2.15 billion). UNFI's acquisition of Supervalu in October was also a major story. But unlike in the adjacent Baltimore-Washington market, where 44 Shoppers Food & Pharmacystores are on the selling block, there are no UNFI corporate stores in the *Food Trade news* area. Instead UNFI's challenges have come with its many independent retailers in the market (Redner's, Karn's, McCaffrey's, Murphy's, Western Beef, Boyer's) which have been adversely impacted by distribution problems at UNFI's newly relocated warehouse in Harrisburg and from a lack of communications with those retailers, most of which had been serviced by predecessor company Supervalu for more than 20 years.

While ShopRite/Price Rite continued to dominate the retail field, nearly doubling the market share of runner-up Stop & Shop, the retail arm of Wakefern experienced the most challenging year in more than a decade in terms of same-store sales and competition from new stores.

One of those emboldened merchants was Aldi, which opened eight new stores and expanded/remodeled about a dozen others. In fact, the German extreme value merchant, whose U.S. headquarters is in Batavia, IL, gave fits to every retailer it faced including another Deutschland discounter, Lidl, which despite deep pockets and apparent staying power, continued to struggle as it reached the two-year mark since it debuted in the United States.

Our annual retail market survey measures sales for the 12-month period ended March 31, 2019 and covers a 70-county territory ranging from Litchfield County, CT to Cape May County, NJ on a north-south plane and from New Haven County, CT to Franklin County, PA on an east-west plane.

Here's a look at how the top 10 retailers fared this year:

Despite the rugged competitive landscape, the 274 ShopRite, Fresh Grocer and PriceRite stores (10 more than a year ago) controlled by Wakefern managed to increase their overall share of the nearly $100 billion market, although as previously noted, comp store sales were lower than in previous years. ShopRite continues to dominate the largest U.S. market (Metro NY) and fifth largest U.S. market (Delaware Valley).

Second-ranked Stop & Shop's sales trend continued on a flat/slightly negative trajectory. The biggest brand in the ADUSA fleet operated two fewer stores than a year ago (212) and had sales of $7.87 billion. There's better news for the company ahead though. It will shortly begin a $150 million upgrade of its 51 Long Island stores (where it is the market leader) and is awaiting word from the Federal Trade Commission to complete the acquisition of King Kullen. While the FTC is expected to require Stoppie to divest some overlapping stores, the deal should produce a substantial net gain in store count and sales. Stop & Shop's New York Metro stores were not part of the recent 11-day strike at more than 240 New England stores which severely impacted sales at the time and is still a factor six-weeks after the walkout ended. And, just before presstime, it was announced that current Giant Food (Landover) president Gordon Reid has been named to replace Stop & Shop president Mark McGowan, effective at the end of next month. McGowan will leave the company later this year.

CVS retained its leadership among drug chains in the market, adding 41 new stores to its base. Sales for its 1,241 stores in the 70-county region were estimated to be $5.99 billion.

Ranking fourth among all merchants was Giant/Martin's which had a good year, especially when considering the ultra-competitive landscape. With president Nick Bertram at the helm for his first full year, Giant has achieved solid comp store sales while also "infilling" its market with the acquisition of several Shop 'n Save stores as well as single units from Darrenkamp's and Ferguson & Hassler. It also opened a retail "wareroom" at a former Giant store which originally closed in 2017. Sales at the company's 145 stores were $5.23 billion, an especially impressive number considering that the chain does not operate stores in Delaware, New Jersey or New York.

On a comp store sales basis comparison, Walmart's results over the past 12 months were among the best of all operators in the region. However, unlike most previous years, the world's largest retailer did not accomplish its gains primarily through opening new stores. As it deploys more of its capital towards digital initiatives, the Bentonville Behemoth operated one more store than last year (a new SuperCenter in Mount Laurel, NJ). Its solid comp store sales improvement came from better execution at store level, successful integration of its buy online pickup in store (BOPIS) program and its tenacity to protect its low price image. Extrapolated food and drug sales in the region are estimated at $5.29 billion at its 178 stores.

Walgreens (Duane Reade) remained the highest per-store volume leader among all drug chains in the market. However, it was a tough year for the Deerfield, IL-based drug chain which operated 10 fewer stores than in 2018 and struggled to improve its same-store revenue. Estimated sales for its 688 drug stores in the region was $4.54 billion.

Costco moved up one rung and is now the seventh largest retailer in the market. During the past 12 months the Issaquah, WA-based club operator opened one new store in Bayonne, NJ in March. Amassing some incredibly high individual store volumes in and around the city of New York, the low-margin (13-15 percent) club merchant had estimated extrapolated sales of $4.18 billion for its 50 stores.

The leading wholesaler serving Metro New York independent retailers (that's not a co-op), Krasdale, again supplied the most stores in the market (568 – mostly in the five boroughs of New York City). Seven of those banners - C-Town, AIM, Bravo, Fine Fare, Market Fresh, Shop Smart and Shop1 - combined to ring up sales of $4.14 billion for the 12-month measuring period.

Rite Aid, which ranked eighth among all merchants in the region, had a poor year. First, its proposed merger with Albertsons was cancelled even before a shareholder vote. As sales and earnings plummeted, the company's stock price dwindled to under $1 per share and the Camp Hill, PA drug chain was temporarily delisted from the New York Stock Exchange. A bizarre 1-for-20 reverse stock split brought the share price up but did nothing to increase the value of the company. Ultimately longtime chairman and CEO John Standley and other members of his executive team were forced out, and a new board chairman, Bruce Bodaken, was appointed. COO of Rite Aid's stores, Bryan Everett, was named chief operating officer

See **MARKET STUDY** on page 152

Soup to Nutz

From page 4

2018-2019 school year receiving $16,851. The other top 10 schools each received $9,000-$15,000. **Matt Simon**, VP-merchandising, said, "Participation from schools and customers alike continue to grow our A+ School Rewards program. Since its launch in 2005, more than $33 million has been awarded to local schools to fund a variety of educational needs and activities."

PA Preferred is the official brand of food and agricultural products grown, produced or processed in Pennsylvania. Giant/Martin's has introduced PA Preferred shelf tags at all of its 156 stores located within the Commonwealth of Pennsylvania to make it easier for customers to find products that have been grown or produced in Pennsylvania. The retailer has been a strong supporter of this innovative program since its inception in 2004, which helps the state's farmers and food suppliers grow their businesses. Through this first of its kind program by a retailer in Pennsylvania, more than 900 items including meat, poultry, dairy, snacks, condiments, sauces, craft beer and wine, and even pet food, are now identified by tags with the PA Preferred logo prominently displayed at the shelf level. The PA Preferred shelf tags will be displayed in stores year-round.

Over the past 10 years, Weis Markets has continued to decrease its carbon emissions by more than 20 percent, and its sustainability program has helped reduce the company's overall environmental impact in the communities it serves. This progress is highlighted in the company's *2018 Sustainability Report: Rooted in Success, Growing Our Future.* The report details the company's sustainability progress in 2018 when it continued to implement innovative measures to reduce truck fleet fuel consumption, increase facility energy efficiencies, reduce refrigerant emissions and divert waste from landfills. Despite a 2.6 percent emission increase due to an increased store count, expanded variety of refrigerated items and the rollout of self-checkouts to additional stores.

Weis achieved its 10-year 20 percent emission reduction milestone in 2018. "Our sustainability program continues to make steady progress, focusing on five key areas: reducing our climate impact; the green design and improvement of our stores, facilities, and logistics; protecting our resources; working with local farmers and food processors; and being socially responsible," said Weis Markets chairman and CEO **Jonathan Weis**. "We achieved these results thanks to the hard work of our sustainability team and the many associates who help implement our program throughout our store base, distribution center and support facilities."

Fourth generation retailer **Jeff Brown** and his wife **Sandy Brown** (Brown's Super Stores) founded UpLift Solutions in 2009 as a national consultancy that supports food businesses, governments, nonprofits, healthcare systems and more to create access to food, access to healthcare and access to capital in underserved communities. A division of the foundation, Uplift Workforce Solutions, began a program back in June of 2017 to assist those who are "returning citizens" challenged with adapting into the workplace and their individual communities. Over the past 18 months, more than 375 participants have learned to rebuild their lives through this six -week program that focuses on both hard and soft skills to successfully re-enter into the workforce. Uplift graduated an additional 60 formerly incarcerated individuals on June 4 at Mitten Hall on Temple University's campus. They have guaranteed jobs with ShopRite and Fresh Grocer Supermarkets operated by the Brown's Super Stores and Burns' Family Neighborhood Markets. "We all know the barriers faced by folks who have a criminal record. The goal of the program to not just offer job training but to finish with a guaranteed job that can offer a career ladder, has been transformative. We believe someone's mistakes in the past should not dictate their future," said **Barry Johnson**, director of Workforce Solutions. Annually, more than 36,000 people pass through Philadelphia city jails, 18,000 people are released from prison in Pennsylvania and over 300,000 people living in Philly have criminal records. Current laws and perceptions have created barriers for these individuals to achieve permanent long-term employment. Due to a lack of opportunity, many of these individuals decide their only option for survival is to re-engage in past behavior. This cycle has led to an 80 percent recidivism rate and long-term structural poverty. This program and the others offered by Uplift Solutions, including financial, health and sustainable food solutions has proven itself over and over again to improve the lives of those in underserved communities. For more information, please contact Sandy Brown at sandyb3666@gmail.com.

Saint Joseph's University (SJU) has appointed veteran professor **Dr. John Stanton** as chair of the department of food marketing. One of only four universities in the country with a department devoted to food marketing, SJU has grown the department to be the largest major in the university. Dr. Stanton has been teaching at SJU since the mid 1980s. During that time, he has also written books, consulted for major CPG companies and is known for his expertise and many contributions to the industry. Glad to hear you're back at the helm, John!

A tip of the hat to **Eva Kohn**, executive vice president and chief revenue officer of CBA Industries, who was honored with the New Jersey Food Council's Max Stone Trade Relations Award at the Trade Relations Conference hosted by the New Jersey Food Council (NJFC) in May. Well deserved, Eva!

Taking a walk into the sunset is **Jeff Geiges**, who retired from Acme Markets on June 14 after a lifetime with Acme Markets, most recently as the meat and seafood sales manager. Happy trails, Jeff! Enjoy your retirement. Moving into his role is **Charlie Bell**, who has also spent his entire career at Acme Markets in various positions from meatcutter to store manager to assistant sales manager. Congrats, Charlie!

The circle of life continues as **Alex Baloga**, president and CEO of PFMA, and his wife **Anne** welcomed their third son, **Benjamin**, to the family on May 23. Big brothers **Jake** and **Sam** are already showing him the ropes and reading him bedtime stories. Congratulations on your new blessing.

Birthday shout-outs for the summer solstice month of June go to: **Jeff Geiges**, retired from Acme Markets; **Mark Tarzwell**, Mrs. T's; **Jim Burke Sr.**, Seafood America; **Bill Derbyshire**, Liberty Coca Cola; **Doug Clemens**, Clemens Food Group; **Tom Morrison**, Integrity/ESM; **Nancy Rodgers-Fluharty**, Pace Target Brokers; **Ralph Nagle**, industry veteran; **Terri Maloney** and **Jeff Metzger**, *Food World/Food Trade News.* Lastly, a birthday shout out to the Philadelphia Wholesale Produce Market as they celebrate eight years in the world's largest fully-enclosed, fully-refrigerated wholesale produce terminal. Buon compleanno a tutti!

Quote of the month: "Times and conditions change so rapidly that we must keep our aim constantly focused on the future." Walt Disney

Maria can be reached at her new email address - maria@foodtradenews.com

NEW SUPERMARKET, CLUB STORE & SUPERCENTER OPENINGS IN THE *FOOD TRADE NEWS* MARKET

New or replacement stores likely to open in the next 36 months

Retailer	Number	Location
Aldi	11	Wallingtford, CT*; Dover, DE*; Silver Spring Twp., PA; Mt. Pocono, PA; King of Prussia, PA*; Lansdale, PA; Lancaster, PA; Manheim Twp., PA*; Lacey Twp., NJ; Marlboro, NJ; Ocean Twp., NJ
Bell's Gourmet Market	1	Feasterville, PA
BJ Wholesale Club	2	Newton, NJ; Staten Island, NY
Corrado's Family Affair	1	Denville, NJ*
Costco	3	Branford, CT; Cherry Hill, NJ; Patterson, NY
Gerrity's	1	Effort, PA
Giant/Martin's	9	Broomall, PA (r); E. Stroudsburg, PA; Greencastle, PA*; Philadelphia, PA (3-Heirloom Market); Quarryville, PA*; State College, PA (r); Warrington, PA (r)*
Grocery Outlet	1	Warminster, PA
Lidl	23	Dover, DE; Bergenfield, NJ; Brick Twp., NJ; Cedar Knolls, NJ; Cherry Hill, NJ; Elmwood Park, NJ; Garwood, NJ; Holmdel, NJ (Best Market replacement); Howell, NJ; Lacey, NJ; Lawrence, NJ; Montclair, NJ; N. Brunswick, NJ; Center Moriches, NY; Huntington, NY (Best Market conversion); Plainville, NY; W. Babylon, NY (Best Market conversion); Philadelphia, PA (E. Butler St.); Lansdale, PA; Royersford, PA; Trooper, PA; Warminster, PA; York, PA
McCaffrey's Food Market	1	New Hope, PA
Morton Williams	2	New York, NY (2 - West End Ave., 203 E. 72nd St.)
Pathmark	1	Brooklyn, NY*
Redner's	1	Audubon, PA
Seabra's	1	Newark, NJ
ShopRite	12	Cromwell, CT*; Vernon, CT; New Milford, NJ*; S. Brunswick, NJ; Sparta, NJ; Wall, NJ (r); Wantage, NJ; Mt. Kisco, NY; Bensalem, PA; Drexeline, PA (r); Moosic, PA; Stroud Twp., PA (r)
Sprouts	2	Marlton, NJ*; Upper Dublin Twp., PA
Stew Leonard's	1	Paramus, NJ
Target	10	Brooklyn, NY (2 - Kings Highway, Bay Parkway); Manhattan, NY (4 - Columbus Cir., Hell's Kitchen, Upper East Side, Washington Heights); Queens, NY (2 - Astoria, Jackson Heights); Staten Island, NY; Ardmore, PA
Trader Joe's	7	Brick, NJ; Bridgewater, NJ; Cherry Hill, NJ; Denville, NJ; Manhattan, NY (2 - E. 14th St., W. 55th & Broadway); Philadelphia, PA (Arch St.)
Walmart	5	Franklin, NJ (r); Ledgewood, NJ (r); Linden, NJ (r); Rio Grande, NJ (e); Union, NJ (e)
Wegmans	4	Greenville, DE; Middletown, NJ; Brooklyn, NY; Harrison, NY
Weis Markets	1	Bedminster, PA
Western Beef	7	Brooklyn, NY (3 - Jamaica Ave., Myrtle Ave., Archer Ave.); Bronx, NY (3 - Third Ave., White Plains Rd., W. 230th St.); Manhattan, NY (W. 155th St.)
Whole Foods	9	Jersey City, NJ; Parsippany, NJ; Princeton, NJ; Wayne, NJ; Weehawkin, NJ; Commack, NY*; Manhattan, NY (2 - Hudson Yards, Wall St.); Westbury, NY

(r) = replacement store (e) = expansion to SuperCenter

*These stores opened during the period April 1, 2019 through June 26, 2019; data not reflected in this study.

Source: *Food Trade News*, June 2019

Johanna Foods Hosts Golf Outing To Benefit National Immunotherapy Cancer Research Foundation

Last month, Johanna Foods held a golf outing at Copper Hill Golf Club in Ringoes, NJ to benefit the National Immunotherapy Cancer Research Foundation. Cliff Chaiet (2nd from l) of Chaiet & Naness, LLC, is joined here by (l-r) Susan Facchina, Bob Facchina and Phil Facchina, all with Johanna Foods.

Reggie Sanders (c) of Johanna Foods is flanked in this photo by Mikel Waldon (l) and Jim Durkin, both with Empire Food Marketing.

On hand for a great cause are Adam Whittaker (l) and Paul Faia, both with Domino Foods.

This trio includes Jordan Soroko (l) of Durle Farms, Snehal Shah (c) of Raymundo's Food Group and Jim Durkin of Empire Food Marketing.

Karen Prongay (r) of Johanna Foods chats with (l-r) Henry Umphress, Christine Bellamo and Bryan Wilson, all with Daymon.

These fine folks from Johanna Foods are (l-r) Barb Tumler, Susan Facchina, Cindy Anthes, Nancy Hickman and Matt Rizzo.

Allentown-Bethlehem-Easton Supermarket Leaders:

Giant's Share More Than Double Over Weis In Competitive $1.6 Billion 4-County Market

- At 36.52%, Giant Remains King
- Weis Still 2nd In Tight Market
- ShopRite/Price Rite Solid
- Wegmans Still Per-Store Leader
- Lidl Opens 1st Unit, In Easton

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Giant/Martin's	15	$604.05	36.52%	15	$602.90	36.50%
2	Weis Markets	14	$293.00	17.72%	14	$305.25	18.52%
3	ShopRite (Price Rite)	6	$253.10	15.30%	6	$251.40	15.29%
4	Wegmans	3	$179.20	10.84%	3	$178.40	10.84%
5	Redner's Markets	6	$135.00	8.16%	6	$134.80	8.18%
6	C&S Independents	24	$60.80	3.68%	24	$62.48	3.88%
7	Aldi	7	$42.50	2.57%	7	$42.00	2.56%
8	Great Valu	4	$28.00	1.69%	4	$28.20	1.70%
9	Whole Foods	1	$27.70	1.67%	1	$27.50	1.68%
10	Krasdale (C Town)	3	$25.79	1.56%	2	$17.11	1.06%
		83	**$1,649.14**	**99.72%**	**82**	**$1,650.04**	**99.70%**

The chart above lists the top 10 supermarket retailers in the Allentown-Bethlehem-Easton area. Counties/cities included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included.
( ) Indicates another banner used by the company.
Total supermarket sales for the area are $ 1.6 billion.

Source: *Food Trade News*, June 2019

Allentown-Bethlehem-Easton Market Leaders:

Alternates Share Dips Slightly; Giant, Weis Control 32.39% Of $2.8 Billion Lehigh Valley Market

- Alts. Share Drops To 33.6%
- Giant Maintains Large Lead
- CVS Tops Drug Chains
- Mass Controls 12.07%
- Gridlock Stymies Growth

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Giant/Martin's	15	$604.05	21.81%	15	$602.90	21.92%
2	Weis Markets	14	$293.00	10.58%	14	$305.25	10.98%
3	ShopRite (Price Rite)	6	$253.10	9.14%	6	$251.40	9.13%
4	Walmart (SuperCenter)	7	$200.80	7.25%	7	$199.90	7.26%
5	Wegmans	3	$179.20	6.47%	3	$178.40	6.46%
6	CVS+	38	$168.90	6.10%	37	$164.20	6.02%
7	Wawa	21	$140.17	5.06%	20	$144.05	5.36%
8	Redner's Markets	6	$135.00	4.87%	6	$134.80	4.85%
9	Rite Aid	29	$102.50	3.70%	29	$103.50	3.73%
10	Target	6	$97.90	3.53%	6	$97.10	3.52%
11	Sam's Club	2	$68.90	2.49%	2	$68.60	2.50%
12	C&S Independents	24	$60.80	2.19%	24	$62.48	2.32%
13	Walgreens	9	$48.50	1.75%	9	$48.80	1.81%
14	Aldi	7	$42.50	1.53%	7	$42.00	1.50%
15	Kmart	4	$35.70	1.29%	4	$36.50	1.36%
16	Costco	1	$34.00	1.23%	1	$33.90	1.23%
17	BJ's Wholesale Club	1	$33.50	1.21%	1	$33.40	1.22%
18	Turkey Hill	19	$29.70	1.07%	19	$28.50	1.06%
19	Great Valu	4	$28.00	1.01%	4	$28.20	1.01%
20	Whole Foods	1	$27.70	1.00%	1	$27.50	0.99%
		217	**$2,583.92**	**93.28%**	**215**	**$2,591.38**	**93.19%**

The chart above lists the top 20 retailers in the Allentown-Bethlehem-Easton market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties/cities included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.
Total food sales for the area are: $2.8 billion.

Source: *Food Trade News*, June 2019

From page 106

Save-A-Lot
500 Northwest Plaza
St. Ann, MO 63074
Phone: (314) 592-9100
Web: savealot.com
CEO: Kenneth McGrath
Supplier: Direct
FTN Stores: 67
FTN Vol.: $385.5 million

Seabra's Supermarkets
574 Ferry St.
Newark, NJ 07105
Phone: (973) 491-0399
Web: seabrafoods.com
274 Chestnut St.
Newark, NJ 07105
Phone: 973-732-3990
Web: aseabrafoods.com
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 7
FTN Vol.: $31.2 million

Sharp Shopper
1100 Sharp Ave.
Ephrata, PA 17522
Phone: (717) 733-9555
Fax: (717) 733-9302
Web: sharpshopper.net
Owners: Dennis Sharp, Bonnie Sharp
Primary Supplier
FTN Stores: 3
FTN Vol.: $27.8 million

ShopRite
5000 Riverside Dr.
Keasby, NJ 08832
Phone: (908) 527-3300
Web: shoprite.com
Chmn/CEO: Joseph Colalillo
Pres./COO: Joseph Sheridan
FTN Stores: 274 (includes Fresh Grocer/ Price Rite)
FTN Vol.: $15.43 billion
*This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. All of the ShopRite stores are independently owned.

Sprouts Farmers Market
5455 E. High St., Ste. 111
Phoenix, AZ 85054
Phone: (480) 814-8016
Web: sprouts.com
CEO: Jack Sinclair
Chief Operations Officer: Dan Sanders
Chief Merch. Officer: Dave McGlinchey
SVP-East: Dan Croce
Primary Supplier: Direct
FTN Stores: 1
FTN Vol.: $29.7 million

Stew Leonard's
100 Westport Ave.
Norwalk, CT 06851
Phone: (203) 847-7214
Web: stewleonards.com
Pres./CEO: Stew Leonard Jr.
VP-Purchasing: Andrew Colton
Primary Supplier: Bozzuto's
FTN Stores: 5
FTN Vol.: $353.3 million

Stop & Shop Supermarket Co.
New York Metro
Div. of Ahold USA
287 Bowman Ave.
Purchase, NY 10577
Phone: (914) 251-2800
Pres.: Mark McGowan (Gordon Reid, effective late July 2019)
EVP-Merch: Mark Messier
VP-Non-Perishables: Kerri Aguilo
Primary Supplier: Direct/C&S Wholesale Grocers
FTN Stores: 212
FTN Vol.: $7.87 billion

Super Supermarkets
525 Irvington Ave.
Newark, NJ 07106
Pres.: Mitchel Lopez
FTN Stores: 4
FTN Vol.: $42.2 million
Individual store owners are supplied by General Trading.

Supremo
249 East Front St.
Plainfield, NJ 07060
Phone: (908) 668-9114
Web: supremofoods.com
FTN Stores: 12
FTN Vol.: $160.94 million
Individual store owners are supplied by General Trading.

Trader Joe's
East Coast Div.
711 Atlantic Ave.
Boston, MA 02111
Phone: (857) 400-3400
Web: traderjoes.com
CEO: Dan Bane
Supplier: Direct
FTN Stores: 48
FTN Vol.: $1.13 billion

Tri-State Co-Op
506 E. Gibbsboro Rd.
Lindenwold, NJ 08021
Phone: (856) 783-2534
web: tristatecoop.com
Pres.: Paul Buckley
FTN Stores: 15
FTN Vol.: $108.9 million
*This is the marketing office for several smaller independent retailers operating in Maryland, Pennsylvania and New Jersey.

See **DIRECTORY** on page 138

Northeast Pennsylvania Supermarket Leaders:

Weis Laps Competition Among Supers In Negative Growth $1.9 Billion Northeast PA Market

- Weis Holds Big Lead At 36.5%
- C&S Indies Feel Squeeze
- Giant 3rd Place Share Is 13.3%
- Declining Population Still A Factor
- ShopRite/Price Rite Has Solid IDs

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Weis Markets	35	$706.70	36.50%	36	$718.34	37.08%
2	C&S Independents	44	$310.79	16.05%	49	$341.90	17.65%
3	Giant/Martin's	8	$257.50	13.30%	8	$260.29	13.44%
4	Price Chopper	7	$184.60	9.54%	7	$180.70	9.33%
5	ShopRite (Price Rite)	5	$177.00	9.14%	5	$166.00	8.57%
6	Wegmans	3	$127.20	6.57%	3	$127.10	6.56%
7	Aldi	7	$51.60	2.67%	7	$50.60	2.61%
8	Allegiance/Foodtown	6	$40.35	2.08%	6	$47.42	2.45%
9	Boyer's Markets	4	$38.79	2.00%	4	$38.69	2.00%
10	Redner's Markets	2	$38.50	1.99%	2	$38.50	1.99%
		121	**$1,933.03**	**99.85%**	**127**	**$1,969.54**	**99.77%**

The chart above lists the top 10 supermarket retailers in the Northeast Pennsylvania area. Counties/cities included are: Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Sullivan, Union, Wayne and Wyoming in PA. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total supermarket sales for the area are $ 1.9 billion.

Source: *Food Trade News*, June 2019

Northeast Pennsylvania Market Leaders:

Weis, Walmart, C&S Indies Control 44.5% Of Gritty $3.4 Billion Northeast PA Market

- Alternates Share Is 37.5%
- Weis Rules Vs. All Channels
- Walmart Comps Up Slightly
- CVS Remains Drug Leader
- Turkey Hill, Sheetz Top C-Stores

Rank	Company	2019 Stores	2019 Sales (in millions)	% of 2019 Market	2018 Stores	2018 Sales (in millions)	% of 2018 Market
1	Weis Markets	35	$706.70	21.02%	36	$718.34	21.42%
2	Walmart (SuperCenter)	14	$477.40	14.20%	14	$472.00	14.08%
3	C&S Independents	44	$310.79	9.25%	49	$341.90	10.20%
4	Giant/Martin's	8	$257.50	7.66%	8	$260.29	7.76%
5	CVS+	56	$244.70	7.28%	55	$239.40	7.14%
6	Price Chopper	7	$184.60	5.49%	7	$180.70	5.39%
7	ShopRite (Price Rite)	5	$177.00	5.27%	5	$166.00	4.95%
8	Rite Aid	45	$158.40	4.71%	45	$159.20	4.75%
9	Wegmans	3	$127.20	3.78%	3	$127.10	3.79%
10	Sam's Club	3	$109.20	3.25%	3	$108.80	3.24%
11	Turkey Hill	56	$85.50	2.54%	58	$83.90	2.50%
12	Sheetz	17	$67.00	1.99%	19	$70.50	2.10%
13	Target	4	$55.00	1.64%	4	$54.80	1.63%
14	Aldi	7	$51.60	1.54%	7	$50.60	1.51%
15	Allegiance/Foodtown	6	$40.35	1.20%	6	$47.42	1.41%
16	Boyer's Markets	4	$38.79	1.15%	4	$38.69	1.15%
17	Redner's Markets	2	$38.50	1.15%	2	$38.50	1.15%
18	IGA	6	$36.82	1.10%	4	$24.86	0.74%
19	Walgreens	6	$32.70	0.97%	6	$32.40	0.97%
20	BJ's Wholesale Club	1	$31.40	0.93%	1	$31.40	0.94%
		329	**$3,231.15**	**96.13%**	**336**	**$3,246.80**	**96.09%**

The chart above lists the top 20 retailers in the Northeast Pennsylvania area that sell groceries, HBC, general merchandise, drugs and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 102. Counties/cities included are: Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Sullivan, Union, Wayne and Wyoming in PA. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $3.4 billion.

Source: *Food Trade News*, June 2019

IN REVIEW: RITE AID

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	13	$37.70	$3,351.00	1.13%	13	$40.80	1.24%
CT	Litchfield	7	$20.80	$718.50	2.89%	8	$25.30	3.53%
CT	New Haven	22	$73.80	$3,000.00	2.46%	22	$74.60	2.49%

CT Recap: 42 stores with sales of $132.3 million. Total retail food sales for CT in the study: $7.07 billion. Rite Aid share of CT is 1.87%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
DE	New Castle	22	$62.50	$1,756.80	3.56%	24	$68.90	3.98%

DE Recap: 22 stores with sales of $62.5 million. Total retail food sales for DE in the study: $1.76 billion. Rite Aid share of DE is 3.56%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Atlantic	13	$47.30	$843.50	5.61%	13	$47.30	5.40%
NJ	Bergen	16	$41.90	$3,233.80	1.30%	16	$43.40	1.41%
NJ	Burlington	13	$48.80	$1,500.20	3.25%	14	$50.10	3.39%
NJ	Camden	31	$110.60	$1,536.50	7.20%	32	$114.90	7.60%
NJ	Cape May	4	$12.90	$480.60	2.68%	5	$15.70	3.22%
NJ	Cumberland	8	$29.40	$535.60	5.49%	8	$29.60	5.44%
NJ	Essex	10	$31.60	$1,993.60	1.59%	14	$42.10	2.25%
NJ	Gloucester	14	$53.20	$980.90	5.42%	14	$56.80	5.81%
NJ	Hudson	11	$27.30	$1,399.80	1.95%	15	$39.60	3.04%
NJ	Hunterdon	1	$4.10	$348.70	1.18%	4	$16.30	4.51%
NJ	Mercer	11	$37.20	$1,305.40	2.85%	15	$53.70	4.12%
NJ	Middlesex	13	$39.40	$2,168.70	1.82%	17	$46.30	2.18%
NJ	Monmouth	15	$40.50	$2,284.30	1.77%	17	$47.80	2.19%
NJ	Morris	6	$23.80	$1,889.70	1.26%	7	$27.30	1.50%
NJ	Ocean	21	$54.10	$1,839.60	2.94%	21	$54.30	3.10%
NJ	Passaic	8	$28.50	$1,236.20	2.31%	10	$34.80	3.11%
NJ	Salem	3	$8.80	$143.00	6.15%	3	$5.90	4.00%
NJ	Somerset	6	$21.30	$1,247.30	1.71%	7	$25.90	2.20%
NJ	Sussex	5	$17.10	$530.10	3.23%	6	$20.90	3.86%
NJ	Union	4	$19.50	$1,706.40	1.14%	6	$23.20	1.45%
NJ	Warren	5	$19.80	$390.30	5.07%	5	$20.30	5.28%

NJ Recap: 218 stores with sales of $717.1 million. Total retail food sales for NJ in the study: $27.55 billion. Rite Aid share of NJ is 2.6%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NY	Bronx	36	$195.70	$2,838.20	6.90%	36	$197.80	7.38%
NY	Brooklyn	53	$305.40	$4,503.20	6.78%	53	$309.10	6.80%
NY	Dutchess	9	$30.90	$893.50	3.46%	9	$31.30	3.59%
NY	Manhattan	27	$158.70	$5,148.80	3.08%	27	$159.20	3.22%
NY	Nassau	26	$117.50	$4,948.70	2.37%	27	$122.70	2.65%
NY	Orange	13	$36.80	$1,248.60	2.95%	14	$40.90	3.46%
NY	Putnam	4	$46.50	$220.40	21.10%	4	$46.90	20.88%
NY	Queens	53	$271.60	$4,921.20	5.52%	56	$284.10	5.86%
NY	Rockland	1	$3.70	$1,004.10	0.37%	3	$10.50	1.10%
NY	Staten Island	3	$14.10	$1,357.70	1.04%	3	$14.20	1.04%
NY	Suffolk	38	$168.50	$5,167.40	3.26%	41	$181.40	3.63%
NY	Westchester	8	$26.30	$3,427.40	0.77%	9	$30.30	0.88%

NY Recap: 271 stores with sales of $1.38 billion. Total retail food sales for NY in the study: $35.68 billion. Rite Aid share of NY is 3.86%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
PA	Adams	2	$5.60	$181.80	3.08%	2	$5.60	3.16%
PA	Berks	15	$57.80	$1,248.70	4.63%	17	$64.50	5.64%
PA	Bucks	24	$82.50	$2,448.60	3.37%	24	$81.80	3.33%
PA	Carbon	4	$15.10	$158.70	9.51%	4	$15.20	9.65%
PA	Chester	20	$58.20	$1,741.80	3.34%	20	$59.10	3.55%
PA	Columbia	2	$8.10	$210.10	3.86%	2	$8.20	3.94%
PA	Cumberland	12	$41.60	$994.20	4.18%	12	$41.90	4.19%
PA	Dauphin	12	$37.50	$941.90	3.98%	12	$37.70	4.27%
PA	Delaware	20	$48.70	$2,099.10	2.32%	21	$52.80	2.73%
PA	Franklin	4	$14.40	$396.20	3.63%	4	$14.50	3.77%
PA	Lackawanna	13	$41.70	$653.30	6.38%	13	$41.90	6.28%
PA	Lancaster	6	$15.90	$1,473.50	1.08%	6	$16.70	1.16%
PA	Lebanon	5	$16.00	$366.10	4.37%	5	$16.20	4.51%
PA	Lehigh	9	$35.20	$1,223.50	2.88%	9	$35.40	2.96%
PA	Luzerne	14	$58.50	$898.70	6.51%	14	$58.70	6.41%
PA	Lycoming	4	$10.20	$362.80	2.81%	4	$10.30	2.90%
PA	Monroe	6	$18.20	$570.30	3.19%	6	$18.30	3.24%
PA	Montgomery	27	$97.40	$3,434.90	2.84%	27	$97.30	2.81%
PA	Northampton	11	$32.40	$997.60	3.25%	11	$32.60	3.36%
PA	Northumberland	1	$3.00	$177.80	1.69%	1	$3.00	1.64%
PA	Perry	3	$12.50	$92.40	13.53%	3	$12.50	12.79%
PA	Philadelphia	79	$292.30	$3,360.20	8.70%	80	$299.90	9.53%
PA	Pike	1	$4.20	$111.10	3.78%	1	$4.20	3.64%
PA	Schuylkill	8	$23.20	$352.90	6.57%	8	$23.40	6.59%
PA	Susquehanna	1	$3.30	$30.90	10.68%	1	$3.40	10.59%
PA	Wayne	3	$10.40	$143.50	7.25%	3	$10.50	7.46%
PA	Wyoming	1	$4.10	$62.70	6.54%	1	$4.10	6.33%
PA	York	16	$42.50	$1,369.80	3.10%	16	$42.90	3.28%

PA Recap: 323 stores with sales of $1.09 billion. Total retail food sales for PA in the study: $26.51 billion. Rite Aid share of PA is 4.11%.

Mid-Atlantic Recap: 876 stores with sales of $3.38 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Rite Aid Per Store Average: $3.86 million**

Source: *Food Trade News*, June 2019

From page 135

They are supplied by UNFI.

Uncle Giuseppe's
475 Main St., Ste. 2A
Farmingdale, NY 11735
Phone: (516) 420-0126
Fax: (516) 420-0151
Web: uncleg.com
Pres.: Phil Delprete
Primary Supplier: UNFI
FTN Stores: 7
FTN Vol.: $132.5 million

Wegmans Food Markets, Inc.
1500 Brooks Ave.
P.O. Box 30844
Rochester, NY 14603-0844
Phone: (585) 328-2550
Web: wegmans.com
Chmn.: Danny Wegman
CEO/Pres.: Colleen Wegman
Primary Supplier: Direct
FTN Stores: 24
FTN Vol.: $1.52 billion

Weis Markets, Inc.
1000 S. 2nd St.
Sunbury, PA 17801
Phone: (570) 286-4571
Web: weismarkets.com
Chairman/CEO: Jonathan Weis
COO: Kurt Schertle
SVP/CFO/Treasurer: Scott Frost
SVP-Real Estate/Store Dev.: Rusty Graber
SVP-HR: Jim Marcil
SVP-Operations: David Gose
SVP-Merch./Marketing: Richard Gunn
SVP-Supply Chain/Logistics: Wayne Bailey
VP/CIO: Greg Zeh
VP-Corp. Controller: Jeanette Rogers
VP-Advertising/Marketing: Ron Bonnaci
VP-Center Store/Merch.: Donna Banks-Ficcio
VP-Asset Protection: Will England
VP-Pharmacy: Rick Seipp
VP-Distribution: Joe Kleman
VP-Operational Admin.: John Neuberger
VP-Const./Store Dev.: Kevin Small
VP-Real Estate/Legal Affairs: Jack O'Hara
VP-Talent Dev./Associate Rel.: Bob Cline
Regional VPs: Brent Mertes, James Daly, Wendy Oliver
Dir.-Produce: Mickey Stringham
Dir.-Bakery: Carl Hughes
Dir.-GM/HBC/GNFDS: Steve Davis
Dir.-Marketing/Adv.: Maria Rizzo
Dir.-Center Store Merch.: Brian Bosworth
Dir.-Meat Merch.: Doug Becker
Dir.-Deli-Foodservice: Elaine Cole
Dir.-Center Store Sales-Dairy/Frozen/Comms.: Michelle Dorin
Dir.-Floral: Lucy Jason
Dir.-Seafood: Dale Lubold
Dir.-Business Systems: Tom Mowrey Jr.
Dir.-Merch. Technologies: Mike Zettlemoyer
Dir.-Purchasing: Eric Erikson
Primary Supplier: Direct
FTN Stores: 110
FTN Vol.: $2.06 billion

Western Beef Supermarkets
47-05 Metropolitan Ave.
Ridgewood, NY 11385
Phone: (718) 218-4705
Web: westernbeef.com
Pres.: Peter Castellana
Primary Supplier: UNFI
FTN Stores: 23
FTN Vol.: $262.31 million

Whole Foods Market
Div. of Amazon
Northeast Div. FTN
930 Sylvan Ave.
Englewood Cliffs, NJ 07632
Phone: (201) 567-2090
Fax.: (201) 567-2067
CEO: John Mackey
Div. Pres.: Nicole Wescoe
FTN Stores: 58
Area $2.18 billion

DRUG STORES

CVS Caremark
One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
CEO/Pres.: Larry Merlo
FTN Stores: 1,241
FTN Vol.: $5.99 billion
*Includes both standalone stores and pharmacies within Target locations.

Rite Aid
30 Hunter Ln.
Camp Hill, PA 17011
P.O. Box 3165
Harrisburg, PA 17105
Phone: (717) 761-2633
Web: riteaid.com
COO: Bryan Everett
FTN Stores: 876
FTN Vol.: $3.38 billion

Walgreens
200 Wilmot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Stefano Pessina
FTN Stores: 688
FTN Vol.: $4.54 billion (Includes Duane Reade)

CONVENIENCE STORES

7-Eleven
3200 Hackberry Rd.
Irving, TX 75063
Phone: (972) 828-7011
Web: 7-eleven.com
Pres./CEO: Joseph DePinto
Primary Supplier: McLane
FTN Stores: 993
FTN Vol.: $1.96 billion

Circle K Convenience Stores, Inc.
Div. of Couche-Tard
935 E. Tallamadge Ave.
Akron, OH 44310
Phone: (330) 630-6300
1100 Situs Ct., Ste. 100
Raleigh, NC 27606
Phone: (919) 774-6700
Web: circlek.com
Pres./CEO Brian P. Hannasch
FTN Stores: 43
FTN Vol.: $84.2 million

Cumberland Farms
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Pres./CEO: Ari Haseotes
Primary Supplier: Direct
FTN Stores: 51
FTN Vol.: $94.6 million

Dash In
Div. of The Wills Group
6355 Crain Hwy.
La Plata, MD 20646
Phone: (301) 934-2200
Pres.: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
FTN Stores: 8
FTN Vol.: $13.9 million

Fas Mart/Shore Shop Stores
Div. of GPM Investments
8565 Magellan Pkwy., Ste. 400
Richmond, VA 23227
Phone: (804) 730-1568
Web: fasmart.com
CEO: Arie Kotler
Primary Supplier: McLane
FTN Stores: 18
FTN Vol.: $26.5million

Heritage's Dairy Stores
376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage
Primary Supplier: Direct (Heritage Wholesale)
FTN Stores: 34
FTN Vol.: $43.6 million

Quick Chek Food Stores
3 Old Hwy.
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
Primary Supplier: AFI
FTN Stores: 151
FTN Vol.: $311.1 million

Royal Farms
3611 Roland Ave.
Baltimore, MD 21211
Phone: (410) 889-0200
Web: royalfarms.com
Pres.: John Kemp
Primary Supplier: Cooper Booth
FTN Stores: 30
FTN Vol.: $67.4 million

Rutter's
Div. of CHR Corp.
2295 Susquehanna Trail, Ste. C
York, PA 17404
Phone: (717) 848-9827
Web: rutters.com
Pres.: Scott Hartman
Primary Supplier: Core-Mark
FTN Stores: 68
FTN Vol.: $121 million

Sheetz, Inc.
5700 6th Ave.
Altoona, PA 16602
Phone: (814) 946-3611
Web: sheetz.com
CEO/Pres.: Joe Sheetz
Primary Supplier: Direct
FTN Stores: 101
FTN Vol.: $373.1 million

Turkey Hill Minit Markets
Div. of EG Group
257 Centerville Rd.
Lancaster, PA 17603
Phone: (717) 299-8908
Web: www.turkeyhillstores.com
Primary Supplier: Core-Mark
FTN Stores: 244
FTN Vol.: $353 million

Wawa, Inc.
Red Roof, 260 W. Baltimore Pike
Wawa, PA 19063
Phone: (610) 358-8000
Web: wawa.com
CEO: Chris Gheysens
Primary Supplier: McLane/Direct
FTN Stores: 512
FTN Vol.: $3.16 billion

XtraMart Convenience Stores
Div. of Global Partners
800 South St., Ste. 500
Waltham, MA 02453
Phone: (800) 243-6366
Web: xtramart.com
CEO: Eric Slifka
FTN Stores: 11
FTN Vol.: $37.7 million

WHOLESALE CLUBS

BJ's Wholesale Club
25 Research Dr.
Westborough, MA 01581
Phone: (774) 512-7400
Web: bjs.com
CEO: Christopher Baldwin
FTN Stores: 75
FTN Vol.: $3.04 billion (grocery/HBC only)

Costco
Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Web: costco.com
Pres. Craig Jelinek
Northeast Div. SVP/GM: Jeffrey Long
FTN Stores: 50
FTN Vol.: $4.18 billion (grocery/HBC only)

Sam's Club
2101 SE Simple Savings Dr.

See **DIRECTORY** on page 145

IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	3	$130.20	$3,351.00	3.89%	3	$128.30	3.90%
CT	Litchfield	1	$35.10	$718.50	4.89%	1	$34.70	4.84%
CT	New Haven	4	$159.40	$3,000.00	5.31%	4	$156.20	5.21%
CT Recap: 8 stores with sales of $324.7 million. Total retail food sales for CT in the study: $7.07 billion. BJ's Wholesale Club share of CT is 4.59%.								
DE	New Castle	3	$113.90	$1,756.80	6.48%	3	$112.10	6.47%
DE Recap: 3 stores with sales of $113.9 million. Total retail food sales for DE in the study: $1.76 billion. BJ's Wholesale Club share of DE is 6.48%.								
NJ	Atlantic	1	$27.40	$843.50	3.25%	1	$27.30	3.12%
NJ	Bergen	2	$49.10	$3,233.80	1.52%	2	$48.80	1.58%
NJ	Burlington	1	$40.20	$1,500.20	2.68%	1	$41.60	2.82%
NJ	Camden	1	$29.60	$1,536.50	1.93%	1	$29.60	1.96%
NJ	Cumberland	1	$26.80	$535.60	5.00%	1	$26.70	4.91%
NJ	Gloucester	1	$29.60	$980.90	3.02%	1	$29.50	3.02%
NJ	Hudson	3	$81.80	$1,399.80	5.84%	3	$93.10	7.15%
NJ	Hunterdon	1	$16.70	$348.70	4.79%	1	$16.60	4.59%
NJ	Mercer	1	$31.30	$1,305.40	2.40%	1	$31.20	2.39%
NJ	Middlesex	3	$110.20	$2,168.70	5.08%	3	$108.90	5.13%
NJ	Monmouth	2	$55.40	$2,284.30	2.43%	2	$58.50	2.68%
NJ	Morris	2	$71.50	$1,889.70	3.78%	2	$71.20	3.91%
NJ	Ocean	2	$65.90	$1,839.60	3.58%	2	$65.50	3.74%
NJ	Somerset	1	$30.20	$1,247.30	2.42%	1	$30.10	2.56%
NJ	Union	1	$42.50	$1,706.40	2.49%	1	$42.30	2.64%
NJ Recap: 23 stores with sales of $708.2 million. Total retail food sales for NJ in the study: $27.55 billion. BJ's Wholesale Club share of NJ is 2.57%.								
NY	Bronx	2	$128.70	$2,838.20	4.53%	2	$126.40	4.71%
NY	Brooklyn	3	$236.80	$4,503.20	5.26%	3	$233.90	5.15%
NY	Dutchess	1	$37.40	$893.50	4.19%	1	$37.20	4.26%
NY	Nassau	6	$319.70	$4,948.70	6.46%	6	$315.40	6.82%
NY	Orange	1	$31.60	$1,248.60	2.53%	1	$31.50	2.66%
NY	Queens	3	$207.50	$4,921.20	4.22%	3	$204.50	4.22%
NY	Rockland	1	$40.90	$1,004.10	4.07%	1	$40.70	4.27%
NY	Suffolk	5	$246.60	$5,167.40	4.77%	5	$242.40	4.85%
NY	Westchester	2	$92.00	$3,427.40	2.68%	2	$91.80	2.68%
NY Recap: 24 stores with sales of $1.34 billion. Total retail food sales for NY in the study: $35.68 billion. BJ's Wholesale Club share of NY is 3.76%.								
PA	Berks	1	$20.20	$1,248.70	1.62%	1	$20.80	1.82%
PA	Bucks	3	$89.10	$2,448.60	3.64%	3	$89.90	3.66%
PA	Chester	1	$41.70	$1,741.80	2.39%	1	$41.60	2.50%
PA	Cumberland	1	$34.20	$994.20	3.44%	1	$33.90	3.39%
PA	Delaware	1	$53.10	$2,099.10	2.53%	1	$52.70	2.72%
PA	Franklin	1	$26.10	$396.20	6.59%	1	$25.30	6.58%
PA	Lancaster	1	$22.10	$1,473.50	1.50%	1	$22.00	1.53%
PA	Lehigh	1	$33.50	$1,223.50	2.74%	1	$33.40	2.79%
PA	Monroe	1	$31.40	$570.30	5.51%	1	$31.40	5.56%
PA	Montgomery	3	$91.20	$3,434.90	2.66%	3	$90.00	2.60%
PA	Philadelphia	2	$94.80	$3,360.20	2.82%	2	$93.20	2.96%
PA	York	1	$18.40	$1,369.80	1.34%	1	$18.20	1.39%
PA Recap: 17 stores with sales of $555.8 million. Total retail food sales for PA in the study: $26.51 billion. BJ's Wholesale Club share of PA is 2.4%.								

Mid-Atlantic Recap: 75 stores with sales of $3.04 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
BJ's Wholesale Club Per Store Average: $40.58 million

Source: *Food Trade News*, June 2019

IN REVIEW: ALDI

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	1	$10.40	$3,351.00	0.31%	1	$6.30	0.19%
CT	Litchfield	2	$22.10	$718.50	3.08%	2	$12.10	1.69%
CT	New Haven	8	$92.30	$3,000.00	3.08%	7	$80.60	2.69%
CT Recap: 11 stores with sales of $124.8 million. Total retail food sales for CT in the study: $7.07 billion. Aldi share of CT is 1.77%.								
DE	New Castle	1	$6.80	$1,756.80	0.39%	1	$6.50	0.38%
DE Recap: 1 store with sales of $6.8 million. Total retail food sales for DE in the study: $1.76 billion. Aldi share of DE is 0.39%.								
NJ	Bergen	4	$30.70	$3,233.80	0.95%	4	$30.20	0.98%
NJ	Burlington	4	$28.70	$1,500.20	1.91%	4	$30.80	2.09%
NJ	Camden	6	$40.30	$1,536.50	2.62%	5	$29.70	1.96%
NJ	Cape May	1	$6.90	$480.60	1.44%	1	$6.80	1.40%
NJ	Cumberland	2	$10.60	$535.60	1.98%	2	$10.40	1.91%
NJ	Essex	2	$16.60	$1,993.60	0.83%	1	$6.50	0.35%
NJ	Gloucester	2	$15.30	$980.90	1.56%	2	$14.90	1.52%
NJ	Hudson	2	$18.10	$1,399.80	1.29%	2	$17.70	1.36%
NJ	Mercer	4	$32.50	$1,305.40	2.49%	4	$31.70	2.43%
NJ	Middlesex	7	$51.30	$2,168.70	2.37%	6	$37.50	1.77%
NJ	Monmouth	5	$33.90	$2,284.30	1.48%	4	$26.30	1.21%
NJ	Morris	1	$7.60	$1,889.70	0.40%	1	$7.40	0.41%
NJ	Ocean	3	$23.60	$1,839.60	1.28%	3	$22.80	1.30%
NJ	Passaic	1	$7.80	$1,236.20	0.63%	1	$7.60	0.68%
NJ	Union	3	$16.80	$1,706.40	0.98%	3	$18.50	1.15%
NJ Recap: 47 stores with sales of $340.7 million. Total retail food sales for NJ in the study: $27.55 billion. Aldi share of NJ is 1.23%.								
NY	Bronx	3	$24.70	$2,838.20	0.87%	3	$24.50	0.91%
NY	Brooklyn	2	$24.30	$4,503.20	0.54%	2	$24.10	0.53%
NY	Dutchess	1	$9.10	$893.50	1.02%	1	$9.00	1.03%
NY	Manhattan	1	$18.20	$5,148.80	0.35%	1	$18.00	0.36%
NY	Orange	2	$15.60	$1,248.60	1.25%	2	$15.50	1.31%
NY	Queens	1	$15.60	$4,921.20	0.32%	1	$15.30	0.32%
NY	Rockland	1	$9.10	$1,004.10	0.91%	1	$8.60	0.90%
NY	Suffolk	6	$49.40	$5,167.40	0.96%	6	$49.30	0.99%
NY Recap: 17 stores with sales of $166.6 million. Total retail food sales for NY in the study: $35.68 billion. Aldi share of NY is 0.47%.								
PA	Berks	4	$33.10	$1,248.70	2.65%	2	$16.10	1.41%
PA	Bucks	5	$40.30	$2,448.60	1.65%	4	$27.90	1.14%
PA	Carbon	1	$7.30	$158.70	4.60%	1	$7.20	4.57%
PA	Chester	2	$15.10	$1,741.80	0.87%	2	$14.90	0.90%
PA	Columbia	1	$7.80	$210.10	3.71%	1	$7.70	3.70%
PA	Cumberland	3	$19.90	$994.20	2.00%	3	$19.20	1.92%
PA	Dauphin	2	$17.10	$941.90	1.82%	1	$7.80	0.88%
PA	Delaware	2	$23.20	$2,099.10	1.11%	2	$13.80	0.71%
PA	Franklin	1	$6.70	$396.20	1.69%	1	$6.40	1.67%
PA	Lackawanna	1	$8.50	$653.30	1.30%	1	$8.30	1.24%
PA	Lancaster	3	$21.40	$1,473.50	1.45%	2	$13.80	0.96%
PA	Lebanon	1	$5.90	$366.10	1.61%	1	$5.60	1.56%
PA	Lehigh	3	$13.80	$1,223.50	1.13%	3	$13.60	1.14%
PA	Luzerne	3	$21.50	$898.70	2.39%	3	$21.10	2.30%
PA	Lycoming	1	$6.30	$362.80	1.74%	1	$6.20	1.74%
PA	Mifflin	1	$7.30	$122.40	5.96%	1	$7.20	5.86%
PA	Monroe	1	$7.50	$570.30	1.32%	1	$7.30	1.29%
PA	Montgomery	8	$66.90	$3,434.90	1.95%	8	$66.30	1.92%
PA	Northampton	3	$21.40	$997.60	2.15%	3	$21.20	2.18%
PA	Philadelphia	10	$77.30	$3,360.20	2.30%	10	$73.80	2.35%
PA	Schuylkill	1	$7.00	$352.90	1.98%	1	$6.90	1.94%
PA	Snyder	1	$9.00	$117.20	7.68%	1	$8.80	7.12%
PA	York	3	$25.20	$1,369.80	1.84%	3	$24.70	1.89%
PA Recap: 61 stores with sales of $469.5 million. Total retail food sales for PA in the study: $26.51 billion. Aldi share of PA is 1.77%.								

Mid-Atlantic Recap: 137 stores with sales of $1.11 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Aldi Per Store Average: $8.09 million**

Source: *Food Trade News*, June 2019

IN REVIEW: ALLEGIANCE/FOODTOWN

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Atlantic	1	$3.98	$843.50	0.47%	1	$9.94	1.13%
NJ	Bergen	3	$45.08	$3,233.80	1.39%	3	$44.25	1.44%
NJ	Essex	4	$54.02	$1,993.60	2.71%	3	$53.42	2.85%
NJ	Hudson	1	$4.55	$1,399.80	0.33%	1	$4.46	0.34%
NJ	Middlesex	2	$23.82	$2,168.70	1.10%	2	$23.16	1.09%
NJ	Monmouth	6	$132.88	$2,284.30	5.82%	6	$134.98	6.19%
NJ	Morris	2	$13.88	$1,889.70	0.73%	2	$14.46	0.79%
NJ	Passaic	2	$42.49	$1,236.20	3.44%	2	$43.08	3.85%
NJ Recap: 21 stores with sales of $320.7 million. Total retail food sales for NJ in the study: $27.55 billion. Allegiance/Foodtown share of NJ is 1.16%.								
NY	Bronx	11	$113.65	$2,838.20	4.00%	12	$115.68	4.31%
NY	Brooklyn	13	$193.37	$4,503.20	4.29%	10	$177.61	3.91%
NY	Dutchess	2	$20.69	$893.50	2.32%	2	$21.36	2.45%
NY	Manhattan	6	$79.32	$5,148.80	1.54%	4	$72.92	1.47%
NY	Nassau	5	$38.45	$4,948.70	0.78%	6	$42.73	0.92%
NY	Orange	2	$22.02	$1,248.60	1.76%	2	$21.63	1.83%
NY	Putnam	1	$10.55	$220.40	4.79%	1	$10.41	4.63%
NY	Queens	9	$115.52	$4,921.20	2.35%	9	$130.74	2.70%
NY	Rockland	1	$7.85	$1,004.10	0.78%	1	$7.96	0.83%
NY	Staten Island	1	$16.58	$1,357.70	1.22%	1	$16.27	1.20%
NY	Suffolk	0	$0.00	$5,167.40	0.00%	1	$14.06	0.28%
NY	Westchester	7	$68.20	$3,427.40	1.99%	7	$70.27	2.05%
NY Recap: 58 stores with sales of $686.2 million. Total retail food sales for NY in the study: $35.68 billion. Allegiance/Foodtown share of NY is 1.92%.								
PA	Luzerne	4	$19.39	$898.70	2.16%	4	$21.34	2.33%
PA	Monroe	1	$17.36	$570.30	3.04%	1	$16.44	2.91%
PA	Wayne	1	$3.60	$143.50	2.51%	1	$9.64	6.85%
PA Recap: 6 stores with sales of $40.35 million. Total retail food sales for PA in the study: $26.51 billion. Allegiance/Foodtown share of PA is 0.15%.								

Mid-Atlantic Recap: 85 stores with sales of $1.05 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Allegiance/Foodtown Per Store Average: $12.32 million** Source: *Food Trade News*, June 2019

IN REVIEW: CVS

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield+	46	$239.70	$3,351.00	7.15%	45	$235.60	7.16%
CT	Litchfield+	7	$34.60	$718.50	4.82%	6	$30.20	4.21%
CT	New Haven+	38	$188.20	$3,000.00	6.27%	38	$185.70	6.19%
CT Recap: 91 stores with sales of $462.5 million. Total retail food sales for CT in the study: $7.07 billion. CVS share of CT is 6.54%.								
DE	New Castle+	12	$52.30	$1,756.80	2.98%	11	$47.20	2.72%
DE Recap: 12 stores with sales of $52.3 million. Total retail food sales for DE in the study: $1.76 billion. CVS share of DE is 2.98%.								
NJ	Atlantic+	15	$58.50	$843.50	6.94%	16	$61.90	7.06%
NJ	Bergen+	46	$164.20	$3,233.80	5.08%	44	$155.30	5.04%
NJ	Burlington+	22	$89.20	$1,500.20	5.95%	21	$84.80	5.74%
NJ	Camden+	26	$113.20	$1,536.50	7.37%	27	$115.60	7.64%
NJ	Cape May	10	$44.90	$480.60	9.34%	10	$43.60	8.95%
NJ	Cumberland+	5	$19.60	$535.60	3.66%	5	$19.50	3.59%
NJ	Essex+	21	$78.20	$1,993.60	3.92%	21	$76.20	4.07%
NJ	Gloucester+	15	$54.80	$980.90	5.59%	14	$50.30	5.14%
NJ	Hudson+	17	$40.70	$1,399.80	2.91%	16	$35.50	2.73%
NJ	Hunterdon	4	$20.70	$348.70	5.94%	4	$19.40	5.37%
NJ	Mercer+	18	$80.80	$1,305.40	6.19%	18	$82.20	6.31%
NJ	Middlesex+	23	$101.70	$2,168.70	4.69%	23	$103.70	4.89%
NJ	Monmouth+	26	$112.30	$2,284.30	4.92%	25	$106.90	4.91%
NJ	Morris+	21	$92.40	$1,889.70	4.89%	20	$86.70	4.77%
NJ	Ocean+	22	$94.80	$1,839.60	5.15%	22	$94.60	5.41%
NJ	Passaic+	13	$60.30	$1,236.20	4.88%	13	$59.60	5.32%
NJ	Somerset+	10	$35.20	$1,247.30	2.82%	9	$31.60	2.68%
NJ	Sussex	3	$8.90	$530.10	1.68%	3	$8.90	1.64%
NJ	Union+	27	$114.80	$1,706.40	6.73%	23	$104.10	6.49%
NJ	Warren+	5	$17.20	$390.30	4.41%	4	$12.90	3.35%
NJ Recap: 349 stores with sales of $1.4 billion. Total retail food sales for NJ in the study: $27.55 billion. CVS share of NJ is 5.08%.								
NY	Bronx+	14	$79.40	$2,838.20	2.80%	14	$77.40	2.89%
NY	Brooklyn+	31	$186.20	$4,503.20	4.13%	30	$179.60	3.95%
NY	Dutchess+	13	$49.80	$893.50	5.57%	13	$49.60	5.68%
NY	Manhattan+	57	$394.80	$5,148.80	7.67%	51	$345.70	6.98%
NY	Nassau+	74	$435.60	$4,948.70	8.80%	73	$422.60	9.13%
NY	Orange+	13	$56.40	$1,248.60	4.52%	12	$51.50	4.36%
NY	Putnam	2	$10.80	$220.40	4.90%	2	$10.70	4.76%
NY	Queens+	44	$302.40	$4,921.20	6.14%	39	$273.70	5.64%
NY	Rockland+	10	$50.60	$1,004.10	5.04%	9	$44.80	4.70%
NY	Staten Island+	20	$108.80	$1,357.70	8.01%	20	$107.90	7.94%
NY	Suffolk	71	$292.30	$5,167.40	5.66%	69	$279.10	5.58%
NY	Westchester+	58	$333.40	$3,427.40	9.73%	59	$333.60	9.74%
NY Recap: 407 stores with sales of $2.3 billion. Total retail food sales for NY in the study: $35.68 billion. CVS share of NY is 6.45%.								
PA	Adams	1	$4.50	$181.80	2.48%	1	$4.50	2.54%
PA	Berks+	15	$73.20	$1,248.70	5.86%	16	$76.70	6.71%
PA	Bucks+	32	$153.20	$2,448.60	6.26%	32	$152.60	6.22%
PA	Carbon	1	$4.50	$158.70	2.84%	1	$4.50	2.86%
PA	Chester+	27	$113.10	$1,741.80	6.49%	25	$103.70	6.23%
PA	Columbia	3	$14.30	$210.10	6.81%	3	$14.20	6.82%
PA	Cumberland+	14	$59.10	$994.20	5.94%	14	$58.70	5.87%
PA	Dauphin+	14	$59.50	$941.90	6.32%	14	$59.20	6.71%
PA	Delaware+	33	$167.30	$2,099.10	7.97%	33	$165.70	8.56%
PA	Franklin+	5	$19.80	$396.20	5.00%	5	$19.80	5.15%
PA	Lackawanna+	10	$42.80	$653.30	6.55%	10	$42.60	6.39%
PA	Lancaster+	22	$95.60	$1,473.50	6.49%	23	$101.20	7.03%

See **IN REVIEW: CVS** on page 143

IN REVIEW: CVS

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State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
PA	Lebanon	4	$15.60	$366.10	4.26%	4	$15.70	4.37%
PA	Lehigh+	15	$70.90	$1,223.50	5.79%	15	$70.70	5.91%
PA	Luzerne+	13	$47.10	$898.70	5.24%	13	$47.10	5.14%
PA	Lycoming+	5	$29.70	$362.80	8.19%	5	$29.60	8.32%
PA	Mifflin	2	$9.80	$122.40	8.01%	2	$9.80	7.97%
PA	Monroe+	12	$50.40	$570.30	8.84%	12	$50.20	8.89%
PA	Montgomery+	48	$222.30	$3,434.90	6.47%	47	$216.70	6.27%
PA	Montour	1	$4.40	$57.60	7.64%	0	$0.00	0.00%
PA	Northampton+	17	$76.30	$997.60	7.65%	17	$76.10	7.84%
PA	Northumberland	6	$24.80	$177.80	13.95%	6	$24.70	13.53%
PA	Philadelphia+	59	$316.70	$3,360.20	9.43%	56	$295.40	9.39%
PA	Schuylkill	2	$9.20	$352.90	2.61%	2	$9.10	2.56%
PA	Snyder+	2	$8.20	$117.20	7.00%	2	$8.10	6.55%
PA	Union	2	$9.90	$108.30	9.14%	2	$9.90	9.64%
PA	Wayne	3	$16.90	$143.50	11.78%	3	$16.70	11.86%
PA	Wyoming	1	$4.40	$62.70	7.02%	1	$4.40	6.79%
PA	York+	13	$55.90	$1,369.80	4.08%	13	$55.80	4.27%

PA Recap: 382 stores with sales of $1.8 billion. Total retail food sales for PA in the study: $26.51 billion. CVS share of PA is 6.71%.

Mid-Atlantic Recap: 1,241 stores with sales of $6.0 billion annually.

Mid-Atlantic retail food sales total: $98.61 billion.

CVS Per Store Average: $4.83 million

+In these counties, CVS operates both free-standing stores and pharmacies within Target stores

Source: *Food Trade News*, June 2019

IN REVIEW: WALMART

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	5	$132.30	$3,351.00	3.95%	5	$130.80	3.97%
CT	Litchfield	2	$54.10	$718.50	7.53%	2	$53.80	7.50%
CT	New Haven (SuperCenter)	9	$258.40	$3,000.00	8.61%	9	$259.30	8.65%
CT Recap: 16 stores with sales of $444.8 million. Total retail food sales for CT in the study: $7.07 billion. Walmart share of CT is 6.29%.								
DE	New Castle (SuperCenter)	3	$75.20	$1,756.80	4.28%	3	$74.60	4.31%
DE Recap: 3 stores with sales of $75.2 million. Total retail food sales for DE in the study: $1.76 billion. Walmart share of DE is 4.28%.								
NJ	Atlantic (SuperCenter)	3	$60.70	$843.50	7.20%	3	$60.20	6.87%
NJ	Bergen (SuperCenter)	3	$108.90	$3,233.80	3.37%	3	$108.20	3.51%
NJ	Burlington (SuperCenter)	5	$106.30	$1,500.20	7.09%	4	$72.80	4.93%
NJ	Camden (SuperCenter)	5	$128.70	$1,536.50	8.38%	5	$138.10	9.13%
NJ	Cape May	1	$21.10	$480.60	4.39%	1	$20.90	4.29%
NJ	Cumberland (SuperCenter)	3	$75.50	$535.60	14.10%	3	$75.30	13.85%
NJ	Gloucester (SuperCenter)	3	$94.30	$980.90	9.61%	3	$93.50	9.56%
NJ	Hudson (SuperCenter)	4	$144.10	$1,399.80	10.29%	4	$141.80	10.90%
NJ	Hunterdon (SuperCenter)	1	$38.90	$348.70	11.16%	1	$38.60	10.68%
NJ	Mercer (SuperCenter)	4	$103.90	$1,305.40	7.96%	4	$101.40	7.78%
NJ	Middlesex (SuperCenter)	7	$159.40	$2,168.70	7.35%	7	$160.20	7.55%
NJ	Monmouth (SuperCenter)	3	$105.50	$2,284.30	4.62%	3	$114.70	5.26%
NJ	Morris	6	$134.20	$1,889.70	7.10%	6	$130.60	7.18%
NJ	Ocean (SuperCenter)	5	$131.70	$1,839.60	7.16%	5	$128.10	7.32%
NJ	Salem	1	$18.00	$143.00	12.59%	1	$17.80	12.07%
NJ	Somerset (SuperCenter)	4	$93.20	$1,247.30	7.47%	4	$92.40	7.85%
NJ	Sussex	2	$36.50	$530.10	6.89%	2	$36.40	6.72%
NJ	Union	2	$44.70	$1,706.40	2.62%	2	$45.90	2.86%
NJ	Warren (SuperCenter)	2	$41.90	$390.30	10.74%	2	$41.70	10.84%
NJ Recap: 64 stores with sales of $1.65 billion. Total retail food sales for NJ in the study: $27.55 billion. Walmart share of NJ is 5.97%.								
NY	Dutchess (SuperCenter)	1	$64.50	$893.50	7.22%	1	$64.10	7.35%
NY	Nassau (Neighborhood Market)	6	$265.40	$4,948.70	5.36%	6	$262.10	5.66%
NY	Orange (SuperCenter)	3	$194.70	$1,248.60	15.59%	3	$196.40	16.61%
NY	Rockland	1	$18.10	$1,004.10	1.80%	1	$18.00	1.89%
NY	Suffolk	7	$234.60	$5,167.40	4.54%	7	$233.10	4.66%
NY	Westchester	1	$35.80	$3,427.40	1.04%	2	$54.20	1.58%
NY Recap: 19 stores with sales of $813.1 million. Total retail food sales for NY in the study: $35.68 billion. Walmart share of NY is 2.28%.								
PA	Adams	1	$18.30	$181.80	10.07%	1	$18.00	10.16%
PA	Berks (SuperCenter)	5	$106.50	$1,248.70	8.53%	5	$108.10	9.45%
PA	Bucks (SuperCenter)	5	$169.70	$2,448.60	6.93%	5	$176.20	7.18%
PA	Carbon (SuperCenter)	1	$27.20	$158.70	17.14%	1	$27.10	17.21%
PA	Chester (SuperCenter)	5	$153.80	$1,741.80	8.83%	5	$151.70	9.11%
PA	Columbia (SuperCenter)	1	$36.90	$210.10	17.56%	1	$36.50	17.53%
PA	Cumberland (SuperCenter)	4	$100.70	$994.20	10.13%	4	$98.20	9.83%
PA	Dauphin (SuperCenter)	2	$70.50	$941.90	7.48%	2	$71.30	8.08%
PA	Delaware (SuperCenter)	4	$90.30	$2,099.10	4.30%	4	$96.30	4.98%
PA	Franklin (SuperCenter)	2	$71.40	$396.20	18.02%	2	$71.20	18.53%

See **IN REVIEW: WALMART** on page 145

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PA	Lackawanna (SuperCenter)	2	$73.20	$653.30	11.20%	2	$72.80	10.91%
PA	Lancaster (SuperCenter)	3	$113.70	$1,473.50	7.72%	3	$120.60	8.38%
PA	Lebanon (SuperCenter)	2	$75.10	$366.10	20.51%	2	$74.20	20.63%
PA	Lehigh (SuperCenter)	2	$74.60	$1,223.50	6.10%	2	$74.30	6.21%
PA	Luzerne (SuperCenter)	3	$103.40	$898.70	11.51%	3	$100.50	10.98%
PA	Lycoming	1	$23.10	$362.80	6.37%	1	$22.90	6.44%
PA	Mifflin (SuperCenter)	1	$31.60	$122.40	25.82%	1	$31.40	25.55%
PA	Monroe (SuperCenter)	2	$74.40	$570.30	13.05%	2	$73.70	13.05%
PA	Montgomery (SuperCenter)	9	$269.40	$3,434.90	7.84%	9	$263.40	7.62%
PA	Northampton (SuperCenter)	2	$57.10	$997.60	5.72%	2	$56.80	5.85%
PA	Northumberland (SuperCenter)	1	$36.80	$177.80	20.70%	1	$36.60	20.05%
PA	Philadelphia (SuperCenter)	5	$129.70	$3,360.20	3.86%	5	$128.20	4.07%
PA	Pike (SuperCenter)	1	$28.00	$111.10	25.20%	1	$27.90	24.20%
PA	Schuylkill (SuperCenter)	2	$72.20	$352.90	20.46%	2	$71.80	20.23%
PA	Snyder	1	$22.30	$117.20	19.03%	1	$22.20	17.96%
PA	Union (SuperCenter)	1	$35.30	$108.30	32.59%	1	$35.10	34.18%
PA	Wayne (SuperCenter)	1	$36.10	$143.50	25.16%	1	$35.90	25.50%
PA	Wyoming (SuperCenter)	1	$30.20	$62.70	48.17%	1	$30.10	46.45%
PA	York (SuperCenter)	6	$179.80	$1,369.80	13.13%	6	$176.20	13.48%

PA Recap: 76 stores with sales of $2.31 billion. Total retail food sales for PA in the study: $26.51 billion. Walmart share of PA is 8.72%.

Mid-Atlantic Recap: 178 stores with sales of $5.29 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Walmart Per Store Average: $29.73 million

Source: *Food Trade News*, June 2019

DIRECTORY OF RETAILERS

From page 138

Bentonville, AR 72716
Phone: (501) 273-4000
Web: samsclub.com
CEO/Pres.: John Furner
FTN Stores: 23
FTN Vol.: $859.3 million (grocery/HBC only)

MASS MERCHANDISERS

Kmart

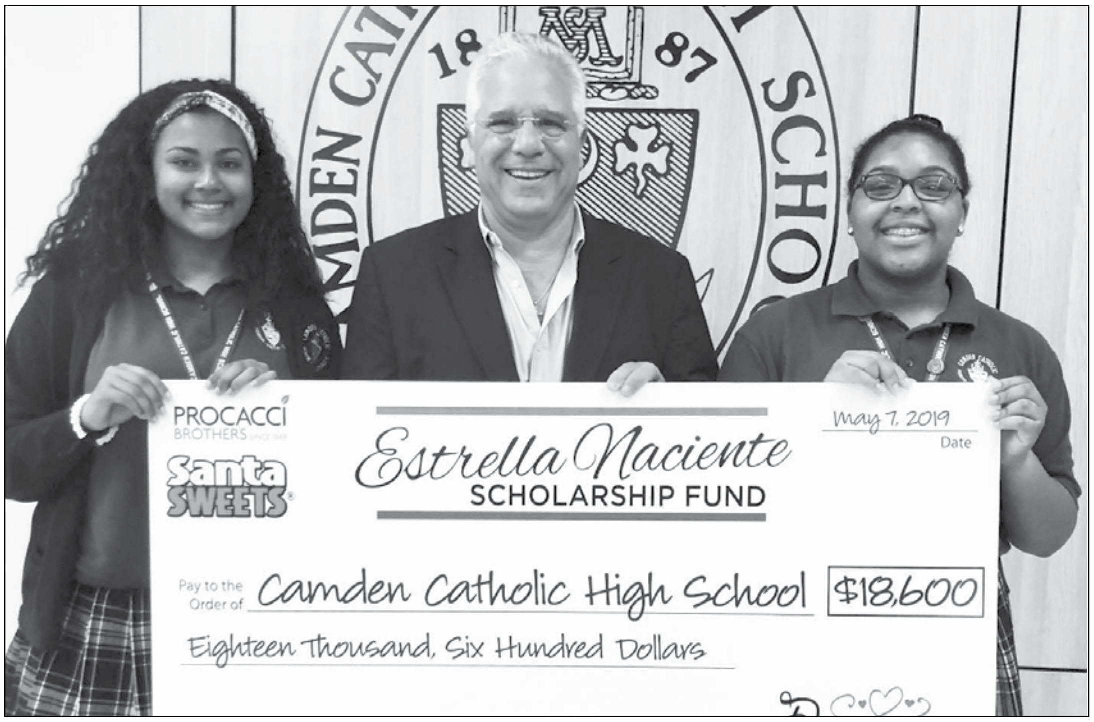
Div. of Transform Holdco
3333 Beverly Rd.
Hoffman Estates, IL 60179
Phone: (847) 286-2500
CEO: Edward Lampert
FTN Stores: 42
FTN Vol.: $335.5 million (grocery/HBC only)

Target

1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
FTN Stores: 160 (includes Super Target)
FTN Vol.: $2.99 billion (grocery/HBC only)

Walmart

702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
Pres./CEO: Doug McMillon
Pres/CEO - U.S.: Greg Foran
FTN Stores: 178 (includes SuperCenter/Neighborhood Mkt.)
FTN Vol.: $5.29 billion (grocery/HBC only)



LAST MONTH, PROCACCI HOLDINGS' CEO AND CAMDEN CATHOLIC ALUMNUS J.M. PROCACCI (C) presented Camden Catholic High School in Cherry Hill, NJ with a check for $18,600 in support of the Estrella Naciente Scholarship Program at the school. Joining him in this photo are the 2019 scholarship recipients, Sabrina Radix and Kayla Williams.

IN REVIEW: TARGET

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	4	$65.50	$3,351.00	1.95%	4	$65.30	1.98%
CT	Litchfield	1	$16.40	$718.50	2.28%	1	$16.20	2.26%
CT	New Haven	6	$108.30	$3,000.00	3.61%	6	$107.90	3.60%
CT Recap: 11 stores with sales of $190.2 million. Total retail food sales for CT in the study: $7.07 billion. Target share of CT is 2.69%.								
DE	New Castle	2	$38.70	$1,756.80	2.20%	2	$38.50	2.22%
DE Recap: 2 stores with sales of $38.7 million. Total retail food sales for DE in the study: $1.76 billion. Target share of DE is 2.2%.								
NJ	Atlantic	1	$18.60	$843.50	2.21%	1	$18.50	2.11%
NJ	Bergen	4	$68.60	$3,233.80	2.12%	4	$68.40	2.22%
NJ	Burlington	4	$58.20	$1,500.20	3.88%	4	$64.20	4.35%
NJ	Camden	5	$81.30	$1,536.50	5.29%	4	$62.60	4.14%
NJ	Cumberland	1	$15.30	$535.60	2.86%	1	$15.20	2.80%
NJ	Essex	1	$15.10	$1,993.60	0.76%	1	$15.50	0.83%
NJ	Gloucester	2	$29.60	$980.90	3.02%	2	$29.10	2.97%
NJ	Hudson	2	$37.40	$1,399.80	2.67%	2	$37.20	2.86%
NJ	Mercer	2	$26.10	$1,305.40	2.00%	2	$25.90	1.99%
NJ	Middlesex	5	$88.40	$2,168.70	4.08%	5	$92.10	4.34%
NJ	Monmouth	4	$64.30	$2,284.30	2.81%	4	$66.90	3.07%
NJ	Morris	4	$62.50	$1,889.70	3.31%	4	$62.10	3.41%
NJ	Ocean	3	$40.80	$1,839.60	2.22%	3	$40.40	2.31%
NJ	Passaic	1	$15.80	$1,236.20	1.28%	1	$15.60	1.39%
NJ	Somerset	2	$26.50	$1,247.30	2.12%	2	$26.20	2.22%
NJ	Union	4	$70.50	$1,706.40	4.13%	4	$71.20	4.44%
NJ	Warren	2	$32.30	$390.30	8.28%	2	$31.90	8.29%
NJ Recap: 47 stores with sales of $751.3 million. Total retail food sales for NJ in the study: $27.55 billion. Target share of NJ is 2.72%.								
NY	Bronx	3	$76.70	$2,838.20	2.70%	3	$81.50	3.04%
NY	Brooklyn	6	$147.30	$4,503.20	3.27%	5	$124.70	2.74%
NY	Dutchess	1	$15.70	$893.50	1.76%	1	$15.50	1.78%
NY	Manhattan	5	$150.40	$5,148.80	2.92%	3	$96.40	1.95%
NY	Nassau	7	$182.30	$4,948.70	3.68%	7	$180.60	3.90%
NY	Orange	4	$57.20	$1,248.60	4.58%	4	$57.40	4.85%
NY	Queens	4	$113.20	$4,921.20	2.30%	4	$111.60	2.30%
NY	Rockland	2	$36.60	$1,004.10	3.65%	2	$36.40	3.82%
NY	Staten Island	2	$44.30	$1,357.70	3.26%	2	$47.80	3.52%
NY	Suffolk	10	$222.40	$5,167.40	4.30%	10	$225.30	4.51%
NY	Westchester	3	$70.80	$3,427.40	2.07%	4	$90.70	2.65%
NY Recap: 47 stores with sales of $1.12 billion. Total retail food sales for NY in the study: $35.68 billion. Target share of NY is 3.13%.								
PA	Berks	3	$46.50	$1,248.70	3.72%	3	$48.90	4.28%
PA	Bucks	4	$74.70	$2,448.60	3.05%	4	$74.20	3.02%
PA	Chester	4	$83.60	$1,741.80	4.80%	4	$82.90	4.98%
PA	Cumberland	2	$27.70	$994.20	2.79%	2	$27.50	2.75%
PA	Dauphin	2	$24.10	$941.90	2.56%	2	$24.30	2.76%
PA	Delaware	4	$69.70	$2,099.10	3.32%	3	$49.40	2.55%
PA	Franklin	1	$14.40	$396.20	3.63%	1	$14.30	3.72%
PA	Lackawanna	1	$13.80	$653.30	2.11%	1	$13.70	2.05%
PA	Lancaster	3	$45.20	$1,473.50	3.07%	2	$29.60	2.06%
PA	Lehigh	3	$48.90	$1,223.50	4.00%	3	$48.60	4.06%
PA	Luzerne	1	$12.50	$898.70	1.39%	1	$12.50	1.37%
PA	Lycoming	1	$15.60	$362.80	4.30%	1	$15.50	4.36%
PA	Monroe	1	$13.10	$570.30	2.30%	1	$13.10	2.32%
PA	Montgomery	7	$147.30	$3,434.90	4.29%	7	$145.80	4.22%
PA	Northampton	1	$16.70	$997.60	1.67%	1	$16.60	1.71%
PA	Philadelphia	11	$181.20	$3,360.20	5.39%	9	$145.20	4.61%
PA	Snyder	1	$15.40	$117.20	13.14%	1	$15.30	12.38%
PA	York	3	$46.30	$1,369.80	3.38%	3	$45.90	3.51%
PA Recap: 53 stores with sales of $896.7 million. Total retail food sales for PA in the study: $26.51 billion. Target share of PA is 3.38%.								

Mid-Atlantic Recap: 160 stores with sales of $2.99 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Target Per Store Average: $18.71 million

Source: *Food Trade News*, June 2019

Trade Treks To Barnesville, PA's Mountain Valley Golf Course For Annual Boyer's Markets Outing

The Annual Harold Boyer Memorial Golf Outing was held June 10 at Mountain Valley Golf Course in Barnesville, PA. Among those attending the foggy, soggy event were: Blake Miller (standing l), Weber Advertising; Dean Walker (standing r), Boyer's Markets; Chris Heider (seated l) and Jim Weber, Weber Advertising.

Boyer's Markets' Anthony Gigliotti (2nd from r) is joined in this photo by (l-r) Rich Rohrbach, Hershey; Allan Conte, Integrity ESM; and Ed Burda, Utz.

Jeanne Boyer Porter (2nd from r) is joined here by (l-r) Victor Muncy, Ed Keyworth and Jeff O'Neill, all with M&T Bank.

This foursome features (l-r) Pat Yarrish of Schmidt Baking along with Tasty Baking's Ron Benner, Dave Stout and Dave Forsberg.

This group photo includes (l-r) Chad Ott, Mehmert; Kevin Kerschner, Boyer's Markets; Dave Nestlund and Joe Texter, Triangle Refrigeration.

This Integrity ESM trio features Paul McGurkin (l), Jim Morrison (c) and Pat O'Connell.

David Sterns (l) of Milford Valley is joined here by Nick Buchanan of Brandywine Brokerage.

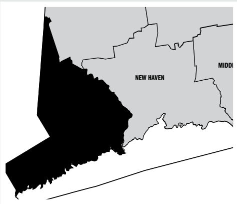
These industry vets are (l-r) Rick Glover, Bubba Burgers; Dave Solmen, Biery Cheese; Mike Gifford, Blount Foods; and Allan Perkins, JOH.

Joe Cutrone (c) of Boyer's Markets is flanked in this photo by Rich Robbins (l) and Mark Voorhees of UNFI.

These folks are: (standing l-r) Nancy Rodgers-Fluharty, Pace Target Brokers; Ron Campolungo, UNFI; (seated l-r) Emily Frazier, Guttenplan's; Mellisa Erickson and Tom Bellizia, Boyer's Markets.

CONNECTICUT COUNTY SHARE OF MARKET: 2019

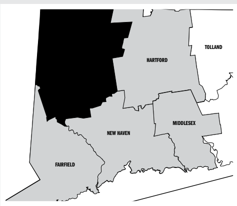
Total sales for those Connecticut counties included in the study are $7.07 billion



FAIRFIELD COUNTY ($3.35 billion)
(Includes Bridgeport, Danbury, Stamford)

- Population 949,921
- # of households 337,678
- Median income $89,773
- Under 18 .... 22.6%
- Over 65 .... 15.5%
- Female 51.3%
- White 61.9%
- Black............................... 12.6%
- Hispanic 19.9%
- Asian................................ 5.8%

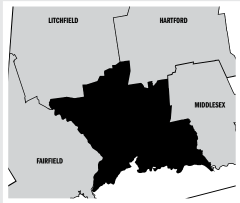
Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	23	$826.87	24.68%
2	ShopRite (Price Rite)	13	$559.20	16.69%
3	Costco	2	$244.20	7.29%
4	CVS+	46	$239.70	7.15%
5	Whole Foods	5	$178.60	5.33%
6	Stew Leonard's	2	$158.00	4.72%
7	Big Y	5	$145.60	4.34%
8	Walmart	5	$132.30	3.95%
9	BJ's Wholesale Club	3	$130.20	3.89%
10	Walgreens	21	$113.20	3.38%
11	Trader Joe's	5	$105.20	3.14%
12	Target	4	$65.50	1.95%
13	Caraluzzi's	3	$56.40	1.68%
14	Acme Markets	4	$53.76	1.60%
15	Krasdale (C Town/Market Fresh)	6	$49.44	1.48%
16	Key Food	4	$41.60	1.24%
17	Kings Food Markets (Balducci's)	3	$40.90	1.22%
18	Rite Aid	13	$37.70	1.13%
19	Fairway Market	1	$33.50	1.00%
20	Food Bazaar	2	$28.60	0.85%
21	IGA	2	$19.24	0.57%
22	7-Eleven	10	$17.10	0.51%
23	Fresh Market	1	$15.20	0.45%
24	Cumberland Farms	7	$14.30	0.43%
25	Aldi	1	$10.40	0.31%
26	Save-A-Lot	1	$5.50	0.16%
		192	**$3,322.21**	**99.14%**



LITCHFIELD COUNTY ($718.5 million)
(Includes New Milford, Torrington, Watertown)

- Population 182,177
- # of households 74,605
- Median income $76,438
- Under 18 .... 18.5%
- Over 65 .... 20.6%
- Female 50.6%
- White 88.6%
- Black................................. 2.2%
- Hispanic 6.3%
- Asian................................. 2.0%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	6	$212.82	29.62%
2	IGA	11	$82.08	11.42%
3	Big Y	2	$70.20	9.77%
4	Walmart	2	$54.10	7.53%
5	Price Chopper (Market 32)	1	$50.70	7.06%
6	ShopRite (Price Rite)	1	$39.80	5.54%
7	BJ's Wholesale Club	1	$35.10	4.89%
8	CVS+	7	$34.60	4.82%
9	Aldi	2	$22.10	3.08%
10	XtraMart	6	$21.84	3.04%
11	Rite Aid	7	$20.80	2.89%
12	Target	1	$16.40	2.28%
13	Cumberland Farms	6	$11.80	1.64%
14	Walgreens	2	$9.90	1.38%
15	Kmart	1	$4.10	0.57%
16	7-Eleven	1	$1.80	0.25%
		57	**$688.14**	**95.77%**



NEW HAVEN COUNTY ($3.0 billion)
(Includes Meriden, New Haven, Waterbury)

- Population 860,435
- # of households 327,402
- Median income $64,872
- Under 18 .... 20.3%
- Over 65 .... 16.9%
- Female 51.7%
- White 63.0%
- Black............................... 14.7%
- Hispanic 18.1%
- Asian................................. 4.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	19	$781.14	26.04%
2	ShopRite (Price Rite)	9	$418.20	13.94%
3	Walmart	9	$258.40	8.61%
4	Costco	2	$209.70	6.99%
5	Big Y	8	$200.20	6.67%
6	CVS+	38	$188.20	6.27%
7	BJ's Wholesale Club	4	$159.40	5.31%
8	Walgreens	23	$129.50	4.32%
9	Target	6	$108.30	3.61%
10	Aldi	8	$92.30	3.08%
11	Rite Aid	22	$73.80	2.46%
12	Krasdale (Bravo/CTwn/Stop1/ShopSmt)	13	$61.18	2.04%
13	IGA	7	$56.16	1.87%
14	Cumberland Farms	19	$32.20	1.07%
15	Price Chopper	1	$28.60	0.95%
16	Whole Foods	1	$28.40	0.95%
17	Trader Joe's	1	$18.80	0.63%
18	Fresh Market	1	$15.10	0.50%
19	Save-A-Lot	3	$14.80	0.49%
20	7-Eleven	9	$14.10	0.47%
21	XtraMart	3	$11.44	0.38%
22	Fas-Marts	4	$6.80	0.23%
23	Key Food	1	$4.90	0.16%
		211	**$2,911.62**	**97.05%**

( ) Name in parentheses indicates another banner used by the company.

+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2019

IN REVIEW: WAWA

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
DE	New Castle	28	$217.98	$1,756.80	12.41%	29	$224.85	12.98%
DE Recap: 28 stores with sales of $217.98 million. Total retail food sales for DE in the study: $1.76 billion. Wawa share of DE is 12.41%.								
NJ	Atlantic	26	$148.33	$843.50	17.59%	28	$153.78	17.55%
NJ	Bergen	1	$17.44	$3,233.80	0.54%	1	$16.86	0.55%
NJ	Burlington	37	$194.19	$1,500.20	12.94%	37	$199.98	13.54%
NJ	Camden	38	$214.79	$1,536.50	13.98%	39	$225.92	14.94%
NJ	Cape May	16	$94.30	$480.60	19.62%	16	$95.24	19.54%
NJ	Cumberland	10	$69.23	$535.60	12.93%	10	$69.12	12.71%
NJ	Essex	1	$5.23	$1,993.60	0.26%	1	$4.62	0.25%
NJ	Gloucester	22	$134.25	$980.90	13.69%	22	$137.64	14.07%
NJ	Hudson	1	$7.35	$1,399.80	0.53%	1	$6.91	0.53%
NJ	Hunterdon	2	$12.98	$348.70	3.72%	2	$12.44	3.44%
NJ	Mercer	8	$48.93	$1,305.40	3.75%	8	$50.16	3.85%
NJ	Middlesex	17	$86.91	$2,168.70	4.01%	16	$89.28	4.21%
NJ	Monmouth	18	$102.92	$2,284.30	4.51%	18	$102.33	4.70%
NJ	Morris	1	$7.34	$1,889.70	0.39%	1	$7.37	0.41%
NJ	Ocean	39	$212.88	$1,839.60	11.57%	39	$217.27	12.42%
NJ	Salem	4	$22.09	$143.00	15.45%	4	$21.77	14.76%
NJ	Somerset	3	$14.46	$1,247.30	1.16%	3	$11.45	0.97%
NJ	Union	2	$9.90	$1,706.40	0.58%	1	$8.09	0.50%
NJ	Warren	3	$13.38	$390.30	3.43%	2	$12.62	3.28%
NJ Recap: 249 stores with sales of $1.42 billion. Total retail food sales for NJ in the study: $27.55 billion. Wawa share of NJ is 5.13%.								
PA	Berks	10	$57.12	$1,248.70	4.57%	8	$54.98	4.81%
PA	Bucks	34	$250.95	$2,448.60	10.25%	35	$362.61	14.77%
PA	Carbon	1	$6.15	$158.70	3.88%	1	$6.28	3.99%
PA	Chester	33	$209.79	$1,741.80	12.04%	32	$212.80	12.79%
PA	Delaware	38	$244.61	$2,099.10	11.65%	38	$249.68	12.91%
PA	Lancaster	4	$20.28	$1,473.50	1.38%	4	$19.69	1.37%
PA	Lehigh	10	$74.21	$1,223.50	6.07%	10	$79.17	6.62%
PA	Monroe	5	$27.20	$570.30	4.77%	5	$27.55	4.88%
PA	Montgomery	50	$330.72	$3,434.90	9.63%	51	$332.70	9.63%
PA	Northampton	7	$46.43	$997.60	4.65%	7	$45.98	4.74%
PA	Philadelphia	43	$253.32	$3,360.20	7.54%	39	$247.08	7.85%
PA Recap: 235 stores with sales of $1.52 billion. Total retail food sales for PA in the study: $26.51 billion. Wawa share of PA is 5.74%.								

Mid-Atlantic Recap: 512 stores with sales of $3.16 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Wawa Per Store Average: $6.16 million

Source: *Food Trade News*, June 2019

IN REVIEW: SAM'S CLUB

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Atlantic	1	$25.80	$843.50	3.06%	1	$25.90	2.96%
NJ	Burlington	1	$22.90	$1,500.20	1.53%	1	$23.60	1.60%
NJ	Gloucester	2	$74.20	$980.90	7.56%	2	$73.80	7.54%
NJ	Hudson	1	$26.50	$1,399.80	1.89%	1	$35.50	2.73%
NJ	Middlesex	1	$34.70	$2,168.70	1.60%	1	$34.60	1.63%
NJ	Monmouth	1	$51.50	$2,284.30	2.25%	1	$46.60	2.14%
NJ Recap: 7 stores with sales of $235.6 million. Total retail food sales for NJ in the study: $27.55 billion. Sam's Club share of NJ is 0.40%.								
NY	Dutchess	1	$34.10	$893.50	3.82%	1	$33.90	3.88%
NY	Suffolk	1	$38.20	$5,167.40	0.74%	1	$38.00	0.76%
NY	Westchester	1	$69.70	$3,427.40	2.03%	1	$69.60	2.03%
NY Recap: 3 stores with sales of $142 million. Total retail food sales for NY in the study: $35.68 billion. Sam's Club share of NY is 0.40%.								
PA	Berks	1	$46.80	$1,248.70	3.75%	1	$47.70	4.17%
PA	Bucks	1	$36.30	$2,448.60	1.48%	1	$36.20	1.47%
PA	Cumberland	1	$28.10	$994.20	2.83%	1	$27.90	2.79%
PA	Dauphin	1	$31.40	$941.90	3.33%	1	$31.30	3.55%
PA	Lackawanna	1	$35.30	$653.30	5.40%	1	$35.20	5.28%
PA	Lehigh	1	$35.70	$1,223.50	2.92%	1	$35.50	2.97%
PA	Luzerne	1	$40.80	$898.70	4.54%	1	$40.60	4.43%
PA	Lycoming	1	$33.10	$362.80	9.12%	1	$33.00	9.28%
PA	Montgomery	1	$35.30	$3,434.90	1.03%	1	$35.70	1.03%
PA	Northampton	1	$33.20	$997.60	3.33%	1	$33.10	3.41%
PA	Philadelphia	1	$44.80	$3,360.20	1.33%	1	$44.60	1.42%
PA	York	2	$80.90	$1,369.80	5.91%	2	$80.60	6.17%
PA Recap: 13 stores with sales of $481.7 million. Total retail food sales for PA in the study: $26.51 billion. Sam's Club share of PA is 1.82%.								

Mid-Atlantic Recap: 23 stores with sales of $859.3 million annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Sam's Club Per Store Average: $37.36 million

Source: *Food Trade News*, June 2019

IN REVIEW: STOP & SHOP

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	23	$826.87	$3,351.00	24.68%	23	$839.10	25.50%
CT	Litchfield	6	$212.82	$718.50	29.62%	7	$239.85	33.42%
CT	New Haven	19	$781.14	$3,000.00	26.04%	19	$807.68	26.94%

CT Recap: 48 stores with sales of $1.82 billion. Total retail food sales for CT in the study: $7.07 billion. Stop & Shop share of CT is 25.76%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NJ	Bergen	12	$371.64	$3,233.80	11.49%	13	$379.94	12.34%
NJ	Essex	3	$109.85	$1,993.60	5.51%	3	$109.82	5.86%
NJ	Hudson	2	$62.44	$1,399.80	4.46%	2	$62.08	4.77%
NJ	Hunterdon	1	$24.41	$348.70	7.00%	1	$25.06	6.94%
NJ	Mercer	1	$28.46	$1,305.40	2.18%	1	$28.20	2.16%
NJ	Middlesex	7	$178.08	$2,168.70	8.21%	7	$184.02	8.67%
NJ	Monmouth	7	$189.89	$2,284.30	8.31%	6	$167.73	7.70%
NJ	Morris	4	$166.55	$1,889.70	8.81%	4	$171.17	9.41%
NJ	Ocean	7	$239.65	$1,839.60	13.03%	7	$240.05	13.72%
NJ	Passaic	5	$178.54	$1,236.20	14.44%	5	$178.49	15.94%
NJ	Somerset	4	$103.77	$1,247.30	8.32%	5	$119.93	10.18%
NJ	Sussex	1	$54.93	$530.10	10.36%	1	$54.97	10.15%
NJ	Union	5	$146.39	$1,706.40	8.58%	5	$146.75	9.15%
NJ	Warren	1	$21.73	$390.30	5.57%	1	$22.98	5.98%

NJ Recap: 60 stores with sales of $1.88 billion. Total retail food sales for NJ in the study: $27.55 billion. Stop & Shop share of NJ is 6.8%.

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
NY	Bronx	5	$181.25	$2,838.20	6.39%	5	$187.54	6.99%
NY	Brooklyn	4	$177.15	$4,503.20	3.93%	4	$183.68	4.04%
NY	Dutchess	5	$231.43	$893.50	25.90%	5	$214.13	24.54%
NY	Nassau	23	$921.51	$4,948.70	18.62%	23	$940.27	20.32%
NY	Orange	3	$77.38	$1,248.60	6.20%	3	$79.11	6.69%
NY	Queens	11	$439.62	$4,921.20	8.93%	11	$440.25	9.08%
NY	Rockland	5	$123.98	$1,004.10	12.35%	5	$124.77	13.08%
NY	Staten Island	5	$261.22	$1,357.70	19.24%	5	$257.38	18.93%
NY	Suffolk	28	$1,089.40	$5,167.40	21.08%	28	$1,167.64	23.35%
NY	Westchester	15	$673.40	$3,427.40	19.65%	15	$677.12	19.77%

NY Recap: 104 stores with sales of $4.18 billion. Total retail food sales for NY in the study: $35.68 billion. Stop & Shop share of NY is 11.71%.

Mid-Atlantic Recap: 212 stores with sales of $7.87 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Stop & Shop Per Store Average: $37.14 million

Source: *Food Trade News*, June 2019

IN REVIEW: GIANT/MARTIN'S

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
PA	Adams	1	$51.37	$181.80	28.26%	1	$51.50	29.08%
PA	Berks	6	$247.23	$1,248.70	19.80%	6	$247.74	21.66%
PA	Bucks	19	$718.97	$2,448.60	29.36%	20	$738.88	30.10%
PA	Carbon	1	$37.42	$158.70	23.58%	1	$37.97	24.11%
PA	Chester	12	$471.80	$1,741.80	27.09%	12	$484.07	29.09%
PA	Columbia	2	$66.36	$210.10	31.58%	2	$68.79	33.04%
PA	Cumberland	9	$380.29	$994.20	38.25%	9	$376.80	37.70%
PA	Dauphin	8	$360.85	$941.90	38.31%	8	$358.95	40.70%
PA	Delaware	11	$431.06	$2,099.10	20.54%	11	$426.79	22.06%
PA	Franklin	3	$104.33	$396.20	26.33%	3	$99.59	25.91%
PA	Lackawanna	2	$54.07	$653.30	8.28%	2	$54.03	8.10%
PA	Lancaster	10	$332.96	$1,473.50	22.60%	8	$319.22	22.19%
PA	Lebanon	2	$59.67	$366.10	16.30%	2	$60.35	16.78%
PA	Lehigh	7	$294.83	$1,223.50	24.10%	7	$292.32	24.44%
PA	Luzerne	1	$31.50	$898.70	3.51%	1	$32.83	3.59%
PA	Lycoming	1	$38.38	$362.80	10.58%	1	$38.76	10.90%
PA	Mifflin	2	$31.33	$122.40	25.60%	2	$32.51	26.45%
PA	Monroe	1	$46.40	$570.30	8.14%	1	$45.09	7.98%
PA	Montgomery	23	$894.65	$3,434.90	26.05%	23	$876.74	25.36%
PA	Montour	1	$20.79	$57.60	36.09%	1	$20.79	36.80%
PA	Northampton	7	$271.80	$997.60	27.25%	7	$272.61	28.10%
PA	Perry	1	$22.56	$92.40	24.42%	1	$23.01	23.55%
PA	Philadelphia (Heirloom Market)	2	$47.30	$3,360.20	1.41%	1	$45.60	1.45%
PA	Schuylkill	2	$41.94	$352.90	11.88%	2	$41.20	11.61%
PA	Snyder	1	$25.36	$117.20	21.64%	1	$25.76	20.84%
PA	York	10	$442.98	$1,369.80	32.34%	10	$442.67	33.86%

PA Recap: 145 stores with sales of $5.53 billion. Total retail food sales for PA in the study: $26.51 billion. Giant/Martin's share of PA is 20.84%.

Mid-Atlantic Recap: 145 stores with sales of $5.53 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion. **Giant/Martin's Per Store Average: $38.11 million**

Source: *Food Trade News*, June 2019

NEW JERSEY SECRETARY OF AGRICULTURE DOUGLAS H. FISHER AND LOCAL OFFICIALS RECENTLY kicked off the Jersey Fresh lettuce and leafy green season by visiting the Landisville Co-Op, which packages locally grown produce now appearing in farmers markets and stores around the state. At the kickoff event were (l-r) Landisville Cooperative General Manager Felix Donato, Secretary Fisher, Ed Curcio of Twin State Farms, John Formisano of Formisano Farms and Buena Boro Council President Rosalie Baker.

MARKET STUDY

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of the company while Rite Aid's board searches for a new CEO. On the sales ledger, Rite Aid's estimated revenue declined about $225 million to an estimated $3.34 billion for its 864 stores in the market, 49 fewer than last year.

Rounding out the top 10 was Acme Markets, which once again had a solid year in greater Philadelphia, Delaware and on the Jersey Shore, but continued to struggle to build sales at some of the 71 A&P units it acquired in 2015. The big trouble spot for Acme remained in Northern New Jersey where ShopRite, Stop & Shop and Wegmans have impacted its business. Helping Acme was an aggressive remodeling program, an improved merchandising/marketing effort and the strong skill package offered by division president Jim Perkins.

Other retailers that topped the $1 billion mark in annual sales in the region included Wawa, BJ's, Target, Key Food, Whole Foods, Weis Markets, 7-Eleven, Wegmans, ASG, Trader Joe's, Aldi and Allegiance/Foodtown.

By class of trade, the leaders are: supermarkets – ShopRite/PriceRite/Fresh Grocer (274 stores, $15.43 billion in estimated annual retail sales); clubs - Costco (50 stores, $418 billion in estimated extrapolated sales); mass - Walmart (177 stores, $5.29 billion in estimated extrapolated sales); drug - CVS (1,241 stores and $5.99 billion in estimated sales); and convenience stores - Wawa (512 stores and an $3.16 billion in revenue). Additionally, the region's eight military commissaries rang up annual sales of $93.2 million, the ninth consecutive year of sales declines of commissary volume.

Viewed as a group, the 77 multi-store retailers in the market operated 8,759 stores and accrued estimated sales of $96.99 billion in annual sales, good for 98.40 percent of region's $98.61 billion food and drug market.

IN REVIEW: COSTCO

State	County	2019 Stores	2019 Sales (in millions)	2019 County Food Sales (in millions)	% of 2019 County Market	2018 Stores	2018 Sales (in millions)	% of 2018 County Market
CT	Fairfield	2	$244.20	$3,351.00	7.29%	2	$236.50	7.19%
CT	New Haven	2	$209.70	$3,000.00	6.99%	2	$205.40	6.85%
CT Recap: 4 stores with sales of $453.9 million. Total retail food sales for CT in the study: $7.07 billion. Costco share of CT is 6.42%.								
DE	New Castle	1	$35.30	$1,756.80	2.01%	1	$34.90	2.01%
DE Recap: 1 store with sales of $35.3 million. Total retail food sales for DE in the study: $1.76 billion. Costco share of DE is 2.01%.								
NJ	Bergen	2	$123.30	$3,233.80	3.81%	2	$121.40	3.94%
NJ	Burlington	1	$43.10	$1,500.20	2.87%	1	$42.70	2.89%
NJ	Hudson	1	$63.80	$1,399.80	4.56%	0	$0.00	0.00%
NJ	Hunterdon	1	$45.50	$348.70	13.05%	1	$44.90	12.43%
NJ	Mercer	1	$50.30	$1,305.40	3.85%	1	$49.80	3.82%
NJ	Middlesex	2	$76.20	$2,168.70	3.51%	2	$75.10	3.54%
NJ	Monmouth	3	$156.30	$2,284.30	6.84%	3	$157.50	7.23%
NJ	Morris	2	$107.20	$1,889.70	5.67%	2	$106.50	5.85%
NJ	Ocean	2	$82.90	$1,839.60	4.51%	2	$82.70	4.73%
NJ	Passaic	2	$84.10	$1,236.20	6.80%	2	$83.80	7.48%
NJ	Somerset	2	$113.30	$1,247.30	9.08%	2	$111.40	9.46%
NJ	Union	1	$61.10	$1,706.40	3.58%	1	$60.80	3.79%
NJ Recap: 20 stores with sales of $1.01 billion. Total retail food sales for NJ in the study: $27.55 billion. Costco share of NJ is 3.65%.								
NY	Brooklyn	1	$223.40	$4,503.20	4.96%	1	$218.20	4.80%
NY	Manhattan	1	$250.60	$5,148.80	4.87%	1	$244.40	4.94%
NY	Nassau	3	$308.50	$4,948.70	6.23%	3	$296.50	6.41%
NY	Queens	2	$380.50	$4,921.20	7.73%	2	$368.00	7.59%
NY	Rockland	1	$118.70	$1,004.10	11.82%	1	$115.20	12.07%
NY	Staten Island	1	$236.40	$1,357.70	17.41%	1	$232.80	17.12%
NY	Suffolk	5	$492.70	$5,167.40	9.53%	5	$481.60	9.63%
NY	Westchester	3	$349.50	$3,427.40	10.20%	3	$343.50	10.03%
NY Recap: 17 stores with sales of $2.6 billion. Total retail food sales for NY in the study: $35.68 billion. Costco share of NY is 6.62%.								
PA	Bucks	1	$43.20	$2,448.60	1.76%	1	$43.10	1.76%
PA	Dauphin	1	$43.10	$941.90	4.58%	1	$42.90	4.86%
PA	Delaware	1	$64.70	$2,099.10	3.08%	1	$65.10	3.36%
PA	Lancaster	1	$28.50	$1,473.50	1.93%	1	$28.50	1.98%
PA	Lehigh	1	$34.00	$1,223.50	2.78%	1	$33.90	2.83%
PA	Montgomery	3	$112.80	$3,434.90	3.28%	3	$111.60	3.23%
PA Recap: 8 stores with sales of $326.3 million. Total retail food sales for PA in the study: $26.51 billion. Costco share of PA is 1.23%.								

Mid-Atlantic Recap: 50 stores with sales of $4.19 billion annually.
Mid-Atlantic retail food sales total: $98.61 billion.
Costco Per Store Average: $83.66 million

Source: *Food Trade News*, June 2019

TAKING STOCK

From page 125

them success!...and just before presstime, we learned that Wegmans is close to a deal to build a new store in a 36-acre, mixed-use development in affluent Newtown Square, PA (Lower Makefield Township). At this point, the development is still under planning commission review, but sources have told us that Wegmans is ready to move forward with the project on Stony Hill Road. We should know more by the end of the summer...some death notices to report: from the music world, we lost Dr. John, who died earlier this month at the age of 77. Born Malcolm Rebennack in New Orleans, he began his musical career as a guitar player in the 1950s. An unfortunate shooting incident caused him to lose a finger, so he shifted to piano. By the mid-1960s, he had reinvented himself as Dr. John, a mysterious, swampy voodoo persona, which ultimately manifested itself as one of the most unique R&B/funk artists of the past 50 years. In truth, Dr. John, with a voice that was nasal and greasy, was a great piano player and creative songwriter. I've seen the good doctor more than a dozen times over the past 25 years – he was always entertaining and unique. Sad to see him pass...another quirky singer has also left us. Leon Redbone, whose interpretation of early jazz and ragtime music made him an unlikely star in the 1970s and '80s, was 69. Redbone usually performed solo, wearing a suit and tie, sunglasses and a Panama hat and belted out nasally versions of old classic tunes ("Shine On Harvest Moon," "Ain't Misbehavin'") as well as traditional blues songs ("Diddy Wah Diddy," "Mississippi River Blues"). Not much was known about Redbone, who chose to keep his personal life a mystery, content to perform only in character. We do know that his real name was Dickran Gobalian (not a typo) and he was born in Cyprus. He moved to Canada in the mid-1960s and began performing in local clubs, ultimately developing his new persona. If you haven't heard any of Redbone's versions of often-recorded songs, they're worth a listen...two athletes whose deaths are worth noting include former Green Bay Packer Hall of Fame quarterback Bart Starr and major league baseball's Bill Buckner. Starr, who was a 17th round draft pick out of Alabama in 1956, struggled for his first three years in the league. Those Packer teams went 3-15-1. Things changed rapidly after that. In 1959, the Packers hired Vince Lombardi. And with Starr as his QB the team would never have another losing season in the Starr-Lombardi era which ran through 1967. During that span, the Packers would win five championships (including the first two Super Bowls). Starr, 85, was enshrined in the NFL Hall of Fame in 1977 and still remains the league's leader in postseason passer rating. We shift from a classic Hall of Famer to a very good athlete whose name was maligned for many years over one unfortunate play. Bill Buckner, 69, died late last month. Primarily a first baseman, he played 22 seasons in the majors, collected more than 2,700 hits and won a National League batting title in 1980. With the Red Sox leading three games to two, it was one play in the ninth inning of the sixth game of the 1986 World series between Buckner's Red Sox and the New York Mets that sadly forged his legacy, when Mookie Wilson's ground ball to first base went through Buckner's legs, turning almost sure victory into a bitter defeat. The Mets would also go on to win the next game on their way to becoming World Series Champions. What impressed me the most about Buckner was how he handled the endless criticism that followed. Perhaps Red Sox principal owner John Henry said it best in describing Buckner: "His life was defined by perseverance, resilience and an insatiable will to win. Those are the traits for which he will be most remembered"...finally, Claus von Bulow is dead. Talk about "tastes great, less filling," von Bulow was best known for allegedly putting his wife Martha "Sunny" von Bulow into an irreversible diabetic coma to gain her fortune, so he could live with his mistress, soap opera actress Alexandra Isles (you can't make this stuff up). The Danish-born socialite was convicted of attempted murder in 1982, but the conviction was overturned on appeal three years later, as documented in the excellent movie "Reversal of Fortune" (1990), in which Jeremy Irons gave an Oscar winning portrayal of the entitled and arrogant lead character. Von Bulow was 93 when he went into his own permanent coma.


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