Food Trade News

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TAKING STOCK

by Jeff Metzger

As Inflation Wanes And Competition Heightens, Retailers Find Landscape Tougher Than Ever

"As difficult a year as we've faced in a long time." Those were the words of the president of a large Mid-Atlantic based regional chain. "The cutback in consumer spending was significant, labor staffing and retention remain a big issue and the reduction of SNAP benefits made keeping our comps at a positive level very challenging. Additionally, we had more than a dozen new stores open in our trading area from mass merchandising units (Target) to discount markets (Aldi) to convenience stores (Wawa) and to traditional supermarkets (Wegmans, ShopRite).

TAKING STOCK continues on page 6

ShopRite, Stop & Shop, TGC Lead; Walmart, Aldi, Wawa Growing

Sales Flat As Retailers Feel Pain Created By Economic Concerns

After three years of record or near-record sales, aided by the "eating at home" impact of COVID and followed by continuing inflation, most retailers experienced a significant reversal during the past 12 months.

Last year at this time, we reported that food price inflation had jumped 11 percent for the 12-month period from April 1, 2022, to March 31, 2023. However, as inflation began to moderate early last year, retailers felt the sting of lowered consumer spending. Additionally, beginning in March 2023, the federal government ended the supplementary income benefit given to all SNAP (food assistance) qualifiers (a cut of between $95 and $250 per month per household) that was implemented during the pandemic. Moreover, all retailers remain frustrated by the increasing level of shrink created by shoplifters and organized crime which also adversely affected sales.

The impact of those "hits" generally resulted in identical store sales being reduced significantly (50-75 percent) with comparable decreases in earnings. All said, the fierce competition among retailers in the 70-county $120 billion *Food Trade News* market remains diverse and fierce.

Here's the statistical breakdown of the top 10 retailers in the *Food Trade News* marketing area covering Connecticut, Delaware, New Jersey, New York and Pennsylvania,

For the 39th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage, Dearborn Market, and Fairway Market) continued to dominate the landscape in the overall marketing area. As for the numbers, parent company Wakefern's banners operated 294 stores in the region and rang up estimated annual retail sales of $18.4 billion. Wakefern retailers posted solid comp sales and were aided by new or replacement stores by ShopRite owners Inserra (two), Village, Ronetco, Saker and Zallie.

It was another challenging year for the number two player in the market – Stop & Shop. Once again

See **MARKET STUDY** on page 138

ALLEGIANCE RETAIL SERVICES HELD ITS HOLIDAY AND TECHNOLOGY show June 20 at Meadowlands Expo Center in Secaucus, NJ. Joe Parisi (2nd from r) of Red Apple Group is joined here by (l-r) Mike Tarloff of C&S and Donna Zambo and Samer Rahman of Allegiance Retail Services.

Big Retailer Will Invest $1B On Price; Build Private Label

As AD Begins 'Growing Together' Program, Stoppie Will Close Stores

Having a "value proposition and a pricing structure that is not strong enough," Ahold Delhaize USA CEO JJ Fleeman said that Stop & Shop would be closing an unspecified number of stores (we're hearing about 30 supermarkets) in the near future while investing aggressively in price at the remainder of the brand's stores (397 supermarkets currently) that operate in Massachusetts (125 stores), Rhode Island (27), Connecticut (88), New Jersey (57) and New York (100).

See **ADUSA** on page 103

July 8

Krasdale Foods will host its annual golf outing at Upper Montclair Country Club in Clifton, NJ. For more information, contact Bridget Maloney at bridgetm@alphia1marketing.com.

July 14-15

The annual ADUSA Our Family Golf Outing will be held in Hershey, PA. Sunday night will be a dinner at the Hershey Lodge. Breakfast and registration will be Monday from 7:30 a.m.–9:00 a.m. followed by a shotgun start, scramble format on 12 different golf courses in Central PA. Specific course assignments will be sent via email around July 4.

July 15

The annual CIFI golf outing will be held at Garden City Country Club in Garden City, Long Island. For more information, contact Jim Gorman at jgorman@caferolie.com.

July 22

Key Food Stores will host its annual invitational golf outing to benefit the Morris Levine Key Food Stores Foundation at Pine Hollow Country Club, The Mill River Club and Muttontown Club. For more information, contact Kathryn Berliner at kberliner@keyfoods.com.

July 23

Weaver's of Wellsville will hold its annual food show from 9:00 a.m.-2:00 p.m. at the Red Lion Hotel in Harrisburg, PA.

July 29

NJFC will hold its annual golf outing at Suburban Golf Club in Union, NJ with starts at 8:00 a.m. and 1:00 p.m. For more information, go to www.njfoodcouncil.com.

August 1

Boyer's Markets will hold its annual golf outing at Mountain Valley Golf Course in Barnesville, PA.

August 6-7

Bozzuto's Merchandising Marketplace 2024 will be held at Mohegan Sun in Uncasville, CT. For more information, go to www.bozzutos.com.

August 6-7

UNFI will hold its 2024 conventional winter show at Minneapolis Convention Center. For more information, go to www.unfi.com/shows-events.

August 14-15

The NSA International Sales & Trade Show in partnership with Porky Products will be held at the Meadowlands Expo Center in Secaucus, NJ. For more information, call 781.747.2860 or email denise.diaz@nsaglobal.org.

August 21

Key Food will hold a selling show at Nassau Veterans Coliseum in Uniondale, NY. For more information, email madelined@keyfoods.com.

August 27-28

C&S will hold its Robesonia winter selling show at the Lancaster, PA convention center.

August 29

ASG's fall buying show will be held at Citi Field in Flushing, NY. For more information, contact Michelle Mendoza at 516.256.3100 or michelle.mendoza@asghq.com.

September 10

Zallie Family Markets will host its annual golf outing at Valley Brook Country Club in Blackwood, NJ.

See **TRADE CALENDAR** on page 106

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utz

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*Source: Circana Total Mulo+C L52W ending 1.28.24

Soup to Nutz

By Maria Maggio

It's amazing!! It's ginormous! It's here! Welcome to the 46th annual *Food Trade News* Market Study. The numbers have been crunched, munched and digested; the final results are in! As expected, our retail landscape is ever-changing and *Food Trade News* remains the go to publication whenever expert opinion is required. *The Food Trade News* Market Study, which covers all channels of retail distribution in 70 counties in Pennsylvania, New Jersey, Delaware, Metro New York and Connecticut, goes where no other publication thinks to go. Our annual publication gives our readers the data and in-depth analysis necessary to make informed and intelligent business decisions and marketing plans for the Northeast market for the upcoming year. This important issue is available online throughout the year at foodtradenews.com so you can have access to the most comprehensive information at your fingertips. We couldn't publish this remarkable issue without our team: **Jeff Metzger**, **Terri Maloney**, **Kevin Gallagher**, **Beth Pripstein**, the good folks at e-Ink and our accommodating printer, Evergreen. Finally, a grateful thank you to our readers and advertisers for your support throughout the year, and particularly for this Market Study issue. We couldn't do what we do without you!

No child should go hungry in America but unfortunately, one in five kids face hunger in our country. While summer is often thought of as a time for fun, that is not the case for thousands of children and families throughout Pennsylvania, New York, New Jersey, Connecticut, and Delaware who face food insecurity. For many, summer is the hungriest time of the year. Fortunately, retailers, food banks and food rescuers are stepping up to fill the gap for the neediest in our population. Of the staggering 32,000,000 pounds of food rescued by Sharing Excess, the lion's share - about 65 percent - has come from the Philadelphia Wholesale Produce Market. What's more, fresh produce is a much needed and essential commodity that provides a nutritious boost to "fresh food deserts" where fruit and vegetables are often in short supply. With June being both Dairy Month and Fresh Fruit and Vegetable Month, it's a perfect time for Sharing Excess's pop-up free food distribution sites in our most destitute areas to feature a wide variety of much needed but hard to find fresh produce. In turn, food insecure children will have healthy and delicious snacks throughout the summer. It's a win-win with the real winners being the children.

As school cafeterias close down for the summer season, Philabundance is also stepping up to fill the seasonal meal gap by providing fresh, fun, and delicious breakfasts and lunches. On June 18, Philabundance CEO **Loree Jones Brown** was joined **by Fred Morgan**, regional director from The Giant Company, and other City of Philadelphia officials and community leaders to announce the summerlong Lunchbox initiative for the second year in a row. Lunchbox is a summer gap meal program designed to offer weekly nutritious, kid-friendly, ready-to-eat meals that families can pick up at their convenience throughout the summer. The wholesome meals will be created by the talented chefs at the Philabundance Community Kitchen. Menus include fresh turkey and cheese on whole grain bread, chopped salad, fresh fruit, yogurt, and juices.

"While government gap meal programs continue to grow, not all Philabundance communities in our nine-county service area will be able to take advantage of our region's Summer Food Service Program outlets," said Loree. "For those families who may be unable to meet program guidelines, including requirements to provide full documentation for children to eat USDA meals on site, the Philabundance Summer Lunchbox program offers an alternative."

Last year, the Philabundance Community Kitchen team created 48,000 lunches. Due to the unprecedented demand this year and a $250,000 donation from The Giant Company, Philabundance will be distributing, 60,000 fresh ready-to-eat kid-friendly lunch meals at various youth-serving community locations in all nine Philabundance counties. Additionally, they are supplementing these fresh meals with over 11,000 pantry-friendly breakfast kits, each containing enough for two full breakfast meals. That is a 25 percent increase of lunches for kids from last year. "At The Giant Company, we believe everyone deserves a full plate – especially children," said Morgan. "With one out of every three children in Philadelphia facing food insecurity, it's clear the need for programs like the Philabundance Summer Lunchbox Program remains great. While we wish that wasn't the case, it's our hope that our continued support of this program provides relief to families by helping to close the summer meal gap."

The Lunchbox program is also experiencing a substantial increase in volunteer support. The number of volunteer opportunities from 2023 has surged from 12 slots per week to 150 slots per week, marking an astounding 1,150 percent increase. Similarly, the total weekly volunteer hours have escalated from 48 hours to 525 hours, a remarkable 993.75 percent rise as well. The program will last for the 10-week span of summer, June 18 through August 24. Every child, age 18 and under is eligible to receive a Lunchbox meal.

Acme Markets and WK Kellogg Co. are teaming up to donate $50,000 to No Kid Hungry, a leading national campaign focused on eliminating childhood hunger. A check presentation was held at the Acme store in East Norriton, PA on May 31.

"Many children and families throughout the United States don't always know where their next meal will come from, and that needs to change," said **Sarah Ludmer**, chief wellbeing and sustainable business officer, WK Kellogg Co. "Through our Feeding Happiness sustainable business strategy, we aim to make eating well easy and fighting hunger is just one way we can help do that."

No Kid Hungry is working to end childhood hunger by ensuring every child gets three meals a day. During the school year, No Kid Hungry helps schools get more breakfasts to kids, so they can start their day ready to learn. During the summer, No Kid

See **SOUP TO NUTZ** on page 159

EARLIER THIS MONTH, UNFI OPENED ITS NEWEST DISTRIBUTION center in Manchester, PA. On hand for the ribbon cutting at the 1.3 million square foot depot were these UNFI executives (l-r) Lauren Hays, Mark Bushway, Jeff Sault and Tim Grenvik.

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TAKING STOCK

from page 1

We will survive, but the road is getting rockier," he added.

Actually, the caution markers had begun to appear more than a year ago and as we began compiling data for this year's annual market study, it was obvious that same store sales volumes were reverting back to pre-COVID levels. When you factor in that level of revenue deceleration and add the difficulties of playing in an overstored field with a diversity of retail styles, it shouldn't be surprising that these past 12 months were arguably the most challenging that many merchants have ever experienced.

Here's some color:

Inflation was already slowing, and consumer spending was also tightening, even before the federal government cut supplemental SNAP benefits, returning them to pre-COVID levels, in March 2023.

Over the next 15 months, confidence in the economy, especially when it comes to spending on groceries, hasn't noticeably improved. A trend that began during COVID - the decline of unit sales - has continued, but not even increased private label sales have been able to offset the belt-tightening that's occurred.

A shift in economics often means there's a shift in the retail landscape. In many of the Mid-Atlantic markets we cover, seismic changes occur infrequently because of the dominant market shares the leading retailers have in their respective markets and the cost and availability of real estate in urban areas makes it difficult for upstart and aggressive retailers to add stores and grow their shares of market.

However, when viewed over a five-year span, markets are shifting with drug chains and some conventional retailers being most vulnerable. The gains in that period by relative newcomers such as Aldi, Lidl and Trader Joe's (who are growing their store bases), won't destabilize any market, but their impact is painful for many traditional retailers

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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.

This map shows the geographical area included in the study. Several retailers included in this survey also operate stores outside this geography. Data about those stores outside of our 70-county region are not part of this market study.

In 11 of the counties in this study – Atlantic, NJ; Cape May, NJ; Monmouth, NJ; Ocean, NJ; Warren, NJ; Delaware, PA; Monroe, PA; Pike, PA; Wyoming, PA; Orange, NY; and Suffolk, NY – combined retail sales exceed 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.

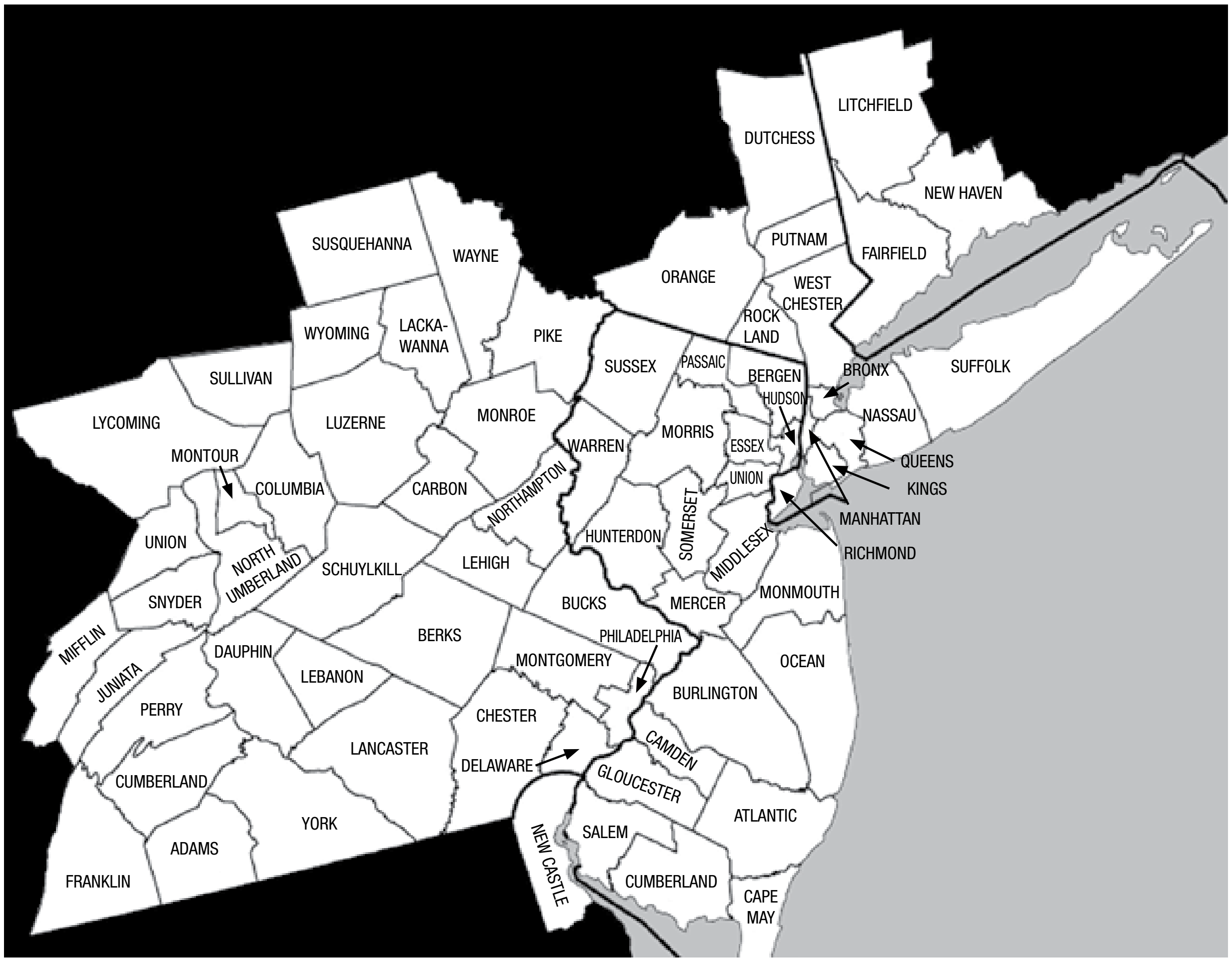
Although food price inflation has mitigated to approximately 3 percent annually, the four-year compounded inflation totals has seen food prices increase between 25-30 percent, creating significant headwinds for virtually every retailer measured in the study. Another key sales disrupter was the reduction of SNAP benefits (to pre-COVID levels) from April 1, 2023 through March 31, 2024, the exact measuring period of our annual survey.

The cumulative effect has created the lowest overall county-by-county comparative (vs. 2023) sales increases since 2010.

As occurs every year, there are several counties where collective revenue from those retailers operating stores in those locales exceeded the overall per capita retail food sales for those counties.

There is an explanation for this: the term is called leakage and simply means that consumers in other counties or cities actually "spill in" and shop in supermarkets, club stores, drug stores, c-stores and units operated by mass merchants in these more densely populated adjacent jurisdictions. Remember, county food sales are based on population and per capita weekly food expenditures of residents from only that particular county.

Leakage, or "county-hopping," can result from a sparsity of stores in one county causing consumers to shop in a bordering county where food retailing opportunities are more available, creating a build-up of food sales in those areas. High volume retailers such as Walmart, Costco and Wegmans, which operate stores in the 75,000-214,000 square foot range, can draw people from a much wider geographic area than virtually all other retailers in a given marketing area. Sales in summer or winter resort areas also contribute to "leakage" in certain counties.



Beach havens such as Atlantic, Cape May, Ocean and Monmouth Counties on the Jersey Shore and Suffolk County in New York or in mountain resorts like the Poconos (Monroe, Pike and Wyoming counties in Pennsylvania) also draw much of their summer sales from visitors who don't officially reside in those areas causing leakage.

Why are some percentages lower than others?

There are several reasons. In many rural counties, small convenience store operators and other outlets (dollar stores, independent fuel stations, etc.) that sell food and HBC products comprise the bulk of the counties' business but are not included in the survey.

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

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2024

A corporate chain is defined as any retailer operating more than 17 stores. All companies listed below operate 18 or more supermarkets, convenience stores, drug units or club stores (although not necessarily in this region, as some of the businesses listed below operate other stores outside of the area *Food Trade News* defines as the Mid-Atlantic market). Military commissaries, Target and Walmart are listed as well. Sales for club stores, Target and Walmart are extrapolated to include comparable supermarket departments - as explained on page 107. Petroleum sales are not included. **Total sales of retail grocery, drugs, HBC, general merchandise and tobacco products in the Mid-Atlantic area are $120.04 billion**.

Rank	Company	Stores	2024 Sales (in millions)	2024 % of Area Market
1	ShopRite (Dearborn Mkt/Fairway/Fresh Grocer/Gourmet Garage/Price Rite)	294	$18,354.40	15.29%
2	Stop & Shop	201	$8,142.30	6.78%
3	The Giant Company (Heirloom Market/Martin's)	161	$7,539.59	6.28%
4	CVS	1,199	$7,086.00	5.90%
5	Walmart (Neighborhood Market/SuperCenter)	173	$6,756.10	5.63%
6	Costco	50	$5,572.60	4.64%
7	Walgreens	682	$5,225.30	4.35%
8	Albertsons (Acme/Balducci's, Kings Food Markets/Safeway)	177	$4,840.10	4.03%
9	Target	182	$4,720.00	3.93%
10	Wawa	575	$4,304.26	3.59%
11	Krasdale (AIM/Bravo/C Town/Market Fresh/Shop Smart/Stop 1)	482	$4,166.67	3.47%
12	BJ's Wholesale Club	80	$4,082.60	3.40%
13	Key Food (Key/Key Fresh/Food Dynasty/Food Emporium/Food Universe/SuperFresh)	336	$3,944.10	3.29%
14	Whole Foods (Amazon Fresh/Amazon Go)	79	$3,106.10	2.59%
15	Weis Markets	111	$2,795.07	2.33%
16	7-Eleven	994	$2,532.00	2.11%
17	ASG (Associated/Compare/Met/Metropolitan City Market/Pioneer)	250	$2,440.73	2.03%
18	Wegmans	29	$2,362.90	1.97%
19	Trader Joe's	63	$1,856.00	1.55%
20	Aldi	189	$1,834.70	1.53%
21	Rite Aid	402	$1,814.48	1.51%
22	Allegiance Retail Services (D'Agostino's/Foodtown/Gristede's/Morton Williams)	129	$1,395.00	1.16%
23	Sam's Club	24	$1,142.60	0.95%
24	Redner's Markets	34	$888.00	0.74%
25	King Kullen (Wild By Nature)	31	$660.00	0.55%
26	Lidl	61	$656.80	0.55%
27	Food Bazaar	32	$617.70	0.51%
28	Fine Fare Supermarkets (Shop Fair)	92	$615.10	0.51%
29	IGA	63	$584.76	0.49%
30	Northeast Grocery Inc. (Market 32/Price Chopper/Tops)	18	$561.70	0.47%
31	Big Y	16	$523.80	0.44%
32	Sheetz	113	$494.90	0.41%
33	Turkey Hill	235	$411.60	0.34%
34	Stew Leonard's	6	$400.00	0.33%
35	Quick Chek	156	$393.90	0.33%
36	DeCicco & Sons	10	$328.30	0.27%
37	Save A Lot	49	$304.90	0.25%
38	Hannaford	7	$284.50	0.24%
39	America's Food Basket (Caribbean/Idea/NSA)	46	$266.50	0.22%
40	Western Beef	19	$265.30	0.22%
41	Uncle Giuseppe's	11	$254.00	0.21%
42	McCaffrey's (Simply Fresh)	8	$246.90	0.21%
43	Grocery Outlet	36	$237.60	0.20%
44	Boyer's Markets	18	$188.94	0.16%
45	Supremo	12	$187.00	0.16%
46	Karns Prime & Fancy Foods	10	$186.00	0.15%
47	C&S Independents	159	$166.40	0.14%
48	Rutter's Farm Stores	73	$159.50	0.13%
49	The Fresh Market	10	$152.20	0.13%

See **LEADING CHAINS & INDEPENDENTS** on page 11

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2024

from page 10

Rank	Company	Stores	2024 Sales (in millions)	2024 % of Area Market
50	Royal Farm Stores	46	$136.20	0.11%
51	Trade Fair	8	$125.20	0.10%
52	Giant Food	3	$111.10	0.09%
53	Corrado's Family Affair	2	$106.30	0.09%
54	Family Owned Markets	6	$105.91	0.09%
55	Sprouts	4	$93.30	0.08%
56	Cumberland Farms	44	$90.90	0.08%
57	MOM's Organic Market	6	$89.50	0.07%
58	Caraluzzi's	4	$86.10	0.07%
59	Food Lion	9	$84.60	0.07%
60	Seabra's	11	$80.50	0.07%
61	Adam's Fairacre Farms	4	$72.20	0.06%
62	Circle K	31	$72.20	0.06%
63	Military Commissaries	8	$68.09	0.06%
64	Tri-State Co-Op	8	$67.29	0.06%
65	Heritage Dairy Stores	30	$48.90	0.04%
66	Sharp Shopper	4	$47.90	0.04%
67	Murphy's Markets	3	$45.21	0.04%
68	Great Valu	3	$33.00	0.03%
69	Super Supermarket	3	$32.30	0.03%
70	Fas-Marts	16	$30.10	0.03%
71	Dash-In	10	$23.40	0.02%
72	XtraMart	8	$19.60	0.02%
	GRAND TOTAL	**8,457**	**$117,730.10**	**98.80%**

Adams Fairacre Farms
765 Dutchess Tnpk.
Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
FTN Stores: 4
FTN Vol.: $72.2 million

Advantage Group
2204 West Cabot Blvd.
Langhorne, PA 19047
Phone: (717) 639-4380
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.

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Sales Mgr.-GM/HHB: Amber Armstrong
Sales Mgrs.-Liquor: Tim Ley, John Coleman
Sales Mgrs.-Produce: Ricardo Dimarzio, Joe Lerario
Sales Mgrs.-Meat: Mike Salisbury, Richard Michener
Sales Mgr.-Seafood: Charlie Bell
Sales Mgrs.-Bakery: Christine Hixon, Michele Tuscano
Sales Mgrs.-Deli: Angie Marshall, Matthew Nangle
Sales Mgrs.-Floral: Katie Vasquez, Michelle Edwards
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Sr. Dir.-Finance: Randy Weist
Dir.-Loss Prevention: Joe Conway
Dir.-Customer Service: Marianne Nice-Trionfo
Dirs.-Pharmacy: Amir Masood, Janis Levit
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Phone: (208) 395-6200
Pres./CEO: Vivek Sankaran
Web: Albertsons.com
Primary Supplier: Direct
FTN Stores: 177 (Includes Acme Markets, Balducci's, Kings Food Markets, Safeway)
FTN Vol.: $4.84 billion

Aldi, Inc.
1200 N. Kirk Rd.
Batavia, IL 60510
Phone: (630) 879-8100
Web: aldi.com
CEO: Jason Hart
Primary Supplier: Direct
FTN Stores: 189
FTN Vol.: $14.83 billion

Allegiance Retail Services, LLC
485D US Hwy. 1 South, Ste. 420
Iselin, NJ 08830
Phone: (732) 596-6000
Web: allegianceretailservices.com
Chmn/CEO: Louis Scaduto Jr.
Pres./COO: Joe Fantozzi
VP-Perishables: Mike Conese
VP/CMO: Donna Zambo
VP/Chief Merch. Officer: Samer Rahman
Sr. Dir.-IT: Sherry Toy
Sr. Dir.-DSD & Pricing: Jeff Spector
Sr. Dir.-Omni-Channel Sales: Daniel

See **DIRECTORY** on page 14

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Dinkowitz
Sr. Dir.-Grocery: John Aleksandrowicz
Dir.-Frozen Foods: Gene Camiolo
Dir.-Dairy: Ed Territo
Dir.-Produce/Floral: Gary Roselli
Dir.-Store Ops.: Kevin Komisky
Dir.-Advertising: Liz DiRoma
FTN Stores: 129 (Includes Foodtown, D'Agostino's, Gristedes, Morton Williams)
FTN Vol.: $1.4 billion
*This co-op serves a group of independent retailers in the Metro New York and Philadelphia areas that are supplied by C&S.

Alpha 1 Marketing Corp.
65 W. Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Web: alpha1marketing.com
Pres./CEO: Thatcher Krasne
EVP-New Business Dev.: Dennis Wallin
SVP-Groc. Merch.: Dan DiPierro
Dir.-Florida New Business: Frank Boemio
Corp. Dir.-New Business Dev.: John Burzumato
Dir.-Marketing: Jenn Carson
Dri.-Advertising: Chris Guzman
Dir.-Meat Merch.: Phil Kelly
Dir.-Govt. Relations: Mike King
Dir.-Produce/Floral: Louis Scagnelli
Dir.-Dairy/Frozen: Gary Tirpak
Dir.-Secured Transactions: Joe Sundheim
Dir.-Retail Ops.: Carlos Padilla
Dir.-Cat. Mgmt./Sales Analytics: Howie Kent
Dir.-Application Dev.: Madhu Bandi
Mgr.-DSD: Mike Rodriguez
*This is the sales and merchandising arm that serves Krasdale-supplied independents

America's Food Basket
1979 Marcus Ave., Ste. 216
New Hyde Park, NY 11042
Phone: (516) 502-2509
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Primary Supplier: UNFI
FTN Stores: 46 (Includes Ideal, Caribbean, NSA)
FTN Vol.: $266.5 million

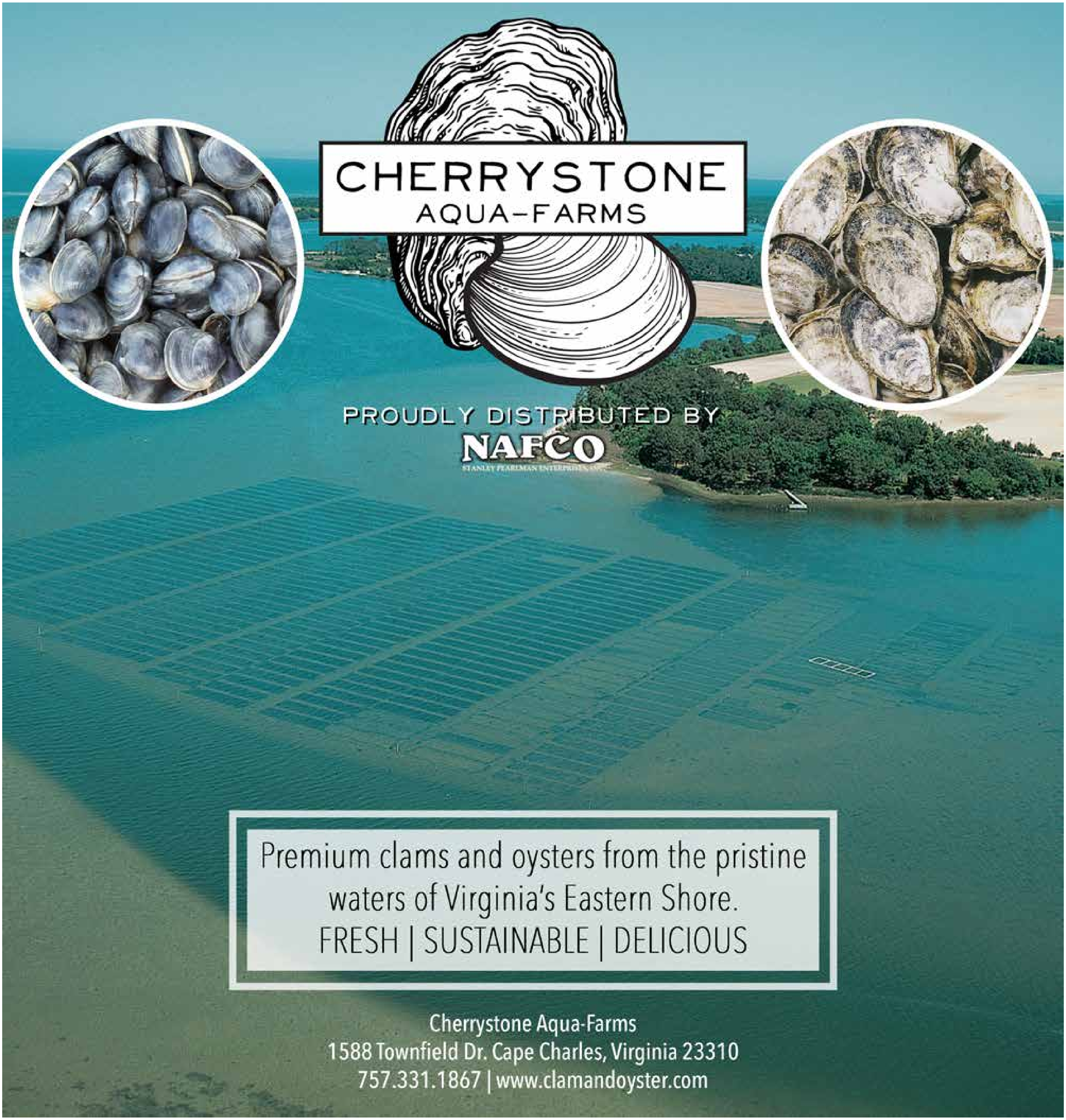
Associated Supermarket Group
99 Seaview Blvd., Ste. 360
Port Washington, NY 11050
Phone: (516) 256-3100
Web: asghq.com
Co-CEO/Co-Pres.: Joe Garcia
Co-CEO/Co-Pres: Zulema Wiscovitch
CFO: Pema Tshering
General Counsel: Erin Tregarthen
SVP-Bus. Dev.: Ken Scher
EVP-Operations: Jonathan D'Onofrio
VP-Sales: Francisco Nieves
VP-Marketing & CX: Michelle Mendoza
VP-IT: Ladwina Isaac
VP-Retail Tech.: Magdalena Desimone
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 250
FTN Vol.: $2.44 billion
*This is the advertising and marketing arm that serves a group of independent retailers including such banners as Associated, Met and Pioneer.

Big Y
2145 Roosevelt Ave.
P.O. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
Chmn.: Charles L. D'Amour
Pres./CEO: Michael D'Amour
EVP/COO: Richard D. Bossie
VP: Real Estate: Mathieu L. D'Amour
Primary Supplier: Bozzuto's
FTN Stores: 16
FTN Vol.: $523.8 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
Dir.-HR: Ann Marie Blashock
Ops. Mgr.: Kevin Kerschner
Meat Merch.: Joseph Cutrona
Produce Merch.: Michael Bush
Deli/Bakery/Seafood Merch.: Mellisa Erickson
Non-Perishable Merch.: Jeff O'Neill
Primary Supplier: UNFI
FTN Stores: 18
FTN Vol.: $188.94 million

C&S Independents
336 East Penn Ave.
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
FTN Stores: 159
FTN Vol.: $166.4 million
*C&S Independents are comprised of the independent supermarkets serviced by C&S from its Robesonia, PA distribution center.

See **DIRECTORY** on page 16



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Caraluzzi's Markets
5 Francis Clarke Cir.
Bethel, CT 06801
Phone: (203) 748-3547
Web: caraluzzi.com
Pres./CEO: Mark Caraluzzi
Primary Wholesaler: Bozzuto's
FTN Stores: 4
FTN Vol.: $86.1 million

Corrado's Market
1578 Main Ave.
Clifton, NJ 07011
Phone: (973) 340-0628
Web: corradosmarket.com
Contact: James Corrado
Primary Supplier: Direct
FTN Stores: 2
FTN Vol.: $106.3 million

DeCicco & Sons
43 5th Ave.
Pelham, NY 10803
Phone: (914) 738-1377
Web: deciccoandsons.com
Exec. Dir.: John DeCicco Jr
VP-Marketing: Christopher DeCicco
VP-Purchasing: Joseph DeCicco
Dir.-HR: Luisa DeCicco
Dir.-Ops.: Michael Puma
Dir.-IT: Paul Heskestad
Dir.-Finance: Brittany King
Dir.-Catering/Events: Brittany Arocho
Dir.-Merch.: Charles Macias
Dir.-Consumer Affairs: Danielle Thomas
Bakery Dir.: Michael Devito
Deli Dir.: Flavia Rubenstein
Perishable Dir.: Melvin Contreras
Primary Supplier: Krasdale Foods
FTN Stores: 10
FTN Vol.: $328.3 million

Family Owned Markets
951 Roherstown Rd., Unit 201
Lancaster, PA 17601
Phone: (717) 874-5152
Web: familyownedmarkets.com
Dir.-Marketing: Kevin Hanus
Primary Supplier: MDI
FTN Stores: 6
FTN Vol.: $105.91 million
*This is the advertising and marketing arm that serves a group of independent retailers, including Oregon Dairy, John Herr's Village Market, Saubel's and Yoder's Country Market.

Fine Fare Supermarkets
2330 1st Ave.
New York, NY 10035
Phone: (212) 410-1640
Web: finefaresupermarkets.com
FTN Stores: 92 (Includes Super Fair)
FTN Vol.: $615.1 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
Web: myfoodbazaar.com
Pres.: Spencer An
EVP: Edward Suh
Primary Supplier: Bozzuto's
FTN Stores: 32
FTN Vol.: $617.7 million

Food Lion
Div. of Ahold Delhaize USA
2110 Executive Dr.
P.O. Box 1330
Salisbury, NC 28145
Phone: (704) 633-8250
Web: foodlion.com
Pres: Meg Ham
Primary Supplier: Direct
FTN Stores: 9
FTN Vol.: $84.6 million

The Fresh Market
Div. of Cencosud
300 N. Greene St., Ste. 1100
Greensboro, NC 27401
Phone: (336) 272-1338
Web: thefreshmarket.com
Pres./CEO: Jason Potter
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: $152.2 million

The Giant Company
Div. of Ahold Delhaize USA
P.O. Box 249
1149 Harrisburg Pike
Carlisle, PA 17013
Phone: (717) 249-4000
Web: giantfoodstores.com
Pres.: John Ruane
SVP-Ops./Cust. Exp./Perish. Dist.: Dave Lessard
VP-Omnichannel Merch.-Fresh: Brian Lorenz
VP-Omnichannel Merc.-Center Store: Joanna Crishock
VP-Team Experience: Jennifer Heinzen-Krueger
VP-Mid-Atlantic Div.: Kathy Sweigert
VP-Greater Phil. Div.: Tim Santoro
VP-Marketing: John MacDonald
CFO: Rebecca Lupfer

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TAKING STOCK

from page 6

whose market shares are declining. Old guard retailers like Walmart and Costco, which can more readily affect trading areas, have seemed unphased by the current economic conditions, even if they don't open new stores.

All of these disrupters have one thing in common: a point of difference that resonates with consumers. It might be price (Walmart, Aldi, Lidl) or the continued fascination of a treasure hunt experience (Costco, Trader Joe's, Wegmans), but behind the consumer allure lies a steadfast operating philosophy backed by strong execution.

If I were guessing what this analysis might look like next year, I'd predict the malaise will still be present, the gridlock will remain at paralyzing levels and there may be a few retailers surrendering after they assess their cumulative battlefield casualties.

Here's my annual take on some of the largest retailers in the $120 billion 70-county *Food Trade News* marketing area.

ShopRite – In many ways, it was a year of change for the perennial market leader in both Metro New York and the Delaware Valley. Most of those changes occurred in the c-suite where veteran Mike Stigers replaced the great Joe Sheridan as president of parent company Wakefern. The former UNFI executive took several months to analyze the state of play and then made several key moves to "modernize" the organization including bringing in former teammate Darren Caudill as chief merchant and letting several other veterans go. The most important takeaway is that most members approved of the realignment. As usual, most owners held up their share of the bargain – producing better than industry average comp store sales and opening new supermarkets by the Sumas (Village), Inserra, Romano (Ronetco) and Zallie families.

Stop & Shop (New York Metro Div.) – After years of minimal attention to what used to be Ahold Delhaize USA's biggest brand (now number two to Food Lion), Stop & Shop paid the price this year. Over the past 12 months, Stop & Shop closed three stores and performed poorly in holding serve with its comp store sales. Despite its solid locations, Stoppie is vulnerable to virtually every competitor in its marketing areas from discounters to traditional supermarket rivals. After years of waiting, ADUSA CEO JJ Fleeman is finally doing something about it: last month he announced that an unspecified number of supermarkets will be shuttered in the near future (our sources are telling us the number will be in the 30-store range) and more capital will be deployed to areas where the company's share is strongest. Will it be enough? We should know in the next 18 months, but competing against the likes of ShopRite in Metro New York or Market Basket in New England is a huge challenge.

The Giant Company – A steady, not so flashy a year for the dominant retailer in Greater Philadelphia, Central Pennsylvania and the Lehigh Valley. I have a feeling that's the way president John Ruane and his superiors at ADUSA like it. Ruane, who replaced Nick Bertram last year (on a permanent basis), made a few key executive changes over the past 12 months including promoting Dave Lessard to oversee store ops, naming Joanna Crishock chief merchant and elevating Rebecca Lupfer to CFO. Comp store sales were slightly above industry average with new stores planned for Allentown, PA: Jenkintown, PA;

TAKING STOCK continues on page 53

FOOD TRADE NEWS MARKET STUDY 2024: RULES & ANALYSIS

For those who track the cyclical nature of food retailers, they know the unprecedented sales growth of the past three years would end at some point. If polled, many might have predicted that the slowdown would have begun when the number of COVID cases diminished significantly (beginning about mid-2021) and people resumed their old buying habits to a larger degree. Just when it appeared that the sales momentum would wane, food price inflation continued at a rapid pace.

So, after three years of prices increasing as much as 30 percent, something had to give as many consumers felt that cumulative pinch. Not only was there a significant trading down, but customers were also forced to spend less. Even those in higher economic strata switched to shopping at more value-oriented retailers – Walmart, Aldi, Costco – or began spending more at those discounters.

When you add the fact that in March 2023 the federal government eliminated the supplemental financial benefit of its SNAP food assistance program, which had been increased in 2020, retailers faced another large financial hurdle to clear.

The worst might not be over yet, although retailers have now cycled through the decreased SNAP dollars. Food price inflation, while less of a factor than it was 18 months ago, still remains higher than in any other category that the Bureau of Labor Statistics measures. And while most manufacturers have mitigated the amount and level of price increases, there are still a handful of large CPGs that believe pushing across quarterly (or more frequent) price increases are justified. And why not, profits for some of those companies are at record levels, even if unit sales have been tracking down for a few years.

As we do each year, we try to highlight those retailers that did an exceptional job over the past 12 months. Simply based on the level of same store sales gains and/or the addition of new stores, it's no surprise that the aforementioned discounters – Aldi, Costco and Walmart as well as c-store chain Wawa - had strong years, especially when compared to their competitors. And each of those retailers has a powerful story to tell that should bode them well in the next few years.

Aldi, which earlier this year completed its acquisition of Jacksonville, FL-based Southeastern Grocers, plans to add 800 stores in the next four years, including significant new store growth in the Northeast. In January, Walmart announced plans to remodel 650 stores in 2024 and add or convert another 150 units over the next few years. At Costco, store expansion in the Mid-Atlantic and Northeast will be limited, but no other retailer performed better during the past four years. Those comp store increases continued during the past year even as all retailers faced fierce headwinds. For Wawa, after a successful entry into Florida that began in 2012 (and now includes nearly 300 stores), the c-store retailer has future units set to open in new states and it will significantly expand in Alabama, Georgia, Indiana, Kentucky, North Carolina, Ohio and Tennessee.

Of course, there were some losers, too, highlighted by the three national drug chains – Rite Aid (in bankruptcy), Walgreens (continued poor and earnings) and CVS. The latter retailer fared better than the other two, mainly because the Woonsocket, RI-based drug merchant/health care company closed fewer stores. With competition as tough as ever, it's time to admit that other than convenience, all three retailers aren't very good merchants.

As we've done since 1979, let's review the key individual markets in our 70-county region and assess and analyze what's occurred over the past year.

Delaware Valley

Not much change atop the leaderboard over the past 12 months as retailers dug in their heels and tried to protect market share in a difficult environment to open new stores. ShopRite continued to lead the pack and was slightly ahead of most of its competitors when measuring comp store sales gains. It's not surprising that discounters Walmart and Aldi fared well in comp store performance. The three major drug chains – CVS, Walgreens and woeful Rite Aid – closed a combined 83 stores last year. That trend is expected to continue. Supermarkets that opened during the past year that made an impression on me include the three Zallie ShopRite's that opened or were significantly upgraded, McCaffrey's Gladwyne, PA specialty store, and the palace that Wegmans opened in Yardley, PA. Look for another year of conservative customer spending and continued gridlock for the Delaware Valley's retailers.

Metro New York

The gap between perennial market leader ShopRite and runner-up Stop & Shop gets wider each year. Over the past 12 months, ShopRite added one net store to its tally giving member/owners of the nation's largest grocery co-op 185 stores in the $74.7 billion region. Meanwhile, Stop & Shop closed three stores during that period and saw its Metro New York share dip from 11.04 percent to 10.78 percent. Like other markets in the 70-county region, there wasn't much new store opening movement and the big three drug chains continued to close stores, combining for 136 shuttered units. When you analyze the market on a more micro basis, it's obvious that Krasdale, Key Food, ASG and Allegiance are still fiercely battling to gain a greater share of the retail food business in New York City. The biggest gainer (in store count) was Wawa, adding nine new c-stores, and Costco, Walmart and Aldi were the best comp store performers. Most impressive new store to open during the past year: the first Wegman's unit in Manhattan sailing along at about $2.2 million per week.

Allentown-Bethlehem-Easton

The Lehigh Valley continues to be a market where virtually no new stores open. That's been the case over the past three years. However, during the past 12 months, there were several store closures - Rite Aid closed seven drug stores while CVS, Weis, 7-Eleven and Turkey Hill each closed single stores. The four-county $3.5 billion market is one of the few in the Mid-Atlantic where supermarkets still dominate over alternate channel operators. The Giant Company (24.02 percent) still has a commanding lead over Weis whose share stands at 10.67 percent. ShopRite (Fresh Grocer, Price Rite) and Wegmans also rank in the top five with Walmart representing the only non-supermarket chain to rank among the leaders. During the next year, we should see a little more new store activity with The Giant Company planning a replacement store in Salisbury Township PA (Lehigh County).

Northeast Pennsylvania

The most economically challenged marketing area in our coverage area, Northeast Pennsylvania residents spoke with their wallets, which had less cash in them than a year earlier. Weis continued to dominate the $4.2 billion trading area, increasing its share to 23.49 percent of the 12-county region which includes many rural areas as well more densely populated cities such as Scranton, Wilkes-Barre and Hazleton. The region's struggling economy played in the hands of discounter Walmart which produced the best comp store revenue and increased its second-ranked share to 14.88 percent in NEPA. ShopRite, on the heels of its Gerrity's Markets acquisition in 2023 (whose stores now trade as Fresh Grocer), ranked third in the market followed by The Giant Company. Companies closing stores during the past year include C&S independents (minus 7); Rite Aid (minus 6); Turkey Hill (minus 1) Sheetz (minus 1); Boyer's Markets (minus 1). Only ShopRite and Aldi opened new units in the declining market.

Central Pennsylvania

A notable trend in this year's survey was overall reduced spending by consumers which also led to minimal growth in overall sales gains when measured in a county or metro market. Central Pennsylvania's eight counties reflected the overall limited spending by producing the lowest sales gains on a regional basis for any market that the *Food Trade News* annual study analyzes. That said, the market leader remains The Giant Company (TGC) which held serve against all comers and now controls more than 33 percent of the $7.2 billion region. Weis remained a solid second, but Walmart, with the best comp store sales gains in Central PA, increased its share from 10.76 percent to 11.55 percent. The three market leaders now control 57.9 percent of the market's total food and drug spending. The other story to watch is the fate of Rite Aid, the now-bankrupt drug chain which used to be based in Camp Hill, PA (before a move to Philly a few years ago – a great move by some c-suite know-it-alls who are long gone). During the past 12 months, Rite Aid closed 10 area stores and saw its market share plummet. Don't expect much change atop the CPA leaderboard for many years and don't expect much market growth, either.

How We Do It

This is the 46th year that we have published a food and drug sales market study for one of 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, 2023 through March 31, 2024.

To qualify for inclusion in the study, supermarkets must operate

See **RULES & ANALYSIS** on page 107

Metro Beat

By Kevin Gallagher

Welcome to the annual *Food Trade News* Market Study issue! As most of you are familiar with, this project is a real undertaking which requires months of research and compiling of data. Over the years, many companies have turned to the Annual Market Study to help drive growth, enhance efficiency and plan for success. Hopefully this year's edition will supply you with an insightful approach to such endeavors. I want to personally thank all of the customers, distributors, vendors and friends for your assistance in assembling this wealth of information. Just as important is the outstanding team here at Best-Met Publishing Company. The collective effort in comprising this issue is monumental and is guided by our VP and editorial director **Terri Maloney**, VP and general manager **Maria Maggio**, our office manager and data accumulator **Beth Pripstein** and our esteemed publisher **Jeff Metzger**. I'm sure you will agree after going through the following pages that this issue is the culmination of a truly monumental team effort. Enjoy the reading and we hope you find it useful for your business.

Goya Foods has partnered with Vima Foods to bring premium frozen seafood to grocers in the Northeast and Southeast regions. Customers can have a sea of options with Vima Foods' wide variety of products. Packed with Omega-3s for heart health and rich in essential nutrients, Vima's products offer exquisite taste and the benefits of a nutritious choice. Contact your Goya representative for more information.

Associated Supermarket Group (ASG) and the Hamdan family unveiled a new Met Fresh in Ridgewood, Queens. It is the fourth venture for **Danny Hamdan**, and the eighth of the Hamdan family with ASG. The 8,000 square foot store is located at 67-09 Fresh Pond Road and offers a wide array of traditional, natural, organic and gourmet groceries, frozen food, and dairy products, providing an exciting one-stop shopping destination. The store will also offer in-store pick-up and at home delivery service via metfresh.com or other online platforms. The new Ridgewood store will create 30 new employment opportunities, hiring from the surrounding area.

"Met Fresh will be an elevated shopping experience," said Danny, "it's what Ridgewood needed, a modern supermarket experience with competitive pricing and convenience directly from the train, as well as for those who drive because we have a parking lot behind the store."

Joe Garcia, co-CEO and co-president of ASG, remarked, "Opening a Met Fresh in Ridgewood will undoubtedly enhance the vibrancy in a sought-after neighborhood." Additionally, **Zulema Wiscovitch**, ASG's other co-CEO and co-president, expressed enthusiasm, stating, "ASG is proud to see Danny and his family thrive in the supermarket business. Danny is an innovator, a passionate and enthusiastic entrepreneur who is in tune with what consumers need and want. We extend our best wishes to Danny and the entire Hamdan family, to their continued success."

Kudos to Wakefern Food Corporation as they announced a $1 million donation for student scholarships at Kean University in honor of recently retired president and Kean alumnus **Joe Sheridan** '80. Wakefern endowed the "Joe Sheridan Resiliency Scholarship" to help students in the university's College of Business and Public Management (CBPM) pursue their professional goals and dreams.

Sheridan, an Elizabeth, NJ native who retired as president and chief operating officer in December after nearly five decades with Wakefern, actively supports the Kean University Foundation and many other social and community causes.

"Wakefern's generous gift honoring Kean alumnus Joe Sheridan creates a lasting legacy at Kean and offers students a financial safety net to continue their studies and follow in the footsteps of Joe and other prominent Kean alumni," said Kean President **Lamont O. Repollet**, Ed.D. "We are grateful to Joe for his support throughout his years, and we thank Wakefern for their generosity in his name." Sheridan said he was grateful for his education at Kean, New Jersey's urban research university.

Sheridan said, "I have been blessed throughout my career to work in a field – the supermarket industry – that serves our communities every day and am pleased that Wakefern, where I spent so many happy and successful years, is helping students at Kean achieve their dream. I look forward to continuing to support my alma mater and its students."

The Joe Sheridan Resiliency Scholarship will benefit, in perpetuity, Kean College of Business and Public Management students who maintain a GPA of 3.0 or above and who have demonstrated financial need. Great job, Wakefern!

With baseball season fully under way, I thought it would be nice to acknowledge an event that recently happened at the Yankees' 44th annual Homecoming Dinner, which took place May 19 at Yankee Stadium. The highly anticipated event welcomes the current team of Pinstripers back home after the Spring training campaign as well as some of the other Yankee alumni. More importantly, the Homecoming Dinner and Auction is the primary source of revenue for the New York Yankees Foundation which provides aid for a number of causes around NYC. Those include community initiatives targeting economic development, health and wellness, education, social responsibility, and overall quality of life. Outreach efforts include grants to community-based organizations, donation of goods and essential supplies in times of crisis and long-term programs to supplement community support networks, all with the goal of creating lasting change and increased enfranchisement for underserved populations. This year's event raised more than $2 million and included an award and honor bestowed upon Krasdale Foods. During the evening, Krasdale received the Champion of the Foundation Award from the Yankees for all of the collaborative work, efforts and donations Krasdale coordinates with the Yankees throughout the year.

Accepting for Krasdale Foods was **Gus Lebiak**, president and COO. Gus stated he was honored to accept, citing that the two organizations are two Bronx legends, saying: "Two 100-plus year old organizations as a fabric of the Bronx and New York City, still not only exist, but exist to do good!" Congratulations to everyone at Krasdale Foods on the honor!!

Big news came to the offices of Food Circus Supermarkets as the Jersey Shore Partnership (JSP) announced that Food Circus would be honored during its Summer Celebration 2024 held on June 10 in Sandy Hook. The Summer Celebration serves as the unofficial start of summer and the "networking event of the year" along the Jersey Shore and features live entertainment and culinary delights from more than 40 community restaurants and purveyors. Drawing a crowd of more than 600 corporate leaders, non-profits, environmentalists, academics, and elected officials, the event unites individuals with a common goal – the protection and preservation of New Jersey's coastline.

"We're thrilled to recognize dynamic leaders in our Jersey Shore community and share the news of our larger beachside location on Sandy Hook. Together, we're making waves of positive change and fortifying the resilience of coastal living," said **Grace Hanlon**, JSP executive director. The Scaduto and Azzolina families (owners of Food Circus Supermarkets) were bestowed with the 2024 Business & Industry award.

See **METRO BEAT** on page 149

SPROUTS FARMERS MARKET RECENTLY HELD A GRAND OPENING FOR ITS NEW STORE IN THE Roosevelt Mall in Northeast Philadelphia. Among those on hand for the big day were (l-r) Moira Brooks, Rick Pratt, Tom Lakey, Dave McGlinchey, store manager Dan O'Brien, Frank Pickel and Travis Jackson, all with Sprouts; Nelson Max of CBRE; and Dan Croce of Sprouts.

International Dairy Deli Bakery Association's 60th Anniversary Show - IDDBA 2024 Houston – Held June

The International Dairy Deli Bakery Association held its 60th anniversary show - IDDBA 2024 Houston - earlier this month at the George R. Brown Convention Center. Jen Harper (l) of Redner's Markets is joined here by John Rea (c) of Rise Baking and Nancy Rodgers-Fluharty of Pace Target Brokerage.

These fine folks are (l-r) Nick Ventymagli, Fresh Focus Sales; Elaine Cole, Weis Markets; Jonathan Hughes and John Colapinto, Garden Fresh Foods; and Rob Dacko, Weis Markets.

IDDBA's Mike Eardley (2nd from l) smiles for a photo with (l-r) Tom Gellert, Andy Gellert, Marissa DeMaio and Josh Gellert, all with Atalanta.

Handling business at the show for Bauducco Foods are Craig Jabloner (l) and Eric Volavicuis.

Bob Weinmann (l) of RDD chats with Thomas Robaczewski of Bimbo Bakeries.

Elaine Salvatore (r) of Amazon Fresh smiles for a photo with Doug Buchanan Jr. of Emmi Desserts.

This foursome features (l-r) Tammy Kampula and Travis Riependoff of Giant Eagle, Nancy Rodgers-Fluharty of Pace Target and Michael Vachon of Aspire Bakeries.

Here we have (l-r) Adriano DiDonato, B&A Food Brokers; Enrico Piraino, DePalo Foods; Kevin Czesak, B&A Food Brokers; Joseph Piriano, DePalo Foods; Jonathan Brindley and Ron Clagnaz, B&A Food Brokers.

This Dietz & Watson trio features Louis Eni (l), CJ Eni (c) and Michael Eni.

Smiling for the *Food Trade News* photographer are Kevin Heilman (l) and Andy Morfopoulos of Ignite 2X.

Cibao Meats is well represented at IDDBA by (l-r) Alvaro Cantillo, Jaline Horta, Heinz Vieluf Sr. and Jennifer Balsa.

Monica Spaulding (c) of Belgioioso is flanked in this photo by Kourtnay Sweeney (l) and Kevin O'Donnell of JP Sales.

Len DiPiazza (l) and Chris DiPiazza of Leonard's Novelty Bakery are joined in this photo by Grant Sexton of Honor Foods.

Handling business at the show for J&J Snack Foods are Sonia Lopez (l), Matt Lipowski (c) and Amanda Osorio.

9-11 At George R. Brown Convention Center As Retailers, Suppliers Attend To Learn What's New In Fresh

Checking out IDDBA 2024 from Sprouts Farmers Market were (l-r) Jacob Philpott, Tanya Carlson and Jeff Nachreiner.

This Harris Teeter duo includes Doug Rupertus (l) and Judy Lacjak.

Here we have (l-r) Kathi Schmidt and Joe Peters, The Giant Company; Dave Deola, Amoroso; Toneya Clark and Rob Palmieri, The Giant Company; and Stepan Belov, Giant Food.

This photo features (back, l-r) Shane Coughlin and Colum Moraham, Affinity Group; Sebastian Margaglio, Rich Foods; Brian Ralston, Mark Mallen and Dave Halushack, Affinity Group; (front, l-r) David Ritacco, Lily Tarolli and Kim Jarizinki, BJ's Wholesale Club.

Handling business at the show for Albertsons are Corey Rodriguez (l) and Summer Firsich.

From Whole Foods, our camera spotted Aye Nyein San (l), Trey McLean (c) and Tom Hermes.

These smiles belong to (l-r) Akhmal Teal, Capitol City Produce; Anthony Armisted, HEB; Debra Moser, Meatcrafters; Eric Schriever, Capitol City Produce; and Mitch Berliner, Meatcrafters.

Among those attending from our market were (l-r) Emily and Jr Paterakis, H&S Bakery; Alison More, Ahold Delhaize USA; Ryan Paterakis, H&S Bakery; Jorden Hoffer and Jatana Barger, Ahold Delhaize USA.

Weis Markets is well represented in Houston by Bill Petrie and Jillian Petrie.

Among those from the Northeast making their trip were (l-r) Robert Crenshaw, Inspired Foods; Jeff Earl, The Fresh Market; Mitch DiMatteo, Inspired Foods; and Mitch Ford, The Fresh Market.

JOH was out at full force at this year's IDDBA, represented by (l-r) Peter Vail, Allan Perkins, Lisa Podesta Coombs, Jeff Hodge, Joe Navitsky and Alex Sykes.

This CA Ferolie team photo features (l-r) Wil Magistrelli, Charles Woods, Lauri McKenna, Rusty McDaniel, Liz Hinson, Eric Jordan, Steve Dermijian, Janelle Stone and Ernie Vespole.

This Taylor Farms group shot includes (l-r) Chris Cunningham, Michelle Story, Garth Borman, Maureen Davis and Jennifer Watts.

These industry vets are (l-r) Dan Fitzpatrick, Irresistible Foods Group (IFG); Michael Hughes, Hughes Sales; Kevin Hinker, IFG; Geoff Mason and Bill Sando, Hughes Sales; Ron Carney, IRG; and Jon Ardary, Hughes Sales.

Delaware Valley Supermarket Leaders

- **ShopRite Still King Of All Supers**
- **TGC Grows Share Slightly**
- **Acme Flat In $14.3B Region**
- **Wegmans Hits Big In Yardley**
- **McCaffrey's Debuts In Gladwyne**

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	ShopRite (PR/Fresh Grocer)	81	$4,625.10	32.45%	82	$4,557.00	32.60%
2	The Giant Co. (Heirloom Market)	74	$3,415.90	23.97%	74	$3,343.70	23.92%
3	Albertsons (Acme)	100	$2,916.10	20.46%	101	$2,899.00	20.74%
4	Wegmans	12	$991.80	6.96%	11	$894.00	6.39%
5	Aldi	66	$626.90	4.40%	65	$596.10	4.26%
6	Whole Foods (Amazon Fresh)	15	$557.70	3.91%	15	$546.00	3.91%
7	Trader Joe's	12	$282.60	1.98%	12	$277.00	1.98%
8	Redner's Markets	9	$252.90	1.77%	9	$256.70	1.84%
9	McCaffrey's (Simply Fresh)	8	$246.90	1.73%	7	$221.90	1.59%
10	Save A Lot	31	$205.90	1.44%	31	$203.10	1.45%
		408	**$14,121.80**	**99.08%**	**407**	**$13,794.50**	**98.67%**

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 $14.3 billion.

Source: *Food Trade News*, June 2024

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Delaware Valley Market Leaders

- Alternates Share Now 42.5%
- ShopRite Maintains Solid Lead
- Walmart Posts Strong Comps
- Closings Hit Drug Chains Share
- Clubs Stores Control 6.4%

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	ShopRite (PR/Fresh Grocer)	81	$4,625.10	16.53%	82	$4,557.00	16.46%
2	The Giant Co.	74	$3,415.90	12.21%	74	$3,343.70	12.08%
3	Wawa	413	$3,171.90	11.33%	413	$3,055.30	11.03%
4	Albertsons (Acme)	100	$2,916.10	10.42%	101	$2,899.00	10.47%
5	Walmart (SuperCenter)	55	$1,931.90	6.90%	56	$1,870.40	6.75%
6	CVS	314	$1,821.90	6.51%	324	$1,759.20	6.35%
7	Target	45	$1,089.50	3.89%	46	$1,113.20	4.02%
8	Wegmans	12	$991.80	3.54%	11	$894.00	3.23%
9	Walgreens	139	$949.20	3.39%	152	$943.20	3.41%
10	BJ's Wholesale Club	20	$859.40	3.07%	20	$831.90	3.00%
11	Aldi	66	$626.90	2.24%	65	$596.10	2.15%
12	Rite Aid	152	$617.60	2.21%	229	$879.40	3.18%
13	Costco	10	$611.40	2.18%	10	$584.80	2.11%
14	7-Eleven	250	$609.30	2.00%	252	$604.60	2.18%
15	Whole Foods (Amazon Fresh)	15	$557.70	1.99%	15	$546.00	1.97%
16	Sam's Club	7	$311.70	1.11%	7	$302.50	1.09%
17	Trader Joe's	12	$282.60	1.01%	12	$277.00	1.00%
18	Redner's Markets	9	$252.90	0.90%	9	$256.70	0.93%
19	McCaffrey's (Simply Fresh)	8	$246.90	0.88%	7	$221.90	0.80%
20	Save A Lot	31	$205.90	0.74%	31	$203.10	0.73%
		1,813	**$26,095.60**	**93.24%**	**1,916**	**$25,739.00**	**92.95%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. 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. **Total food sales for the area are: $28 billion.** Source: *Food Trade News*, June 2024

From page 16

Chief of Staff/Dir. of Merch. Acceleration: Jennifer Scott
Primary Distributor: Direct
FTN Stores: 161 (Includes Martin's, Heirloom Market)
FTN Vol.: $7.54 billion

Giant Food LLC
Div. of Ahold Delhaize USA
8301 Professional Pl.
Landover, MD 20785
Phone: (301) 341-4100
Web: giantfood.com
Pres.: Ira Kress
SVP: Diane Hicks
SVP-Merch./Chief Merchant: Tonya Herring
VP-Mktg.: Dyani Hanrahan
VP-Finance: Tony Matala
VP-HR: Brian Wanner
VP-Dist.: Joe Urban
VP-Cat. Mgmt.-Fresh Foods: Richard Manzi
Dir.-E-Comm.: Gregg Dorazio
Dir.-Fresh Field Merch.: Dave Grove
Dir.-Pharmacy: Paul Zvaleny
Dir.-Deli-Bakery: Cindy Volk
Dir.-Produce/Floral: Rob Nickels
Dir.-Meat/Seafood: Bill Campbell
Dir.-Non-Perish. Field Merch.: Bobbi Majors
Dir.-Edible Groc./Dairy/Frozen: Monica Simmons-Dolce
Dir.-Nonfood: Ashley Gray
Dir.-Merch. Planning: Frank Gallagher
Dir.-Pricing/Promotion: Erik Weenink
Dir.-Brands & Media: Kate Kowalzik
Dir.-Ext. Comms. & Comm Rels.: Felis Andrade
Dir.-Mktg. Planning & Ops.: Kurt Guinther
Dir.-Digital Loyalty & CSM: Ryan Draude
Sales Mgrs.: Paul Maskavich, Lisa Richardson, Patrick Starliper, Robert Withers, Joe Adams, Sonya Brown, Norman Dichard, Jamit Singh
Primary Supplier: Direct
FTN Stores: 3
FTN Vol.: $111.1 million

Great Valu Supermarkets
8258 Richfood Rd.
Mechanicsville, VA 23116
Phone: (804) 746-6000
Web: greatvalu.com
Primary Supplier: UNFI
FTN Stores: 3
FTN Vol.: $33.0 million
*This is the advertising and marketing arm that serves a group of independents that operate in the FW/FTN marketing area.

Grocery Outlet
5650 Hollis St.
Emeryville, CA 94608
Phone: (510) 845-1999
Web: groceryoutlet.com
Pres./CEO: RJ Sheedy
EVP-Chief Ops. Officer: Ramesh Chikkala
Primary Supplier: Direct
FTN Stores: 36
FTN Vol.: $237.6 million

Hannaford
Div. of Ahold Delhaize USA
145 Pleasant Hill Rd.
Scarborough, ME 04074
Phone: (800) 442-6049
Web: Hannaford.com
Pres.: Mike Vail
Primary Supplier: Direct
FTN Stores: 7
FTN Vol.: $284.5 million

IGA
275 Schoolhouse Rd.
Cheshire, CT 04611
Phone: (203) 272-3511
FTN Stores: 63
FTN Vol.: $584.76
*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.: Andrea Karns
Chairman: D. Scott Karns
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: $186.0 million

Key Food Stores Co-op, Inc.
100 Matawan Rd., Ste. 100
Matawan, NJ 07747
Phone: (848) 202-3100
Web: keyfoods.com

See **DIRECTORY** on page 96

Philadelphia Supermarket Leaders

- TGC Maintains Market Lead
- ShopRite Acquires DiBruno's
- Aldi Grows With 2 New Units
- New Store Bolsters Wegmans
- AF Set To Make Mini Return

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co. (Heirloom Market)	74	$3,415.90	30.41%	74	$3,343.70	30.24%
2	ShopRite (PR/Fresh Grocer)	56	$3,063.30	27.27%	57	$3,029.50	27.29%
3	Albertsons (Acme)	66	$1,983.00	17.65%	67	$1,966.40	17.78%
4	Wegmans	10	$840.40	7.48%	9	$744.60	6.73%
5	Aldi	55	$534.50	4.76%	53	$497.20	4.50%
6	Whole Foods (Amazon Fresh)	14	$508.50	4.53%	14	$497.10	4.50%
7	Redner's Markets	9	$252.90	2.25%	9	$256.70	2.32%
8	Trader Joe's	9	$219.70	1.96%	9	$215.10	1.95%
9	Weis Markets	9	$194.09	1.73%	9	$190.40	1.91%
10	Save A Lot	24	$171.50	1.53%	24	$167.10	1.51%
		326	**$11,183.79**	**99.55%**	**325**	**$10,907.80**	**98.64%**

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 $11.2 billion.

Source: *Food Trade News*, June 2024

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T: 732.512.6386 | E: Alberto.Aspiazu@wakefern.com

Philadelphia Market Leaders

- Alternates Grab 41.7% Of Market
- Leader TGC Holds Serve
- 3 Drug Chains All Close Stores
- Target, WM Combine For 10.8%
- Wawa Remains C-Store Leader

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co (Heirloom Market)	74	$3,415.90	15.94%	74	$3,343.70	15.77%
2	ShopRite (Price Rite)	56	$3,063.30	14.29%	57	$3,029.50	14.36%
3	Wawa	309	$2,353.43	10.98%	312	$2,277.05	10.74%
4	Albertsons (Acme)	66	$1,983.00	9.25%	67	$1,966.40	9.27%
5	CVS	250	$1,483.60	6.92%	260	$1,426.50	6.86%
6	Walmart (SuperCenter)	40	$1,426.30	6.65%	40	$1,369.70	6.46%
7	Target	37	$893.10	4.17%	38	$917.30	4.33%
8	Wegmans	10	$840.40	3.92%	9	$744.60	3.51%
9	BJ's Wholesale Club	13	$586.40	2.74%	13	$566.70	2.67%
10	Aldi	55	$534.50	2.49%	53	$497.20	2.34%
11	Walgreens	66	$522.30	2.44%	71	$500.00	2.36%
12	Rite Aid	125	$521.30	2.43%	193	$755.50	3.56%
13	Whole Foods (Amazon Fresh)	14	$508.50	2.37%	14	$497.10	2.34%
14	7-Eleven	184	$449.10	2.10%	187	$450.80	2.13%
15	Costco	7	$428.50	2.00%	7	$409.90	1.93%
16	Sam's Club	6	$276.60	1.29%	6	$268.80	1.27%
17	Redner's Markets	9	$252.90	1.18%	9	$256.70	1.21%
18	Trader Joe's	9	$219.70	1.03%	9	$215.10	1.01%
19	Weis Markets	9	$194.09	0.91%	9	$190.40	0.90%
20	Save A Lot	24	$171.50	0.80%	24	$167.10	0.79%
		1,363	**$20,124.42**	**93.89%**	**1,452**	**$19,850.05**	**93.61%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. 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 food sales for the area are: $21.5 billion.

Source: *Food Trade News*, June 2024


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PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Total sales for those Pennsylvania counties included in the study are $33.08 billion

ADAMS COUNTY ($233.2 million) (Includes Gettysburg, Littlestown)

- Population 106,748
- # of Households 40,006
- Median Income $78,975
- Under age 18 .... 19.1%
- Over age 65 .... 21.8%
- Female 50.3%
- White 88.3%
- Black 2.2%
- Hispanic 7.4%
- Asian 0.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Co.	1	$66.00	28.30%
2	Weis Markets	2	$42.93	18.41%
3	IGA	3	$31.72	13.60%
4	Walmart	1	$25.10	10.76%
5	Sheetz	4	$19.10	8.19%
6	Rutter's Farm Stores	4	$9.30	3.99%
7	7-Eleven	3	$7.90	3.39%
8	Rite Aid	2	$6.10	2.62%
9	Royal Farm Stores	2	$6.10	2.62%
10	CVS	1	$5.70	2.44%

11	Turkey Hill	2	$3.80	1.63%
12	C&S Independents	1	$0.44	0.19%
		26	**$224.19**	**96.14%**

BERKS COUNTY ($1.6 billion) (Includes Reading, Wyomissing)

- Population 438,821
- # of Households 161,174
- Median Income $74,617
- Under age 18 .... 21.8%
- Over age 65 .... 18.2%
- Female 50.2%
- White 68.0%
- Black 8.2%
- Hispanic 24.5%
- Asian 1.7%

1	The Giant Co.	6	$330.60	20.41%
2	Redner's Markets	11	$297.60	18.37%
3	Weis Markets	6	$143.18	8.84%
4	Walmart (SuperCenter)	5	$134.80	8.32%
5	Wawa	13	$114.25	7.05%
6	CVS	16	$101.70	6.28%
7	Target	3	$63.60	3.93%
8	Sam's Club	1	$59.20	3.66%
9	Rite Aid	13	$55.00	3.40%

See PENNSYLVANIA COUNTY SHARE on page 38


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PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 36

10	Boyer's Markets	4	$47.50	2.93%
11	Aldi	5	$41.70	2.57%
12	Krasdale (Bravo/CTown)	4	$40.13	2.48%
13	Turkey Hill	23	$38.70	2.39%
14	Sheetz	9	$33.30	2.06%
15	BJ's Wholesale Club	1	$24.90	1.54%
16	7-Eleven	6	$12.80	0.79%
17	ShopRite (Price Rite)	1	$12.80	0.79%
18	Grocery Outlet	2	$12.10	0.75%
19	Rutter's Farm Stores	3	$8.40	0.52%
20	C&S Independents	8	$7.67	0.47%
21	Lidl	1	$7.30	0.45%
22	Fine Fare Supermarkets	1	$7.10	0.44%
23	Walgreens	1	$6.80	0.42%
24	America's Food Basket	1	$6.20	0.38%
25	Save A Lot	1	$5.00	0.31%
26	Circle K	2	$4.40	0.27%
		147	**$1,616.73**	**99.82%**

BUCKS COUNTY ($3.2 billion)
(Includes Levittown, Quakertown, Warminster)

- Population 645,984
- # of Households 246,834
- Median Income $107,826
- Under age 18...................... 19.7%
- Over age 65........................ 20.7%
- Female 50.5%
- White 81.9%
- Black.................................. 4.8%
- Hispanic 6.3%
- Asian.................................. 5.7%

1	The Giant Co.	21	$957.20	29.52%
2	Wawa	41	$336.87	10.39%
3	Albertsons (Acme)	7	$256.70	7.92%
4	Walmart (SuperCenter)	5	$220.60	6.80%
5	ShopRite	4	$213.70	6.59%
6	CVS	33	$202.60	6.25%
7	Wegmans	2	$174.60	5.38%
8	McCaffrey's (Simply Fresh)	4	$111.20	3.43%
9	BJ's Wholesale Club	3	$108.40	3.34%
10	Target	4	$101.40	3.13%
11	7-Eleven	35	$81.20	2.50%
12	Aldi	7	$69.90	2.16%
13	Walgreens	10	$64.10	1.98%
14	Redner's Markets	2	$61.90	1.91%

See **PENNSYLVANIA COUNTY SHARE** on page 40

PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 38

15	Weis Markets	3	$61.21	1.89%
16	Rite Aid	15	$57.80	1.78%
17	Costco	1	$56.20	1.73%
18	Sam's Club	1	$47.30	1.46%
19	Grocery Outlet	3	$19.40	0.60%
20	IGA	1	$17.57	0.54%
21	Whole Foods (Amazon Fresh)	1	$9.10	0.28%
22	Key Food	1	$4.20	0.13%
23	Circle K	1	$2.90	0.09%
24	Turkey Hill	1	$2.80	0.09%
25	C&S Independents	3	$1.28	0.04%
		209	**$3,240.13**	**99.91%**

CARBON COUNTY ($184.2 million) (Includes Lehighton, Palmerton)

- Population 65,458
- # of Households 26662
- Median Income $64,538
- Under age 18...................... 18.8%
- Over age 65........................ 22.5%
- Female 49.7%
- White 89.0%
- Black.................................. 2.8%
- Hispanic 6.9%
- Asian................................. 0.60%

1	The Giant Co.	1	$49.40	26.82%
2	Walmart (SuperCenter)	1	$34.90	18.95%
3	Redner's Markets	1	$24.90	13.52%
4	Rite Aid	4	$16.98	9.22%
5	Aldi	1	$9.60	5.21%
6	Great Valu	1	$9.50	5.16%
7	Boyer's Markets	1	$8.57	4.65%
8	Wawa	1	$8.25	4.48%
9	Turkey Hill	3	$7.10	3.85%
10	CVS	1	$5.40	2.93%
11	Tri-State Co-Op	1	$3.40	1.85%
12	7-Eleven	1	$2.70	1.47%
13	C&S Independents (ShurSave)	3	$0.60	0.33%
		20	**$181.30**	**98.43%**

CHESTER COUNTY ($2.1 billion) (Includes Coatesville, West Chester)

- Population 549,784
- # of Households 200,622
- Median Income $118,574
- Under age 18...................... 21.8%
- Over age 65........................ 17.9%
- Female 50.3%
- White 77.5%
- Black.................................. 6.3%
- Hispanic 7.7%
- Asian.................................. 7.2%

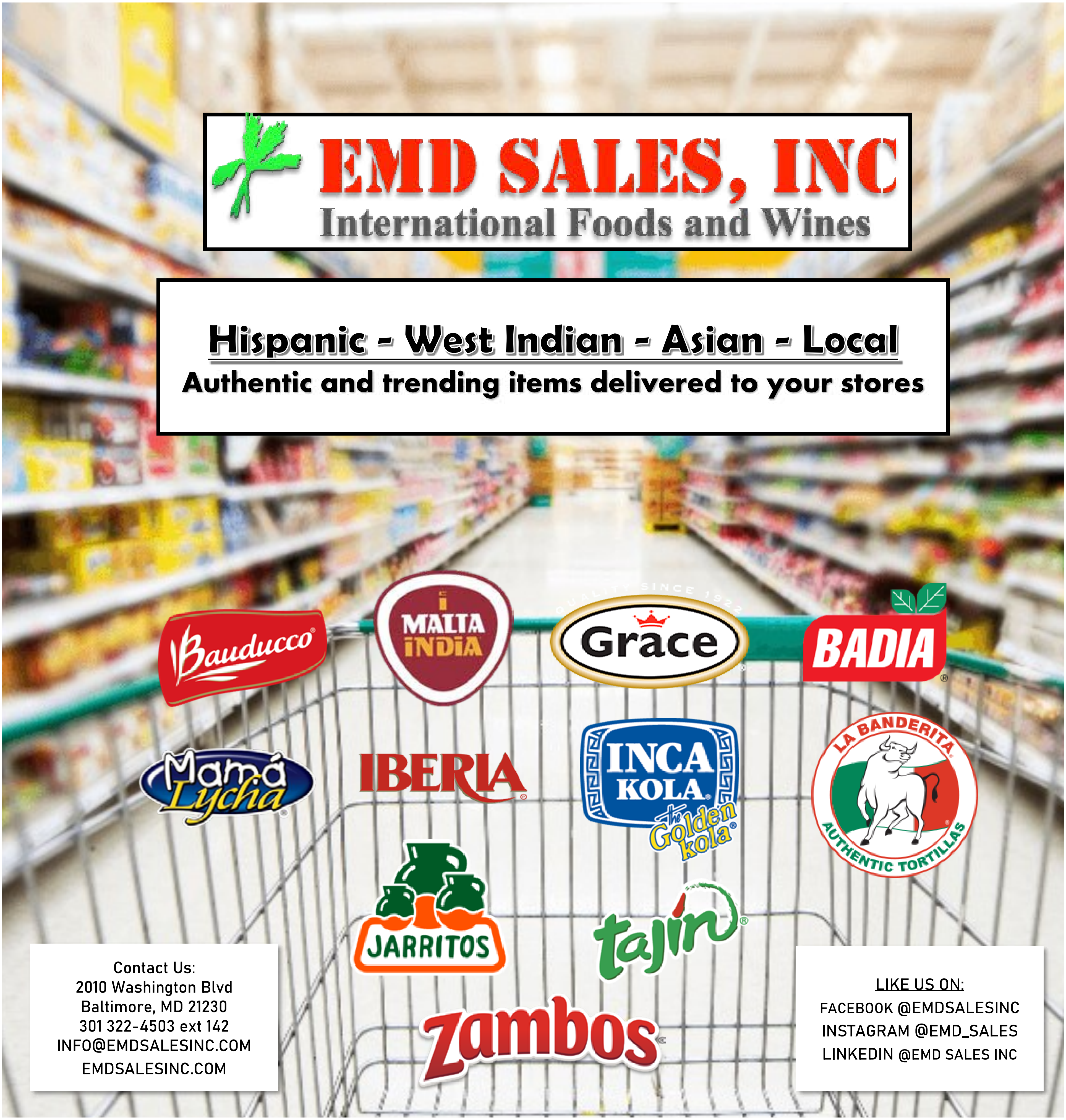
1	The Giant Co.	12	$605.40	28.78%
2	Wawa	33	$260.60	12.39%
3	Albertsons (Acme)	7	$215.40	10.24%
4	Walmart (SuperCenter)	5	$191.60	9.11%
5	Wegmans	2	$157.50	7.49%
6	CVS	27	$136.50	6.49%
7	Target	4	$116.30	5.53%
8	Redner's Markets	2	$56.20	2.67%
9	Walgreens	7	$53.80	2.56%
10	BJ's Wholesale Club	1	$51.00	2.42%
11	Rite Aid	15	$46.20	2.20%
12	7-Eleven	14	$42.50	2.02%
13	Aldi	4	$36.40	1.73%
14	Whole Foods	1	$32.20	1.53%
15	ShopRite	1	$30.20	1.44%
16	Family Owned Markets	1	$23.05	1.10%
17	Turkey Hill	10	$17.10	0.81%
18	Grocery Outlet	1	$8.10	0.39%
19	Lidl	1	$7.10	0.34%
20	C&S Independents	5	$6.54	0.31%
21	Royal Farm Stores	1	$3.50	0.17%
22	Circle K	1	$2.20	0.10%
		155	**$2,099.39**	**99.81%**

COLUMBIA COUNTY ($265.7 million) (Includes Bloomsburg)

- Population 65,439
- # of Households 25,878
- Median Income $59,457
- Under age 18...................... 17.4%
- Over age 65........................ 20.4%
- Female 51.4%
- White 91.9%
- Black.................................. 2.20%
- Hispanic 3.9%
- Asian.................................. 1.1%

1	The Giant Co.	2	$90.60	34.10%
2	Weis Markets	3	$57.35	21.58%
3	Walmart (SuperCenter)	1	$47.20	17.76%
4	Aldi	2	$18.70	7.04%
5	Sheetz	2	$12.10	4.55%
6	CVS	2	$11.10	4.18%
7	Boyer's Markets	1	$10.90	4.10%
8	Rite Aid	2	$9.80	3.69%
9	7-Eleven	1	$3.20	1.20%
10	Turkey Hill	1	$2.40	0.90%
11	C&S Independents	2	$0.56	0.21%
		19	**$263.91**	**99.32%**

See **PENNSYLVANIA COUNTY SHARE** on page 42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PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

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CUMBERLAND COUNTY (1.2 billion) (Includes Carlisle, Mechanicsville)

- Population 270,738
- # of Households 104,053
- Median Income $82,849
- Under age 18...................... 20.2%
- Over age 65........................ 19.1%
- Female 50.0%
- White 81.9%
- Black.................................. 5.5%
- Hispanic 5.1%
- Asian.................................. 5.9%

1	The Giant Co.	10	$494.19	39.55%
2	Walmart (SuperCenter)	4	$131.80	10.55%
3	Weis Markets	5	$111.25	8.90%
4	Karns Prime & Fancy Foods	4	$75.00	6.00%
5	Wegmans	1	$61.70	4.94%
6	CVS	12	$56.50	4.52%
7	Sheetz	13	$52.30	4.19%
8	BJ's Wholesale Club	1	$40.80	3.27%
9	Aldi	4	$38.70	3.10%
10	Target	2	$37.10	2.97%
11	Sam's Club	1	$35.30	2.82%
12	Rite Aid	7	$29.60	2.37%
13	Trader Joe's	1	$20.10	1.61%
14	Grocery Outlet	2	$14.60	1.17%
15	7-Eleven	5	$13.00	1.04%
16	Turkey Hill	7	$11.60	0.93%
17	Rutter's Farm Stores	5	$11.50	0.92%
18	Military Commissaries	1	$10.90	0.87%
		85	**$1,245.94**	**99.71%**

DAUPHIN COUNTY ($1.1 billion) (Includes Harrisburg, Middletown, Millersburg)

- Population 289,234
- # of Households 117,907
- Median Income $71,046
- Under age 18...................... 22.1%
- Over age 65........................ 18.2%
- Female 51.0%
- White 62.1%
- Black.................................. 19.1%
- Hispanic 11.1%
- Asian.................................. 6.9%

1	The Giant Co.	9	$472.30	42.82%
2	Walmart (SuperCenter)	2	$89.20	8.09%
3	Weis Markets	4	$72.65	6.59%
4	CVS	13	$64.90	5.88%
5	Karns Prime & Fancy Foods	3	$60.00	5.44%
6	Costco	1	$58.80	5.33%
7	Sheetz	12	$56.90	5.16%
8	Sam's Club	1	$39.20	3.55%
9	Rite Aid	11	$38.30	3.47%
10	Target	2	$31.10	2.82%
11	7-Eleven	10	$24.60	2.23%
12	Aldi	2	$20.50	1.86%
13	Turkey Hill	16	$19.80	1.80%
14	ShopRite (Price Rite)	1	$16.70	1.51%
15	Sharp Shopper	1	$12.10	1.10%
16	Boyer's Markets	1	$10.56	0.96%
17	Save A Lot	1	$6.20	0.56%
18	Rutter's Farm Stores	2	$4.60	0.42%
19	C&S Independents	4	$1.65	0.15%
20	ASG	1	$0.90	0.08%
		97	**$1,100.96**	**99.82%**

DELAWARE COUNTY ($2.7 billion) (Includes Chester, Havertown, Upper Darby)

- Population 576,720
- # of Households 215,833
- Median Income $86,390
- Under age 18...................... 21.7%
- Over age 65........................ 17.6%
- Female 51.5%
- White 63.7%
- Black.................................. 23.7%
- Hispanic 4.7%
- Asian.................................. 6.7%

1	The Giant Co.	10	$485.10	17.74%
2	Albertsons (Acme)	12	$405.40	14.83%
3	ShopRite (Fresh Grocer/Price Rite)	6	$366.30	13.40%
4	Wawa	40	$341.07	12.47%
5	CVS	31	$199.40	7.29%
6	Whole Foods (Amazon Fresh)	4	$129.30	4.73%
7	Walmart (SuperCenter)	4	$119.60	4.37%
8	Wegmans	1	$111.90	4.09%
9	Target	4	$96.00	3.51%
10	Costco	1	$86.80	3.17%
11	Trader Joe's	3	$67.30	2.46%
12	BJ's Wholesale Club	1	$66.30	2.42%
13	Walgreens	7	$57.30	2.10%
14	Aldi	4	$48.10	1.76%
15	Rite Aid	14	$44.40	1.62%
16	7-Eleven	16	$33.80	1.24%
17	Save A Lot	4	$22.40	0.82%
18	MOM's Organic Market	1	$15.60	0.57%
19	The Fresh Market	1	$13.60	0.50%
20	Lidl	2	$13.60	0.50%
21	Royal Farm Stores	4	$11.80	0.43%
22	C&S Independents	5	$8.42	0.31%
23	Grocery Outlet	1	$6.20	0.23%
		176	**$2,749.69**	**100.57%***

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

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FRANKLIN COUNTY ($468.8 million) (Includes Chambersburg, Greencastle, Waynesboro)

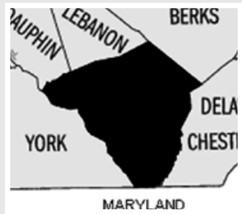
- Population 157,854
- # of Households 62,576
- Median Income $71,808
- Under age 18...................... 21.5%
- Over age 65........................ 20.5%
- Female 50.6%
- White 86.3%
- Black.................................. 4.4%
- Hispanic 7.0%
- Asian.................................. 1.1%

1	The Giant Co. (Martin's)	4	$164.30	35.05%
2	Walmart (SuperCenter)	2	$91.70	19.56%
3	Weis Markets	2	$39.49	8.42%
4	Sheetz	8	$33.50	7.15%
5	BJ's Wholesale Club	1	$31.50	6.72%
6	CVS	5	$23.00	4.91%
7	Target	1	$18.30	3.90%
8	Rutter's Farm Stores	7	$16.40	3.50%
9	Food Lion	1	$11.50	2.45%
10	Aldi	1	$8.30	1.77%
11	Rite Aid	2	$8.20	1.75%
12	Save A Lot	2	$7.70	1.64%
13	Grocery Outlet	1	$7.00	1.49%
14	Turkey Hill	1	$2.60	0.55%
15	C&S Independents	5	$2.23	0.48%
		43	**$465.72**	**99.34%**

LACKAWANNA COUNTY ($797.2 million) (Includes Scranton)

- Population 216,123
- # of Households 87,896
- Median Income $63,739
- Under age 18...................... 20.3%
- Over age 65........................ 20.6%
- Female 50.8%
- White 81.2%
- Black.................................. 5.1%
- Hispanic 10.0%
- Asian.................................. 3.4%

1	ShopRite (Fresh Grocer/Price Rite)	8	$171.30	21.49%
2	Walmart (SuperCenter)	2	$96.20	12.07%
3	Weis Markets	3	$83.75	10.51%
4	The Giant Co.	2	$79.10	9.92%
5	Northeast Grocery (Price Chopper)	2	$61.90	7.76%
6	Wegmans	1	$53.90	6.76%
7	CVS	9	$50.90	6.38%
8	Sam's Club	1	$45.80	5.75%
9	Rite Aid	11	$41.60	5.22%
10	Sheetz	5	$23.20	2.91%
11	Redner's Markets	1	$19.40	2.43%
12	Target	1	$18.10	2.27%
13	Turkey Hill	10	$17.60	2.21%
14	Aldi	1	$10.50	1.32%
15	IGA	1	$8.42	1.06%
16	Walgreens	1	$7.80	0.98%
17	C&S Independents	7	$4.89	0.61%
		66	**$794.36**	**99.64%**



LANCASTER COUNTY ($1.8 billion) (Includes Lancaster, Ephrata)

- Population 558,589
- # of Households 208,988
- Median Income $81,458
- Under age 18...................... 22.9%
- Over age 65........................ 19.7%
- Female 50.7%
- White 80.2%
- Black.................................. 5.6%
- Hispanic 11.6%
- Asian.................................. 2.8%

1	The Giant Co.	14	$520.70	28.78%
2	Weis Markets	13	$323.48	17.88%
3	Walmart (SuperCenter)	3	$152.60	8.43%
4	CVS	24	$120.60	6.67%
5	Turkey Hill	58	$95.40	5.27%
6	Sheetz	17	$69.80	3.86%
7	Wegmans	1	$69.40	3.84%
8	Family Owned Markets	3	$67.80	3.75%
9	Target	3	$62.10	3.43%
10	Whole Foods	1	$39.10	2.16%
11	Costco	1	$35.90	1.98%
12	Aldi	4	$35.70	1.97%
13	Wawa	4	$30.84	1.70%
14	C&S Independents	22	$28.06	1.55%
15	BJ's Wholesale Club	1	$27.10	1.50%
16	Sharp Shopper	2	$25.20	1.39%
17	Grocery Outlet	4	$24.10	1.33%
18	Rite Aid	6	$17.90	0.99%
19	Redner's Markets	1	$15.30	0.85%
20	Rutter's Farm Stores	5	$12.10	0.67%
21	7-Eleven	4	$8.50	0.47%
22	Lidl	1	$7.20	0.40%
23	Walgreens	1	$5.70	0.32%
24	Save A Lot	1	$4.70	0.26%
25	IGA	1	$4.42	0.24%
26	Royal Farm Stores	1	$2.60	0.14%
		196	**$1,806.30**	**99.84%**

See **PENNSYLVANIA COUNTY SHARE** on page 46

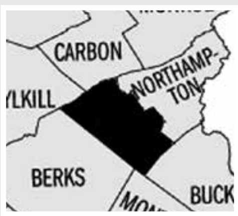
PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 44

LEBANON COUNTY ($461.3 million)
(Includes Lebanon)

- Population 144,252
- # of Households 55,236
- Median Income $72,532
- Under age 18...................... 22.4%
- Over age 65........................ 20.5%
- Female 50.7%
- White 79.3%
- Black.................................. 4.1%
- Hispanic 15.3%
- Asian.................................. 2.0%

1	The Giant Co.	3	$97.60	21.16%
2	Walmart (SuperCenter)	2	$96.40	20.90%
3	Weis Markets	3	$69.16	14.99%
4	Redner's Markets	2	$37.40	8.11%
5	CVS	5	$23.60	5.12%
6	Turkey Hill	11	$19.40	4.21%
7	Target	1	$18.80	4.08%
8	C&S Independents	6	$17.61	3.82%
9	ShopRite (Price Rite)	1	$14.40	3.12%
10	Rite Aid	4	$13.60	2.95%
11	Grocery Outlet	2	$11.00	2.38%
12	Sheetz	2	$9.40	2.04%
13	Aldi	1	$7.90	1.71%
14	America's Food Basket	1	$7.70	1.67%
15	Save A Lot	1	$6.30	1.37%
16	Rutter's Farm Stores	2	$5.00	1.08%
17	7-Eleven	1	$2.70	0.59%
		48	**$457.97**	**99.28%**



LEHIGH COUNTY ($1.5 billion)
(Includes Allentown, Coopersburg)

- Population 377,754
- # of Households 142,160
- Median Income $74,973
- Under age 18...................... 22.3%
- Over age 65........................ 17.6%
- Female 50.6%
- White 59.5%
- Black.................................. 11.0%
- Hispanic 28.7%
- Asian.................................. 4.1%

1	The Giant Co.	7	$393.50	25.65%
2	Weis Markets	7	$249.37	16.25%
3	Wawa	13	$109.99	7.17%
4	Walmart (SuperCenter)	2	$93.60	6.10%
5	CVS	14	$83.50	5.44%
6	Redner's Markets	3	$80.60	5.25%
7	Wegmans	1	$69.50	4.53%
8	Target	3	$67.10	4.37%
9	Costco	1	$48.00	3.13%
10	Sam's Club	1	$44.50	2.90%
11	BJ's Wholesale Club	1	$42.90	2.80%
12	Whole Foods	1	$32.50	2.12%
13	Krasdale	3	$30.04	1.96%
14	Rite Aid	5	$25.70	1.68%
15	Walgreens	4	$24.60	1.60%
16	Aldi	4	$23.40	1.53%
17	7-Eleven	10	$21.60	1.41%
18	ShopRite (Price Rite)	1	$17.90	1.17%
19	Key Food	1	$16.60	1.08%
20	The Fresh Market	1	$13.50	0.88%
21	Grocery Outlet	2	$13.20	0.86%
22	Turkey Hill	6	$10.90	0.71%
23	Supremo	1	$8.90	0.58%
24	C&S Independents	5	$5.69	0.37%
25	Sheetz	1	$3.70	0.24%
		98	**$1,530.79**	**99.78%**

LUZERNE COUNTY ($999.6 million)
(Includes Hazelton, Wilkes-Barre)

- Population 327,388
- # of Households 132,608
- Median Income $60,836
- Under age 18...................... 20.2%
- Over age 65........................ 20.2%
- Female 50.1%
- White 75.2%
- Black.................................. 8.0%
- Hispanic 17.3%
- Asian.................................. 1.5%

1	Weis Markets	8	$212.69	21.28%
2	Walmart (SuperCenter)	3	$138.70	13.88%
3	Northeast Grocery (Price Chopper)	3	$83.20	8.32%
4	ShopRite (Fresh Grocer)	4	$68.10	6.81%
5	CVS	14	$67.10	6.71%
6	Wegmans	1	$57.90	5.79%
7	Rite Aid	11	$54.20	5.42%
8	Sam's Club	1	$54.00	5.40%
9	The Giant Co.	1	$47.90	4.79%
10	Turkey Hill	23	$43.20	4.32%
11	Sheetz	6	$27.90	2.79%
12	Aldi	3	$25.60	2.56%
13	Redner's Markets	1	$24.60	2.46%
14	C&S Independents	9	$18.54	1.85%
15	Target	1	$16.60	1.66%
16	Walgreens	2	$14.80	1.48%
17	Boyer's Markets	1	$12.38	1.24%
18	America's Food Basket (Ideal)	2	$11.90	1.19%
19	Key Food	2	$9.50	0.95%
20	7-Eleven	1	$3.20	0.32%
21	IGA	1	$3.19	0.32%
		98	**$995.20**	**99.56%**

See **PENNSYLVANIA COUNTY SHARE** on page 48

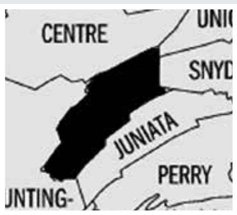
PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 46

LYCOMING COUNTY ($470.3 million) (Includes Hughesville, Williamsport)

- Population 112,724
- # of Households 45,705
- Median Income $63,437
- Under age 18...................... 20.5%
- Over age 65........................ 20.8%
- Female 50.6%
- White 89.4%
- Black.................................. 5.1%
- Hispanic 2.4%
- Asian.................................. 0.8%

1	Weis Markets	6	$178.35	37.92%
2	The Giant Co.	1	$47.20	10.04%
3	Sam's Club	1	$42.40	9.02%
4	Wegmans	1	$40.70	8.65%
5	CVS	5	$39.60	8.42%
6	Walmart	1	$29.80	6.34%
7	Sheetz	5	$24.20	5.15%
8	Target	1	$20.70	4.40%
9	Aldi	2	$15.80	3.36%
10	Turkey Hill	5	$11.40	2.42%
11	Rite Aid	3	$9.60	2.04%
12	Save A Lot	1	$5.20	1.11%
		32	**$464.95**	**98.86%**



MIFFLIN COUNTY ($154.6 million) (Includes Lewistown)

- Population 45,922
- # of Households 18,612
- Median Income $58,012
- Under age 18...................... 22.5%
- Over age 65........................ 22.0%
- Female 50.6%
- White 95.2%
- Black.................................. 1.0%
- Hispanic 2.0%
- Asian.................................. 0.6%

1	Walmart (SuperCenter)	1	$41.10	26.58%
2	The Giant Co.	2	$39.90	25.81%
3	Weis Markets	1	$21.77	14.08%
4	Sheetz	3	$17.40	11.25%
5	CVS	2	$11.70	7.57%
6	Sharp Shopper	1	$10.60	6.86%
7	Aldi	1	$9.10	5.89%
		11	**$151.57**	**98.04%**

MONROE COUNTY ($763.8 million) (Includes Stroudsburg)

- Population 166,053
- # of Households 59,113
- Median Income $80,656
- Under age 18...................... 19.1%
- Over age 65........................ 19.6%
- Female 49.8%
- White 61.8%
- Black.................................. 17.5%
- Hispanic 18.8%
- Asian.................................. 2.8%

1	ShopRite	3	$173.40	22.70%
2	Weis Markets	5	$132.53	17.35%
3	The Giant Co.	2	$102.50	13.42%
4	Walmart (SuperCenter)	2	$95.20	12.46%
5	CVS	11	$60.20	7.88%
6	Wawa	6	$43.37	5.68%
7	BJ's Wholesale Club	1	$39.60	5.18%
8	Northeast Grocery (Price Chopper)	1	$34.00	4.45%
9	Aldi	2	$24.30	3.18%
10	Allegiance (Foodtown)	1	$20.50	2.68%
11	Target	1	$17.30	2.26%
12	Rite Aid	3	$10.40	1.36%
13	Turkey Hill	3	$7.50	0.98%
14	Sheetz	1	$4.90	0.64%
15	Military Commissaries	1	$1.60	0.21%
16	C&S Independents	1	$0.49	0.06%
		44	**$767.79**	**100.52%***

MONTGOMERY COUNTY ($4.3 billion) (Includes Norristown, Pottstown)

- Population 868,742
- # of Households 329,680
- Median Income $107,441
- Under age 18...................... 21.0%
- Over age 65........................ 19.0%
- Female 50.9%
- White 73.5%
- Black.................................. 10.4%
- Hispanic 6.0%
- Asian.................................. 8.6%

1	The Giant Co.	23	$1,138.70	26.50%
2	Wawa	55	$443.67	10.32%
3	Walmart (SuperCenter)	8	$290.60	6.76%
4	CVS	46	$268.50	6.25%
5	Wegmans	3	$246.80	5.74%
6	Target	8	$213.90	4.98%
7	Albertsons (Acme)	7	$209.60	4.88%
8	ShopRite (Fresh Grocer)	3	$172.20	4.01%
9	Costco	3	$155.10	3.61%
10	Whole Foods	4	$144.60	3.36%
11	Redner's Markets	5	$139.50	3.25%
12	Weis Markets	6	$132.88	3.09%
13	BJ's Wholesale Club	3	$119.20	2.77%
14	Aldi	12	$117.30	2.73%
15	Walgreens	11	$78.50	1.83%
16	7-Eleven	29	$68.20	1.59%
17	Rite Aid	14	$59.30	1.38%
18	McCaffrey's	2	$54.90	1.28%
19	Sam's Club	1	$47.20	1.10%
20	Trader Joe's	2	$45.00	1.05%
21	IGA	3	$34.06	0.79%
22	Sprouts	1	$20.70	0.48%

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

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23	The Fresh Market	1	$16.40	0.38%
24	MOM's Organic Market	1	$16.20	0.38%
25	Lidl	3	$15.90	0.37%
26	Royal Farm Stores	5	$15.80	0.37%
27	Grocery Outlet	2	$14.80	0.34%
28	Save A Lot	2	$11.90	0.28%
29	Turkey Hill	6	$9.50	0.22%
30	Circle K	2	$4.70	0.11%
31	C&S Independents	3	$0.31	0.01%
		274	**$4,305.95**	**99.75%**

MONTOUR COUNTY ($73.8 million) (Includes Danville)

- Population 17,860
- # of Households 7,633
- Median Income $72,626
- Under age 18 .... 19.9%
- Over age 65 .... 22.1%
- Female 50.2%
- White 89.7%
- Black 2.2%
- Hispanic 3.2%
- Asian 3.6%

1	Weis Markets	1	$30.27	41.02%
2	The Giant Co.	1	$28.80	39.02%
3	Sheetz	1	$5.30	7.18%
4	CVS	1	$5.10	6.91%
5	7-Eleven	1	$3.50	4.74%
		5	**$72.97**	**98.88%**

NORTHAMPTON COUNTY ($1.3 billion) (Includes Bethlehem)

- Population 319,091
- # of Households 120,384
- Median Income $82,201
- Under age 18 .... 19.0%
- Over age 65 .... 20.3%
- Female 50.4%
- White 73.2%
- Black 8.0%
- Hispanic 15.6%
- Asian 3.3%

1	The Giant Co.	8	$406.70	30.92%
2	Wegmans	2	$151.30	11.50%
3	Weis Markets	4	$105.92	8.05%
4	CVS	17	$99.50	7.56%
5	ShopRite (Fresh Grocer/Price Rite)	3	$93.20	7.09%
6	Walgreens	3	$73.70	5.60%
7	Walmart (SuperCenter)	2	$72.40	5.50%
8	Wawa	9	$70.07	5.33%
9	Redner's Markets	2	$52.10	3.96%

See **PENNSYLVANIA COUNTY SHARE** on page 52

PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 50

10	Sam's Club	1	$43.30	3.29%
11	Target	1	$21.90	1.66%
12	Rite Aid	6	$21.70	1.65%
13	Aldi	3	$21.20	1.61%
14	Krasdale	2	$19.90	1.51%
15	Sheetz	3	$14.40	1.09%
16	Turkey Hill	8	$13.30	1.01%
17	7-Eleven	2	$7.00	0.53%
18	Grocery Outlet	1	$7.00	0.53%
19	Lidl	1	$6.80	0.52%
20	America's Food Basket	1	$6.10	0.46%
21	C&S Independents	7	$3.38	0.26%
		86	**$1,310.87**	**99.66%**

NORTHUMBERLAND COUNTY ($223.7 million) (Includes Sunbury)

- Population 90,120
- # of Households v37,775
- Median Income $55,952
- Under age 18...................... 19.5%
- Over age 65........................ 22.4%

- Female 49.4%
- White 90.9%
- Black.................................... 3.2%
- Hispanic 4.8%
- Asian.................................... 0.5%

1	Weis Markets	4	$89.00	39.79%
2	Walmart (SuperCenter)	1	$47.90	21.41%
3	CVS	5	$24.20	10.82%
4	Turkey Hill	10	$23.50	10.51%
5	Boyer's Markets	1	$14.53	6.50%
6	Aldi	1	$10.20	4.56%
7	Sheetz	1	$5.50	2.46%
8	Rite Aid	1	$4.10	1.83%
9	Tri-State Co-Op	1	$2.30	1.03%
10	C&S Independents	2	$0.34	0.15%
		27	**$221.57**	**99.05%**

PERRY COUNTY $122.9 million) (Includes New Bloomfield)

- Population 46,083
- # of Households................. 18,066
- Median Income $76,103
- Under age 18...................... 20.7%
- Over age 65........................ 20.7%

- Female 49.2%
- White 94.4%
- Black.................................... 1.3%
- Hispanic 2.5%
- Asian.................................... 0.5%

1	The Giant Co.	1	$32.60	26.53%
2	Karns Prime & Fancy Foods	2	$32.00	26.04%
3	Weis Markets	1	$20.36	16.57%
4	Rite Aid	3	$14.30	11.64%
5	Sheetz	2	$11.90	9.68%
6	C&S Independents	6	$7.84	6.38%
7	Rutter's Farm Stores	1	$3.00	2.44%
		16	**$122.00**	**99.27%**

PHILADELPHIA CITY ($4.0 billion)

- Population 1,550,542
- # of Households............... 659,129
- Median Income $57,537
- Under age 18...................... 21.1%
- Over age 65........................ 14.7%

- Female 52.6%
- White 33.9%
- Black.................................. 43.0%
- Hispanic 16.1%
- Asian.................................... 8.2%

1	ShopRite (Fresh Grocer)	18	$841.60	20.99%
2	Albertsons (Acme)	16	$465.80	11.62%
3	CVS	50	$344.50	8.59%
4	Wawa	37	$256.09	6.39%
5	Target	10	$237.40	5.92%
6	The Giant Co. (Heirloom Market)	8	$223.50	5.57%
7	Rite Aid	40	$200.80	5.01%
8	Walmart	5	$173.60	4.33%
9	Aldi	13	$126.70	3.16%
10	7-Eleven	51	$123.60	3.08%
11	BJ's Wholesale Club	2	$121.70	3.04%
12	Walgreens	12	$120.50	3.01%
13	Whole Foods	2	$117.20	2.92%
14	Save A Lot	14	$114.70	2.86%
15	Trader Joe's	2	$70.30	1.75%
16	IGA	3	$59.28	1.48%
17	Sam's Club	1	$58.70	1.46%
18	Fine Fare Supermarkets	3	$52.10	1.30%
19	ASG (Juniata Supermarket)	2	$40.30	1.01%
20	Tri-State Co-Op	3	$40.00	1.00%
21	Grocery Outlet	6	$36.50	0.91%
22	Sprouts	1	$34.20	0.85%
23	Krasdale	9	$28.43	0.71%
24	Lidl	2	$20.40	0.51%
25	The Fresh Market	1	$18.10	0.45%
26	MOM's Organic Market	1	$16.40	0.41%
27	Supremo	2	$13.90	0.35%
28	C&S Independents	13	$9.52	0.24%
29	America's Food Basket	1	$7.20	0.18%
30	Royal Farm Stores	1	$4.50	0.11%
		329	**$3,977.52**	**99.20%**

See **PENNSYLVANIA COUNTY SHARE** on page 54

TAKING STOCK

from page 18

Pocono Summit, PA and at S. Broad & Washington in Philly.

Acme Markets (Kings/Balducci's/Safeway) – Acme's challenges remain linked to its aging store base and its retail pricing image. The grandfather of all retailers operating in the Delaware Valley (and more recently Metro New York), the Malvern, PA-based division of Albertsons controls valuable real estate and still maintains a loyal following. However, the former DelVal market leader is more vulnerable than most to competitive openings and lacks significant capital to take advantage of its still strong market position. Those capital investment decisions are made at the corporate level in Boise, ID. And that is where most of its problems now lie. It's been 21 months since the company announced it would merge with Kroger in a dragged-out scenario that continues. Many sources tell us the process has semi-paralyzed Albertsons' decision-making abilities and overall nimbleness. A bigger problem may loom: if the merger attempt ultimately fails, Albertsons would be hard pressed to recreate the energy it once had.

Walmart – Fearless and undaunted. Walmart's continuing comp store sales gains in the market (and nationally) have more to do with just offering lower prices. Its ability to constructively apply technology, both in distribution and in its growing digital business, has only added to Walmart's efficiency and potential for growth. Walmart was one of many retailers in the 70-county region which did not open a new store over the past 12 months. During the past year, it remodeled its high-volume SuperCenter in Secaucus, NJ. And there's more upgraded and new store activity finally on the horizon - with 650 remodels slated for this year and 150 new stores planned for the next four years.

Weis Markets – The Sunbury, PA-based regional chain continued on its steady path. Comp store revenue was right at the industry average and the tightly controlled publicly-traded merchant also added some store upgrades to make its fleet more modern. During the next few years, Weis plans six new stores (the new unit planned for Middletown, DE is the only one in the *FTN* area) and has again committed to a record level of capital spending. Weis' secret sauce may well be its culture with CEO Jonathan Weis working with his talented management group to utilize their creative talents to build a winning team.

Wawa – Once again, one of the best performers in the entire retail market study. Not only were comp store sales way above the industry norm, but the perennial c-store leader also opened 11 new units in the region. The Wawa, PA-based merchant also began opening stores in new states. The growth effort will ultimately see the Wawa logo expanding into new states – Alabama, Georgia, Indiana, Kentucky, North Carolina, Ohio and Tennessee – over the next few years.

Wegmans – A very solid year for the Rochester, NY-based uber-merchant despite an economy that might make one think that the family-owned retailer might be vulnerable. However, comps were solid, and Wegmans' market position was also helped by new store openings in Yardley, PA and Manhattan (which is producing huge sales). A hidden part of Wegmans' success is its site planning and demographics research. While all economic strata have been impacted by uncertain

TAKING STOCK continues on page 65

PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 52

PIKE COUNTY ($200.2 million) (Includes Milford)

- Population 61,247
- # of Households 23,780
- Median Income $76,416
- Under age 18...................... 16.9%
- Over age 65........................ 24.1%
- Female 48.9%
- White 78.2%
- Black.................................. 7.0%
- Hispanic 12.6%
- Asian.................................. 1.7%

1	ShopRite	1	$63.00	31.47%
2	Weis Markets	2	$59.68	29.81%
3	Walmart (SuperCenter)	1	$34.90	17.43%
4	Northeast Grocery (Price Chopper)	1	$29.20	14.59%
5	Turkey Hill	3	$8.30	4.15%
6	Key Food	1	$5.70	2.85%
7	Walgreens	1	$5.50	2.75%
8	C&S Independents	2	$0.80	0.40%
		12	**$207.08**	**103.44%***

SCHUYLKILL COUNTY ($426.8 million) (Includes Pottsville)

- Population 143,786
- # of Households 56,987
- Median Income $63,574
- Under age 18...................... 19.8%
- Over age 65........................ 21.2%
- Female 48.4%
- White 87.1%
- Black.................................. 4.3%
- Hispanic 7.8%
- Asian.................................. 0.6%

1	Walmart (SuperCenter)	2	$94.20	22.07%
2	Boyer's Markets	9	$84.50	19.80%
3	Redner's Markets	3	$83.20	19.49%
4	The Giant Co.	1	$49.60	11.62%
5	Weis Markets	1	$30.89	7.24%
6	Rite Aid	7	$23.40	5.48%
7	Turkey Hill	10	$11.40	2.67%
8	C&S Independents	8	$11.17	2.62%
9	CVS	2	$11.10	2.60%
10	Aldi	1	$9.40	2.20%
11	Sheetz	2	$8.60	2.01%
12	7-Eleven	1	$3.20	0.75%
13	Rutter's Farm Stores	1	$3.10	0.73%
		48	**$423.76**	**99.29%**

See **PENNSYLVANIA COUNTY SHARE** on page 58

Eastern Produce Council Dinner Sponsored By New Jersey Dept. Of Agriculture Held May 21 In Hillsdale, NJ

The Eastern Produce Council (EPC) hosted a dinner last month at Demarest Farms in Hillsdale, NJ that was sponsored by the New Jersey Department of Agriculture (NJDA). EPC president Theresa Lowden (c) of JOH smiles for a photo with Joe Atchison (l), NJDA assistant secretary of agriculture and Ed Wengryn, NJDA secretary of agriculture.

These folks who serve on the NJDA's Ag team are (l-r) Kabella Walz, Nancy Wood, Christine Fries, Joe Atchison, Ed Wengryn, Nikki Steward and Billy Conners.

Matt Checke (l) of CA Ferolie smiles for a photo with Alexa Conciatori of Allegiance Retail Services.

Noelle Neary (l) of Wakefern says hello to David Jenkins of Hapco Farms.

This foursome features (l-r) Marc Goodman, Morton Williams; Matt Lind, Farm Lind Produce; Rich Martin, JOH; and Sara LaMotta, Produce Pro from Aptean.

Vic Savanella (l) of Katzman Burlington smiles for a photo with Brian McGuire of JOH.

All Murray (c) of the New Jersey Agricultural Society is flanked here by Marc Turner (l) of Bushwick Commission and Bruce Eklund of New Jersey Agriculture Statistics.

Here we have (l-r) Valerie Pomerantz, Jeanie Sorentino, Bob McGowan, Tracey Simmonds, Anthony Latona and Terri Abrams of Affinity Group and Jamie Failing, Taylor Farm.

Rich Martin (l) of JOH chats at the dinner with Joe Schneider of King Kullen.


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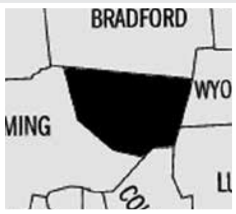
PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 54

SNYDER COUNTY $161.8 million)
(Includes Middleburg)

- Population 39,717
- # of Households 14,430
- Median Income $65,914
- Under age 18...................... 20.3%
- Over age 65........................ 20.9%
- Female 50.4%
- White 94.6%
- Black.................................. 1.4%
- Hispanic 2.6%
- Asian.................................. 0.7%

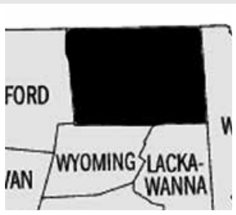
1	Weis Markets	1	$37.51	23.18%
2	The Giant Co.	1	$36.80	22.74%
3	Walmart (SuperCenter)	1	$29.90	18.48%
4	Target	1	$21.10	13.04%
5	Aldi	1	$11.30	6.98%
6	CVS	2	$9.40	5.81%
7	C&S Independents	2	$4.69	2.90%
8	Sheetz	1	$4.40	2.72%
9	Turkey Hill	1	$2.90	1.79%
		11	**$158.00**	**97.65%**



SULLIVAN COUNTY ($5.4 million)
(Includes Laporte)

- Population 5,834
- # of Households 2,462
- Median Income $62,910
- Under age 18....................... 9.6%
- Over age 65........................ 32.3%
- Female 48.7%
- White 93.2%
- Black.................................. 2.1%
- Hispanic 2.6%
- Asian.................................. 0.5%

Multi-store retailers do not operate in this county.



SUSQUEHANNA COUNTY ($45.8 million)
(Includes Montrose)

- Population 38,109
- # of Households 15,641
- Median Income $63,968
- Under age 18...................... 18.5%
- Over age 65........................ 25.3%
- Female 49.1%
- White 95.5%
- Black.................................. 0.8%
- Hispanic 2.1%
- Asian.................................. 0.4%

1	Northeast Grocery (Price Chopper)	1	$22.90	50.00%
2	C&S Independents	3	$6.63	14.48%
3	CVS	1	$5.10	11.14%
4	Rite Aid	1	$3.90	8.52%
5	IGA	1	$3.74	8.17%
6	Turkey Hill	1	$3.00	6.55%
		8	**$45.27**	**98.84%**

UNION COUNTY ($129.1 million)
(Includes Lewisburg)

- Population 42,042
- # of Households 14,172
- Median Income $64,914
- Under age 18...................... 17.4%
- Over age 65........................ 19.3%
- Female 46.8%
- White 85.5%
- Black.................................. 6.3%
- Hispanic 5.8%
- Asian.................................. 1.8%

1	Weis Markets	2	$50.10	38.81%
2	Walmart (SuperCenter)	1	$46.80	36.25%
3	CVS	2	$11.10	8.60%
4	Sheetz	2	$8.90	6.89%
5	Aldi	1	$8.30	6.43%
		8	**$125.20**	**96.98%**

WAYNE COUNTY ($175.2 million)
(Includes Mawley, Honesdale)

- Population 51,262
- # of Households 19,747
- Median Income $59,240
- Under age 18...................... 16.5%
- Over age 65........................ 25.7%
- Female 47.0%
- White 89.9%
- Black.................................. 3.2%
- Hispanic 5.3%
- Asian.................................. 0.8%

1	Weis Markets	2	$69.32	39.57%
2	Walmart (SuperCenter)	1	$47.60	27.17%
3	CVS	3	$18.90	10.79%
4	IGA	1	$15.34	8.76%
5	Tri-State Co-Op	1	$8.45	4.82%
6	Rite Aid	2	$8.10	4.62%
7	Walgreens	1	$4.90	2.80%
8	Turkey Hill	1	$3.10	1.77%
9	C&S Independents	4	$0.80	0.46%
		16	**$176.51**	**100.75%**

WYOMING COUNTY ($80.6 million)
(Includes Tunkhannock)

- Population 25,902
- # of Households 10,788
- Median Income $67,968
- Under age 18...................... 19.9%
- Over age 65........................ 22.1%
- Female 50.2%
- White 89.7%
- Black.................................. 2.2%
- Hispanic 3.2%
- Asian.................................. 3.6%

1	Walmart (SuperCenter)	1	$38.20	47.39%
2	Weis Markets	1	$20.01	24.83%
3	Aldi	1	$7.90	9.80%
4	CVS	1	$5.50	6.82%
5	Rite Aid	1	$4.90	6.08%
6	C&S Independents	2	$0.75	0.93%
		7	**$77.26**	**95.86%**

See PENNSYLVANIA COUNTY SHARE on page 59

PENNSYLVANIA COUNTY SHARE OF MARKET: 2024

Continued from page 58

YORK COUNTY ($1.7 billion)
(Includes Hanover, Shrewsbury, York)

- Population 464,640
- # of Households 178,543
- Median Income $79,183
- Under age 18...................... 21.6%
- Over age 65........................ 19.0%
- Female 50.2%
- White 80.7%
- Black.................................. 7.8%
- Hispanic 9.2%
- Asian.................................. 1.7%

1	The Giant Co.	10	$573.40	33.23%
2	Walmart (SuperCenter)	6	$241.70	14.01%
3	Weis Markets	8	$226.22	13.11%
4	Sam's Club	2	$107.10	6.21%
5	Rutter's Farm Stores	43	$86.10	4.99%
6	Target	3	$62.40	3.62%
7	CVS	12	$60.90	3.53%
8	Sheetz	13	$48.20	2.79%
9	Rite Aid	15	$44.80	2.60%
10	Family Owned Markets	3	$38.11	2.21%
11	Aldi	3	$27.80	1.61%
12	Turkey Hill	17	$26.50	1.54%
13	Royal Farm Stores	8	$23.50	1.36%
14	BJ's Wholesale Club	1	$22.50	1.30%
15	Grocery Outlet	3	$22.20	1.29%
16	Karns Prime & Fancy Foods	1	$19.00	1.10%
17	Walgreens	3	$17.60	1.02%
18	ShopRite	1	$14.70	0.85%
19	7-Eleven	4	$13.80	0.80%
20	Great Valu	1	$12.90	0.75%
21	IGA	1	$11.70	0.68%
22	C&S Independents	4	$10.01	0.58%
23	Food Lion	1	$5.00	0.29%
24	Save A Lot	1	$4.10	0.24%
25	ASG	1	$1.30	0.08%
		165	**$1,721.54**	**99.78%**

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

*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 2024

IN REVIEW: THE GIANT COMPANY

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Adams	1	$66.00	$233.20	28.30%	1	$65.70	29.92%
PA	Berks	6	$330.60	$1,619.60	20.41%	6	$327.20	20.24%
PA	Bucks	21	$957.20	$3,243.00	29.52%	21	$955.20	30.66%
PA	Carbon	1	$49.40	$184.20	26.82%	1	$49.30	26.41%
PA	Chester	12	$611.40	$2,120.60	28.83%	12	$605.40	28.78%
PA	Columbia	2	$90.60	$265.70	34.10%	2	$89.90	34.35%
PA	Cumberland	10	$494.19	$1,249.60	39.55%	10	$493.60	39.40%
PA	Dauphin	9	$472.30	$1,103.00	42.82%	9	$471.50	42.71%
PA	Delaware	10	$485.10	$2,734.20	17.74%	10	$481.30	18.18%
PA	Franklin (Martin's)	4	$164.30	$468.80	35.05%	4	$163.80	34.11%
PA	Lackawanna	2	$79.10	$797.20	9.92%	2	$77.90	9.94%
PA	Lancaster	14	$520.70	$1,809.20	28.78%	14	$518.90	27.46%
PA	Lebanon	3	$97.60	$461.30	21.16%	3	$97.10	19.91%
PA	Lehigh	7	$393.50	$1,534.20	25.65%	7	$388.40	25.23%
PA	Luzerne	1	$47.90	$999.60	4.79%	1	$47.10	4.72%
PA	Lycoming	1	$47.20	$470.30	10.04%	1	$46.80	10.18%
PA	Mifflin	2	$39.90	$154.60	25.81%	2	$39.40	26.08%
PA	Monroe	2	$102.50	$763.80	13.42%	2	$100.30	13.32%
PA	Montgomery	23	$1,138.70	$4,297.60	26.50%	23	$1,083.50	25.64%
PA	Montour	1	$28.80	$73.80	39.02%	1	$28.20	40.81%
PA	Northampton	8	$406.70	$1,315.40	30.92%	8	$402.60	31.94%
PA	Perry	1	$32.60	$122.90	26.53%	1	$32.20	22.39%
PA	Philadelphia (Heirloom Market)	8	$223.50	$4,009.50	5.57%	8	$218.30	5.28%
PA	Schuylkill	1	$49.60	$426.80	11.62%	1	$49.00	10.74%
PA	Snyder	1	$36.80	$161.80	22.74%	1	$36.20	21.83%
PA	York	10	$573.40	$1,725.40	33.23%	10	$570.60	32.95%

PA Recap: 161 stores with sales of $7.54 billion. Total retail food sales for PA in the study: $33.21 billion. The Giant Company share of PA is 33.23%.

Mid-Atlantic Recap: 161 stores with sales of $7.54 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
The Giant Company Per Store Average: $46.83 million

Source: *Food Trade News*, June 2024

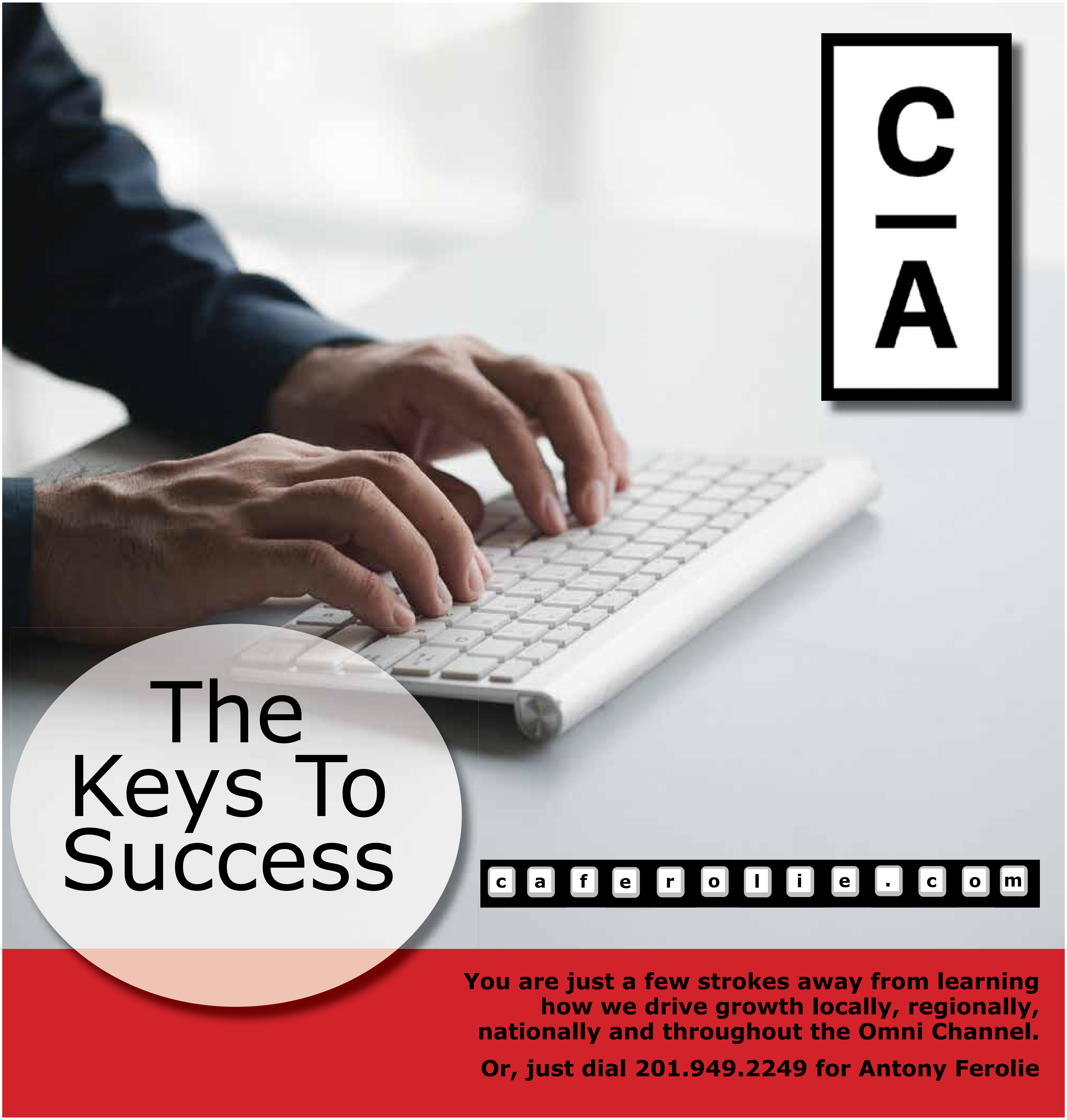

Tuscan
whole milk
vitamin D
HALF GAL (1.89L)
Tuscan
2% reduced fat milk
ONE GAL (3.78L)
GARELICK Farms
2% reduced fat milk
VITAMIN A&D
GARELICK Farms
whole milk
VITAMIN D

IN REVIEW: SHOPRITE

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	13	$688.90	$3,830.60	17.98%	13	$684.10	17.73%
CT	Litchfield (Price Rite)	1	$16.20	$770.80	2.10%	1	$16.00	2.08%
CT	New Haven (PR/Garafalo/Grade A/Tomaquindicz)	8	$441.40	$3,552.40	12.43%	8	$435.60	12.33%
CT Recap: 22 stores with sales of $1.15 billion. Total retail food sales for CT in the study: $8.15 billion. ShopRite share of CT is 14.06%.								
DE	New Castle (Kenny)	6	$265.00	$2,150.60	12.32%	6	$252.60	11.31%
DE Recap: 6 stores with sales of $265.0 million. Total retail food sales for DE in the study: $2.15 billion. ShopRite share of DE is 12.32%.								
NJ	Atlantic (Village)	5	$366.20	$1,019.40	35.92%	5	$361.50	36.00%
NJ	Bergen (Price Rite/Clare/Glass/Inserra/Maniaci)	18	$1,356.40	$3,714.10	36.52%	18	$1,330.40	36.83%
NJ	Burlington (FG/Eickhoff-HFF/Maniaci/Ravitz/Saker/Somersets)	10	$581.20	$1,938.80	29.98%	10	$573.40	29.62%
NJ	Camden (Brown/Ravitz/Zallie)	8	$457.30	$1,897.80	24.10%	8	$452.60	24.04%
NJ	Cape May (Village)	2	$105.60	$597.10	17.69%	2	$103.20	17.73%
NJ	Cumberland (Bottino/Village)	4	$227.40	$663.70	34.26%	4	$224.40	34.48%
NJ	Essex (FG/Drulan/Infusino/LoCurcio/Maniaci/Sunrise/Village)	10	$906.20	$2,321.20	39.04%	10	$886.70	38.51%
NJ	Gloucester (Ammons/Bottino/Zallie)	6	$400.40	$1,192.00	33.59%	6	$369.80	31.79%
NJ	Hudson (Inserra/LoCurcio)	5	$452.50	$1,810.60	24.99%	5	$458.90	26.14%
NJ	Hunterdon (Colalillo)	2	$167.00	$477.60	34.97%	2	$162.10	34.51%
NJ	Mercer (Saker)	6	$430.60	$1,475.60	29.18%	6	$423.70	30.77%
NJ	Middlesex (FG/SRS/Glass/Maniaci/Sitar/Village)	13	$918.40	$2,810.40	32.68%	13	$914.40	33.03%
NJ	Monmouth (Dearborn Market/Saker)	12	$804.60	$2,870.50	28.03%	12	$792.30	28.75%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	$723.70	$2,258.40	32.04%	11	$712.80	31.70%
NJ	Ocean (Saker)	9	$654.50	$2,161.80	30.28%	9	$640.60	30.04%
NJ	Passaic (FG/PR/Cuellar/Infusino/Inserra/Maniaci)	7	$478.30	$1,466.50	32.62%	7	$471.60	31.98%
NJ	Somerset (Saker/Village)	7	$529.40	$1,355.90	39.04%	7	$521.30	39.00%
NJ	Sussex (Ronetco)	5	$371.40	$609.80	60.91%	4	$304.90	52.07%
NJ	Union (SRS/AJS/Glass/Village)	8	$709.20	$2,162.40	32.80%	8	$696.70	33.71%
NJ	Warren (Colalillo/Ronetco/Village)	4	$217.30	$503.10	43.19%	4	$212.50	42.53%
NJ Recap: 152 stores with sales of $10.86 billion. Total retail food sales for NJ in the study: $33.48 billion. ShopRite share of NJ is 32.43%.								
NY	Bronx (Village)	1	$49.70	$3,461.80	1.44%	1	$49.20	1.43%
NY	Brooklyn (Glass)	2	$162.30	$5,517.50	2.94%	2	$167.30	3.09%
NY	Dutchess (SRS)	4	$236.70	$1,100.60	21.51%	4	$229.10	20.65%
NY	Manhattan (Fairway/Gourmet Garage/Village)	8	$256.20	$6,069.70	4.22%	8	$253.30	4.21%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	$501.90	$5,873.00	8.55%	6	$492.10	8.40%
NY	Orange (SRS)	5	$309.40	$1,420.60	21.78%	5	$300.60	22.29%
NY	Putnam (SRS)	1	$54.90	$314.20	17.47%	1	$54.30	18.58%
NY	Queens (SRS)	1	$59.80	$5,642.40	1.06%	1	$58.70	1.04%
NY	Rockland (Glass/Inserra)	5	$413.70	$1,107.40	37.36%	5	$404.30	37.08%
NY	Staten Island (Mannix)	3	$381.90	$1,701.30	22.45%	3	$372.40	22.28%
NY	Suffolk (Buonadonna/Gallagher/Greenfield/Janson/Thmopson)	11	$662.40	$6,520.90	10.16%	11	$649.30	10.16%
NY	Westchester (SRS/Fairway/Village)	11	$726.50	$4,316.90	16.83%	11	$698.50	17.99%
NY Recap: 58 stores with sales of $3.82 billion. Total retail food sales for NY in the study: $46.06 billion. ShopRite share of NY is 8.86%.								
PA	Berks (Price Rite)	1	$12.80	$1,619.60	0.79%	1	$12.70	0.79%
PA	Bucks (Brown/Colalillo/Cowhey)	4	$213.70	$3,243.00	6.59%	4	$215.60	6.92%
PA	Chester (KTM)	1	$30.60	$2,120.60	1.44%	1	$30.20	1.44%
PA	Dauphin (Price Rite)	1	$16.70	$1,103.00	1.51%	1	$16.60	1.50%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	6	$366.30	$2,734.20	13.40%	6	$356.70	13.48%
PA	Lackawanna (Price Rite/Fresh Grocer/Bracey/Gerrity)	8	$171.30	$797.20	21.49%	7	$147.60	18.83%
PA	Lebanon (Price Rite)	1	$14.40	$461.30	3.12%	1	$14.30	2.93%
PA	Lehigh (Price Rite)	1	$17.90	$1,534.20	1.17%	1	$17.80	1.16%
PA	Luzerne (Fresh Grocer/Gerrity)	4	$68.10	$999.60	6.81%	4	$67.40	6.75%
PA	Monroe (Bracey/Kinsley/Village)	3	$173.40	$763.80	22.70%	3	$170.60	22.66%
PA	Montgomery (Fresh Grocer/Price Rite/Brown/Burns/KTM II)	3	$172.20	$4,297.60	4.01%	4	$200.60	4.75%
PA	Northampton (Fresh Grocer/Price Rite/Colalillo/Gerrity)	3	$93.20	$1,315.40	7.09%	3	$92.10	7.31%
PA	Philadelphia (FG/Ammon/Brown/Colligas/GMS/McMenamin/Zallie)	18	$841.60	$4,009.50	20.99%	18	$830.60	20.10%
PA	Pike (SRS)	1	$63.00	$200.20	31.47%	1	$62.30	31.43%
PA	York (Price Rite)	1	$14.70	$1,725.40	0.85%	1	$14.80	0.85%
PA Recap: 56 stores with sales of $2.27 billion. Total retail food sales for PA in the study: $33.21 billion. ShopRite share of PA is 6.84%.								

Mid-Atlantic Recap: 294 stores with sales of $18.35 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
ShopRite Per Store Average: $62.43 million ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2024



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The Giant Company announced last month that **John MacDonald** has been named vice president of marketing. MacDonald will report directly to John Ruane, president.

"John is a passionate and talented marketer, with a knack for building dynamic teams that deliver creative and strategic marketing initiatives to drive results," said Ruane. "With his extensive knowledge of both our business and customers, I'm excited to see how John will elevate The Giant Company brand and deepen the relationships we have with our loyal customers."

A veteran of the retail and healthcare industries with more than 30 years of experience, MacDonald first joined Carlisle, PA-based division of Ahold Delhaize USA in 2012 as director of marketing. Before his tenure with the company, MacDonald held a variety of roles at Ahold Financial Services and served as the vice president of marketing at its Landover, MD-based Giant Food division. Before returning to The Giant Company, MacDonald served as chief marketing officer for FreshDirect.

MacDonald earned his bachelor's degree in marketing from Bloomsburg University and his MBA from Lebanon Valley College. He has completed executive education coursework at Harvard and holds a Six Sigma Black Belt certification.

He currently serves as a marketing adjunct professor at Penn State Harrisburg and has taught undergrad and graduate level courses at both Elizabethtown College and Lebanon Valley College.

John MacDonald

Mark Bradford

DMS Food Imports last month announced that **Mark Bradford** has been appointed as its senior sales manager.

Bradford joins the Edgewater, MD-based importer of frozen, refrigerated and shelf stable food items from around the world, from Cherry Central where he held the position of sales manager. He brings his experience in food sales to DMS to assist in the company's continuing sales growth and is is the first addition to its sales team.

"I am really energized to join such an entrepreneurial company like DMS" said Bradford, "I will be able to be more self-directed and creative than ever before in my previous sales efforts!"

"We needed to add a true sales pro to our management team and we believe that Mark answers that need," said Jeff Landsman, VP-sales and co-owner of DMS Food Imports. "As a growing company our goal is to add valuable team members as well as people who represent our core values of quality, value and integrity! Mark fulfills those attributes and we hope he is the first of many in our sales team!"

RDD Associates recently announced that **Kerry Hechler** has joined the company as a senior account and business development manager for Ahold. She will report to Chris Vuono.

Hechler has a long-time association working with Ahold, utilizing her account managements skills in the produce,

See **PEOPLE** on page 147

TAKING STOCK

from page 53

economic conditions, the company's great store locations (in addition to size, selection, overall product mix and execution) have protected it against major slumps. When you're averaging more than $80 million per store in sales annually, you are doing a lot of things right. Next up for the family-owned merchant are new stores in Lake Grove, NY (its first Long Island unit) and Norwalk, CT (its debut in the Nutmeg State).

New York Metro Independents (Allegiance Retail Services, Associated Supermarket Group, General Trading, Key Food, Krasdale Foods) – The race to gain market share in the fiercely competitive and nuanced go-to-market styles of serving Metro New York independents (and most particularly those retailers that operate in the five boroughs of New York City) is unique. Unless you're in that battleground it might be difficult to figure out how Allegiance, ASG, General Trading, Key Food and Krasdale operate on a day-to-day basis. Serving thousands of traditional supermarkets, superettes, bodegas and greengrocers is a challenge that is not seen on the scale that those independent retailers pose in any other operating area in the country. As witnessed by the longevity of those wholesalers and marketing groups, survival is not an issue – each knows the "inside baseball" rules of the market and has operated effectively for a long time. This year, things have become more difficult though, as they have experienced inflation levels higher than the national average for the past three years, diminishing inflation and continued retail shrink (much higher than the national average). One key change to note: late last year, popular Joe Fantozzi was elevated from CFO to president and chief operating officer of Allegiance/Foodtown.

Amazon Fresh - I know it is not one of the market leaders (although with sister company Whole Foods, they rank 14th in the 70-county region), but I can't resist putting my two cents in. After failing spectacularly with its initial foray with "from the ground up" food retailing, AF is returning with a new version of its small grocery store model. And based on a few of the revamped stores in Southern California and in the Chicago market, the largest digitally driven company in the U.S. still doesn't get it. Yes, there are more SKUs, the product assortment is slightly improved and Krispy Kreme donuts are now available, but it's still the same less than mediocre retailing experience that existed when the first AF store opened in in our marketing in Warrington, PA almost three years ago. According to multiple real estate sources, some of those old leases are expected to be activated including new version AF units in Eatontown, NJ; Bensalem, PA; Langhorne, PA; and Willow Grove, PA. Many of the original group of leases signed by Amazon have been canceled, a few have been sold and others are the subject of landlord litigation. While Amazon CEO Andy Jassy continues to express optimism about the future of Amazon Fresh, I think he's delusional about the retailer's long-term prospects, at least with a loser format like this.

'Round The Trade

It's been quite a recent run for Walmart. Last month, the Bentonville, AR merchant posted strong Q1 sales and earnings, especially in this difficult operating environment. Overall revenue increased 6 percent, reaching a staggering $161.5 billion for the 13-week period ended April 28. Comp store revenue (excluding fuel) jumped 3.8 percent

TAKING STOCK continues on page 74

IN REVIEW: WEIS MARKETS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Morris	3	$35.72	$2,258.40	1.58%	3	$35.35	1.57%
NJ	Somerset	1	$19.98	$1,355.90	1.47%	1	$19.91	1.49%
NJ	Sussex	2	$46.11	$609.80	7.56%	2	$46.25	7.90%
NJ	Warren	1	$21.94	$503.10	4.36%	1	$21.63	4.33%

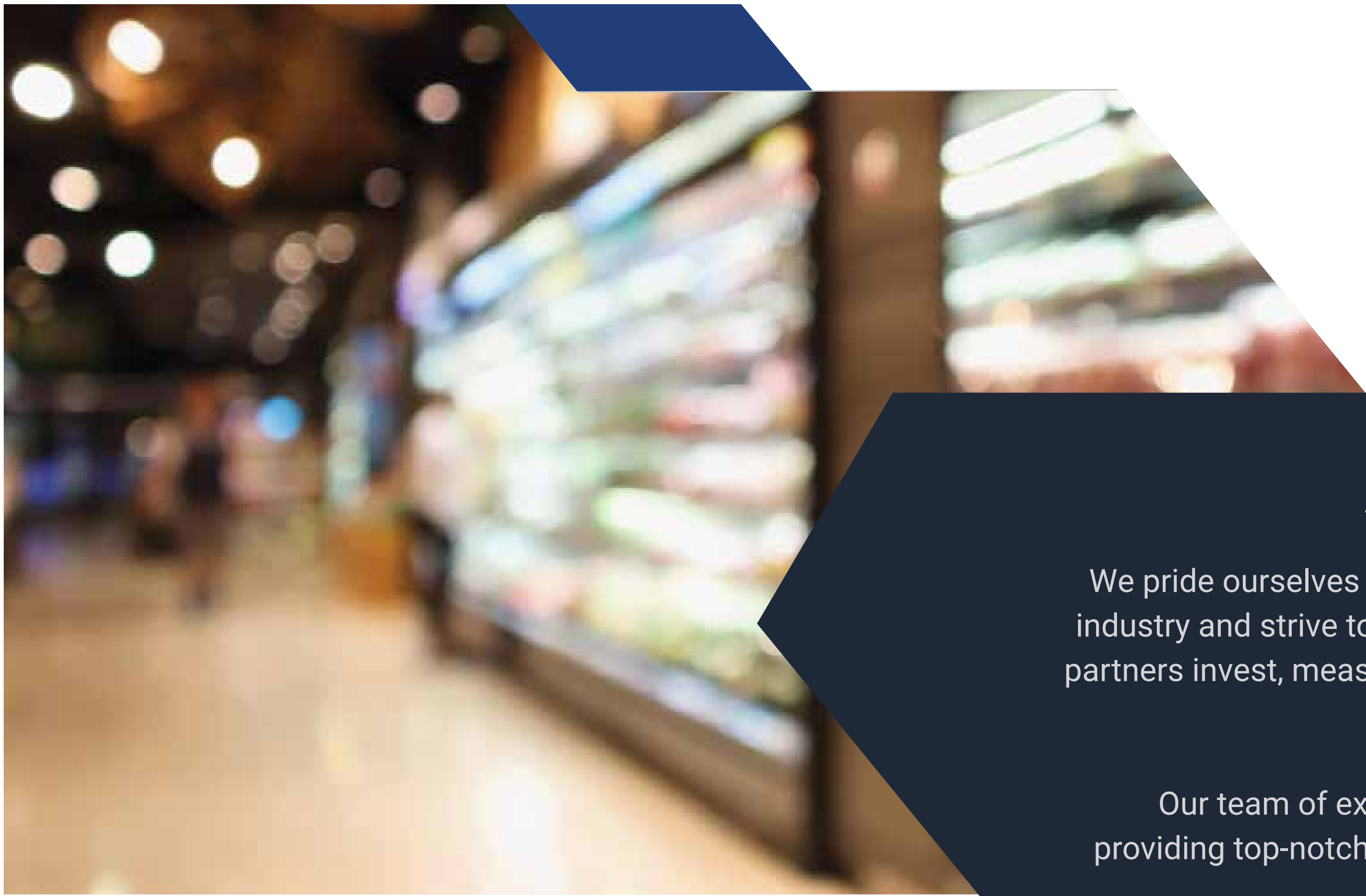
NJ Recap: 7 stores with sales of $123.75 million. Total retail food sales for NJ in the study: $33.48 billion. Weis Markets share of NJ is 0.37%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Adams	2	$42.93	$233.20	18.41%	2	$40.82	18.59%
PA	Berks	6	$143.18	$1,619.60	8.84%	6	$140.29	8.68%
PA	Bucks	3	$61.21	$3,243.00	1.89%	3	$60.22	1.93%
PA	Columbia	3	$57.35	$265.70	21.58%	3	$56.35	21.53%
PA	Cumberland	5	$111.25	$1,249.60	8.90%	5	$106.46	8.50%
PA	Dauphin	4	$72.65	$1,103.00	6.59%	4	$71.33	6.46%
PA	Franklin	2	$39.49	$468.80	8.42%	2	$38.24	7.96%
PA	Lackawanna	3	$83.75	$797.20	10.51%	3	$84.09	10.73%
PA	Lancaster	13	$323.48	$1,809.20	17.88%	13	$315.94	16.72%
PA	Lebanon	3	$69.16	$461.30	14.99%	3	$68.34	14.02%
PA	Lehigh	7	$249.37	$1,534.20	16.25%	8	$267.09	17.35%
PA	Luzerne	8	$212.69	$999.60	21.28%	7	$176.16	17.64%
PA	Lycoming	6	$178.35	$470.30	37.92%	6	$174.50	37.95%
PA	Mifflin	1	$21.77	$154.60	14.08%	1	$22.24	14.72%
PA	Monroe	5	$132.53	$763.80	17.35%	5	$132.79	17.64%
PA	Montgomery	6	$132.88	$4,297.60	3.09%	6	$130.18	3.08%
PA	Montour	1	$30.27	$73.80	41.02%	1	$29.94	43.33%
PA	Northampton	4	$105.92	$1,315.40	8.05%	4	$103.24	8.19%
PA	Northumberland	4	$89.00	$223.70	39.79%	4	$87.29	38.05%
PA	Perry	1	$20.36	$122.90	16.57%	1	$20.75	14.43%
PA	Pike	2	$59.68	$200.20	29.81%	2	$57.82	29.17%
PA	Schuylkill	1	$30.89	$426.80	7.24%	1	$31.20	6.84%
PA	Snyder	1	$37.51	$161.80	23.18%	1	$35.06	21.15%
PA	Union	2	$50.10	$129.10	38.81%	2	$48.76	38.79%
PA	Wayne	2	$69.32	$175.20	39.57%	2	$66.72	39.86%
PA	Wyoming	1	$20.01	$80.60	24.83%	1	$19.39	24.51%
PA	York	8	$226.22	$1,725.40	13.11%	8	$224.99	12.99%

PA Recap: 104 stores with sales of $2.67 billion. Total retail food sales for PA in the study: $33.21 billion. Weis Markets share of PA is 8.04%.

Mid-Atlantic Recap: 111 stores with sales of $2.8 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Weis Markets Per Store Average: $25.18 million

Source: *Food Trade News*, June 2024



IN REVIEW: ASG

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	1	$6.42	$3,830.60	0.17%	1	$6.30	0.16%
CT	New Haven	1	$9.13	$3,552.40	0.26%	2	$11.71	0.33%

CT Recap: 2 stores with sales of $15.55 million. Total retail food sales for CT in the study: $8.15 billion. ASG share of CT is 0.19%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Bergen	5	$31.67	$3,714.10	0.85%	5	$31.40	0.87%
NJ	Burlington	1	$3.52	$1,938.80	0.18%	1	$3.46	0.18%
NJ	Camden	3	$23.73	$1,897.80	1.25%	2	$21.31	1.13%
NJ	Cumberland	1	$6.43	$663.70	0.97%	1	$6.38	0.98%
NJ	Essex	5	$25.80	$2,321.20	1.11%	9	$37.38	1.62%
NJ	Hudson	6	$22.89	$1,810.60	1.26%	4	$19.72	1.12%
NJ	Mercer	5	$19.92	$1,475.60	1.35%	3	$17.42	1.27%
NJ	Middlesex	1	$7.40	$2,810.40	0.26%	2	$11.20	0.40%
NJ	Monmouth	7	$45.05	$2,870.50	1.57%	6	$38.50	1.40%
NJ	Morris	1	$8.78	$2,258.40	0.39%	1	$8.60	0.38%
NJ	Ocean	3	$6.76	$2,161.80	0.31%	2	$4.96	0.23%
NJ	Passaic	2	$14.86	$1,466.50	1.01%	3	$16.10	1.09%
NJ	Union	9	$6.49	$2,162.40	0.30%	5	$4.80	0.23%

NJ Recap: 49 stores with sales of $223.3 million. Total retail food sales for NJ in the study: $33.48 billion. ASG share of NJ is 0.67%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NY	Bronx	39	$533.67	$3,461.80	15.42%	45	$558.20	16.22%
NY	Brooklyn	51	$571.25	$5,517.50	10.35%	59	$533.60	9.87%
NY	Manhattan	26	$210.82	$6,069.70	3.47%	25	$201.67	3.35%
NY	Nassau	22	$181.17	$5,873.00	3.08%	22	$178.60	3.05%
NY	Queens	29	$196.21	$5,642.40	3.48%	33	$215.08	3.81%
NY	Rockland	0	$0.00	$1,107.40	0.00%	2	$12.06	1.11%
NY	Staten Island	8	$145.20	$1,701.30	8.53%	8	$143.70	8.60%
NY	Suffolk	18	$304.24	$6,520.90	4.67%	23	$315.72	4.94%
NY	Westchester	2	$16.82	$4,316.90	0.39%	2	$13.87	0.36%

NY Recap: 195 stores with sales of $2.16 billion. Total retail food sales for NY in the study: $46.06 billion. ASG share of NY is 5.02%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Dauphin	1	$0.90	$1,103.00	0.08%	1	$0.97	0.09%
PA	Philadelphia	2	$40.30	$4,009.50	1.01%	2	$40.10	0.97%
PA	York	1	$1.30	$1,725.40	0.08%	1	$1.63	0.09%

PA Recap: 4 stores with sales of $42.5 million. Total retail food sales for PA in the study: $33.21 billion. ASG share of PA is .013%.

Mid-Atlantic Recap: 250 stores with sales of $2.44 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
ASG Per Store Average: $9.76 million

Source: *Food Trade News*, June 2024

Friends Of The Food Industry Host Annual Fundraising Event At Hackensack Golf Club In Oradell, NJ May 16

Last month, The Friends of the Food Industry (FOFI) hosted its annual fundraising event at Hackensack Golf Club in Oradell, NJ. Among the evening's honorees was Joe Garcia (c) of ASG who is joined here by (l-r) Mike Kowgios of JOH; ASG's Zulema Wiscovitch and Ileana Garcia; and Mike Tarloff of C&S.

Also honored were (3rd from l-r) Charlie DiPalma of Crossmark, Fiore Fischetti of Advantage Solutions and Kevin McDonnell of Price Rite. They are joined here by Mike Ryan (l) of Tree Tavern, Pat Shiels (2nd from l) of Village ShopRite and Ken Scher (r) of ASG.

This foursome features (l-r) Magda Desimone, ASG; Linda Doherty, New Jersey Food Council; Mike Casey, Casey Communications; and Gary Rosenthal, JOH.

Jeff Spector (r) of Allegiance Retail Services is joined here by Pedro Aponte (l) of Utz and Robert Melfi of Mrs. T's.

Dennis Wallin (l) and Gus Lebiak (c) of Krasdale Foods chat with Rob Thatford of Bozzuto's.

Bob Jordan (r) of US Salt smiles for a photo with (l-r) Andrew Padilla, Tom Turdo and Dan Weinstein, all with Crossmark.

John Aleksandrewicz (l) of Allegiance Retail Services smiles for a photo with Michael J. O'Donnell of Emergent Beverage Partners.

All smiles for our camera are Gus Lebiak (l) of Krasdale Foods and Bob Weinmann of RDD Associates.

Ed Casso (r), retired from A&P, catches up with (l-r) Bill McKillop of ASG and Bill Schlosky and Rick Hopkins of Utz.

Larry Torres (r) of Barilla spends some time at the FOFI event with (l-r) Michelle Mendoza, Francisco Nieves, Barbara Arria and Dan Berube, all with ASG.

Enjoying the FOFI fundraiser are (l-r) Anthony Spezzaferra, Wakefern; Jenna Wallace and Mike Atkinson, Douglas Sales; Will Sumas, Village ShopRite; and Ken Atkinson, Douglas Sales.

These fine folks are Dennis Hickey (l) and Dennis Wallin (c) of Krasdale Foods and Bill Fani of Met Food.

Jenn Vannucci (l) and Paul Dreizler (c) of Krasdale Foods shoot the breeze with Joe Rodriguez of Kraft Heinz.

Here we have (l-r) Joe Amorim and Rich Randazzo, Price Rite; Josh Badia, United Food Brands; Jordan Adelstein, Finest Food Distributing; and Erik Mora, United Food Brands.

Sean Desmond (l) of Allegiance Retail Services and Rocco Maniaci (r) of Nicholas Market/Fresh Grocer say hello to guest Nick Jones.

IN REVIEW: SAM'S CLUB

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Atlantic	1	$35.10	$1,019.40	3.44%	1	$33.70	3.36%
NJ	Burlington	1	$29.20	$1,938.80	1.51%	1	$28.80	1.49%
NJ	Gloucester	2	$94.20	$1,192.00	7.90%	2	$91.70	7.88%
NJ	Hudson	1	$35.30	$1,810.60	1.95%	1	$33.90	1.93%
NJ	Middlesex	1	$32.70	$2,810.40	1.16%	1	$32.00	1.16%
NJ	Monmouth	1	$68.10	$2,870.50	2.37%	1	$66.50	2.41%
NJ	Union	1	$53.00	$2,162.40	2.45%	1	$51.60	2.50%
NJ Recap: 8 stores with sales of $347.6 million. Total retail food sales for NJ in the study: $33.48 billion. Sam's Club share of NJ is 1.04%.								
NY	Dutchess	1	$42.80	$1,100.60	3.89%	1	$42.30	3.81%
NY	Suffolk	1	$38.90	$6,520.90	0.60%	1	$38.40	0.60%
NY	Westchester	1	$89.30	$4,316.90	2.07%	1	$87.50	2.25%
NY Recap: 3 stores with sales of $171.0 million. Total retail food sales for NY in the study: $46.06 billion. Sam's Club share of NY is .040%.								
PA	Berks	1	$59.20	$1,619.60	3.66%	1	$57.80	3.57%
PA	Bucks	1	$47.30	$3,243.00	1.46%	1	$46.10	1.48%
PA	Cumberland	1	$35.30	$1,249.60	2.82%	1	$34.90	2.79%
PA	Dauphin	1	$39.20	$1,103.00	3.55%	1	$38.80	3.51%
PA	Lackawanna	1	$45.80	$797.20	5.75%	1	$45.40	5.79%
PA	Lehigh	1	$44.50	$1,534.20	2.90%	1	$43.60	2.83%
PA	Luzerne	1	$54.00	$999.60	5.40%	1	$52.50	5.26%
PA	Lycoming	1	$42.40	$470.30	9.02%	1	$41.60	9.05%
PA	Montgomery	1	$47.20	$4,297.60	1.10%	1	$45.30	1.07%
PA	Northampton	1	$43.30	$1,315.40	3.29%	1	$41.80	3.32%
PA	Philadelphia	1	$58.70	$4,009.50	1.46%	1	$56.90	1.38%
PA	York	2	$107.10	$1,725.40	6.21%	2	$105.40	6.09%
PA Recap: 3 3stores with sales of $624.0 million. Total retail food sales for PA in the study: $33.21 billion. Sam's Club share of PA is 1.88%.								

Mid-Atlantic Recap: 24 stores with sales of $1.14 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Sam's Club Per Store Average: $47.61 million

Source: *Food Trade News*, June 2024

Karns Fresh Foods Hosts Annual Golf Outing, Benefitting CPA Food Bank, Military Families, June 12

Karns Fresh Foods hosted its annual golf outing June 12 with proceeds going to the Central PA Food bank and military families. Company chairman Scott Karns (c) is joined here by (l-r) Terry Frisch, Jon Steffy, Wayne Hendrickson and Dave Hahn, all with Four Seasons Produce.

Newly named company president Andrea Karns (l) of Karns Fresh Foods welcomes these golfers (2nd from l) Adam Lanzendorfer, Bryan Imler and Bryce Imler of Imler's Poultry, along with Allan Perkins of JOH.

This Martin's Potato Rolls duo features Drake Brenzie (l) and Terry Betz.

Representing Affinity Group at the outing are (l-r) Ron Benjamin, Pickett Riehl, Jon Hamm and Mark Sisler.

This Karns Fresh Foods trio includes Andrea Karns (l), Matt Rudderow (c) and Ruth Karns Rudderow.

All smiles for our photographer are (l-r) Dan Feathers and Chris Balmer of Kunzler and Seth Weaver of Weaver's of Wellsville.

Yates Produce is represented at the outing by (l-r) Dale Yates, Pete Laws, Tim Phillipe and Anthony Yarnall.

Enjoying a fine day on the links are Empire Food Marketing's John Rogers (l) and Paul Daniels.

Here we have (l-r) Mike Cavallo, Saputo; Craig Weaver, Weaver's of Wellsville; Allan Perkins, JOH; Mike Stringent and Rodney Roaz, Martin's Snacks.

These smiles belong to (l-r) Jerry McArdle, Brandon Ammon, Tim Musgrove and Colin Caralock, Herr Foods.

This Advantage Solutions foursome features (l-r) Tony Nunez, Edsel Dagdagan, JoJo Castro and Brett Wallace.

IN REVIEW: ALBERTSONS MID-ATLANTIC

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield (Acme/Balducci's/Kings)	7	$133.50	$3,830.60	3.49%	7	$132.80	3.44%
CT Recap: 7 stores with sales of $133.5 mllion. Total retail food sales for CT in the study: $8.15 billion. Albertsons Mid-Atlantic share of CT is 1.64%.								
DE	New Castle (Acme/Safeway)	14	$407.80	$2,150.60	18.96%	14	$413.90	18.53%
DE Recap: 14 stores with sales of $407.8 million. Total retail food sales for DE in the study: $2.15 billion. Albertsons Mid-Atlantic share of DE is 18.96%.								
NJ	Atlantic (Acme)	4	$113.60	$1,019.40	11.14%	4	$112.10	11.16%
NJ	Bergen (Acme)	9	$291.90	$3,714.10	7.86%	9	$289.80	8.02%
NJ	Burlington (Acme)	7	$160.30	$1,938.80	8.27%	7	$165.90	8.57%
NJ	Camden (Acme)	6	$151.30	$1,897.80	7.97%	6	$150.90	8.02%
NJ	Cape May (Acme)	10	$241.60	$597.10	40.46%	10	$234.80	40.33%
NJ	Cumberland (Acme)	1	$26.90	$663.70	4.05%	1	$26.70	4.10%
NJ	Essex (Acme)	5	$137.50	$2,321.20	5.92%	5	$141.60	6.15%
NJ	Gloucester (Acme)	4	$115.30	$1,192.00	9.67%	4	$114.10	9.81%
NJ	Hudson (Acme)	5	$121.40	$1,810.60	6.70%	5	$123.40	7.03%
NJ	Hunterdon (Kings)	1	$15.40	$477.60	3.22%	1	$15.20	3.24%
NJ	Mercer (Acme)	2	$55.40	$1,475.60	3.75%	2	$57.80	4.20%
NJ	Middlesex (Acme)	2	$46.50	$2,810.40	1.65%	3	$60.10	2.17%
NJ	Monmouth (Acme)	5	$132.30	$2,870.50	4.61%	5	$129.60	4.70%
NJ	Morris (Acme/Kings)	10	$223.40	$2,258.40	9.89%	10	$221.60	9.85%
NJ	Ocean (Acme)	5	$128.60	$2,161.80	5.95%	5	$126.50	5.93%
NJ	Salem (Acme)	2	$72.40	$169.20	42.79%	2	$72.10	42.89%
NJ	Somerset (Acme)	2	$42.10	$1,355.90	3.10%	2	$43.40	3.25%
NJ	Sussex (Acme)	2	$47.50	$609.80	7.79%	2	$56.70	9.68%
NJ	Union (Acme/Kings)	5	$172.40	$2,162.40	7.97%	5	$168.40	8.15%
NJ	Warren (Acme)	1	$26.10	$503.10	5.19%	1	$26.10	5.22%
NJ Recap: 88 stores with sales of $2.32 billion. Total retail food sales for NJ in the study: $33.48 billion. Albertsons Mid-Atlantic share of NJ is 6.94%.								
NY	Dutchess (Acme)	2	$51.60	$1,100.60	4.69%	2	$48.20	4.34%
NY	Nassau (Kings)	1	$14.20	$5,873.00	0.24%	1	$14.10	0.24%
NY	Putnam (Acme)	3	$65.40	$314.20	20.81%	3	$64.10	21.94%
NY	Westchester (Acme/Balducci's)	13	$289.60	$4,316.90	6.71%	13	$284.60	7.33%
NY Recap: 19 stores with sales of $420.8 million. Total retail food sales for NY in the study: $46.06 billion. Albertsons Mid-Atlantic share of NY is 0.98%.								
PA	Bucks (Acme)	7	$256.70	$3,243.00	7.92%	7	$252.20	8.09%
PA	Chester (Acme)	7	$218.60	$2,120.60	10.31%	7	$215.40	10.24%
PA	Delaware (Acme)	12	$405.40	$2,734.20	14.83%	12	$396.50	14.98%
PA	Montgomery (Acme)	7	$209.60	$4,297.60	4.88%	7	$204.50	4.84%
PA	Philadelphia (Acme)	16	$465.80	$4,009.50	11.62%	17	$466.90	11.30%
PA Recap: 49 stores with sales of $1.56 billion. Total retail food sales for PA in the study: $33.21 billion. Albertsons Mid-Atlantic share of PA is 4.69%.								

Mid-Atlantic Recap: 177 stores with sales of $4.84 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Albertsons Mid-Atlantic Per Store Average: $27.35 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2024

TAKING STOCK

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and total profit grew 9.6 percent to $600 million. Additionally, e-commerce sales were up 21 percent and membership in Walmart's "Plus" program rose 18 percent. During the post-release call with financial analysts, CFO John David Rainey said that Walmart's e-commerce business could be profitable within the next two years and noted that sister firm Sam's Club is already making money from its digital platform. Walmart is also trimming parts of its business that it deems no longer profitable including the recent announcement that it would close all 51 Walmart Health clinics as well as its telehealth operations. Earlier, the "Behemoth" said it is cutting several hundred jobs and asking some associates to move from smaller office locations to more centralized hubs. That's according to *The Wall Street Journal* which noted that while the world's largest retailer will still allow its associates to work remotely some of the time, it is now demanding that employees work primarily from their offices. On the growth side, the planet's largest retailer has expanded its InHome delivery service to four additional cities including Philadelphia and Boston and will now cover 50 markets nationally. InHome began five years ago as a premium service where groceries and other essentials are delivered to a customer's doorstep or unpacked directly into their refrigerators in kitchens and garages. And just before presstime, we learned that Walmart will be taking the major plunge and will place digital shelf labels in all of its 2,300 U. S stores, a huge investment that will take about two years to fully implement. The decision to convert its shelves to all DSLs came after a successful test at a single Texas store. In a post, Daniela Boscan, the chain's food and consumable team lead stated: "This represents a significant shift in how I, and other store associates, manage pricing, inventory, order fulfillment and customer interactions, ensuring our customers enjoy an even better shopping experience. Walmart stores have over 120,000 products on the shelves, each with an individual price tag. Every week our stores support thousands of pricing updates on new items, Rollbacks and markdowns. Digital shelf labels, developed by the Vusion Group, allow us to update prices at the shelf using a mobile app, reducing the need to walk around the store to change paper tags by hand and giving us more time to support customers in the stores." Obviously, this is a major undertaking that other retailers will be adding to their operational functions, especially if the costs continue to come down...and who's got numbers comparable to (if not slightly better than) Walmart? Well, that would be Costco, of course. In his first full quarter as CEO, Ron Vachris is off to a fast start. In Q3,the Issaquah, WA-based club king saw its net sales increase 9.1 percent over a year ago to $57.4 billion and at its nearly 600 U.S. stores, comp store revenue grew by 6.2 percent. On the earnings front, Costco's net profit for the 13-week period was $1.68 billion, a gain of more than $300 million from last year. Costco's "hidden gold mine," membership fees, raked in $1.12 billion in its third quarter, a 7.6 percent increase versus the corresponding period last year. Shortly after Costco posted its most recent earnings, new CFO Gary Millerchip (who had held that same title at Kroger since 2017) until he joined Costco this past January, told *The Wall Street Journal* that he's got high hopes to significantly increase Costco's e-commerce sales. "We believe there's a lot more opportunity to grow digitally. I have experience in those areas and would hope that I can bring some of that help us continue to evolve, but very much in the Costco way." This looks like a no brainer for Millerchip and his new company. Digital growth has been

TAKING STOCK continues on page 77

DELAWARE COUNTY SHARE OF MARKET: 2024

Total sales for the one Delaware county included in the study are $2.2 billion.

NEW CASTLE COUNTY ($2.2 billion) (Includes New Castle, Wilmington)

- Population 578,592
- # of Households 220,437
- Median Income $85,309
- Under age 18...................... 21.0%
- Over age 65........................ 17.2%
- Female 51.4%
- White 53.8%
- Black.................................. 27.6%
- Hispanic 11.3%
- Asian.................................. 6.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Albertsons (Acme/Safeway)	14	$407.80	18.96%
2	Wawa	32	$300.31	13.96%
3	ShopRite	6	$265.00	12.32%
4	Walgreens	35	$205.30	9.55%
5	BJ's Wholesale Club	3	$145.10	6.75%
6	Super G Giant Food	3	$111.10	5.17%
7	Target	3	$83.20	3.87%
8	Wegmans	1	$81.60	3.79%
9	Walmart (SuperCenter)	2	$71.70	3.33%
10	Food Lion	7	$68.10	3.17%
11	CVS	13	$66.30	3.08%
12	Costco	1	$49.10	2.28%
13	Rite Aid	15	$46.10	2.14%
14	Trader Joe's	2	$40.80	1.90%
15	7-Eleven	14	$30.60	1.42%
16	Aldi	3	$25.40	1.18%
17	Dash-In	10	$23.40	1.09%
18	Fas-Marts	12	$21.80	1.01%
19	Royal Farm Stores	8	$19.80	0.92%
20	Sprouts	1	$19.30	0.90%
21	Great Valu	1	$10.60	0.49%
22	Save A Lot	2	$8.80	0.41%
23	Lidl	1	$7.10	0.33%
24	IGA	1	$7.02	0.33%
25	Circle K	2	$4.20	0.20%
26	C&S Independents	6	$1.72	0.08%
		198	**$2,121.25**	**98.64%**

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

Source: *Food Trade News*, June 2024

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increasing since the pandemic and in Costco's recently completed third quarter, e-commerce revenue grew 20.8 percent...the bottom line continues to look a lot different at wholesaler UNFI. First some good news: the Providence, RI-based distributor, which also owns the Cub and Shoppers retail banners, has extended its supply contract with its largest customer, Whole Foods Market, for an additional eight years (through May 2032). While the WFM deal comes at a comparatively low margin, it was an important renewal both as an infrastructure foundation for Wall Street and industry perception. UNFI also cut the ribbon on a beautiful new 1.3 million square foot distribution center in Manchester, PA (York County) this month. The modern depot will supply most of UNFI's independent customers in the Mid-Atlantic market. Now, for the not-so-good news. Approximately 75 truck drivers at the company's nearby Harrisburg depot (the old SuperRite warehouse) have agreed to unionize (Local 776), continuing an 18-month cycle in which drivers at other UNFI facilities in Connecticut, Arizona, California, Georgia, Iowa and Washington have agreed to organize. And then there's the current state of UNFI earnings and sales. The encouraging news is that the losses are getting smaller – negative $21 million in its recently completed Q3. Its sales decline is also shrinking – down only 0.1 percent. But the balance sheet isn't the only issue that UNFI needs to improve. As I've stated in previous columns, UNFI must upgrade its overall efficiency and execution – once the early kinks from the new DC are worked out, that's likely to happen in terms of warehousing and logistics. But other issues that are vital to its many independent customers in the Mid-Atlantic – a more competitive private label program and better one-on-one interaction – would go a long way to improving its image among its customers. Again, that's not just an observation, those are criticisms and frustrations I'm hearing directly from the independent owners...and it's not only UNFI that's got union issues, but the labor group (the Amazon Labor Union) that unionized an Amazon fulfillment center on Staten Island two years ago, is likely to become affiliated with the International Brotherhood of Teamsters, which should give organized labor a lot more clout in its efforts to unionize other Amazon depots nationally. By the way, "Godzilla" still has not recognized the ALU and continues to fight the decision in court...and speaking of Amazon, John "Whacky" Mackey, founder and former CEO of Whole Foods who sold his business to Amazon for $13.7 billion in cash in 2017, told *Fortune* magazine that he really likes former Amazon chief executive Jeff Bezos and the company "because they didn't try to change Whole Foods." Maybe Mackey was referring to the period right after the deal was consummated and Mackey had just gotten his big check. To be fair, Bezos left his post as head honcho nearly three years ago, but even before then, the folksy culture that permeated WFM was disappearing and today Whole Foods has become almost fully "Amazonized." It's still a very good merchant, just not as nearly at the top of its game as when Mackey was running it. It also should be noted that the enlightened one is currently peddling his new book – "The Whole Story."... recently I've written about how many start-up companies in the in all realms of the food universe are folding. Recently, we've seen the likes of Foxtrot, Gorillas, Boxed, Chef'd and Buyk go bankrupt or fail in the U.S. You can add Takeoff Technologies to that list. The tech firm, which builds automated micro-fulfillment centers and includes Wakefern, Albertsons and Hy-Vee as clients, filed for Chapter 11 bankruptcy protection earlier this month and plans to sell its as-

TAKING STOCK continues on page 117

NEW YORK COUNTY SHARE OF MARKET: 2024

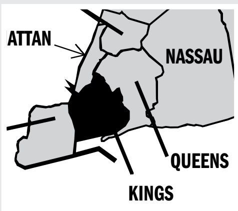
Total sales for those New York counties included in the study are $42.15 billion

BRONX COUNTY ($3.5 billion)

- Population 1,356,476
- # of Households 525,387
- Median Income $47,036
- Under age 18...................... 24.3%
- Over age 65........................ 14.4%
- Female 52.7%
- White 8.7%
- Black.................................. 44.3%
- Hispanic 56.6%
- Asian.................................... 4.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (CTwn/Brave/Stop1/MktFrsh)	61	$619.35	17.89%
2	Key Food	56	$574.60	16.60%
3	ASG (Associated/Compare/Met/Pioneer)	39	$533.67	15.42%
4	Walgreens (Duane Reade)	21	$185.20	5.35%
5	BJ's Wholesale Club	2	$172.40	4.98%
6	Stop & Shop	4	$164.70	4.76%
7	Allegiance (Foodtown)	11	$132.50	3.83%
8	Target	4	$127.50	3.68%
9	Fine Fare Supermarkets	19	$127.20	3.67%
10	CVS	13	$93.40	2.70%
11	Food Bazaar	5	$75.10	2.17%
12	Western Beef	7	$73.80	2.13%
13	Rite Aid	7	$53.60	1.55%
14	ShopRite	1	$49.70	1.44%
15	Aldi	4	$38.50	1.11%
16	7-Eleven	3	$12.30	0.36%
		257	**$3,033.52**	**87.63%**

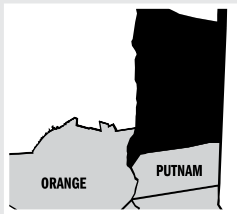
BROOKLYN ($5.5 billion)



- Population 2,561,225
- # of Households 997,957
- Median Income $74,962
- Under age 18...................... 22.1%
- Over age 65........................ 15.6%
- Female 52.3%
- White 36.7%
- Black.................................. 33.2%
- Hispanic 18.9%
- Asian.................................. 13.2%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Key Food	71	$802.60	14.55%
2	Krasdale (Ctwn/Bravo/Aim/Stop1/ShpSmt/MktFrsh)	87	$771.01	13.97%
3	ASG (Associated/Compare/Met/Pioneer)	51	$571.25	10.35%
4	Costco	1	$314.90	5.71%
5	BJ's Wholesale Club	3	$308.20	5.59%
6	Target	10	$301.60	5.47%
7	Allegiance (Foodtown/Gristedes)	21	$256.90	4.66%
8	Walgreens (Duane Reade)	43	$236.50	4.29%
9	CVS	29	$214.70	3.89%
10	Food Bazaar	8	$188.70	3.42%
11	ShopRite	2	$162.30	2.94%
12	Stop & Shop	3	$146.20	2.65%
13	Whole Foods	3	$144.10	2.61%
14	Trader Joe's	3	$119.60	2.17%
15	Wegmans	1	$109.60	1.99%
16	Fine Fare Supermarkets (Shop Fair)	18	$103.40	1.87%
17	America's Food Basket (Caribbean/Ideal/NSA)	19	$102.80	1.86%
18	Rite Aid	13	$101.40	1.84%
19	7-Eleven	17	$45.60	0.83%
20	Aldi	3	$43.60	0.79%
21	Western Beef	3	$39.20	0.71%
22	Military Commissaries	1	$8.40	0.15%
		410	**$5,092.56**	**92.30%**

DUTCHESS COUNTY ($1.1 billion)
(Includes Beacon, Hyde Park, Poughkeepsie)



- Population 297,150
- # of Households 113,972
- Median Income $94,578
- Under age 18...................... 18.1%
- Over age 65........................ 19.5%
- Female 50.1%
- White 68.6%
- Black.................................. 12.5%
- Hispanic 14.5%
- Asian.................................... 3.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	4	$236.70	21.51%
2	Stop & Shop	4	$211.70	19.23%
3	Hannaford	3	$123.30	11.20%
4	Walmart (SuperCenter)	1	$80.60	7.32%
5	Northeast Grocery (Price Chopper/Tops)	3	$77.30	7.02%
6	CVS	12	$67.50	6.13%
7	Albertsons (Kings)	2	$51.60	4.69%
8	BJ's Wholesale Club	1	$45.10	4.10%
9	Sam's Club	1	$42.80	3.89%
10	Adam's Fairacre Farms	2	$35.50	3.23%
11	Rite Aid	6	$25.30	2.30%
12	Walgreens	4	$22.70	2.06%
13	Target	1	$22.30	2.03%
14	Allegiance (Foodtown)	2	$11.40	1.04%
15	Aldi	1	$11.10	1.01%
16	Cumberland Farms	4	$9.80	0.89%
17	IGA	2	$7.02	0.64%
18	Key Food	1	$7.00	0.64%
19	7-Eleven	1	$2.70	0.25%
20	XtraMart	1	$2.70	0.25%
21	Circle K	1	$2.30	0.21%
		57	**$1,096.42**	**99.62%**

See NEW YORK COUNTY SHARE on page 79

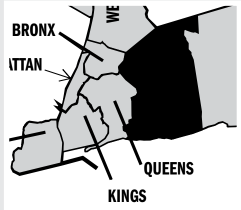
NEW YORK COUNTY SHARE OF MARKET: 2024

Continued from page 78

MANHATTAN ($6.1 billion)

- Population 1,597,451
- # of Households 772,601
- Median Income $99,880
- Under age 18...................... 14.0%
- Over age 65........................ 18.4%
- Female 52.2%
- White 45.5%
- Black.................................. 18.7%
- Hispanic 26.2%
- Asian.................................. 13.3%

1	Walgreens (Duane Reade)	84	$967.30	15.94%
2	Whole Foods (Amazon Go)	20	$814.40	13.42%
3	Allegiance (FT/D'Ag/Gristedes/Mort Wms)	52	$493.50	8.13%
4	Target	11	$417.80	6.88%
5	CVS	59	$387.50	6.38%
6	Trader Joe's	10	$381.90	6.29%
7	Key Food	31	$372.90	6.14%
8	Krasdale	39	$362.90	5.98%
9	Costco	1	$348.00	5.73%
10	ShopRite (Fairway/Gourmet Garage)	8	$256.20	4.22%
11	ASG (Associated/Compare/Met/Pioneer)	26	$210.82	3.47%
12	Fine Fare Supermarkets (Shop Fair)	23	$158.50	2.61%
13	Wegmans	1	$122.10	2.01%
14	7-Eleven	33	$95.90	1.58%
15	Rite Aid	5	$62.80	1.03%
16	Aldi	1	$22.40	0.37%
17	Food Bazaar	1	$18.00	0.30%
18	America's Food Basket	2	$16.90	0.28%
19	Lidl	1	$8.50	0.14%
		408	**$5,518.32**	**90.92%**



NASSAU COUNTY ($5.9 billion) (Includes Great Neck, Hempstead, Mineola)

- Population 1,381,715
- # of Households 454,771
- Median Income $137,709
- Under age 18...................... 21.2%
- Over age 65........................ 18.9%
- Female 50.7%
- White 55.8%
- Black.................................. 13.4%
- Hispanic 17.9%
- Asian.................................. 12.9%

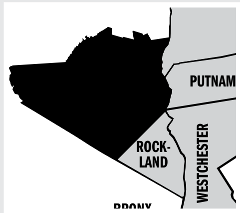
1	Stop & Shop	23	$1,006.30	17.13%
2	ShopRite	6	$501.90	8.55%
3	CVS	68	$484.20	8.24%
4	Costco	3	$437.70	7.45%
5	BJ's Wholesale Club	6	$419.60	7.14%

See NEW YORK COUNTY SHARE on page 80

NEW YORK COUNTY SHARE OF MARKET: 2024

Continued from page 79

6	Walmart (SC/Neighborhood Mkt)	6	$347.50	5.92%
7	Key Food	22	$310.10	5.28%
8	Target	8	$289.20	4.92%
9	King Kullen	12	$272.00	4.63%
10	7-Eleven	107	$271.70	4.63%
11	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	25	$235.62	4.01%
12	Walgreens (Duane Reade)	27	$226.50	3.86%
13	Whole Foods (Amazon Fresh)	5	$215.60	3.67%
14	ASG (Associated/Compare/Met/Pioneer)	22	$181.17	3.08%
15	Trader Joe's	5	$176.30	3.00%
16	Lidl	9	$142.80	2.43%
17	Uncle Giuseppe's	3	$67.60	1.15%
18	Western Beef	4	$56.50	0.96%
19	Stew Leonard's	1	$46.80	0.80%
20	Allegiance (Foodtown)	5	$38.50	0.66%
21	Rite Aid	6	$33.30	0.57%
22	Aldi	2	$21.20	0.36%
23	IGA	2	$16.64	0.28%
24	Albertsons (Kings)	1	$14.20	0.24%
25	America's Food Basket (Ideal)	3	$13.70	0.23%
26	Food Bazaar	1	$13.10	0.22%
27	Fine Fare Supermarkets	1	$6.50	0.11%
28	Circle K	1	$4.30	0.07%
29	Quick Chek	1	$3.30	0.06%
30	Cumberland Farms	1	$2.90	0.05%
31	Military Commissaries	1	$2.50	0.04%
		386	**$5,858.23**	**99.75%**



ORANGE COUNTY ($1.4 billion) (Includes Middletown, Port Jervis, Newburgh)

- Population 407,470
- # of Households 135,140
- Median Income $91,806
- Under age 18...................... 25.3%
- Over age 65........................ 14.7%
- Female 50.0%
- White 59.5%
- Black................................. 14.8%
- Hispanic 23.7%
- Asian.................................. 3.3%

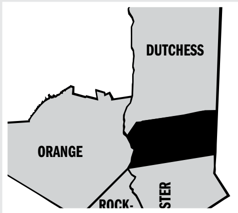
1	ShopRite	5	$309.40	21.78%
2	Walmart (SuperCenter)	3	$244.20	17.19%
3	Northeast Grocery (Price Chopper/Mkt 32)	4	$165.20	11.63%
4	Hannaford	4	$161.20	11.35%

See **NEW YORK COUNTY SHARE** on page 81

NEW YORK COUNTY SHARE OF MARKET: 2024

Continued from page 80

5	CVS	17	$94.50	6.65%
6	BJ's Wholesale Club	2	$77.40	5.45%
7	Stop & Shop	3	$73.50	5.17%
8	Target	4	$68.60	4.83%
9	Walgreens	9	$58.10	4.09%
10	Adam's Fairacre Farms	2	$36.70	2.58%
11	Allegiance (Foodtown)	2	$36.70	2.58%
12	Aldi	3	$27.30	1.92%
13	Quick Chek	8	$18.50	1.30%
14	Cumberland Farms	6	$18.00	1.27%
15	Rite Aid	3	$12.70	0.89%
16	Save A Lot	2	$11.30	0.80%
17	Military Commissaries	1	$10.10	0.71%
18	7-Eleven	2	$6.50	0.46%
		80	**$1,429.90**	**100.65%***



PUTNAM COUNTY ($314.2 million) (Includes Brewster, Carmel, Mahopac)

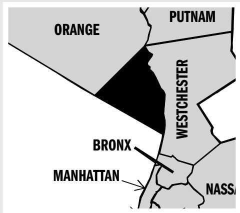
- Population 98,060
- # of Households 34,903
- Median Income $120,970
- Under age 18...................... 19.0%
- Over age 65........................ 19.3%
- Female 49.7%
- White 73.5%
- Black.................................. 4.9%
- Hispanic 19.1%
- Asian.................................. 2.5%

1	Albertsons (Acme)	3	$65.40	20.81%
2	ShopRite	1	$54.90	17.47%
3	Rite Aid	4	$53.10	16.90%
4	Stop & Shop	1	$39.00	12.41%
5	DeCicco & Sons	1	$26.60	8.47%
6	Northeast Grocery (Tops)	1	$15.80	5.03%
7	Krasdale (AIM)	2	$15.56	4.95%
8	CVS	2	$12.70	4.04%
9	Allegiance (Foodtown)	1	$11.20	3.56%
10	IGA	1	$5.98	1.90%
11	America's Food Basket (Ideal)	1	$5.50	1.75%
12	Key Food	1	$3.20	1.02%
		19	**$308.94**	**98.33%**

QUEENS COUNTY ($5.6 billion)

- Population 2,252,196
- # of Households 816,859
- Median Income $82,431
- Under age 18...................... 19.4%
- Over age 65........................ 18.0%
- Female 51.1%
- White 23.9%
- Black.................................. 20.8%
- Hispanic 28.2%
- Asian.................................. 27.9%

1	Key Food	72	$843.10	14.94%
2	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	85	$780.57	13.83%
3	Costco	2	$543.60	9.63%
4	Walgreens (Duane Reade)	45	$462.30	8.19%
5	Stop & Shop	9	$395.40	7.01%
6	BJ's Wholesale Club	4	$345.20	6.12%
7	CVS	36	$337.20	5.98%
8	Target	7	$278.50	4.94%
9	ASG (Associated/Compare/Met/Pioneer)	29	$196.21	3.48%
10	Trader Joe's	3	$146.20	2.59%
11	Food Bazaar	8	$135.60	2.40%
12	Trade Fair	8	$125.20	2.22%
13	Rite Aid	16	$113.30	2.01%
14	Allegiance (Foodtown)	9	$77.20	1.37%
15	Fine Fare Supermarkets (Shop Fair)	13	$71.30	1.26%
16	America's Food Basket (Ideal/NSA)	10	$61.90	1.10%
17	Western Beef	3	$60.70	1.08%
18	ShopRite	1	$59.80	1.06%
19	7-Eleven	35	$39.50	0.70%
20	Aldi	2	$36.20	0.64%
21	Lidl	2	$34.70	0.61%
22	IGA	2	$26.00	0.46%
		401	**$5,169.68**	**91.62%**



ROCKLAND COUNTY ($1.1 billion) (Includes New City, Nyack, Suffern)

- Population 340,807
- # of Households 102,579
- Median Income $106,173
- Under age 18...................... 29.3%
- Over age 65........................ 15.9%
- Female 50.4%
- White 62.0%
- Black.................................. 13.1%
- Hispanic 19.4%
- Asian.................................. 6.4%

1	ShopRite	5	$413.70	37.36%
2	Costco	1	$159.20	14.38%
3	Stop & Shop	4	$121.30	10.95%
4	Key Food	5	$79.70	7.20%
5	CVS	11	$64.60	5.83%
6	BJ's Wholesale Club	1	$50.30	4.54%
7	Walgreens	5	$46.30	4.18%
8	Target	2	$46.00	4.15%

See **NEW YORK COUNTY SHARE** on page 84

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RETAIL

NEW YORK COUNTY SHARE OF MARKET: 2024

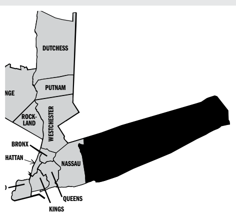
Continued from page 81

9	Krasdale (AIM/Bravo)	3	$28.71	2.59%
10	Aldi	2	$23.70	2.14%
11	Walmart	1	$22.80	2.06%
12	7-Eleven	8	$20.10	1.82%
13	Allegiance (Foodtown)	1	$9.60	0.87%
14	Rite Aid	1	$4.90	0.44%
15	America's Food Basket (Ideal/NSA)	1	$4.60	0.42%
16	Quick Chek	1	$3.40	0.31%
		52	**$1,098.91**	**99.23%**

STATEN ISLAND ($1.7 billion)

- Population 490,687
- # of Households 170,000
- Median Income $96,185
- Under age 18...................... 21.3%
- Over age 65........................ 17.4%
- Female 50.9%
- White 56.6%
- Black.................................. 11.6%
- Hispanic 18.8%
- Asian.................................. 13.7%

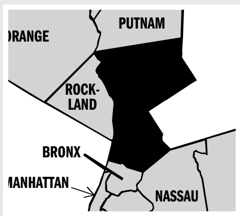
1	ShopRite	3	$381.90	22.45%
2	Costco	1	$335.30	19.71%
3	Stop & Shop	5	$256.50	15.08%
4	ASG (Associated/Compare/Met/Pioneer)	8	$145.20	8.53%
5	CVS	18	$117.40	6.90%
6	Target	3	$88.70	5.21%
7	Key Food	7	$72.00	4.23%
8	Walgreens (Duane Reade)	9	$70.20	4.13%
9	Krasdale (ShopSmt/MktFresh/Stop1)	7	$51.74	3.04%
10	Trader Joe's	1	$47.20	2.77%
11	Western Beef	2	$35.10	2.06%
12	Allegiance (Foodtown)	2	$29.80	1.75%
13	7-Eleven	9	$23.20	1.36%
14	Rite Aid	2	$11.10	0.65%
15	Lidl	1	$10.90	0.64%
16	America's Food Basket	1	$8.20	0.48%
		79	**$1,684.44**	**99.01%**



SUFFOLK COUNTY ($6.5 billion)
(Includes Amityville, Riverhead, Southampton)

- Population 1,523,170
- # of Households 510,686
- Median Income $122,498
- Under age 18...................... 20.3%
- Over age 65........................ 18.2%
- Female 50.3%
- White 64.4%
- Black.................................... 9.5%
- Hispanic 21.4%
- Asian.................................... 4.8%

1	Stop & Shop	27	$1,251.70	19.20%
2	ShopRite	11	$662.40	10.16%
3	Costco	5	$614.60	9.43%
4	7-Eleven	174	$496.50	7.61%
5	King Kullen (Wild By Nature)	19	$388.00	5.95%
6	BJ's Wholesale Club	6	$361.80	5.55%
7	CVS	68	$353.20	5.42%
8	Walmart (SuperCenter)	7	$345.40	5.30%
9	ASG (Associated/Compare/Met/Pioneer)	18	$304.24	4.67%
10	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	51	$298.40	4.58%
11	Target	10	$280.30	4.30%
12	Lidl	15	$218.50	3.35%
13	Walgreens	29	$199.70	3.06%
14	Key Food	8	$95.80	1.47%
15	Aldi	10	$90.20	1.38%
16	Whole Foods	2	$89.80	1.38%
17	IGA	11	$84.50	1.30%
18	Rite Aid	14	$78.60	1.21%
19	Uncle Giuseppe's	4	$76.20	1.17%
20	Trader Joe's	2	$63.40	0.97%
21	Stew Leonard's	1	$51.30	0.79%
22	Fine Fare Supermarkets	5	$39.40	0.60%
23	Sam's Club	1	$38.90	0.60%
24	The Fresh Market	1	$18.20	0.28%
25	Quick Chek	5	$12.70	0.19%
26	Food Bazaar	1	$10.20	0.16%
27	Cumberland Farms	3	$6.40	0.10%
28	America's Food Basket (Ideal)	1	$3.30	0.05%
		509	**$6,533.64**	**100.2%***



WESTCHESTER COUNTY ($4.3 billion)
(Includes New Rochelle, White Plains, Yonkers)

- Population 990,817
- # of Households 367,740
- Median Income $114,651
- Under age 18...................... 20.9%
- Over age 65........................ 18.4%
- Female 51.2%
- White 51.5%
- Black.................................. 17.0%
- Hispanic 26.3%
- Asian.................................... 6.9%

1	ShopRite	11	$726.50	16.83%
2	Stop & Shop	14	$615.30	14.25%
3	CVS	55	$381.20	8.83%
4	Costco	3	$338.40	7.84%
5	DeCicco & Sons	9	$301.70	6.99%
6	Albertsons (Acme/Balducci's)	13	$289.60	6.71%

See **NEW YORK COUNTY SHARE** on page 85

NEW YORK COUNTY SHARE OF MARKET: 2024

Continued from page 84

7	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	33	$282.14	6.54%
8	Whole Foods	4	$202.40	4.69%
9	BJ's Wholesale Club	3	$165.20	3.83%
10	Target	5	$150.30	3.48%
11	Trader Joe's	4	$134.50	3.12%
12	Walgreens (Duane Reade)	14	$100.40	2.33%
13	Stew Leonard's	1	$95.50	2.21%
14	Sam's Club	1	$89.30	2.07%
15	Allegiance (Foodtown)	8	$80.60	1.87%
16	Wegmans	1	$79.20	1.83%
17	Key Food	8	$57.20	1.33%
18	Walmart	1	$42.00	0.97%
19	7-Eleven	12	$37.10	0.86%
20	Uncle Giuseppe's	1	$25.60	0.59%
21	Food Bazaar	1	$23.40	0.54%
22	The Fresh Market	1	$17.20	0.40%
23	ASG (Associated/Compare/Met/Pioneer)	2	$16.82	0.39%
24	MOM's Organic Market	1	$13.70	0.32%
25	America's Food Basket (Ideal)	2	$10.50	0.24%
26	Rite Aid	2	$10.30	0.24%
27	Fine Fare Supermarkets (Shop Fair)	1	$6.60	0.15%
28	Save A Lot	1	$5.40	0.13%
		212	**$4,298.06**	**99.56%**

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

*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 2024

Metro New York Supermarket Leaders

- ShopRite Extends Lead
- Struggling Stoppie Fades Again
- Krasdale, Key Solid In NYC
- WFM Adds 2 Locations
- 3 New Stores For TJ's

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	185	$12,866.50	27.01%	184	$12,595.40	25.73%
2	Stop & Shop	198	$8,058.20	16.91%	201	$8,098.30	16.54%
3	Krasdale	462	$4,034.95	8.47%	474	$3,972.48	8.11%
4	Key Food	329	$3,886.00	8.16%	316	$3,761.40	7.68%
5	Whole Foods (Amazon Go/Fresh)	62	$2,476.80	5.20%	60	$2,327.00	4.75%
6	ASG Stores	236	$2,344.63	4.92%	259	$2,363.17	4.83%
7	Albertsons (Acme/Balducci's/Kings)	76	$1,897.90	3.98%	77	$1,904.90	3.89%
8	Trader Joe's	50	$1,553.30	3.26%	47	$1,423.40	2.91%
9	Allegiance (FT/D'ags/Grist/Mort Wms)	128	$1,374.50	2.89%	124	$1,479.00	3.02%
10	Wegmans	9	$866.70	1.82%	8	$731.50	1.49%
		1,735	**$39,359.48**	**82.61%**	**1,750**	**$38,656.55**	**82.11%**

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 $47.6 billion.

Source: *Food Trade News*, June 2024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Metro New York Market Leaders

- Alts. Share Now At 33.7%
- ShopRite Remains Dominant
- Massive Closures Hurt Drug
- Costco, BJ's Climb To 10.5%
- Wegmans' Manhattan Unit Big

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	185	$12,866.50	17.21%	184	$12,595.40	17.07%
2	Stop & Shop	198	$8,058.20	10.78%	201	$8,098.30	11.04%
3	Costco	37	$4,818.50	6.45%	37	$4,594.10	6.26%
4	CVS	699	$4,260.50	5.70%	728	$4,212.50	5.74%
5	Walgreens (Duane Reade)	525	$4,109.40	5.50%	546	$4,044.50	5.61%
6	Krasdale	462	$4,034.95	5.40%	474	$3,972.48	5.40%
7	Key Food	329	$3,886.00	5.20%	316	$3,761.40	5.13%
8	Target	107	$3,010.20	4.03%	104	$2,893.70	3.95%
9	BJ's Wholesale Club	53	$2,993.90	4.01%	53	$2,931.40	4.00%
10	Walmart	68	$2,785.80	3.73%	68	$2,668.30	3.34%
11	Whole Foods (Amazon Go)	62	$2,476.80	3.31%	60	$2,327.00	3.17%
12	ASG Stores	236	$2,344.63	3.14%	259	$2,363.17	3.22%
13	Albertsons (Acme/Balducci's/Kings)	76	$1,897.90	2.54%	77	$1,904.90	2.60%
14	7-Eleven	693	$1,791.60	2.33%	694	$1,806.20	2.46%
15	Trader Joe's	50	$1,553.30	2.08%	47	$1,423.40	1.84%
16	Allegiance (FT/D'ags/Mort Wms)	128	$1,374.50	1.84%	124	$1,479.00	2.02%
17	Wegmans	9	$866.70	1.16%	8	$731.50	1.00%
18	Aldi	78	$813.80	1.09%	75	$769.40	1.01%
19	Wawa	113	$733.14	0.98%	104	$660.40	0.90%
20	Rite Aid	126	$717.90	0.96%	212	$1,135.50	1.55%
		4,234	**$65,394.22**	**87.43%**	**4,371**	**$64,372.55**	**87.29%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. 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: $74.7 billion. ( ) Indicates another banner used by the company. Petroleum sales are not included. Source: *Food Trade News*, June 2024


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City of New York Supermarket Leaders

- Key Still #1 In 5 Boroughs
- Krasdale Share Now 16.3%
- Allegiance Members Open 5
- Stop & Shop Down Again
- TJ's Opens 2, Grows Share

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Key Food	237	$2,665.20	16.76%	231	$2,609.60	16.72%
2	Krasdale	279	$2,585.57	16.26%	286	$2,525.47	16.20%
3	ASG Stores	153	$1,657.15	10.42%	170	$1,652.25	10.40%
4	Allegiance (FT/D'ags/Grist/Mort Wms)	95	$989.90	6.22%	90	$1,030.00	6.72%
5	Stop & Shop	21	$962.80	6.05%	22	$1,008.60	6.57%
6	Whole Foods (Amazon Go)	23	$958.50	6.03%	23	$924.00	6.02%
7	ShopRite (Fairway/Gourmet Garage)	15	$909.90	5.72%	15	$900.90	5.87%
8	Trader Joe's	17	$694.90	4.37%	15	$613.80	4.00%
9	Fine Fare Supermarkets (Shop Fair)	73	$460.40	2.89%	72	$420.80	1.96%
10	Food Bazaar	22	$417.40	2.62%	22	$406.50	2.65%
		935	**$12,301.72**	**77.35%**	**952**	**$11,738.11**	**76.49%**

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

Total supermarket sales for the area are $15.9 billion.

Source: *Food Trade News*, June 2024

City of New York Market Leaders

- Alts. Share Dips To 31.4%
- Key Adds Customers
- Costco Posts Best Comps
- Drug Chains Close 56
- Wegmans Makes Big Splash

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Key Food	237	$2,665.20	11.62%	231	$2,609.60	11.43%
2	Krasdale	279	$2,585.57	11.27%	286	$2,525.47	11.20%
3	Walgreens (Duane Reade)	202	$1,921.50	8.38%	216	$1,955.20	8.82%
4	ASG Stores	153	$1,657.15	7.23%	170	$1,652.25	7.31%
5	Costco	5	$1,541.80	6.72%	5	$1,469.30	6.04%
6	Target	35	$1,214.10	5.29%	34	$1,163.00	5.24%
7	CVS	155	$1,150.20	5.02%	171	$1,175.30	5.30%
8	Allegiance (FT/D'ags/Grist/Mort Wms)	95	$989.90	4.32%	90	$1,030.90	4.28%
9	Stop & Shop	21	$962.80	4.20%	22	$1,008.60	4.55%
10	Whole Foods (Amazon Go)	23	$958.50	4.18%	23	$924.00	4.17%
11	ShopRite (Fairway/Gourmet Garage)	15	$909.90	3.97%	15	$900.90	4.06%
12	BJ's Wholesale Club	9	$825.80	3.60%	9	$797.30	3.60%
13	Trader Joe's	17	$694.90	3.03%	15	$613.80	2.57%
14	Fine Fare Supermarkets (Shop Fair)	73	$460.40	2.01%	72	$420.80	1.96%
15	Food Bazaar	22	$417.40	1.82%	22	$406.50	1.83%
16	Rite Aid	43	$342.20	1.49%	68	$515.80	2.33%
17	Wegmans	2	$231.70	1.01%	1	$107.20	0.48%
18	7-Eleven	97	$216.50	0.94%	106	$281.40	1.27%
19	Western Beef	15	$208.80	0.91%	17	$252.60	1.14%
20	America's Food Basket (Carrib/Ideal/NSA)	32	$189.80	0.83%	30	$175.30	0.79%
		1530	**$20,144.12**	**87.84%**	**1603**	**$19,985.22**	**87.79%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. Counties (boroughs) included are: Bronx, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $22.9 billion.

Source: *Food Trade News*, June 2024

IN REVIEW: ALLEGIANCE RETAIL SERVICES

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Litchfield (Foodtown)	1	$3.80	$770.80	0.49%	1	$4.90	0.64%
CT Recap: 1 store with sales of $3.8 million. Total retail food sales for CT in the study: $8.15 billion. Allegiance Retail Services share of CT is 0.05%.								
NJ	Bergen (Foodtown)	2	$19.40	$3,714.10	0.52%	2	$21.60	0.60%
NJ	Essex (Foodtown)	3	$30.10	$2,321.20	1.30%	3	$34.20	1.49%
NJ	Hudson (Foodtown)	2	$18.40	$1,810.60	1.02%	2	$22.10	1.26%
NJ	Monmouth (Foodtown)	4	$97.00	$2,870.50	3.38%	5	$113.80	4.13%
NJ	Morris (Foodtown)	1	$11.50	$2,258.40	0.51%	1	$13.20	0.59%
NJ	Passaic (Foodtown)	1	$16.40	$1,466.50	1.12%	1	$19.30	1.31%
NJ Recap: 13 stores with sales of $192.8 million. Total retail food sales for NJ in the study: $33.48 billion. Allegiance Retail Services share of NJ is 0.58%.								
NY	Bronx (Foodtown/Morton Williams)	11	$132.50	$3,461.80	3.83%	11	$136.90	3.98%
NY	Brooklyn (Foodtown/Gristede's)	21	$256.90	$5,517.50	4.66%	18	$266.40	4.93%
NY	Dutchess (Foodtown)	2	$11.40	$1,100.60	1.04%	2	$27.90	2.51%
NY	Manhattan (FT/D'Ags/Grist/Mort Wms)	52	$493.50	$6,069.70	8.13%	51	$518.10	8.61%
NY	Nassau (Foodtown)	5	$38.50	$5,873.00	0.66%	5	$46.80	0.80%
NY	Orange (Foodtown)	2	$36.70	$1,420.60	2.58%	2	$34.20	2.54%
NY	Putnam (Foodtown)	1	$11.20	$314.20	3.56%	1	$11.90	4.07%
NY	Queens (Foodtown)	9	$77.20	$5,642.40	1.37%	8	$81.50	1.44%
NY	Rockland (Foodtown)	1	$9.60	$1,107.40	0.87%	1	$10.90	1.00%
NY	Staten Island (Foodtown)	2	$29.80	$1,701.30	1.75%	2	$28.00	1.68%
NY	Westchester (Foodtown)	8	$80.60	$4,316.90	1.87%	8	$87.30	2.25%
NY Recap: 114 stores with sales of $1.18 billion. Total retail food sales for NY in the study: $46.06 billion. Allegiance Retail Services share of NY is 2.74%.								
PA	Monroe (Foodtown)	1	$20.50	$763.80	2.68%	1	$22.30	2.96%
PA Recap: 1 store with sales of $20.5 million. Total retail food sales for PA in the study: $33.21 billion. Allegiance Retail Services share of PA is 0.06%.								

Mid-Atlantic Recap: 129 stores with sales of $1.4 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Allegiance Retail Services Per Store Average: $10.81 million ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2024

IN REVIEW: STOP & SHOP

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	20	$802.50	$3,830.60	20.95%	22	$848.30	21.99%
CT	Litchfield	7	$261.70	$770.80	33.95%	7	$260.20	33.82%
CT	New Haven	19	$924.30	$3,552.40	26.02%	19	$901.50	25.51%
CT Recap: 46 stores with sales of $1.99 billion. Total retail food sales for CT in the study: $8.15 billion. Stop & Shop share of CT is 24.39%.								
NJ	Bergen	11	$338.60	$3,714.10	9.12%	11	$340.70	9.43%
NJ	Essex	3	$123.80	$2,321.20	5.33%	3	$125.70	5.46%
NJ	Hudson	2	$66.70	$1,810.60	3.68%	2	$69.20	3.94%
NJ	Hunterdon	1	$27.40	$477.60	5.74%	1	$27.60	5.88%
NJ	Mercer	1	$31.00	$1,475.60	2.10%	1	$31.20	2.27%
NJ	Middlesex	6	$169.50	$2,810.40	6.03%	6	$167.50	6.05%
NJ	Monmouth	7	$166.20	$2,870.50	5.79%	7	$168.30	6.11%
NJ	Morris	4	$167.50	$2,258.40	7.42%	4	$169.20	7.52%
NJ	Ocean	7	$259.20	$2,161.80	11.99%	7	$255.30	11.97%
NJ	Passaic	5	$190.40	$1,466.50	12.98%	5	$187.50	12.71%
NJ	Somerset	4	$104.10	$1,355.90	7.68%	4	$102.40	7.66%
NJ	Sussex	1	$47.20	$609.80	7.74%	1	$49.90	8.52%
NJ	Union	5	$154.90	$2,162.40	7.16%	5	$156.20	7.56%
NJ	Warren	1	$25.70	$503.10	5.11%	1	$25.70	5.14%
NJ Recap: 48 stores with sales of $1.87 billion. Total retail food sales for NJ in the study: $33.48 billion. Stop & Shop share of NJ is 5.59%.								
NY	Bronx	4	$164.70	$3,461.80	4.76%	5	$205.00	5.96%
NY	Brooklyn	3	$146.20	$5,517.50	2.65%	3	$143.50	2.65%
NY	Dutchess	4	$211.70	$1,100.60	19.23%	4	$218.20	19.66%
NY	Nassau	23	$1,006.30	$5,873.00	17.13%	23	$987.60	16.87%
NY	Orange	3	$73.50	$1,420.60	5.17%	3	$78.50	5.82%
NY	Putnam	1	$39.00	$314.20	12.41%	1	$39.20	13.42%
NY	Queens	9	$395.40	$5,642.40	7.01%	9	$397.50	7.04%
NY	Rockland	4	$121.30	$1,107.40	10.95%	4	$119.20	10.93%
NY	Staten Island	5	$256.50	$1,701.30	15.08%	5	$262.60	15.71%
NY	Suffolk	27	$1,251.70	$6,520.90	19.20%	27	$1,232.40	19.28%
NY	Westchester	14	$615.30	$4,316.90	14.25%	14	$612.70	15.78%
NY Recap: 97 stores with sales of $4.28 billion. Total retail food sales for NY in the study: $46.06 billion. Stop & Shop share of NY is 9.95%.								

Mid-Atlantic Recap: 201 stores with sales of $8.14 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Stop & Shop Per Store Average: $40.51 million

Source: *Food Trade News*, June 2024

Ravitz ShopRites Hosts Annual Golf Outing Benefitting Its Family Foundation At Scotland Run Golf Club

The annual Ravitz Family Foundation Golf Outing was held June 13 at Scotland Run Golf Club in Williamstown, NJ. Welcoming golfers are Jason Ravitz (l), Shawn Ravitz (c) and Brett Ravitz of Ravitz Family Markets.

This trio from Lynmar Builders includes Rob Dunn (l), Bobby Dunn (c) and Chas Grabowski.

Enjoying a fine day on the links for a great cause are (l-r) Kevin Morgan, John Leone, Jerry Thomas and Matt Maiore, all with Ravitz Family Markets.

Jake Brown (r) of Kraft Heinz smiles for a photo with Jim Swisher (l) of Wakefern and Ben Simons of Kenny Family Markets.

Schmidt Baking's John Sweeney (l) and Michael Bergson smile for the *Food Trade News* camera.

This Ravitz Family Markets foursome features (l-r) Bob Spiegel, Rich Brown, Dominic DiBiase and Michael Rzucidlo.

Sam Cacia (l) of Cacia's Bakery says hello to Ed Randzo (c) and Steve Riley of Dietz & Watson.

Herr's is well represented at the Ravitz golf outing by (l-r) John Bock, Fran Dolan, Jim Rock and Dan Bonomo.

Tony Dineen (l) and Ryan Auld, both with Bimbo Bakeries, pose for the camera.

Here we have (l-r) Mike Cassara and Bridget Beck, Coca Cola NA; Mark Thompson, Liberty Coke; Corey Hilson, Coca Cola NA; and Chris Aquila, Body Armour.

This duo features Dave Deets (l)and Dylan Mansi of Clemens Food Group.

Guest Elie Basch (r) smiles for a photo with (l-r) Matt Blank, Orion Builders; Howard Morell, Cento Foods; and Scott Ravitz. Ravitz Family Markets.

From page 30

Pres.: Dean Janeway
COO: George Knobloch
Primary Supplier: UNFI
FTN Stores: 336
FTN Vol.: $3.94 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.

King Kullen Grocery Co.
102 Motor Pkwy., Ste. 410
Hauppauge, NY 11788
Phone: (516) 733-7100
Web: kingkullen.com
Chairman: James A Cullen Jr.
Pres./COO: Joseph Brown
EVP/CAO: Bernard Kennedy
Pres.-Wild By Nature: Michael Infantolino
VP-Corp. Strategy/Initiatives: Tracey Cullen
VP-Store Ops.: Frank Vassallo
VP-Perishables: Rich Conger
VP-King Kullen Pharmacies Corp.: Al Hesse
VP-Const./Maintenance: Stanley Mitchell
VP/Controller-Finance: Elizabeth Ostrove
VP-Accounting: James Leary
Dir.-HR: Carolann Maroney
Dir.-Meat/Seafood: Chris Cuttone
Dir.-Produce/Floral: Joe Schneider
Dir.-Deli: Joe Tyska
Dir.-Bakery: Tom Corcoran
Dir.-Groc./Dairy/Frozen Merch &Procurement: Chris La Bella
Non-Food Coordinator: Marshall Irving
Sr. Cat. Mgr.-Center Store: Chris Williams
Cat. Mgr.-Grocery: Anthony Flynn
Cat. Mgr.-Dairy/Fz./Groc.: James Mues
Floral Buyer: Holly Litts
Primary Supplier: Direct/Bozzuto's
FTN Stores: 31 (includes Wild By Nature)
FTN Vol.: $660.0 million

Krasdale Foods
65 West Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Web: krasdalefoods.com
Chmn./CEO: Charles Krasne
Pres./COO: Gus Lebiak
EVP/CIO: Steve Laskowitz
VP/CMO: Dennis Hickey
VP/CLO: Howard Jacobs
VP/CFO: Tom Cunningham
VP/Chief Sales Officer: Cynthia Ramos
VP-IT: Sara Marcy
VP Systems Dev.: Joe Alessi
VP Network Ent.: Simon Barker
VP: Catherine Taibi
VP: Neil Gewelb
Corp. Controller: Rob Gangemi
Dist. Ctr. Controller: Billy Richards
Dir. Customer Service: Natalie Menns
Dist. Ctr. GM: Ike Kraemer
Dir. Logistics: Chris Ekmekjian
Corp Dir HR: Bernie Patton
Dir. Credit: Ivette Malave
Procurement Mgr.: Paul Dreizler
Mgr.-Procurement: Mike Rios
Mgr.-Inv. Control: Angell Valerio
Cat. Mgr.-Private Brands: Janet Rehm
Buyers: Rizaldy Castillo, Domonick Greco, Sandra Hedberg, Derek Morton, Paul Sfraga, Kristal McGuire
Primary Supplier: Krasdale Foods Inc.
FTN Stores: 482 (Includes AIM, Bravo, C Town, Market Fresh, Shop Smart, Stop 1)
FTN Vol.: $4.17 billion

Lidl U.S.
3500 S. Clark St.
Arlington, VA 22202
Phone: (571) 398-5435
Web: lidl.com
Pres./CEO Lidl US: Joel Rampoldt
COO-Lidl U.S.- Lee Galbraith
Primary Supplier: Direct
FTN Stores: 61
FTN Vol.: $656.8 million

McCaffrey's Markets
2204 West Cabot Blvd.
Langhorne, PA 19047
Phone: (215) 752-9440
Web: mccaffreys.com
Pres.: James J. McCaffrey III
EVP: Jim McCaffrey IV
Primary Supplier: UNFI
FTN Stores: 8 (includes Simply Fresh)
FTN Vol.: $246.9 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: 6
FTN Vol.: $89.5 million

Murphy's Markets
381 Medford Tabernacle Rd.
Tabernacle, NJ 08088
Phone: (609) 268-8380
Web: murphysmarkets.com
Pres.: Ron S. Murphy
VP: Ron H. Murphy
Dir.-Operations: Steve Carney
Primary Supplier: UNFI

See **DIRECTORY** on page 100

Inserra Family Foundation's 2024 Carl Inserra Leukemia Fund Golf Outing Held June 17 In Garfield, NJ

The Venetian in Garfield, NJ was the site of the Inserra Family Foundation's 2024 Carl Inserra Leukemia Fund Golf Outing on June 17. Welcoming golfers to the evening's festivities are Lindsey Inserra (l) and Larry Inserra of Inserra Supermarkets.

This Inserra Supermarkets trio features Inez Inserra (l), Mary Onorato (c) and Ron Onorato.

All smiles for the *Food Trade News* photographer are Inserra Supermarkets' Gregg Soriano (l), Jim Dorey (c) and Mark Walker.

Here we have (l-r) Joe Gardyan, Utz; Jim Madanci, KTM II Supermarkets; Bill Schlosky, Utz; Ben Simons, Melissa Kenny and Rachel Painter, Kenny ShopRites.

Victor DeJesso (l) of Wakefern smiles for a photo with (2nd from l-r) Al DeColli, Bridget Beck and Dave Snyder, all with Coca-Cola NA.

This Liberty Coca-Cola group shot includes (l-r) Chris Aquila, Peter McCaffery, Ernest Benson, Nick Caramico and Kevin Holly.

Enjoying the Inserra outing from CBA Industries are Mike Colella (l) and John Polizano.

This foursome features (l-r) Ed Casso, retired from A&P; Jim Ostling, Ostling & Associates; Linda Doherty, New Jersey Food Council; and Tom Roe, Schmidt Baking.

Wade Alfarone (2nd from l) of Italo's Foods is joined here by (l-r) Lawrence Inserra III, Ivan X Quiles and Ivan Quiles of Inserra Supermarkets.

Jim Dorey (r) of Inserra Supermarkets is joined here by Tommy DeVito (l) of the New York Giants and Sean Stellato of Stellato Sports.

Shane Hartman (r) of Herr's chats with (l-r) Ray Castricheo, Michael Rivera and Derrington Brown, all with Inserra Supermarkets.

This Schmidt Baking group shot includes (l-r) Tom Roe, Lee Stewart, Jeff Sobotta, Michael Bergson, Frank Lepore and John Sweeney.

Jeff Sobotta (l) of Schmidt Baking says hello to Vera Kovalski (c) and Donna Vaicels of Inserra Supermarkets.

Long Island Supermarket Leaders

- Stoppie Still LI Leader
- ShopRite Remains Solid
- KK Slips On Store Closures
- Market Braces For Wegmans
- Lidl, Aldi Set For Openings

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Stop & Shop	50	$2,258.00	31.60%	50	$2,220.00	31.52%
2	ShopRite	17	$1,164.30	16.30%	17	$1,141.40	15.98%
3	King Kullen (Wild By Nature)	31	$660.00	9.24%	34	$721.30	10.10%
4	Krasdale	76	$534.02	7.47%	80	$551.16	7.71%
5	ASG Stores	40	$485.41	6.79%	45	$494.32	6.95%
6	Key Food	30	$405.90	5.68%	29	$387.10	5.42%
7	Lidl	24	$371.30	5.17%	24	$352.50	4.93%
8	Whole Foods (Amazon Fresh)	7	$305.40	4.27%	7	$294.40	4.12%
9	Trader Joe's	7	$239.70	3.35%	7	$232.90	3.26%
10	Uncle Giuseppe's	7	$143.80	2.01%	7	$141.10	1.97%
		289	**$6,567.83**	**91.40%**	**300**	**$6,536.18**	**91.48%**

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 $7.2 billion.**

Source: *Food Trade News*, June 2024

Long Island Market Leaders

- Alternates Grow To 42.3%
- S&S Enjoys Large Lead
- Flat Economy Good For Clubs
- Target, Walmart Control 10.19%
- Rite Aid Down To 20 LI Units

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Stop & Shop	50	$2,258.00	18.22%	50	$2,200.00	18.12%
2	ShopRite	17	$1,164.30	9.39%	17	$1,141.40	9.32%
3	Costco	8	$1,052.30	8.49%	8	$998.10	8.15%
4	CVS	136	$837.40	6.76%	139	$803.90	6.56%
5	BJ's Wholesale Club	12	$781.40	6.30%	12	$756.80	6.19%
6	7-Eleven	281	$768.20	6.20%	274	$732.00	5.98%
7	Walmart (Neighborhood Market)	13	$692.90	5.59%	13	$656.00	5.36%
8	King Kullen (Wild By Nature)	31	$660.00	5.33%	34	$721.30	5.89%
9	Target	18	$569.50	4.60%	18	$561.30	4.58%
10	Krasdale	76	$534.02	4.31%	80	$551.16	4.50%
11	ASG Stores	40	$485.41	3.92%	45	$494.32	3.97%
12	Walgreens (Duane Reade)	56	$426.20	3.44%	56	$394.60	3.22%
13	Key Food	30	$405.90	3.27%	29	$399.70	3.26%
14	Lidl	24	$371.30	2.99%	24	$352.50	2.91%
15	Whole Foods (Amazon Fresh)	7	$305.40	2.46%	7	$294.40	2.40%
16	Trader Joe's	7	$239.70	1.93%	7	$232.90	1.90%
17	Uncle Giuseppe's	7	$143.80	1.16%	7	$141.10	1.15%
18	Rite Aid	20	$111.90	0.90%	45	$215.90	1.76%
19	Aldi	12	$111.40	0.90%	12	$109.20	0.89%
20	IGA	13	$101.14	0.82%	13	$99.71	0.81%
		858	**$11,986.77**	**96.98%**	**890**	**$11,727.49**	**96.98%**

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 107. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company..

Total food sales for the area are: $12.4 billion.

Source: *Food Trade News*, June 2024

From page 96

FTN Stores: 3
FTN Vol.: $45.21 million

Northeast Grocery, Inc.
461 Nott St.
Schenectady, NY 12308
Phone: (518) 355-5000
Web: northeastgrocery.com
CEO: John Persons
Pres.-Price Chopper/Market 32: Blaine Bringhurst
Pres.-Tops Markets: Ron Ferri
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 18 (includes Tops, Price Chopper, Market 32)
FTN Vol.: $561.7 million

Redner's Markets Inc.
3 Quarry Rd.
Reading, PA 19605
Phone: (610) 926-3700
Web: rednersmarkets.com
Pres./CEO: Ryan Redner
COO: Gary M. Redner
VP-Procurement: Dan Eberhart
VP/General Counsel: Jason Hopp
VP-Finance: Richard Rabenold
VP-Groc. Ops.: William Wallace
VP-HR: Robert McDonough
VP-IT: Nicholas Hidalgo
Primary Supplier: UNFI
FTN Stores: 34
FTN Vol.: $888.0 million

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

Save A Lot
400 Northwest Plaza Dr.
St. Ann, MO 63074
Phone: (314) 592-9100
Web: savealot.com
CEO: Fred Boehler
Primary Supplier: Direct
FTN Stores: 49
FTN Vol.: $304.9 million

Seabra's Supermarkets
281 Ferry St.
Newark, NJ 07105
Phone: (973) 491-0399
Web: seabrafoods.com
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 11
FTN Vol.: $80.5 million

Sharp Shopper
1100 Sharp Ave.
Ephrata, PA 17522
Phone: (717) 733-9555
Web: sharpshopper.net
Owners: Mike & Darren Sharp
Primary Supplier: Direct
FTN Stores: 4
FTN Vol.: $47.9 million

ShopRite
5000 Riverside Dr.
Keasby, NJ 08832
Phone: (908) 527-3300
Web: shoprite.com
Chmn.: Sean McMenamin
Pres.: Mike Stigers
CFO: Neil Falcone
EVP-Chief Sales Officer: Darren Caudill
Pres.-Price Rite: Kevin McDonnell
Pres.-ShopRite Supermarkets: Steve Savas
FTN Stores: 294 (Includes Price Rite, Fresh Grocer, Dearborn Market, Gourmet Garage, Fairway)
FTN Vol.: $18.35 billion
*This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. All of the ShopRite, Fresh Grocer, Gourmet Garage, Fairway Market and Dearborn Market stores are independently owned. Most of the Price Rite stores are corporately owned.

Sprouts
5455 E. High St., Ste. 111
Phoenix, AZ 85054
Phone: (480) 814-8016
Web: sprouts.com
CEO: Jack Sinclair
CFO: Curtis Valentine
Pres./COO: Nick Konat
Chief Merch. Officer: Scott Neal
Chief Stores Officer: Dustin Hamilton
Chief Strategy Officer: Dave McGlinchey
SVP/CMO: Alisa Gmelich
SVP-Chief Forager.: Kim Coffin
SVP-Supply Chain: Joe Hurley
SVP-Real Estate: Dan Croce
Primary Supplier: Direct/Kehe
FTN Stores: 4
FTN Vol.: $93.3 million

Stew Leonard's
100 Westport Ave.
Norwalk, CT 06851
Phone: (203) 847-7214
Web: stewleonards.com
Pres./CEO: Stew Leonard Jr.

See **DIRECTORY** on page 101

From page 100

Primary Supplier: Bozzuto's/Direct
FTN Stores: 6
FTN Vol.: $400.0 million

Stop & Shop Supermarket Co.
Div. of Ahold USA
Corporate Office
1385 Hancock St.
Quincy, MA 02169
Phone: (800) 767-7772
NY Division Office
101 Market St. East
Nanuet, NY 10954
Phone: (845) 624-3264
Web: stopandshop.com
Pres.: Gordon Reid
EVP-Operations: Dean Wilkinson
SVP-Merch. Services, Planning, Execution: Marwan Fakhouri
SVP-Brand Marketing Strategy: Karen Mitchell
SVP-Strategy/Real Estate: Sean Spillane
SVP-Finance: Mary Lynn Phillips
SVP-Fresh Merch.: Peter Poutre
Primary Supplier: Direct
FTN Stores: 201
FTN Vol.: $8.14 billion

Supremo Food Market
249 E. Front St.
Plainfield, NJ 07060
Phone: (908) 668-9114
Web: supremofoods.com
FTN Stores: 12
FTN Vol.: $187.0 million
Individual store owners are supplied by General Trading.

Trade Fair, Inc.
30-12 30th Ave.
Astoria, NY 11102
Phone: (718) 721-2437
Web: tradefairny.com
Owner: Frank Jabar
Primary Supplier: General Trading
FTN Stores: 8
FTN Vol.: $125.2 million

Trader Joe's
East Coast Div.
160 Federal St., 12th Fl.
Boston, MA 02108
Phone: (857) 400-3400
Web: traderjoes.com
Chmn./CEO: Bryan Palbaum
Pres.: John Basalone
Supplier: Direct
FTN Stores: 63
FTN Vol.: $1.86 billion

Tri-State Co-Op
506 E. Gibbsboro Rd.
Lindenwold, NJ 08021
Phone: (856) 783-2534
Pres.: William Deterding
VP: Paul Buckley
Primary Supplier: UNFI
FTN Stores: 8
FTN Vol.: $67.29 million
*This is the marketing office for several smaller independent retailers operating in Maryland, Pennsylvania and New Jersey.

Uncle Giuseppe's
225 Old Country Rd., North Wing, Ste. 2
Melville NY 11747
Phone: (516) 420-0126
Web: uncleg.com
Pres.: Phil DelPrete
Primary Supplier: UNFI
FTN Stores: 11
FTN Vol.: $254.0 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
Pres./CEO.: Colleen Wegman
Primary Supplier: Direct
FTN Stores: 29
FTN Vol.: $2.36 billion

Weis Markets, Inc.
1000 S. 2nd St.
Sunbury, PA 17801
Phone: (570) 286-4571
Web: weismarkets.com
Chmn./Pres./CEO: Jonathan Weis
COO: Kurt Schertle
SVP/CFO/Treasurer: Michael Lockhard
SVP-HR: Jim Marcil
SVP-Operations: David Gose
SVP-Merch./Marketing: Bob Gleeson
SVP/CIO: Greg Zeh
Primary Supplier: Direct/C&S
FTN Stores: 111
FTN Vol.: $2.8 billion

Western Beef Supermarkets
47-05 Metropolitan Ave.
Ridgewood, NY 11385
Phone: (718) 417-3770
Web: westernbeef.com
Pres.: Peter Castellana III
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 19
FTN Vol.: $265.3 million

See **DIRECTORY** on page 102

DIRECTORY OF RETAILERS

From page 101

Whole Foods Market
Div. of Amazon
Northeast Div.
Harborside 3
210 Hudson St., Ste 700l.
Jersey City, NJ 07311
Phone: (201) 567-2090
SVP-Northeast Ops: Nicole Davia
FTN Stores: 79 (includes Amazon Fresh/ Amazon Go)
Area Vol: $3.11 billion

DRUG STORES

CVS Caremark
One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
CEO/Pres.: Karen Lynch
Co-Pres.-CVS Pharmacy: Michelle Peluso, Prem Shah
FTN Stores: 1,199
FTN Vol.: $7.1 billion
*Includes both stand-alone stores and pharmacies within Target locations.

Rite Aid
1200 Intrepid Ave., 2nd Fl.
Philadelphia, PA 19112
Phone: (717) 761-2633
Web: riteaid.com
CEO: Jeffrey Stein
FTN Stores: 402
FTN Vol.: $1.81 billion

Walgreens
200 Wilmot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Tim Wentworth
FTN Stores: 682
FTN Vol.: $5.23 billion

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: 994
FTN Vol.: $2.53 billion

Circle K Convenience Stores, Inc.
Div. of Couche-Tard
935 E. Tallamadge Ave.
Akron, OH 44310
Phone: (330) 630-6300
1100 Situs Court, Ste 100
Raleigh, NC 27606
Phone: (919) 774-6700
Web: circlek.com
Pres./CEO Brian P. Hannasch
FTN Stores: 31
FTN Vol.: $72.2 million

Cumberland Farms
Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Pres.: John Carey
Primary Supplier: Direct
FTN Stores: 44
FTN Vol.: $90.9 million

Dash In
Div. of The Wills Group
102 Centennial St.
La Plata, MD 20646
Phone: (301) 932-3600
Chmn./CEO: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
FTN Stores: 10
FTN Vol.: $23.4 million

Fas Mart/Shore Shop Stores
Div. of GPM Investments
8565 Magellan Pkwy., Ste. 400
Richmond, VA 23227
Phone: (804) 730-1568
Web: gpminvestments.com
CEO: Arie Kotler
Primary Supplier: McLane
FTN Stores: 16
FTN Vol.: $30.1 million

Heritage's Dairy Stores
376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage Jr.
Prim. Supplier: Direct (Heritage Whole-sale)
FTN Stores: 30
FTN Vol.: $48.9 million

Quick Chek Food Stores
Div. of Murphy USA
3 Old Hwy. 28
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
CEO-Murphy USA: Andrew Clyde
Primary Supplier: AFI
FTN Stores: 156
FTN Vol.: $393.9 million

See **DIRECTORY** on page 110

Stop & Shop Faces Multiple Closings As Ahold Delhaize Launches 'Growing Together'

from page 1

Fleeman's announcement was made at annual Ahold Delhaize's annual investor strategy meeting held on May 23 in Zaandam, The Netherlands.

About Stop & Shop's future, the Delhaize alumnus, who was promoted to the top U.S. job in April 2023, noted that the Quincy, MA-based brand would focus on its most important markets including those where the brand has "strong density, holds a strong market position or has stores that are performing well."

During the four-hour presentation, Ahold Delhaize senior leaders updated investors, both attending in person and globally through a streaming webcast, on current projects as well important future priorities for the $95.6 billion retailer which has $59 billion of its annual sales accrued in the U.S. at its 2,040 supermarkets.

In launching its new "Growing Together" program, Frans Muller, president and chief executive of Ahold Delhaize said: "We have taken a multi-stakeholder approach to developing this new strategy, ensuring we balance the needs of our customers, the people we work with, and broader societal dimensions. 'Growing Together' ensures we will stay at the forefront of innovation in healthy foods, omnichannel experiences and supply chain transformation, serving customer needs through a well invested and future focused foundation. I am encouraged by the numerous avenues we have across our great local brands to realize our growth potential. By focusing on the things we do exceptionally well, we are together committed to fulfill these ambitions. By taking bigger steps, investing in our people and leveraging technologies, we are excited to unlock our purpose."

When Fleeman spoke about 40 minutes into the proceedings, he explained, "As the largest grocery retailer on the East Coast, Ahold Delhaize USA and its local brands have a rich heritage in the markets they serve, with loyal customer bases, trusted products, and a reputation for being an integral part of their local communities. Over the next several years, we will strengthen the market position for each of our brands, including the revitalization of Stop & Shop. We will improve value for customers through price investments and enhance the customer experience through 1,000 targeted remodels and new stores. We will lead, grow and differentiate in 'own brands,' build digital relationships through more personalized value, and improve operational efficiency at every level. With these moves, underpinned by strong talent and innovation, our brands are well positioned to lead in the grocery industry for years to come."

Specifically, he added that more than $1 billion will be spent on price investments to improve its U.S. banners – Giant Food, The Giant Company, Food Lion, Hannaford and Stop & Shop. In growing its own brands' share to potentially reach 45 percent of all U.S. sales in the next four years, the company noted that 95 percent of all customers' baskets now already contain at least one private label product and that annual own label sales reached $14 billion last year.

Fleeman then recapped the areas of priority for all of the company's U.S. brands.

At Food Lion, which the youthful chief executive called a "powerhouse brand" (with 46 consecutive quarters of increased comp store sales), growth will be accelerated through focused market expansion including an enhanced omnichannel remodeling program, building density with new stores in key markets and expanding its outer edge reach.

At the Giant Company and Hannaford, growth will come through price investments and market expansion.

At Giant Food, ADUSA will look to build on the 88-year heritage of the B-W market leader by investing in price and remodels.

In closing, Fleeman stated one thing of which he was certain: "We're going to grow and we're going to win."

IN REVIEW: KEY FOOD

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	4	$61.00	$3,830.60	1.59%	4	$59.20	1.53%
CT	New Haven	3	$40.80	$3,552.40	1.15%	2	$34.10	0.97%
CT Recap: 7 stores with sales of $101.8 million. Total retail food sales for CT in the study: $8.15 billion. Key Food share of CT is 1.25%.								
NJ	Bergen	3	$31.70	$3,714.10	0.85%	3	$32.50	0.90%
NJ	Camden	1	$9.30	$1,897.80	0.49%	1	$9.00	0.48%
NJ	Cumberland	1	$12.80	$663.70	1.93%	0	$0.00	0.00%
NJ	Essex	10	$190.40	$2,321.20	8.20%	9	$171.10	7.43%
NJ	Hudson	4	$29.30	$1,810.60	1.62%	4	$28.50	1.62%
NJ	Middlesex	8	$77.90	$2,810.40	2.77%	7	$65.60	2.37%
NJ	Monmouth	1	$11.70	$2,870.50	0.41%	1	$12.10	0.44%
NJ	Passaic	8	$138.60	$1,466.50	9.45%	7	$122.80	8.33%
NJ	Somerset	1	$9.50	$1,355.90	0.70%	1	$9.20	0.69%
NJ	Union	5	$76.90	$2,162.40	3.56%	3	$72.00	3.48%
NJ Recap: 42 stores with sales of $588.1 million. Total retail food sales for NJ in the study: $33.48 billion. Key Food share of NJ is 1.76%.								
NY	Bronx	56	$574.60	$3,461.80	16.60%	53	$544.70	15.83%
NY	Brooklyn	71	$802.60	$5,517.50	14.55%	70	$795.30	14.71%
NY	Dutchess	1	$7.00	$1,100.60	0.64%	1	$7.20	0.65%
NY	Manhattan	31	$372.90	$6,069.70	6.14%	29	$355.90	5.92%
NY	Nassau	22	$310.10	$5,873.00	5.28%	22	$313.20	5.35%
NY	Putnam	1	$3.20	$314.20	1.02%	1	$3.20	1.10%
NY	Queens	72	$843.10	$5,642.40	14.94%	72	$839.80	14.88%
NY	Rockland	5	$79.70	$1,107.40	7.20%	5	$74.60	6.84%
NY	Staten Island	7	$72.00	$1,701.30	4.23%	7	$73.90	4.42%
NY	Suffolk	8	$95.80	$6,520.90	1.47%	7	$86.50	1.35%
NY	Westchester	8	$57.20	$4,316.90	1.33%	8	$60.00	1.55%
NY Recap: 282 stores with sales of $3.22 billion. Total retail food sales for NY in the study: $46.06 billion. Key Food share of NY is 7.48%.								
PA	Bucks	1	$4.20	$3,243.00	0.13%	0	$0.00	0.00%
PA	Lehigh	1	$16.60	$1,534.20	1.08%	0	$0.00	0.00%
PA	Luzerne	2	$9.50	$999.60	0.95%	2	$7.40	0.74%
PA	Northampton	0	$0.00	$1,315.40	0.00%	1	$4.50	0.36%
PA	Pike	1	$5.70	$200.20	2.85%	1	$6.20	3.13%
PA Recap: 5 stores with sales of $36.0 million. Total retail food sales for PA in the study: $33.21 billion. Key Food share of PA is 0.11%.								

Mid-Atlantic Recap: 336 stores with sales of $3.94 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Key Food Per Store Average: $11.74 million

Source: *Food Trade News*, June 2024

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September 11

Redner's Markets will host its annual golf outing on five golf courses in the Sinking Springs, PA area.

September 17

Eastern Produce Council will hold at dinner at MetLife Stadium in East Rutherford, NJ sponsored by Idaho Potato Commission, Zespri & Oppenheimer. Cocktail hour starts at 6:00 p.m. followed by dinner at 7:00 p.m. For more information, or to register, go to easternproducecouncil.com/event-calendar.php.

September 26

The Mid-Atlantic Food Trade Organization will host its fall retailer meeting with guest speaker Jason Homola of Wawa at the Springfield Country Club in Springfield, PA For more information, or to register, go to www.mafto.org/events/.

September 28

Krasdale Foods will host its annual gala at Ziegfeld Ballroom in New York City. For more information, contact Bridget Maloney at 914.697.5393 or bridgetm@alpha1marketing.com.

October 1

NJFC will hold its 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 5-8

The NFRA convention will be held in National Harbor, MD.

October 17-19

The International Fresh Produce Association's annual show will be held in Atlanta.

October 22

FIA will host its annual gala at Glen Island Harbor Club in New Rochelle, NY. For more information, call 518.434.1900.

October 30

NJFC will hold is Loss Prevention Conference and Exhibition at Forsgate Country Club in Monroe Twp., NJ beginning at 8:30 a.m. For more information, go to www.njfoodcouncil.com.

November 2

ASG will host its annual holiday dinner at Terrace on the Park in Corona, NY. For more information, contact Michelle Mendoza at 516.256.3100 or michelle.mendoza@asghq.com.

November 6

CFA will hold its annual banquet, "Working For Connecticut," at Foxwoods Resort & Casino in Ledyard, CT. For more information, email ctfood@ctfoodsasociation.org.

November 9

NSA will host its annual gala at Borgata Hotel & Casino in Atlantic City. For information, call 718. 747.2860 or email denise.diaz@nsaglobal.org.

December 4

NJFC will host its holiday reception at Park Chateau Estate and Gardens in East Brunswick, NJ beginning at 5:00 p.m. For more information, go to www.njfoodcouncil.com.

December 6

The Mid-Atlantic Food Trade Organization's annual Christmas for All Kids will be held at Springfield Country Club. For more information, or to register, go to www.mafto.org/events/.

December 10-12

The NY Produce Show & Conference will be held in New York at the Jacob Javits Convention Center.

2025

January 19-21

The Winter Fancy Food show will be held at the Las Vegas Convention Center.

January 30-February 2

FMI Midwinter will be held at the JW Marriott on Marco Island, FL.

February 18-19

UNFI will hold its 2025 natural and conventional spring and summer show at Loews Royal Pacific Resort in Orlando. For more information, go to www.unfi.com/shows-events.

February 23-25

The National Grocers Association's annual show will be held at Caesar's Forum Convention Center in Las Vegas.

June 1-3

IDDBA's annual show will be held at the Ernest N. Morial Convention Center in New Orleans.

See **TRADE CALENDAR** on page 145

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at least two stores, and convenience stores must have at least 19 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 do we measure fuel sales from supermarkets that sell gas. Additionally, drug retailers must have at least five stores to qualify for the study. All club stores are included, as are limited assortment stores (Aldi, Lidl, Save A Lot, Price Rite), military commissaries, 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).

Based on publicly-available data from Walmart (Sam's Club), Target, Costco and BJ's, whose sales breakouts by department continue to skew more heavily toward grocery, drug, health and beauty care and general merchandise (HBC and GM), we now factor in that 62 percent of sales at Walmart's 105 SuperCenters in the region are derived from grocery, drug, HBC and GM. For the 67 conventional Walmart ("Division One") discount stores remaining in the market, we utilize an extrapolated percentage of 47 percent of total store sales. We continue to include 100 percent of Walmart's Neighborhood store sales. This year, Walmart again opened no new store..

At Target, which had a disappointing year, its food/general merchandise extrapolation percentage is 46 percent and for the three Super Target stores in Northern Virginia we estimate that 54 percent of sales come from grocery/GM. CVS controls the drug sales at most Targets.

The three club operators - Costco, BJ's and Sam's Club - also have highly skewed sales towards grocery, drug, HBC and GM, which we now estimate at 67 percent of store volume.

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.

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

Our full-time team consists of Terri Maloney, VP-editorial director; Maria Maggio, VP-general manager of *Food Trade News*; and Kevin Gallagher, VP-Metro New York and New England.

As it's been for many years, there's one person who remains the glue for these large and data-driven issues. That's Terri Maloney - without her diligence and an unbelievable work ethic, the process would be much more difficult and frustrating. In her 24 years as editor (she has been with Best-Met for 35 years), Terri has piloted every aspect of the grueling Market Study which includes data collection (involving hundreds of changes each year), IT through-put, pre-press coordination, proofreading and printer communication.

There are also a number of other people who've contributed to this issue and to our overall success that I want to thank.

Our pre-press and graphics team of Jenny Jones and her boss Matt Danielson at E-Ink, who we have partnered with us for nearly 30 years, continue to do a stellar job of helping get the final product ready for all three of our publications – *Food World, Food Trade News* and our annual *Grocery Industry Directory.*

Kudos, too, to our printer – Evergreen Printing in Bellmawr, NJ – another entrepreneurial enterprise that prioritizes customer service and quality. We salute Thom Scirrotto, Mike McBain, Chris Geimer, Tanya Erickson and the entire Evergreen team for their continued good work.

Also, gratitude goes out to Beth Pripstein, our retired office and circulation manager, remains a valued associate, even on a part-time basis. To Barry Scher, the former Giant Food public affairs VP, who has written his "Legislative Line" column for many years and continues to make important contributions not only to Best-Met Publishing but also to many other philanthropic and fund-raising efforts. Also, Matt Casey and Bob Gorland from Matthew P. Casey & Associates, both personal friends whose retail estate guidance and overall market acumen are invaluable.

This is my 51st year of reporting about the grocery industry. It's been a long run and for that I am grateful. Change now appears to occur at a faster level each year and it seems that we're all challenged just to keep pace.

As for Best-Met Publishing, can we continue to publish products that remain relevant and interesting to a changing audience? The template of the food business remains fundamentally unchanged. It's still about selling more stuff and treating your associates and others that you deal with fairly (a smile helps, too). It's the journey to the end zone that's evolved. Figuring out the path will be our hardest test.

And finally, I again want to thank our readers for supporting our publications and website. I also want to acknowledge the important role of our advertisers. Without you, we simply wouldn't exist.

Jeff Metzger

Jeff Metzger
Publisher

IN REVIEW: WALMART

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	5	$167.50	$3,830.60	4.37%	5	$160.30	4.16%
CT	Litchfield	2	$72.40	$770.80	9.39%	2	$68.70	8.93%
CT	New Haven (SuperCenter)	8	$304.20	$3,552.40	8.56%	8	$291.50	8.25%
CT Recap: 15 stores with sales of $544.1 million. Total retail food sales for CT in the study: $8.15 billion. Walmart share of CT is 6.67%.								
DE	New Castle	2	$71.70	$2,150.60	3.33%	3	$80.20	3.59%
DE Recap: 2 stores with sales of $71.7 million. Total retail food sales for DE in the study: $2.15 billion. Walmart share of DE is 3.33%.								
NJ	Atlantic (SuperCenter)	3	$65.10	$1,019.40	6.39%	3	$63.50	6.32%
NJ	Bergen (SuperCenter)	3	$131.70	$3,714.10	3.55%	3	$126.60	3.50%
NJ	Burlington (SuperCenter)	5	$138.40	$1,938.80	7.14%	5	$131.50	6.79%
NJ	Camden (SuperCenter)	5	$165.30	$1,897.80	8.71%	5	$159.90	8.49%
NJ	Cape May (SuperCenter)	1	$48.50	$597.10	8.12%	1	$46.10	7.92%
NJ	Cumberland (SuperCenter)	3	$97.60	$663.70	14.71%	3	$95.20	14.63%
NJ	Gloucester (SuperCenter)	3	$120.80	$1,192.00	10.13%	3	$120.50	10.36%
NJ	Hudson (SuperCenter)	4	$211.40	$1,810.60	11.68%	4	$195.60	11.14%
NJ	Hunterdon (SuperCenter)	2	$85.20	$477.60	17.84%	2	$83.80	17.84%
NJ	Mercer (SuperCenter)	3	$113.70	$1,475.60	7.71%	3	$108.50	7.88%
NJ	Middlesex (SuperCenter)	7	$192.30	$2,810.40	6.84%	7	$185.70	6.71%
NJ	Monmouth (SuperCenter)	3	$137.50	$2,870.50	4.79%	3	$130.50	4.74%
NJ	Morris (SuperCenter)	6	$170.80	$2,258.40	7.56%	6	$163.20	7.26%
NJ	Ocean (SuperCenter)	5	$166.90	$2,161.80	7.72%	5	$159.50	7.48%
NJ	Salem	1	$23.80	$169.20	14.07%	1	$23.40	13.92%
NJ	Somerset (SuperCenter)	2	$51.60	$1,355.90	3.81%	2	$50.20	3.76%
NJ	Sussex (SuperCenter)	2	$41.80	$609.80	6.85%	2	$45.10	7.70%
NJ	Union (SuperCenter)	2	$55.20	$2,162.40	2.55%	2	$53.80	2.60%
NJ	Warren (SuperCenter)	2	$86.50	$503.10	17.19%	2	$83.50	16.71%
NJ Recap: 62 stores with sales of $2.1 billion. Total retail food sales for NJ in the study: $33.48 billion. Walmart share of NJ is 6.29%.								
NY	Dutchess (SuperCenter)	1	$80.60	$1,100.60	7.32%	1	$78.30	7.06%
NY	Nassau (SC/Neighborhood Market)	6	$347.50	$5,873.00	5.92%	6	$334.50	5.71%
NY	Orange (SuperCenter)	3	$244.20	$1,420.60	17.19%	3	$240.00	17.80%
NY	Rockland	1	$22.80	$1,107.40	2.06%	1	$22.10	2.03%
NY	Suffolk (SuperCenter)	7	$345.40	$6,520.90	5.30%	7	$321.50	5.03%
NY	Westchester	1	$42.00	$4,316.90	0.97%	1	$41.20	1.06%
NY Recap: 19 stores with sales of $1.08 billion. Total retail food sales for NY in the study: $46.06 billion. Walmart share of NY is 2.51%.								
PA	Adams (SuperCenter)	1	$25.10	$233.20	10.76%	1	$23.40	10.66%
PA	Berks (SuperCenter)	5	$134.80	$1,619.60	8.32%	5	$129.30	8.00%
PA	Bucks (SuperCenter)	5	$220.60	$3,243.00	6.80%	5	$209.20	6.71%
PA	Carbon (SuperCenter)	1	$34.90	$184.20	18.95%	1	$34.40	18.43%
PA	Chester (SuperCenter)	5	$197.40	$2,120.60	9.31%	5	$191.60	9.11%
PA	Columbia (SuperCenter)	1	$47.20	$265.70	17.76%	1	$45.70	17.46%
PA	Cumberland (SuperCenter)	4	$131.80	$1,249.60	10.55%	4	$125.70	10.03%
PA	Dauphin (SuperCenter)	2	$89.20	$1,103.00	8.09%	2	$84.80	7.68%
PA	Delaware (SuperCenter)	4	$119.60	$2,734.20	4.37%	4	$113.30	4.28%
PA	Franklin (SuperCenter)	2	$91.70	$468.80	19.56%	2	$86.10	17.93%
PA	Lackawanna (SuperCenter)	2	$96.20	$797.20	12.07%	2	$92.90	11.85%
PA	Lancaster (SuperCenter)	3	$152.60	$1,809.20	8.43%	3	$145.40	7.69%
PA	Lebanon (SuperCenter)	2	$96.40	$461.30	20.90%	2	$91.20	18.70%
PA	Lehigh (SuperCenter)	2	$93.60	$1,534.20	6.10%	2	$91.10	5.92%

See IN REVIEW: WALMART on page 109

IN REVIEW: WALMART

From page 108

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Luzerne (SuperCenter)	3	$138.70	$999.60	13.88%	3	$134.50	13.46%
PA	Lycoming (SuperCenter)	1	$29.80	$470.30	6.34%	1	$29.70	6.46%
PA	Mifflin (SuperCenter)	1	$41.10	$154.60	26.58%	1	$39.20	25.94%
PA	Monroe (SuperCenter)	2	$95.20	$763.80	12.46%	2	$91.80	12.19%
PA	Montgomery (SuperCenter)	8	$290.60	$4,297.60	6.76%	8	$279.80	6.62%
PA	Northampton (SuperCenter)	2	$72.40	$1,315.40	5.50%	2	$69.10	5.48%
PA	Northumberland (SuperCenter)	1	$47.90	$223.70	21.41%	1	$46.80	20.40%
PA	Philadelphia (SuperCenter)	5	$173.60	$4,009.50	4.33%	5	$163.90	3.97%
PA	Pike (SuperCenter)	1	$34.90	$200.20	17.43%	1	$34.10	17.20%
PA	Schuylkill (SuperCenter)	2	$94.20	$426.80	22.07%	2	$89.80	19.69%
PA	Snyder (SuperCenter)	1	$29.90	$161.80	18.48%	1	$29.30	17.67%
PA	Union (SuperCenter)	1	$46.80	$129.10	36.25%	1	$45.20	35.96%
PA	Wayne (SuperCenter)	1	$47.60	$175.20	27.17%	1	$45.90	27.42%
PA	Wyoming (SuperCenter)	1	$38.20	$80.60	47.39%	1	$36.80	46.52%
PA	York (SuperCenter)	6	$241.70	$1,725.40	14.01%	6	$229.70	13.26%

PA Recap: 75 stores with sales of $2.95 billion. Total retail food sales for PA in the study: $33.21 billion. Walmart share of PA is 8.9%.

Mid-Atlantic Recap: 173 stores with sales of $6.76 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Walmart Per Store Average: $39.05 million ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2024

DIRECTORY OF RETAILERS

From page 102

Royal Farms
3611 Roland Ave.
Baltimore, MD 21211
Phone: (410) 889-0200
Web: royalfarms.com
Pres.: John Kemp
Primary Supplier: Cooper Booth
FTN Stores: 46
FTN Vol.: $136.2 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: 73
FTN Vol.: $159.5 million

Sheetz, Inc.
243 Sheetz Way
Claysburg, PA 16625
Phone: (800) 765-4686
Web: sheetz.com
Exec. Vice Chmn.: Joe Sheetz
CEO/Pres.: Travis Sheetz
Primary Supplier: Direct
FTN Stores: 113
FTN Vol.: $494.9 million

Turkey Hill Minit Markets
Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (800) 225-9702
Web: turkeyhillcstores.com
Pres.: John Carey
Primary Supplier: Core-Mark
FTN Stores: 235
FTN Vol.: $411.6 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: 575
FTN Vol.: $4.3 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: 8
FTN Vol.: $19.6 million

WHOLESALE CLUBS

BJ's Wholesale Club
350 Campus Dr.
Westborough, MA 01752
Phone: (774) 512-7400
Web: bjs.com
CEO: Bob Eddy
FTN Stores: 80
FTN Vol.: $4.08 billion (grocery/ HBC only)

Costco
Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Web: costco.com
Pres./CEO: Ron Vachris
Northeast Div. SVP/GM: Adam Self
FTN Stores: 50
FTN Vol.: $5.57 billion (grocery/HBC only)

Sam's Club
2101 SE Simple Savings Dr.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: samsclub.com
CEO/Pres.: Chris Nicholas
FTN Stores: 24
FTN Vol.: $1.14 billion (grocery/HBC only)

MASS MERCHANDISERS

Target
1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
FTN Stores: 182
FTN Vol.: $4.72 billion (grocery/HBC only)

Walmart
702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
CEO: Doug McMillon
Pres./CEO - U.S.: John Furner
FTN Stores: 173 (includes SuperCenter/ Neighborhood Mkt.)
FTN Vol.: $6.76 billion (grocery/HBC only)


ZERO SUGAR
100% MONSTER
MONSTER ENERGY ZERO SUGAR


CLEAN ENERGY FOR EVERYBODY.
ACCELERATES METABOLISM
REIGN STORM CLEAN ENERGY
HARVEST GRAPE
PEACH NECTARINE
VALENCIA ORANGE
KIWI BLEND
REIGN STORM™ CLEAN ENERGY
ZERO Ø SUGAR
FDA REGULATED BEVERAGE
ACCELERATES METABOLISM
IMPROVES FOCUS
PLANT BASED ENERGY
VEGAN
HAIR & SKIN HEALTH
KOSHER

IN REVIEW: CVS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	43	$254.60	$3,830.60	6.65%	43	$249.40	6.46%
CT	Litchfield	6	$37.90	$770.80	4.92%	6	$37.10	4.82%
CT	New Haven	36	$215.10	$3,552.40	6.06%	37	$214.80	6.08%
CT Recap: 85 stores with sales of $507.6 million. Total retail food sales for CT in the study: $8.15 billion. CVS share of CT is 6.23%.								
DE	New Castle	13	$66.30	$2,150.60	3.08%	13	$65.70	2.94%
DE Recap: 13 stores with sales of $66.3 million. Total retail food sales for DE in the study: $2.15 billion. CVS share of DE is 3.08%.								
NJ	Atlantic	14	$70.50	$1,019.40	6.92%	14	$69.20	6.89%
NJ	Bergen	43	$205.20	$3,714.10	5.52%	47	$209.60	5.80%
NJ	Burlington	23	$112.50	$1,938.80	5.80%	23	$107.20	5.54%
NJ	Camden	26	$147.20	$1,897.80	7.76%	27	$144.50	7.68%
NJ	Cape May	10	$55.60	$597.10	9.31%	10	$56.80	9.76%
NJ	Cumberland	5	$26.20	$663.70	3.95%	5	$24.90	3.83%
NJ	Essex	22	$99.40	$2,321.20	4.28%	22	$95.60	4.15%
NJ	Gloucester	15	$67.60	$1,192.00	5.67%	15	$65.70	5.65%
NJ	Hudson	16	$69.60	$1,810.60	3.84%	17	$71.20	4.06%
NJ	Hunterdon	4	$23.40	$477.60	4.90%	4	$23.20	4.94%
NJ	Mercer	18	$96.30	$1,475.60	6.53%	18	$92.90	6.75%
NJ	Middlesex	24	$133.50	$2,810.40	4.75%	24	$128.80	4.65%
NJ	Monmouth	28	$147.50	$2,870.50	5.14%	28	$139.70	5.07%
NJ	Morris	22	$118.50	$2,258.40	5.25%	22	$111.50	4.96%
NJ	Ocean	22	$116.70	$2,161.80	5.40%	22	$109.70	5.14%
NJ	Passaic	12	$70.50	$1,466.50	4.81%	12	$66.50	4.51%
NJ	Somerset	11	$53.20	$1,355.90	3.92%	11	$49.10	3.67%
NJ	Sussex	3	$15.20	$609.80	2.49%	3	$11.80	2.02%
NJ	Union	23	$115.50	$2,162.40	5.34%	24	$120.70	5.84%
NJ	Warren	6	$27.30	$503.10	5.43%	6	$25.80	5.16%
NJ Recap: 347 stores with sales of $1.77 billion. Total retail food sales for NJ in the study: $33.48 billion. CVS share of NJ is 5.29%.								
NY	Bronx	13	$93.40	$3,461.80	2.70%	13	$88.20	2.56%
NY	Brooklyn	29	$214.70	$5,517.50	3.89%	31	$211.80	3.92%
NY	Dutchess	12	$67.50	$1,100.60	6.13%	13	$68.40	6.16%
NY	Manhattan	59	$387.50	$6,069.70	6.38%	65	$406.50	6.76%
NY	Nassau	68	$484.20	$5,873.00	8.24%	71	$482.30	8.24%
NY	Orange	17	$94.50	$1,420.60	6.65%	17	$89.80	6.66%
NY	Putnam	2	$12.70	$314.20	4.04%	2	$12.90	4.41%
NY	Queens	36	$337.20	$5,642.40	5.98%	43	$356.50	6.32%
NY	Rockland	11	$64.60	$1,107.40	5.83%	12	$70.20	6.44%
NY	Staten Island	18	$117.40	$1,701.30	6.90%	19	$112.30	6.72%
NY	Suffolk	68	$353.20	$6,520.90	5.42%	68	$321.60	5.03%
NY	Westchester	55	$381.20	$4,316.90	8.83%	56	$376.50	9.70%
NY Recap: 388 stores with sales of $2.61 billion. Total retail food sales for NY in the study: $46.06 billion. CVS share of NY is 6.06%.								
PA	Adams	1	$5.70	$233.20	2.44%	1	$5.70	2.60%
PA	Berks	16	$101.70	$1,619.60	6.28%	16	$93.50	5.78%
PA	Bucks	33	$202.60	$3,243.00	6.25%	33	$186.20	5.98%
PA	Carbon	1	$5.40	$184.20	2.93%	1	$5.60	3.00%
PA	Chester	26	$141.30	$2,120.60	6.66%	27	$136.50	6.49%
PA	Columbia	2	$11.10	$265.70	4.18%	2	$11.30	4.32%
PA	Cumberland	12	$56.50	$1,249.60	4.52%	12	$56.80	4.53%
PA	Dauphin	13	$64.90	$1,103.00	5.88%	13	$65.20	5.91%
PA	Delaware	31	$199.40	$2,734.20	7.29%	31	$182.00	6.88%
PA	Franklin	5	$23.00	$468.80	4.91%	5	$23.10	4.81%
PA	Lackawanna	9	$50.90	$797.20	6.38%	9	$46.10	5.88%

See IN REVIEW: CVS on page 113

IN REVIEW: CVS jump from page xx

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Lancaster	24	$120.60	$1,809.20	6.67%	24	$121.20	6.41%
PA	Lebanon	5	$23.60	$461.30	5.12%	5	$23.80	4.88%
PA	Lehigh	14	$83.50	$1,534.20	5.44%	15	$82.80	5.38%
PA	Luzerne	14	$67.10	$999.60	6.71%	15	$65.60	6.57%
PA	Lycoming	5	$39.60	$470.30	8.42%	5	$35.30	7.68%
PA	Mifflin	2	$11.70	$154.60	7.57%	2	$11.60	7.68%
PA	Monroe	11	$60.20	$763.80	7.88%	11	$55.20	7.33%
PA	Montgomery	46	$268.50	$4,297.60	6.25%	47	$255.70	6.05%
PA	Montour	1	$5.10	$73.80	6.91%	1	$5.10	7.38%
PA	Northampton	17	$99.50	$1,315.40	7.56%	17	$89.20	7.08%
PA	Northumberland	5	$24.20	$223.70	10.82%	5	$24.00	10.46%
PA	Philadelphia	50	$344.50	$4,009.50	8.59%	57	$348.70	8.44%
PA	Schuylkill	2	$11.10	$426.80	2.60%	2	$10.60	2.32%
PA	Snyder	2	$9.40	$161.80	5.81%	2	$9.60	5.79%
PA	Susquehanna	1	$5.10	$45.80	11.14%	1	$4.90	12.34%
PA	Union	2	$11.10	$129.10	8.60%	2	$11.00	8.75%
PA	Wayne	3	$18.90	$175.20	10.79%	3	$18.90	11.29%
PA	Wyoming	1	$5.50	$80.60	6.82%	1	$5.60	7.08%
PA	York	12	$60.90	$1,725.40	3.53%	12	$61.50	3.55%

PA Recap: 366 stores with sales of $2.13 billion. Total retail food sales for PA in the study: $33.21 billion. CVS share of PA is 6.42%.

Mid-Atlantic Recap: 1,199 stores with sales of $7.09 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
CVS Per Store Average: $5.91 million

Source: *Food Trade News*, June 2024

Central Pennsylvania Supermarket Leaders

- The Giant Company Share: 54.7%
- Weis Share Grows To 20.4%
- Karns Names New CEO
- Little Overall Growth In CPA
- Wegmans Avg. Volume: $65.6M

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co. (Martin's)	52	$2,421.50	54.66%	52	$2,413.40	53.93%
2	Weis Markets	38	$905.54	20.44%	38	$886.88	19.82%
3	Karns Prime & Fancy Foods	10	$186.00	4.20%	10	$188.00	4.20%
4	Aldi	15	$138.90	3.14%	15	$136.10	3.04%
5	Wegmans	2	$131.10	2.96%	2	$130.40	2.91%
6	Family Owned Markets	6	$106.13	2.40%	7	$125.81	2.81%
7	Grocery Outlet	12	$78.90	1.78%	12	$79.60	1.78%
8	C&S Independents	48	$68.77	1.55%	50	$73.34	1.64%
9	Redner's Markets	3	$52.70	1.19%	3	$52.40	1.17%
10	IGA	5	$48.34	1.09%	5	$47.85	1.07%
		191	**$4,137.88**	**93.40%**	**194**	**$4,133.78**	**93.29%**

This chart above 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 $4.43 billion.

Source: *Food Trade News*, June 2024

Central Pennsylvania Market Leaders

- Alts. Stymied By Supers, Share Is 35%
- TGC Now Owns 33.8% Of Market
- WM, Target Control 14.75%
- Led By Sheetz, C-Stores Take 7.25%
- By Attrition, CVS Is Top Drug Chain

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co. (Martin's)	52	$2,421.50	33.76%	52	$2,413.40	33.02%
2	Weis Markets	38	$905.54	12.62%	38	$886.88	12.13%
3	Walmart (SuperCenter)	20	$828.50	11.55%	20	$786.40	10.76%
4	CVS	72	$355.20	4.95%	72	$357.30	4.89%
5	Sheetz	71	$301.00	4.20%	72	$300.70	4.11%
6	Target	12	$229.80	3.20%	12	$231.10	3.16%
7	Karns Prime & Fancy Foods	10	$186.00	2.59%	10	$188.00	2.57%
8	Sam's Club	4	$181.60	2.53%	4	$179.10	2.45%
9	Turkey Hill	112	$179.10	2.50%	118	$187.50	2.57%
10	Rite Aid	50	$172.50	2.40%	60	$210.10	2.87%
11	Rutter's Farm Stores	69	$148.50	2.07%	69	$144.50	1.98%
12	Aldi	15	$138.90	1.94%	15	$136.10	1.86%
13	Wegmans	2	$131.10	1.83%	2	$130.40	1.78%
14	BJ's Wholesale Club	4	$121.90	1.70%	4	$120.70	1.65%
15	Family Owned Markets	6	$106.13	1.48%	7	$125.81	1.72%
16	Costco	2	$94.70	1.32%	2	$93.70	1.28%
17	Grocery Outlet	12	$78.90	1.10%	12	$79.60	1.09%
18	7-Eleven	27	$70.50	0.98%	26	$67.40	0.92%
19	C&S Independents	48	$68.77	0.96%	50	$73.34	1.00%
20	Redner's Markets	3	$52.70	0.73%	3	$52.40	0.72%
		629	**$6,772.84**	**94.42%**	**648**	**$6,764.43**	**93.54%**

This chart 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, Target and Walmart are extrapolated to include comparable categories, as explained in the formula on page 81. 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.

Total food sales for the area are $7.17 billion.

Source: *Food Trade News*, June 2024

G&S Foods Cuts Ribbon On New 350,000 Square Foot Hanover, PA Manufacturing Facility

Earlier this month, G&S Foods cut the ribbon on its new 350,000 square foot manufacturing facility in Hanover, PA. On hand for the festivities were members of the board, the executive team and other key contributors, including (l-r) Chuck Simon, retired; Christina Garcia, Tom Dempsey, Thomas Koppelmann, president and CEO Dan Morgan, Patricia Warehime, Wade Fitzkee, chairman Charles “Ed” Good, Jeff Bailor, Peter Michaud, Travis Grim, Dena Sottile and Tony Hartlaub.

That’s G&S’ chief executive Dan Morgan (l) with executive assistant to the board and leadership team Dena Sottile.

This smiling trio consists of (l-r) Patricia Warehime (the inspiration behind building the new plant) and Tom Dempsey of G&S and Alec Sivel of Perspective, who ably handled all the public relations and communications for G&S.

Tony Hartlaub (l), G&S, and JoAnn Watz (r) flank Estelle King, wife of the late Rick King, who served as president of Utz Quality Foods for 20 years.

Representing the board of directors and Warehime family members are (l-r) Tom Dempsey, the former Utz president who served as G&S’ CEO; Charles “Ed” Good; Kate Mininger, family member; Patricia Warehime; Elizabeth and Stavros Rizakos, family members; Peter Michaud and CEO Dan Morgan.

TAKING STOCK

from page 77

sets (estimated at $50 million). The Waltham, MA-based firm said it has been underperforming since the pandemic ended. It is seeking to gain court approval to keep operating until a buyer can be found. This is not only a continuing story of "too many cooks and not enough kitchens" but also the belt-tightening of private equity enterprises which currently are much less inclined to throw money at a concept rather than a business that demonstrates it can produce black ink.

Local Notes

Mike Stigers just celebrated his first full year as president of Wakefern and it's clear he's not shy about making changes that he feels are necessary to modernize the organization. Earlier this year, three key senior VPs exited the Keasbey, NJ-based wholesale co-op and earlier this month we were told there was a strategic departmental realignment where several positions were shifted. As a result of those reassignments, VP-advertising and social media Ranjana Choudhry and VP-business process Dave Howlett have left the company…it's been quite the busy month for Sprouts Farmers Markets as it ramps up its Mid-Atlantic expansion plans. Three new units have opened in a three-week period beginning in early June including stores in Aberdeen, NJ; and Cottman Avenue and W. Oregon & 23rd in Philadelphia. Other new Sprouts stores that will open at a later date in the region include markets in Limerick, PA; Wilmington, DE; and York, PA…Dollar Tree announced that it is conducting a strategic review of its stumbling Family Dollar business which it acquired in 2015 for $9 billion. Earlier this year, Family Dollar closed 970 stores and it continues to underperform as a whole. These strategic reviews usually lead to a sale; however, with more than 16,000 Family Dollar stores, good luck finding a buyer in this environment…we have several obituaries to pass along this month including Dabney Coleman, the great comedic character actor who has left us at the age of 92. Coleman had many great supporting roles in such movies as "9 to 5" (1980) and "Tootsie" (1982). However, he cut his teeth on TV beginning in the early 1960s. I first noticed him playing unrepentant con man Merle Jeeter in the satirical TV series "Mary Hartman, Mary Hartman" (1976) and later as the star of his own series, the short-lived but very funny "Buffalo Bill" (1983). *Rolling Stone* once described his character, Bill Bittinger, as a "rapscallion for our times, a playfully wicked combination of G. Gordon Liddy and Groucho Marx." That description could fit many of the snarly roles that Coleman played during a career that spanned 58 years and included 180 film and TV roles. What better compliment can you offer than "he made me laugh"?…we have also lost two of the best basketball players of all-time. Also passing on was Jerry West, 86, the 14-time NBA All-Star who was also a two-time All American at West Virginia University in the late 1950's. His professional accolades include being a 10-time All-NBA selection with the Los Angeles Lakers, scoring leader in 1970, MVP of the NBA Finals in 1969 (in which the Lakers lost) and Hall of Fame member. His number "44" has been retired by the Lakers. West finished his career with 25,192 points and 6,238 assists and averaged 27.8 points per game in his great career. After he retired as a player, West became a very successful general manager of the Lakers and later the San Diego (now Los Angeles) Clippers. Among his executive moves was drafting Kobe Bryand and trading for Shaquille O'Neal. All you really need to know about Jerry West's image is that his nickname was "Mr. Clutch," and it is his

TAKING STOCK continues on page 162

Legislative Line

Finally – A Farm Bill

Finally, late last month the official text and miscellaneous other information regarding the first draft of a 942-page House farm bill entitled the “Farm, Food, and National Security Act of 2024” was released. At press time, the Senate had not released their version of the farm bill but only disseminated some summary details. Nevertheless, let the debate begin!

For those tracking the farm bill, the House and in due course a Senate version will go before various committees and eventually a compromise version will hopefully make it to the President’s desk for his signature. The House version maintains the $1.5 trillion ten-year farm bill baseline, while the Senate draft version appears to go over it by at least $5 billion or more. So, the House approach is budget neutral, and the Senate version is not.

The current farm bill, which was extended once already, expires on September 30, 2024. This latest move to get farm bill versions out of the House and Senate are major first steps though and many are delighted that the process has finally begun. However, the devil will be in the details which are now being ironed out. It is going to be a very difficult process as with the release of the first drafts, the House and Senate Republicans and Democrats are far, far apart in their thinking. But these days that is the standard operating procedure for most legislative proposals on the Hill. The farm bill is reauthorized every five years by Congress and impacts everyone from “farm to fork” including farmers, food processors, manufacturers, retailers, and consumers.

House Majority Plans

By the start of the August Congressional recess, House Republicans say they hope to pass all the fiscal 2025 appropriations bills which they publicly disclosed late last month. House Majority Leader Steve Scalise (R.- La.) said he will move, at press time, the Military Construction-VA bill and then focus on the defense authorization bill, the Homeland Security, State-Foreign Operations and Defense measures afterward. The game plan is to move some of the more important legislation before Republicans head to Milwaukee for the Republican

Barry F. Scher
Policy Solutions LLC

National Convention in July.

Price Gouging by Grocers

You may recall in a prior commentary of mine that I mentioned that Democrats are calling on President Biden to investigate price gouging by food retailers. Senator Elizabeth Warren (D-Mass.) and House member Jim McGovern (D-Mass.) authored a joint letter to the President which was signed by dozens of other Democratic lawmakers stating that American’s grocers are making record profits as families struggle with high food prices. The lawmakers are urging the President to create a joint task force from the Federal Trade Commission and the Commodity Futures Trading Commission to investigate price manipulation throughout the food supply chain.

But wait. I discovered there is

See **LEGISLATIVE LINE** on page 150

PER STORE AVERAGE LEADERS: 2024

Of the 73 retailers in the *Food Trade News* market study, the 20 with the highest average sales per unit are listed below

Rank	Company	Stores	2024 Sales (in millions)	Per Store Avg. (in millions)
1	Costco*	50	$5,572.60	$111.45
2	Wegmans	29	$2,362.90	$81.48
3	Stew Leonard's	6	$400.00	$66.67
4	ShopRite (PR/FG/Dborn Mkt/GG/F'way)	294	$18,354.40	$62.43
5	Corrado's Family Affair	2	$106.30	$53.15
6	BJ's Wholesale Club*	80	$4,082.60	$51.03
7	Sam's Club*	24	$1,142.16	$47.61
8	The Giant Co. (Heirloom Mkt/Martin's)	161	$7,539.59	$46.82
9	Hannaford	7	$2,884.50	$40.64
10	Stop & Shop	201	$8,142.30	$40.51
11	Whole Foods (Amazon Go/Fresh)	79	$3,106.10	$39.32
12	Walmart (Neighborhood Mkt/SuperCenter)*	173	$6,756.10	$39.05
13	Giant Food	3	$111.10	$37.03
14	DeCicco & Sons	10	$328.30	$32.83
15	Big Y	16	$523.80	$32.74
16	Northeast Groc. Inc. (Price Chopper/Market 32/Tops)	18	$561.70	$31.21
17	McCaffrey's (Simply Fresh)	8	$246.90	$30.86
18	Trader Joe's	63	$1,856.00	$29.46
19	Albertsons (Acme/Balducci's/Kings/Safeway)	177	$4,840.10	$27.35
20	Redner's Markets	34	$888.00	$26.12

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

* Sales are extrapolated to include food, GM, HBC, floral, tobacco and pharmacy as explained on page 107.

Source: *Food Trade News,* June 2024

IN REVIEW: WEGMANS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
DE	New Castle	1	$81.60	$2,150.60	3.79%	1	$80.30	3.59%
DE Recap: 1 store with sales of $81.6 million. Total retail food sales for DE in the study: $2.15 billion. Wegmans share of DE is 3.79%.								
NJ	Bergen	1	$122.60	$3,714.10	3.30%	1	$120.40	3.33%
NJ	Burlington	1	$85.30	$1,938.80	4.40%	1	$84.20	4.35%
NJ	Camden	1	$62.50	$1,897.80	3.29%	1	$62.20	3.30%
NJ	Mercer	1	$69.80	$1,475.60	4.73%	1	$69.10	5.02%
NJ	Middlesex	1	$70.10	$2,810.40	2.49%	1	$69.00	2.49%
NJ	Monmouth	2	$113.40	$2,870.50	3.95%	2	$110.70	4.02%
NJ	Morris	1	$128.30	$2,258.40	5.68%	1	$125.50	5.58%
NJ	Somerset	1	$121.40	$1,355.90	8.95%	1	$120.90	9.05%
NJ Recap: 9 stores with sales of $773.4 million. Total retail food sales for NJ in the study: $33.48 billion. Wegmans share of NJ is 2.31%.								
NY	Brooklyn	1	$109.60	$5,517.50	1.99%	1	$107.20	1.98%
NY	Manhattan	1	$122.10	$6,069.70	2.01%	0	$0.00	0.00%
NY	Westchester	1	$79.20	$4,316.90	1.83%	1	$77.80	2.00%
NY Recap: 3 stores with sales of $310.9 million. Total retail food sales for NY in the study: $46.06 billion. Wegmans share of NY is 0.72%.								
PA	Bucks	2	$174.60	$3,243.00	5.38%	1	$92.30	2.96%
PA	Chester	2	$159.30	$2,120.60	7.51%	2	$157.50	7.49%
PA	Cumberland	1	$61.70	$1,249.60	4.94%	1	$61.40	4.90%
PA	Delaware	1	$111.90	$2,734.20	4.09%	1	$109.80	4.15%
PA	Lackawanna	1	$53.90	$797.20	6.76%	1	$53.60	6.84%
PA	Lancaster	1	$69.40	$1,809.20	3.84%	1	$69.00	3.65%
PA	Lehigh	1	$69.50	$1,534.20	4.53%	1	$68.90	4.48%
PA	Luzerne	1	$57.90	$999.60	5.79%	1	$57.60	5.77%
PA	Lycoming	1	$40.70	$470.30	8.65%	1	$40.10	8.72%
PA	Montgomery	3	$246.80	$4,297.60	5.74%	3	$238.60	5.65%
PA	Northampton	2	$151.30	$1,315.40	11.50%	2	$147.60	11.71%
PA Recap: 16 stores with sales of $1.2 billion. Total retail food sales for PA in the study: $33.21 billion. Wegmans share of PA is 3.6%.								

Mid-Atlantic Recap: 29 stores with sales of $2.36 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Wegmans Per Store Average: $81.48 million

Source: *Food Trade News*, June 2024

We remain grateful to our vendors, brokers and associates for their continued support.

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IN REVIEW: REDNER'S MARKETS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Berks	11	$297.60	$1,619.60	18.37%	11	$294.20	18.20%
PA	Bucks	2	$61.90	$3,243.00	1.91%	2	$61.80	1.98%
PA	Carbon	1	$24.90	$184.20	13.52%	1	$24.70	13.23%
PA	Chester	2	$51.50	$2,120.60	2.43%	2	$56.20	2.67%
PA	Lackawanna	1	$19.40	$797.20	2.43%	1	$19.20	2.45%
PA	Lancaster	1	$15.30	$1,809.20	0.85%	1	$15.30	0.81%
PA	Lebanon	2	$37.40	$461.30	8.11%	2	$37.10	7.61%
PA	Lehigh	3	$80.60	$1,534.20	5.25%	3	$79.40	5.16%
PA	Luzerne	1	$24.60	$999.60	2.46%	1	$24.20	2.42%
PA	Montgomery	5	$139.50	$4,297.60	3.25%	5	$138.70	3.28%
PA	Northampton	2	$52.10	$1,315.40	3.96%	2	$51.20	4.06%
PA	Schuylkill	3	$83.20	$426.80	19.49%	3	$82.30	18.04%

PA Recap: 34 stores with sales of $888.0 million. Total retail food sales for PA in the study: $33.21 billion. Redner's Markets share of PA is 2.67%.

Mid-Atlantic Recap: 34 stores with sales of $888.0 million annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Redner's Markets Per Store Average: $26.12 million

Source: *Food Trade News*, June 2024

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Total sales for those New Jersey counties included in the study are $33.48 billion

ATLANTIC COUNTY ($1.1 billion)
(Includes Atlantic City, Hammonton)

- Population 275,213
- # of Households 106,640
- Median Income $73,113
- Under age 18..................... 20.7%
- Over age 65....................... 19.9%
- Female 51.1%
- White 55.1%
- Black................................ 17.2%
- Hispanic 20.3%
- Asian................................. 8.1%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	5	$366.20	35.92%
2	Wawa	29	$194.71	19.10%
3	Albertsons (Acme)	4	$113.60	11.14%
4	CVS	14	$70.50	6.92%
5	Walmart (SuperCenter)	3	$65.10	6.39%
6	Target	2	$54.50	5.35%
7	Walgreens	11	$53.80	5.28%
8	Sam's Club	1	$35.10	3.44%
9	BJ's Wholesale Club	1	$34.80	3.41%
10	7-Eleven	9	$19.20	1.88%
11	Royal Farm Stores	3	$11.30	1.11%
12	IGA	1	$9.10	0.89%
13	Aldi	1	$7.80	0.77%
14	Lidl	1	$7.80	0.77%
15	Tri-State Co-Op	1	$6.17	0.61%
16	Grocery Outlet	1	$5.60	0.55%
17	Rite Aid	1	$5.30	0.52%
18	Save A Lot	1	$4.90	0.48%
19	Circle K	2	$4.10	0.40%
		91	**$1,069.58**	**104.92%***

BERGEN COUNTY ($3.7 billion)
(Includes Englewood, Hackensack, Ramsey)

- Population 957,736
- # of Households 350,843
- Median Income $118,714
- Under age 18..................... 20.6%
- Over age 65....................... 18.3%
- Female 50.9%
- White 52.7%
- Black................................ 7.8%
- Hispanic 22.7%
- Asian................................. 17.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite (Fresh Grocer/Price Rite)	18	$1,356.40	36.52%
2	Stop & Shop	11	$338.60	9.12%
3	Albertsons (Acme/Kings)	9	$291.90	7.86%
4	Whole Foods (Amazon Fresh)	6	$208.40	5.61%

See NEW JERSEY COUNTY SHARE on page 125

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 124

5	CVS	43	$205.20	5.52%
6	7-Eleven	66	$161.60	4.35%
7	Costco	1	$136.70	3.68%
8	Walmart (SuperCenter)	3	$131.70	3.55%
9	Walgreens	32	$130.60	3.52%
10	Wegmans	1	$122.60	3.30%
11	Target	4	$84.90	2.29%
12	BJ's Wholesale Club	2	$61.10	1.65%
13	Stew Leonard's	1	$55.40	1.49%
14	Trader Joe's	3	$52.30	1.41%
15	Krasdale (AIM/Bravo/CTwn/MktFrsh)	8	$51.78	1.39%
16	Aldi	5	$44.20	1.19%
17	Uncle Giuseppe's	1	$34.40	0.93%
18	Wawa	5	$34.02	0.92%
19	Key Food	3	$31.70	0.85%
20	ASG	5	$31.67	0.85%
21	Lidl	3	$25.80	0.69%
22	Quick Chek	8	$21.80	0.59%
23	Allegiance (Foodtown)	2	$19.40	0.52%
24	Food Bazaar	1	$19.20	0.52%
25	Rite Aid	4	$17.50	0.47%
26	MOM's Organic Market	1	$14.20	0.38%
27	The Fresh Market	1	$8.10	0.22%
28	Circle K	3	$6.80	0.18%
29	IGA	1	$4.42	0.12%
30	C&S Independents	1	$0.16	0.00%
		252	**$3,702.55**	**99.69%**

BURLINGTON COUNTY ($1.9 billion) (Includes Burlington, Willingboro)

- Population 469,167
- # of Households 174,454
- Median Income $102,615
- Under age 18 .... 20.3%
- Over age 65 .... 18.4%
- Female 50.5%
- White 64.3%
- Black 19.0%
- Hispanic 9.6%
- Asian 6.0%

1	ShopRite	10	$581.20	29.98%
2	Wawa	39	$254.81	13.14%
3	Albertsons (Acme)	7	$160.30	8.27%
4	Walmart (SuperCenter)	5	$138.40	7.14%
5	CVS	23	$112.50	5.80%
6	Wegmans	1	$85.30	4.40%

See **NEW JERSEY COUNTY SHARE** on page 126

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 125

7	Target	4	$81.50	4.20%
8	Costco	1	$60.80	3.14%
9	Aldi	5	$53.50	2.76%
10	BJ's Wholesale Club	1	$51.30	2.65%
11	7-Eleven	22	$50.40	2.60%
12	Walgreens	6	$48.20	2.49%
13	Whole Foods	1	$43.10	2.22%
14	Murphy's Markets	2	$35.76	1.84%
15	Military Commissaries	1	$31.60	1.63%
16	Sam's Club	1	$29.20	1.51%
17	Rite Aid	6	$25.30	1.30%
18	Sprouts	1	$19.10	0.99%
19	Trader Joe's	1	$17.40	0.90%
20	Lidl	2	$15.90	0.82%
21	Grocery Outlet	1	$7.50	0.39%
22	Royal Farm Stores	2	$6.30	0.32%
23	IGA	1	$4.16	0.21%
24	ASG (Compare)	1	$3.52	0.18%
25	Quick Chek	1	$3.40	0.18%
26	Circle K	1	$2.60	0.13%
		146	**$1,923.05**	**99.19%**

CAMDEN COUNTY ($1.9 billion) (Includes Camden, Cherry Hill)

- Population 527,196
- # of Households 198,757
- Median Income $82,005
- Under age 18....................... 22.5%
- Over age 65......................... 16.6%
- Female 51.5%
- White 53.7%
- Black................................... 22.3%
- Hispanic 19.0%
- Asian.................................... 6.3%

1	ShopRite	8	$457.30	24.10%
2	Wawa	41	$274.64	14.47%
3	Walmart (SuperCenter)	5	$165.30	8.71%
4	Albertsons (Acme)	6	$151.30	7.97%
5	CVS	26	$147.20	7.76%
6	Target	5	$109.70	5.78%
7	Costco	1	$69.60	3.67%
8	Walgreens	9	$65.70	3.46%
9	Wegmans	1	$62.50	3.29%
10	Rite Aid	16	$60.90	3.21%
11	Aldi	7	$55.80	2.94%
12	7-Eleven	14	$37.90	2.00%

See NEW JERSEY COUNTY SHARE on page 127

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 126

13	Whole Foods	1	$32.30	1.70%
14	Supremo	1	$28.60	1.51%
15	BJ's Wholesale Club	1	$28.10	1.48%
16	ASG (Associated/Compare)	3	$23.73	1.25%
17	Royal Farm Stores	8	$19.90	1.05%
18	Trader Joe's	1	$19.70	1.04%
19	Save A Lot	3	$17.40	0.92%
20	MOM's Organic Market	1	$13.40	0.71%
21	Heritage Dairy Stores	5	$13.20	0.70%
22	Key Food	1	$9.30	0.49%
23	Lidl	1	$7.10	0.37%
24	Tri-State Co-Op	1	$6.97	0.37%
		166	**$1,877.54**	**98.93%**

CAPE MAY COUNTY ($597.1 million) (Includes Ocean City, Wildwood)

- Population 94,610
- # of Households 43,277
- Median Income $83,870
- Under age 18..................... 17.0%
- Over age 65........................ 29.5%
- Female 51.3%
- White 84.7%
- Black.................................. 4.8%
- Hispanic 8.6%
- Asian.................................. 1.0%

1	Albertsons (Acme)	10	$241.60	40.46%
2	Wawa	16	$113.63	19.03%
3	ShopRite	2	$105.60	17.69%
4	CVS	10	$55.60	9.31%
5	Walmart (SuperCenter)	1	$48.50	8.12%
6	Walgreens	4	$18.80	3.15%
7	Aldi	1	$7.20	1.21%
8	Grocery Outlet	1	$6.10	1.02%
9	7-Eleven	1	$3.70	0.62%
10	Rite Aid	1	$3.70	0.62%
11	C&S Independents	1	$3.49	0.58%
		48	**$607.92**	**101.81%***

See **NEW JERSEY COUNTY SHARE** on page 128

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 127

CUMBERLAND COUNTY ($663.7 million) (Includes Bridgeton, Vineland)

- Population 152,326
- # of Households 52,584
- Median Income $62,310
- Under age 18...................... 24.0%
- Over age 65........................ 16.3%
- Female 49.2%
- White 43.9%
- Black.................................. 22.4%
- Hispanic 33.6%
- Asian.................................. 1.6%

1	ShopRite	4	$227.40	34.26%
2	Walmart (SuperCenter)	3	$97.60	14.71%
3	Wawa	11	$92.56	13.95%
4	Walgreens	4	$34.80	5.24%
5	BJ's Wholesale Club	1	$32.90	4.96%
6	Albertsons (Acme)	1	$26.90	4.05%
7	CVS	5	$26.20	3.95%
8	Rite Aid	6	$24.60	3.71%
9	Target	1	$22.10	3.33%
10	Aldi	2	$16.60	2.50%
11	Key Food	1	$12.80	1.93%
12	Krasdale (AIM/Ctown)	1	$10.25	1.54%
13	Lidl	1	$8.90	1.34%
14	ASG	1	$6.43	0.97%
15	7-Eleven	2	$4.80	0.72%
16	Save A Lot	1	$4.60	0.69%
		45	**$649.44**	**97.85%**

ESSEX COUNTY ($2.3 billion) (Includes East Orange, Newark, West Caldwell)

- Population 851,117
- # of Households 312,942
- Median Income $73,785
- Under age 18...................... 23.3%
- Over age 65........................ 14.4%
- Female 51.3%
- White 29.5%
- Black.................................. 41.4%
- Hispanic 24.6%
- Asian.................................. 6.6%

1	ShopRite (Fresh Grocer)	10	$906.20	39.04%
2	Krasdale (CTwn/Stop1/ShopSmt/MktFrsh)	27	$261.70	11.27%
3	Key Food	10	$190.40	8.20%
4	Walgreens	21	$153.60	6.62%
5	Albertsons (Acme/Kings)	5	$137.50	5.92%
6	Stop & Shop	3	$123.80	5.33%
7	CVS	22	$99.40	4.28%
8	Whole Foods	3	$89.40	3.85%
9	7-Eleven	25	$68.20	2.94%
10	Seabra's	6	$36.60	1.58%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 128

11	Allegiance (Foodtown)	3	$30.10	1.30%
12	Wawa	4	$27.11	1.17%
13	ASG (AIM/Pioneer)	5	$25.80	1.11%
14	Corrado's Family Affair	1	$25.70	1.11%
15	Target	1	$21.60	0.93%
16	Trader Joe's	1	$19.90	0.86%
17	Aldi	2	$17.80	0.77%
18	Save A Lot	2	$11.20	0.48%
19	Super Supermarket	1	$10.70	0.46%
20	Quick Chek	3	$9.20	0.40%
21	Lidl	1	$8.60	0.37%
22	Supremo	1	$8.00	0.34%
		157	**$2,282.51**	**98.33%**

GLOUCESTER COUNTY ($1.2 billion) (Includes Paulsboro, Woodbury)

- Population 308,423
- # of Households 109,996
- Median Income $99,668
- Under age 18...................... 21.0%
- Over age 65........................ 17.0%
- Female 50.8%
- White 75.6%
- Black.................................. 12.1%
- Hispanic 7.9%
- Asian................................... 3.3%

1	ShopRite	6	$400.40	33.59%
2	Wawa	22	$174.10	14.61%
3	Walmart (SuperCenter)	3	$120.80	10.13%
4	Albertsons (Acme)	4	$115.30	9.67%
5	Sam's Club	2	$94.20	7.90%
6	CVS	15	$67.60	5.67%
7	Target	2	$38.70	3.25%
8	BJ's Wholesale Club	1	$38.20	3.20%
9	Walgreens	5	$33.80	2.84%
10	Rite Aid	8	$33.60	2.82%
11	Heritage Dairy Stores	24	$33.50	2.81%
12	Aldi	2	$17.10	1.43%
13	Lidl	1	$7.30	0.61%
14	7-Eleven	2	$5.50	0.46%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 129

15	Save A Lot	1	$5.10	0.43%
16	Royal Farm Stores	1	$3.90	0.33%
		99	**$1,189.10**	**99.76%**

HUDSON COUNTY ($1.8 billion)
(Includes Bayonne, Hoboken, Jersey City)

- Population 705,472
- # of Households 290,054
- Median Income $86,854
- Under age 18...................... 19.8%
- Over age 65........................ 12.8%
- Female 50.0%
- White 28.2%
- Black.................................. 15.4%
- Hispanic 42.4%
- Asian.................................. 17.0%

1	ShopRite	5	$452.50	24.99%
2	Walmart (SuperCenter)	4	$211.40	11.68%
3	Walgreens (Duane Reade)	22	$131.90	7.28%
4	Albertsons (Acme/Kings)	5	$121.40	6.70%
5	BJ's Wholesale Club	3	$103.80	5.73%
6	Krasdale (AIM/Ctown)	11	$89.08	4.92%
7	Costco	1	$87.10	4.81%
8	Whole Foods	2	$86.70	4.79%
9	CVS	16	$69.60	3.84%
10	Stop & Shop	2	$66.70	3.68%
11	Target	2	$52.10	2.88%
12	7-Eleven	16	$41.50	2.29%
13	Food Bazaar	2	$37.20	2.05%
14	Sam's Club	1	$35.30	1.95%
15	Supremo	1	$31.30	1.73%
16	Key Food	4	$29.30	1.62%
17	ASG (Associated/Met/Compare)	6	$22.89	1.26%
18	Aldi	2	$22.30	1.23%
19	Trader Joe's	1	$19.30	1.07%
20	Seabra's	2	$19.10	1.05%
21	Allegiance (Foodtown/Morton Williams)	2	$18.40	1.02%
22	Quick Chek	8	$18.20	1.01%
23	Lidl	2	$13.30	0.73%
24	Fine Fare Supermarkets	3	$11.10	0.61%
25	Wawa	1	$9.43	0.52%
26	Rite Aid	1	$4.70	0.26%
27	Circle K	1	$2.50	0.14%
		126	**$1,808.10**	**99.86%**

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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13	Rite Aid	1	$4.70	0.98%
14	C&S Independents	2	$0.18	0.04%
		27	**$473.70**	**99.18%**

HUNTERDON COUNTY ($477.6 million) (Includes Clinton, Flemington)

- Population 130,183
- # of Households 49,676
- Median Income $133,534
- Under age 18..................... 18.7%
- Over age 65....................... 21.1%
- Female 50.6%
- White 82.8%
- Black.................................. 2.9%
- Hispanic 8.0%
- Asian.................................. 5.0%

1	ShopRite	2	$167.00	34.97%
2	Walmart (SuperCenter)	2	$85.20	17.84%
3	Costco	1	$61.50	12.88%
4	Stop & Shop	1	$27.40	5.74%
5	Walgreens	4	$26.20	5.49%
6	CVS	4	$23.40	4.90%
7	BJ's Wholesale Club	1	$21.30	4.46%
8	Wawa	2	$16.24	3.40%
9	Albertsons (Kings)	1	$15.40	3.22%
10	IGA	2	$13.78	2.89%
11	Quick Chek	2	$6.60	1.38%
12	7-Eleven	2	$4.80	1.01%

MERCER COUNTY ($1.5 billion) (Includes Princeton, Trenton)

- Population 381,671
- # of Households 139,549
- Median Income $92,697
- Under age 18..................... 21.4%
- Over age 65....................... 16.5%
- Female 50.6%
- White 45.2%
- Black.................................. 21.8%
- Hispanic 20.4%
- Asian.................................. 13.0%

1	ShopRite	6	$430.60	29.18%
2	Walmart (SuperCenter)	3	$113.70	7.71%
3	CVS	18	$96.30	6.53%
4	McCaffrey's	2	$80.80	5.48%
5	Walgreens	13	$72.80	4.93%
6	Costco	1	$72.30	4.90%
7	Wawa	10	$70.28	4.76%
8	Wegmans	1	$69.80	4.73%
9	Albertsons (Acme)	2	$55.40	3.75%
10	Whole Foods	1	$49.20	3.33%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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11	IGA	3	$47.26	3.20%
12	7-Eleven	15	$43.50	2.95%
13	BJ's Wholesale Club	1	$38.90	2.64%
14	Target	2	$36.60	2.48%
15	Aldi	4	$35.40	2.40%
16	Stop & Shop	1	$31.00	2.10%
17	Food Bazaar	1	$28.80	1.95%
18	Trader Joe's	1	$22.10	1.50%
19	ASG (Compare)	5	$19.92	1.35%
20	Quick Chek	6	$16.20	1.10%
21	Save A Lot	2	$10.10	0.68%
22	Lidl	1	$8.30	0.56%
23	Supremo	2	$8.10	0.55%
24	Grocery Outlet	1	$7.10	0.48%
25	Rite Aid	1	$4.50	0.30%
26	Krasdale (Stop 1)	1	$2.97	0.20%
		104	**$1,471.93**	**99.75%**

MIDDLESEX COUNTY ($2.8 billion)
(Includes Edison, New Brunswick, Woodbridge)

- Population 863,623
- # of Households 301,967
- Median Income $105,206
- Under age 18...................... 21.2%
- Over age 65........................ 16.3%
- Female 50.2%
- White 38.9%
- Black................................. 12.9%
- Hispanic 23.2%
- Asian................................. 26.1%

1	ShopRite	13	$918.40	32.68%
2	Walmart (SuperCenter)	7	$192.30	6.84%
3	Stop & Shop	6	$169.50	6.03%
4	Walgreens	18	$143.10	5.09%
5	BJ's Wholesale Club	3	$138.40	4.92%
6	CVS	24	$133.50	4.75%
7	Wawa	20	$130.22	4.63%
8	Target	5	$124.30	4.42%
9	Costco	2	$97.60	3.47%
10	7-Eleven	40	$92.50	3.29%
11	Key Food	8	$77.90	2.77%
12	Wegmans	1	$70.10	2.49%
13	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	7	$67.71	2.41%
14	Aldi	8	$64.90	2.31%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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15	Quick Chek	22	$53.60	1.91%
16	Albertsons (Acme)	2	$46.50	1.65%
17	Whole Foods	1	$37.30	1.33%
18	Sam's Club	1	$32.70	1.16%
19	Trader Joe's	1	$19.60	0.70%
20	Rite Aid	5	$17.80	0.63%
21	Lidl	2	$12.10	0.43%
22	Supremo	1	$7.50	0.27%
23	ASG	1	$7.40	0.26%
24	Fine Fare Supermarkets	1	$7.10	0.25%
25	Circle K	3	$7.00	0.25%
		202	**$2,669.03**	**94.97%**

MONMOUTH COUNTY ($2.9 billion) (Includes Asbury Park, Freehold, Neptune)

- Population 642,799# of Households 248,117
- Median Income $118,527
- Under age 18...................... 20.4%
- Over age 65........................ 19.4%
- Female 50.9%
- White 74.5%
- Black.................................. 7.3%
- Hispanic 11.7%
- Asian.................................. 5.8%

1	ShopRite (Dearborn Market)	12	$804.60	28.03%
2	Costco	3	$211.70	7.38%
3	Walgreens	25	$174.50	6.08%
4	Stop & Shop	7	$166.20	5.79%
5	CVS	28	$147.50	5.14%
6	Wawa	23	$146.04	5.09%
7	Walmart (SuperCenter)	3	$137.50	4.79%
8	Albertsons (Acme)	5	$132.30	4.61%
9	Wegmans	2	$113.40	3.95%
10	Target	5	$107.60	3.75%
11	Whole Foods	3	$97.40	3.39%
12	Allegiance (Foodtown)	4	$97.00	3.38%
13	7-Eleven	43	$95.40	3.32%
14	Sam's Club	1	$68.10	2.37%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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15	BJ's Wholesale Club	2	$67.80	2.36%
16	Trader Joe's	3	$65.70	2.29%
17	Aldi	7	$56.30	1.96%
18	ASG	7	$45.05	1.57%
19	Quick Chek	16	$36.90	1.29%
20	Uncle Giuseppe's	1	$26.70	0.93%
21	Krasdale	2	$19.01	0.66%
22	Lidl	2	$14.70	0.51%
23	Rite Aid	3	$14.50	0.51%
24	Key Food	1	$11.70	0.41%
25	Fine Fare Supermarkets	1	$8.50	0.30%
26	Super Supermarket	1	$7.90	0.28%
27	Grocery Outlet	1	$7.50	0.26%
28	Circle K	2	$4.20	0.15%
29	C&S Independents	1	$0.12	0.00%
		214	**$2,885.82**	**100.53%***

MORRIS COUNTY ($2.3 billion)
(Includes Chatham, Morris Plains, Parsippany)

- Population 514,423
- # of Households 189,607
- Median Income $130,808
- Under age 18...................... 20.3%
- Over age 65........................ 18.4%
- Female 50.3%
- White 68.5%
- Black................................... 4.2%
- Hispanic 14.9%
- Asian.................................. 11.6%

	ShopRite	11	$723.70	32.04%
2	Albertsons (Acme/Kings)	10	$223.40	9.89%
3	Walmart (SuperCenter)	6	$170.80	7.56%
4	Stop & Shop	4	$167.50	7.42%
5	Costco	2	$139.20	6.16%
6	Wegmans	1	$128.30	5.68%
7	CVS	22	$118.50	5.25%
8	Whole Foods	3	$112.60	4.99%
9	Walgreens	13	$88.50	3.92%
10	BJ's Wholesale Club	2	$83.80	3.71%
11	Target	4	$79.30	3.51%
12	Weis Markets	3	$35.72	1.58%
13	Quick Chek	16	$35.20	1.56%
14	Wawa	6	$33.09	1.47%
15	7-Eleven	15	$30.60	1.35%
16	Trader Joe's	2	$26.50	1.17%
17	Uncle Giuseppe's	1	$23.50	1.04%
18	Allegiance (Foodtown)	1	$11.50	0.51%
19	ASG	1	$8.78	0.39%
20	Aldi	1	$8.40	0.37%
21	Rite Aid	1	$4.10	0.18%
22	Circle K	1	$2.00	0.09%
23	Military Commissaries	1	$1.53	0.07%
		127	**$2,256.52**	**99.92%**

OCEAN COUNTY ($2.2 billion)
(Includes Lakehurst, Beach Island, Toms River)

- Population 659,197
- # of Households 239,466
- Median Income $82,379
- Under age 18...................... 24.6%
- Over age 65........................ 22.8%
- Female 51.3%
- White 83.3%
- Black................................... 3.9%
- Hispanic 10.2%
- Asian.................................. 2.1%

1	ShopRite	9	$654.50	30.28%
2	Wawa	40	$267.68	12.38%
3	Stop & Shop	7	$259.20	11.99%
4	Walmart (SuperCenter)	5	$166.90	7.72%
5	Albertsons (Acme)	5	$128.60	5.95%
6	CVS	22	$116.70	5.40%
7	Walgreens	15	$108.60	5.02%
8	Costco	2	$106.70	4.94%
9	BJ's Wholesale Club	2	$80.60	3.73%
10	Target	3	$57.20	2.65%
11	Aldi	5	$54.20	2.51%
12	7-Eleven	23	$53.60	2.48%
13	Rite Aid	14	$36.10	1.67%
14	Quick Chek	9	$23.80	1.10%
15	Trader Joe's	1	$23.40	1.08%
16	Lidl	2	$10.60	0.49%
17	Murphy's Markets	1	$9.45	0.44%
18	Krasdale (Market Fresh)	2	$9.38	0.43%
19	ASG	3	$6.76	0.31%
20	Circle K	2	$4.10	0.19%
21	Royal Farm Stores	1	$3.40	0.16%
22	Military Commissaries	1	$1.46	0.07%
		174	**$2,182.93**	**100.98%***

PASSAIC COUNTY ($1.5 billion)
(Includes Passaic, Paterson, Wayne)

- Population 513,395
- # of Households 177,209
- Median Income $84,465
- Under age 18...................... 23.4%
- Over age 65........................ 15.9%
- Female 50.8%
- White 38.8%
- Black................................... 15.1%
- Hispanic 44.3%
- Asian.................................. 6.1%

1	ShopRite (Fresh Grocer/Price Rite)	7	$478.30	32.62%
2	Stop & Shop	5	$190.40	12.98%
3	Key Food	8	$138.60	9.45%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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Costco	2	$100.30	6.84%	
5	Walgreens	13	$89.70	6.12%
6	Corrado's Family Affair	1	$80.60	5.50%
7	CVS	12	$70.50	4.81%
8	BJ's Wholesale Club	1	$52.20	3.56%
9	Trader Joe's	2	$47.00	3.20%
10	Whole Foods	1	$36.80	2.51%
11	7-Eleven	14	$35.20	2.40%
12	Quick Chek	11	$29.30	2.00%
13	Aldi	3	$25.90	1.77%
14	Target	1	$22.50	1.53%
15	Allegiance (Foodtown)	1	$16.40	1.12%
16	ASG (Compare)	2	$14.86	1.01%
17	Super Supermarket	1	$13.70	0.93%
18	Lidl	1	$8.10	0.55%
19	Circle K	2	$4.60	0.31%
20	Rite Aid	1	$4.30	0.29%
21	Wawa	1	$3.72	0.25%
		90	**$1,462.98**	**99.76%**

SALEM COUNTY ($169.2 million) (Includes Pennsville, Salem)

- Population 65,338
- # of Households 24,744
- Median Income $73,378
- Under age 18..................... 21.7%
- Over age 65........................ 19.4%
- Female 50.7%
- White 71.7%
- Black................................. 15.2%
- Hispanic 11.2%
- Asian.................................. 1.1%

1	Albertsons (Acme)	2	$72.40	42.79%
2	Wawa	4	$30.74	18.17%
3	Walmart	1	$23.80	14.07%
4	Walgreens	2	$15.20	8.98%
5	Rite Aid	2	$7.40	4.37%
6	Save A Lot	1	$6.00	3.55%
7	IGA	1	$4.16	2.46%
8	Circle K	1	$2.30	1.36%
9	Heritage Dairy Stores	1	$2.20	1.30%
10	C&S Independents	1	$0.01	0.01%
		16	**$164.21**	**97.05%**

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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SOMERSET COUNTY ($1.4 billion) (Includes Bound Brook, Somerset, Somerville)

- Population 348,842
- # of Households 127,566
- Median Income $131,948
- Under age 18...................... 20.8%
- Over age 65........................ 17.3%

- Female 50.6%
- White 51.5%
- Black................................. 11.0%
- Hispanic 16.4%
- Asian................................. 20.7%

1	ShopRite	7	$529.40	39.04%
2	Costco	2	$158.40	11.68%
3	Wegmans	1	$121.40	8.95%
4	Stop & Shop	4	$104.10	7.68%
5	CVS	11	$53.20	3.92%
6	Walmart (SuperCenter)	2	$51.60	3.81%
7	Albertsons (Acme/Kings)	2	$42.10	3.10%
8	Walgreens	8	$41.20	3.04%
9	BJ's Wholesale Club	1	$37.90	2.80%
10	Whole Foods	1	$35.30	2.60%
11	Target	2	$34.80	2.57%
12	Quick Chek	11	$30.70	2.26%
13	Trader Joe's	1	$21.70	1.60%
14	Weis Markets	1	$19.98	1.47%
15	Wawa	3	$19.71	1.45%
16	7-Eleven	4	$13.20	0.97%
17	The Fresh Market	1	$13.10	0.97%
18	Fine Fare Supermarkets	2	$11.50	0.85%
19	Key Food	1	$9.50	0.70%
20	Royal Farm Stores	1	$3.90	0.29%
		66	**$1,352.69**	**99.76%**

SUSSEX COUNTY ($609.8 million) (Includes Franklin, Hoptacong, Newton)

- Population 146,132
- # of Households 56,348
- Median Income $111,094
- Under age 18...................... 19.2%
- Over age 65........................ 19.2%

- Female 49.6%
- White 82.0%
- Black................................... 3.3%
- Hispanic 11.6%
- Asian................................... 2.3%

1	ShopRite	5	$371.40	60.91%
2	Albertsons (Acme)	2	$47.50	7.79%
3	Stop & Shop	1	$47.20	7.74%
4	Weis Markets	2	$46.11	7.56%
5	Walmart (SuperCenter)	2	$41.80	6.85%
6	Quick Chek	10	$23.90	3.92%

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NEW JERSEY COUNTY SHARE OF MARKET: 2024

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7	CVS	3	$15.20	2.49%
8	7-Eleven	5	$13.00	2.13%
9	Walgreens	2	$9.80	1.61%
10	Wawa	1	$5.50	0.90%
11	C&S Independents	3	$0.49	0.08%
		36	**$621.90**	**101.98%**

UNION COUNTY ($2.2 billion)
(Includes Clark, Elizabeth, Springfield)

- Population 572,726
- # of Households 199,996
- Median Income $95,000
- Under age 18...................... 23.2%
- Over age 65........................ 15.3%
- Female 50.5%
- White 37.6%
- Black................................. 24.0%
- Hispanic 34.0%
- Asian.................................. 6.2%

1	ShopRite	8	$709.20	32.80%
2	Albertsons (Acme/Kings)	5	$172.40	7.97%
3	Stop & Shop	5	$154.90	7.16%
4	7-Eleven	45	$141.60	6.55%
5	CVS	23	$115.50	5.34%
6	Walgreens	16	$111.60	5.16%
7	Target	4	$90.30	4.18%
8	Supremo	3	$80.70	3.73%
9	Key Food	5	$76.90	3.56%
10	Whole Foods	2	$65.20	3.02%
11	Costco	1	$59.10	2.73%
12	Wawa	9	$56.62	2.62%
13	Walmart (SuperCenter)	2	$55.20	2.55%
14	Sam's Club	1	$53.00	2.45%
15	BJ's Wholesale Club	1	$41.30	1.91%
16	Food Bazaar	1	$34.60	1.60%
17	Quick Chek	11	$29.40	1.36%
18	Seabra's	3	$24.80	1.15%
19	Trader Joe's	1	$21.50	0.99%
20	Lidl	2	$19.10	0.88%
21	Aldi	3	$18.60	0.86%
22	Save A Lot	1	$8.10	0.37%
23	ASG	9	$6.49	0.30%
24	Fine Fare Supermarkets	1	$4.80	0.22%
25	Circle K	2	$4.30	0.20%
		164	**$2,155.21**	**99.67%**

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ShopRite Still Dominant; Walmart, Costco, Wawa, TJ's Post Strong IDs In $120B Region

from page 1

the large Ahold Delhaize USA brand did not add to its store count; in fact, it operated three fewer stores than last year. Late last month, JJ Fleeman, ADUSA's CEO said an unspecified number of Stoppie units would close due to underperformance. Estimated volume for the retailer's 201 stores in CT, NY and NJ was $8.1 billion, slightly down from 2023.

While Stop & Shop's struggles continue, sister brand, The Giant Company (TGC) keeps on producing solid results at its 161 units (the same number as last year), all in Pennsylvania which trade under the Giant, Martin's and Heirloom Market banners. Estimated sales for the Carlisle, PA-based merchant are $7.5 billion.

How do win by losing? That's a question that can best be answered by studying the drug chain business in the region. Fourth ranked CVS actually closed 41 stores but saw sales uptick marginally. That's because one of its main rivals – bankrupt Rite Aid – closed more stores and saw sales plummet during the past year. CVS' drug stores are just a part of the entire CVS health network, which in total is a very healthy company. The Woonsocket, RI based drug chain now operates 1,199 stores in the 70-county market, good for an estimated $7.1 billion in annual sales.

Remaining in fifth place among retailers in the region was Walmart, which again did not open any new brick-and-mortar stores but managed to achieve one of the best comp store sales increases in the entire market. The Bentonville, AR-based mass merchant once again focused primarily on upgrading its e-commerce initiatives. Annual extrapolated food and drug sales for its 173 stores in the region are estimated at $6.8 billion. Additionally, Walmart also announced that it plans to shortly begin a multi-billion-dollar effort to remodel 650 existing stores and resume building new units (about 150) over the next five years. After spending billions since 2017 to build and upgrade its digital platforms, the Bentonville, AR merchant is poised to become an even greater threat in the brick-and-mortar space.

Costco again enjoyed one of the finest years of any retailer in the market, an inflation-defying operator whose average comp store sales were about double those of most retailers over the past 12 months. The Issaquah, WA-based club merchant operates 50 stores in the region (same as last year), good for estimated annual extrapolated sales of $5.6 billion.

Walgreens, like CVS, benefited from the closure of Rite Aid stores. And much like CVS, it, too, shuttered stores but saw sales slightly improve. The Deerfield, IL-based division of Walgreens Boots Alliance now operates 682 stores in the market (35 fewer than last year) that produced estimated annual sales of $5.2 billion.

Albertsons Mid-Atlantic division of Albertsons whose banners include Acme, Safeway, Kings and Balducci's, experienced the same overall flatness that affected many of other retailers, especially traditional supermarkets. The Malvern, PA-based division operated two fewer stores than last year (177 vs. 179) and had slightly improved overall sales that are now estimated at $4.8 billion. Of larger long-term concern is the outcome of the parent company's $25 billion merger attempt with Kroger. The FTC has rejected that proposed deal and the matter now is in Federal District Court where a trial will begin on August 26 in Portland, OR.

Ranking ninth again in the region was Target, which now operates 182 total units (two more than last year), The company also runs more than 26 smaller urban models primarily in New York City and Philadelphia. However, it was not a particularly good year for the Minneapolis-based mass merchant on a national basis where comp store sales have been marginally down after four spectacular years. The numbers were slightly better in the Mid-Atlantic and Northeast where we estimate extrapolated annual sales to be $4.7 billion

Regional c-store powerhouse Wawa enjoyed some of the best comp sales of all retailers analyzed in our annual survey. The Wawa, PA-based privately-owned merchant also opened 11 new stores in the region and now operates 575 units in the 70-county territory good for $4.3 billion in annual sales (excluding gas).

Other retailers that surpassed the $1 billion sales mark were Krasdale, which supplies 482 independent stores and amassed sales of $4.2 billion; BJ's (80 stores with extrapolated annual sales of $4.1 billion); Key Food, which oversees 336 independent supermarkets and $3.9 billion in annual sales; Whole Foods, including Amazon Fresh and Amazon Go (79 units good for estimated annual sales of $3.1 billion); Weis Markets (111 stores, annual sales of $2.8 billion; 7-Eleven (994 c-stores, estimated annual volume $2.5 billion); ASG, which supervises 250 independent supermarkets with sales of $2.4 billion; Wegmans (29 stores whose estimated annual revenue was $2.4 billion); Trader Joe's (63 stores, estimated annual volume of $1.9 billion); Aldi (189 discount units whose estimated annual sales reached $1.83 billion); beleaguered Rite Aid (402 stores – 190 fewer than last year, estimated annual volume of $1.81 billion – approximately $774 less than in 2023); Allegiance Retail Services/Foodtown (129 stores with annual sales of $1.4 billion); and Sam's Club (24 stores, estimated extrapolated annual sales $1.1 billion).

By class of trade, the leaders are: supermarkets – ShopRite/Price Rite/Fresh Grocer et al (294 stores, $18.4 billion in estimated annual retail sales); clubs - Costco (50 stores, $5.6 billion in estimated extrapolated annual sales); mass - Walmart (173 stores, $6.8 billion in estimated extrapolated annual sales); drug - CVS (1,199 stores and $7.1 billion in estimated annual sales); and convenience stores - Wawa (575 stores and $4.3 billion in annual revenue).

Viewed as a group, the 73 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,458 stores and accrued $117.7 billion in annual sales in the *Food Trade News* marketing region, good for 98.1 percent of the region's $120 billion food and drug market.

Major news stories over the past year included the rejection of the Kroger-Albertsons merger by the FTC (which included 579 stores that would be acquired by wholesaler C&S). Not surprisingly, when economic conditions get more challenging and sales and earnings are impacted, changes at the CEO level are inevitable. Here are a few c-suite changes we've reported on over the past year that were caused by bottom line pressures or planned retirements. At Costco, Ron Vachris replaced Craig Jelinek as CEO who retired. Tim Wentworth became Walgreens' newest chief executive after Rosalind Brewer resigned under pressure. Joel Rampoldt, a management consultant, become the first American born president of Lidl's U.S. operations, replacing Michal Lagunionek. Rampoldt is the fifth person to lead the German discounter's U.S. business in slightly more than a decade. Bryan Palbaum was promoted to chairman and CEO of Trader Joe's after long time chief executive Dan Bane retired. Michael P. D'Amour became CEO of Big Y, replacing Charles L. D'Amour who moves to executive chairman of the family-owned regional chain. Fred Boehler became chief executive officer of beleaguered discount merchant Save A Lot after Leon Bergmann was forced out. Bankruptcy specialist Jeffrey Stein is now CEO of Rite Aid. Popular industry veteran Joe Fantozzi was promoted and is now president and COO of Allegiance Retail Services/Foodtown. And finally, last month Andrea Karns became CEO of Karns Foods, replacing her father, Scott, who will now serve as chairman of the 10 store Central PA retailer.

NEW SUPERMARKET, CLUB STORE & MASS MERCHANT OPENINGS IN THE *FOOD TRADE NEWS* AREA

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

Retailer	Number	Location
Aldi	23	Wilmington, DE; Branchburg, NJ; Mt. Olive, NJ; Springfield, NJ; Washington Twp., NJ; Wayne, NJ; Beth Page, NY; Central Islip, NY; E. Northport, NY; Lake Ronkonkoma, NY; Medford, NY; Staten Island, NY; Dillsburg, PA; Duncansville, PA; Gettysburg, PA; Harrisburg, PA; Huntingdon, PA; Lancaster, PA; Mount Joy, PA; Philadelphia, PA (Washington Ave.); Phoenixville, PA; Waynesboro, PA; Wilkes-Barre, PA
Amazon Fresh+	4	Eatontown, NJ; Bensalem, PA; Langhorne, PA; Willow Grove, PA
Big Y	2	Brookfield, CT*; Westport CT
BJ's Wholesale Club	2	Mechanicsburg, PA (r); Staten Island, NY
Costco	1	Silver Spring Twp., PA
DeCicco & Sons	1	Sleepy Hollow, NY
Food Bazaar	1	Manhattan, NY (Inwood)
The Giant Company	4	Philadelphia - 2 (S.Broad & Washington, Andorra); Pocono Summit, PA; Salisbury Twp., PA (r)
Grocery Outlet	6	Rehoboth Beach, DE*; Gibbstown, NJ; Toms River, NJ; Vineland, NJ; Dublin, PA*; Philadelphia, PA (University City)
H Mart	1	Manhattan (Amsterdam Ave.), NY
Lidl	21	Bear, DE; Blackwood, NY; Edison, NJ; Freehold, NJ; Monroe Twp., NJ; Parsippany, NJ; Scotch Plains, NJ; Brooklyn, NY-3 (Crown Heights, Fulton St. Mall, Park Slope); Garden City Park, NY; Manhattan, NY (Chelsea); Orangetown, NY; Queens, NY-2 (Fresh Meadows, Glen Oaks); Yonkers, NY; Bristol Twp., PA; Harrisburg, PA; Philadelphia, PA-2 (North Broad & Girard, Snyder Ave.)
ShopRite	6	Freehold, NJ (r); Jersey City, NJ (r); S. Plainfield, NJ* (r); Watchung, NJ (r); West Caldwell, NJ (r); Mount Kisco, NY
Sprouts	6	Wilmington, DE; Aberdeen, NJ*; Limerick, PA; Philadelphia, PA-2 (W. Oregon Ave. & 23rd*, Cottman Ave.*); York, PA
Stew Leonard's	1	Clifton, NJ*
Target	15	Danbury, CT*; Norwalk, CT; Middletown, DE; Aberdeen, NJ; Flemington, NJ; Jersey City, NJ; Old Bridge, NJ*; Bronx, NY (White Plains Rd.); Lake Success, NY*; Manhattan, NY-2 (23rd & 8th, 125th St.); Queens, NY (Astoria); Doylestown, PA; Lansdale, PA; West Chester, PA
Trader Joe's	5	Middletown Twp., NJ; Manhattan-2 (55th & Broadway), 125th St.); King of Prussia, PA; Philadelphia, PA (Northern Liberties)
Wegmans	3	Norwalk, CT; Lake Grove, NY; Manhattan (Broadway)
Weis Markets	1	Middletown, DE
Whole Foods	8	Cheshire, CT; Stamford, CT; Old Saybrook, CT; Eatontown, NJ; Montgomery Twp., NJ; Doylestown, PA; Lansdale, PA; Wyomissing, PA

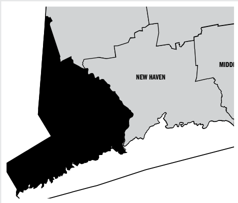
(r) replacement store
(e) expansion
*store opened between 4/1/24 and 6/30/24
+Amazon Fresh has not confirmed any new store openings. However, real estate sources have told us the company is working on opening four stores in the region.

Source: *Food Trade News*, June 2024


Fighting student hunger
TOGETHER
As we continue to fight hunger in our local communities through our School Food Pantry Program, we want to thank our vendor partners for their generous support.
Together, we feed it forward and help nourish tomorrow.
STOP&SHOP
School Food Pantry Program
Learn more:
Old Spice
Goldfish
Dove
Cheerios
smartwater

CONNECTICUT COUNTY SHARE OF MARKET: 2024

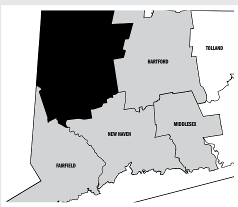
Total sales for those Connecticut counties included in the study are $8.15 billion



FAIRFIELD COUNTY ($3.8 billion)
(Includes Bridgeport, Danbury, Stamford)

- Population 957,012
- # of Households 341,211
- Median Income $112,410
- Under age 18...................... 20.4%
- Over age 65........................ 16.2%
- Female 52.1%
- White 63.5%
- Black.................................. 9.6%
- Hispanic 20.7%
- Asian.................................. 5.7%

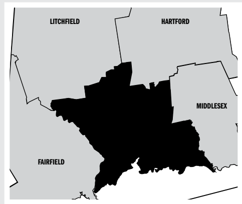
Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	20	$802.50	20.95%
2	ShopRite (Price Rite)	13	$688.90	17.98%
3	Costco	2	$331.80	8.66%
4	CVS	43	$254.60	6.65%
5	Whole Foods	5	$204.20	5.33%
6	Big Y	5	$172.30	4.50%
7	Walmart	5	$167.50	4.37%
8	Stew Leonard's	2	$151.00	3.94%
9	Trader Joe's	5	$142.70	3.73%
10	Walgreens	20	$141.20	3.69%
11	BJ's Wholesale Club	3	$135.60	3.54%
12	Albertsons (Acme/Balducci's/Kings)	7	$133.50	3.49%
13	Target	4	$94.10	2.46%
14	Caraluzzi's	4	$86.10	2.25%
15	Key Food	4	$61.00	1.59%
16	Krasdale (CTown/Market Fresh)	6	$57.47	1.50%
17	Food Bazaar	2	$33.80	0.88%
18	Rite Aid	10	$30.90	0.81%
19	IGA	2	$23.08	0.60%
20	Aldi	2	$21.80	0.57%
21	7-Eleven	7	$19.40	0.51%
22	Fresh Market	1	$17.90	0.47%
23	ASG Stores	1	$6.42	0.17%
24	Save-A-Lot	1	$5.10	0.13%
25	Cumberland Farms	6	$3.50	0.09%
26	Circle K	1	$2.70	0.07%
		181	**$3,789.07**	**98.92%**



LITCHFIELD COUNTY ($770.8 million)
(Includes New Milford, Torrington, Watertown)

- Population 186,210
- # of Households 73,595
- Median Income $82,330
- Under age 18...................... 21.4%
- Over age 65........................ 22.2%
- Female 51.9%
- White 87.4%
- Black.................................. 2.4%
- Hispanic 7.0%
- Asian.................................. 2.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	7	$261.70	33.95%
2	IGA	10	$85.50	11.09%
3	Big Y	2	$83.70	10.86%
4	Walmart	2	$72.40	9.39%
5	BJ's Wholesale Club	1	$45.90	5.95%
6	Northeast Grocery (Market 32)	1	$42.60	5.53%
7	CVS	6	$37.90	4.92%
8	Walgreens	8	$36.50	4.74%
9	Aldi	2	$27.40	3.55%
10	Target	1	$23.30	3.02%
11	ShopRite (Price Rite)	1	$16.20	2.10%
12	Cumberland Farms	6	$13.10	1.70%
13	XtraMart	4	$9.40	1.22%
14	7-Eleven	2	$5.20	0.67%
15	Allegiance (Foodtown)	1	$3.80	0.49%
		54	**$764.60**	**99.20%**



NEW HAVEN COUNTY ($3.6 billion)
(Includes Meriden, New Haven, Waterbury)

- Population 856,514
- # of Households 331,700
- Median Income $73,427
- Under age 18...................... 21.6%
- Over age 65........................ 17.9%
- Female 52.0%
- White 61.7%
- Black.................................. 15.1%
- Hispanic 19.2%
- Asian.................................. 4.2%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	19	$924.30	26.02%
2	ShopRite (Price Rite)	8	$441.40	12.43%
3	Walmart	8	$304.20	8.56%
4	Costco	2	$298.20	8.39%
5	Big Y	9	$267.80	7.54%
6	CVS	36	$215.10	6.06%
7	BJ's Wholesale Club	4	$200.30	5.64%
8	Walgreens	22	$173.40	4.88%
9	Target	6	$147.40	4.15%
10	Aldi	10	$137.80	3.88%
11	IGA	6	$55.20	1.55%
12	Key Food	3	$40.80	1.15%
13	Cumberland Farms	18	$37.20	1.05%
14	Whole Foods	1	$37.20	1.05%
15	Krasdale (CTown/Market Fresh)	6	$32.82	0.92%
16	Northeast Grocery (Market 32)	1	$29.60	0.83%
17	Rite Aid	8	$27.60	0.78%
18	Trader Joe's	1	$24.60	0.69%
19	7-Eleven	10	$23.10	0.65%
20	Save A Lot	3	$18.70	0.53%
21	The Fresh Market	1	$16.10	0.45%
22	ASG Stores	1	$9.13	0.26%
23	Fas-Marts	4	$8.30	0.23%
24	XtraMart	3	$7.50	0.21%
		190	**$3,477.75**	**97.90%**

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

Source: *Food Trade News*, June 2024

IN REVIEW: KRASDALE FOODS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield (Ctown/Market Fresh)	6	$57.47	$3,830.60	1.50%	5	$46.57	1.21%
CT	New Haven	6	$32.82	$3,552.40	0.92%	8	$42.56	1.20%

CT Recap: 12 stores with sales of $90.29 million. Total retail food sales for CT in the study: $8.15 billion. Krasdale Foods share of CT is 1.11%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Bergen (Ctown)	8	$51.78	$3,714.10	1.39%	8	$50.36	1.39%
NJ	Cumberland (AIM)	1	$10.25	$663.70	1.54%	1	$9.97	1.53%
NJ	Essex (AIM/Ctown)	27	$261.70	$2,321.20	11.27%	28	$268.33	11.65%
NJ	Hudson	11	$89.08	$1,810.60	4.92%	11	$86.62	4.93%
NJ	Mercer (Stop 1)	1	$2.97	$1,475.60	0.20%	1	$2.89	0.21%
NJ	Middlesex (Market Fresh)	7	$67.71	$2,810.40	2.41%	7	$65.55	2.37%
NJ	Monmouth	2	$19.01	$2,870.50	0.66%	2	$18.49	0.67%
NJ	Ocean (Stop 1)	2	$9.38	$2,161.80	0.43%	2	$9.12	0.43%

NJ Recap: 59 stores with sales of $511.88 million. Total retail food sales for NJ in the study: $33.48 billion. Krasdale Foods share of NJ is 1.53%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NY	Bronx (AIM/Bravo/CTwn/MktFrsh/Stop1)	61	$619.35	$3,461.80	17.89%	63	$619.89	18.02%
NY	Brooklyn (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	87	$771.01	$5,517.50	13.97%	83	$716.62	13.26%
NY	Manhattan (AIM/Bravo/MktFrsh/ShopSmt/Stop1)	39	$362.90	$6,069.70	5.98%	47	$369.66	6.15%
NY	Nassau (AIM/Bravo)	25	$235.62	$5,873.00	4.01%	28	$255.98	4.37%
NY	Putnam (AIM)	2	$15.56	$314.20	4.95%	2	$15.13	5.18%
NY	Queens (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	85	$780.57	$5,642.40	13.83%	85	$765.44	13.56%
NY	Rockland (AIM/Bravo)	3	$28.71	$1,107.40	2.59%	3	$27.91	2.56%
NY	Staten Island (MktFrsh/Shop Smt/Stop1)	7	$51.74	$1,701.30	3.04%	8	$53.86	3.22%
NY	Suffolk (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	51	$298.40	$6,520.90	4.58%	52	$295.18	4.62%
NY	Westchester (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	33	$282.14	$4,316.90	6.54%	32	$265.21	6.83%

NY Recap: 393 stores with sales of $3.45 billion. Total retail food sales for NY in the study: $46.06 billion. Krasdale Foods share of NY is 8.01%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Berks (Bravo./Ctown)	4	$40.13	$1,619.60	2.48%	4	$39.02	2.41%
PA	Lehigh (Ctown)	3	$30.04	$1,534.20	1.96%	2	$19.47	1.26%
PA	Northampton	2	$19.90	$1,315.40	1.51%	2	$19.36	1.54%
PA	Philadelphia (AIM/CTwn/MktFrsh/ShopSmt/Stop1)	9	$28.43	$4,009.50	0.71%	9	$27.65	0.67%

PA Recap: 18 stores with sales of $118.5 million. Total retail food sales for PA in the study: $33.21 billion. Krasdale Foods share of PA is 0.36%.

Mid-Atlantic Recap: 482 stores with sales of $4.17 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Krasdale Foods Per Store Average: $8.65 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2024

Navigating The Inflationary Tide: How CT Food Retailers Adapt In Political Headwinds

By Wayne Pesce, President
CT Food Association

Amid an unrivaled inflationary environment that has sparked debate at both federal and state levels, Connecticut grocers have come under unwarranted scrutiny from the state's Senate Democratic leadership and attorney general following a relatively uneventful 2024 legislative session. With pressure mounting from national polls, some elected officials are scrambling to address the root causes of inflation, aiming to alleviate consumer angst over higher food costs attributed to government policies. However, their investigation is focused solely on the state's food retailers and has warranted industry indignation regarding the broader context of inflation and the efficacy of government intervention to mitigate rising food prices.

During the pandemic, surge buying, labor shortages, production facility closures, and supply chain disruptions collectively contributed to increased costs across multiple economic sectors. In response, the federal government implemented substantial stimulus measures aimed at bolstering the economy by injecting almost six trillion dollars into the U.S. market. From my perspective, although not that of an economist, paying people to stay home and artificially inflating incomes invariably leads to inflation. Despite these factors, some political leaders seem inclined to scapegoat food retailers rather than address the underlying causes of runaway inflation.

Connecticut Attorney General William Tong's current investigation into "potential" grocery store price gouging exemplifies this misguided government focus. Following an April Federal Trade Commission (FTC) report that found grocery store prices remained elevated even as the pandemic ended and inflation cooled, Tong announced his office would investigate whether grocery stores in Connecticut have been engaging in price gouging. The FTC's report examined national grocery chains like Walmart, Kroger, and Amazon and found that revenues and profits continued to rise after the pandemic disruptions, casting doubt on assertions that rising grocery store prices merely reflect retailers' rising costs.

Seizing on the FTC report and White House talking points, Senate Majority Leaders Martin Looney and Bob Duff, along with several Senate Democrats,

supported the Connecticut AG's inquiry, citing the FTC's findings that grocery prices "might be" artificially high due to corporate opportunism. Many local observers quickly pointed out that this approach is fundamentally flawed in its belief that food prices begin and end at the checkout register. The Connecticut Food Association along with multiple news editorials around the state pushed back, emphasizing that inflation is a multifaceted problem influenced by global supply chains, energy costs, and international economic policies and that the rise in food prices is no higher than increases in the restaurant, entertainment, healthcare, automotive, home improvement, insurance, and banking sectors. Bottom line: inflation has affected the cost of everything consumers purchase.

Elected officials are ignoring broader economic factors by focusing narrowly on local retailers while unfairly blaming local and regional businesses. This not only fails to address the root causes of inflation but also risks damaging the reputation of food retailers who are themselves struggling with increased costs. Yet some political leaders in D.C. and Connecticut are fixated on grocery stores, using them as convenient targets for political gain rather than addressing the macroeconomic issues that drive food prices. Ultimately, the current scrutiny of Connecticut's grocers appears to be more of a political maneuver than a genuine effort to tackle inflation. I'm curious to see how interested these same political opportunists are after state and national elections in November.

TRADE CALENDAR

from page 106

June 29-July 1

The Summer Fancy Food Show will be held at the Jacob Javits Convention Center in New York City.

October 16-18

The IFPA Global Produce & Floral Show will be held at the Anaheim Convention Center in Anaheim, CA.

October 18-21

NFRA will hold its annual conference at World Center Marriott in Orlando.

If you would like to publish an event in our trade calendar, please send information to Terri Maloney at terri@foodtradenews.com. Include a contact name and phone number, email address or web address for reservations or additional information. Trade Calendar can also be accessed online at www.foodtradenews.com/calendar or by scanning the code below.

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FOOD NEWS YOU CAN USE

Allentown-Bethlehem-Easton Supermarket Leaders

- TGC Extends Market Leadership
- Weis Solid 2nd: Share At 17.7%
- Economy Flattens Entire Mkt.
- Krasdale Adds New Customer
- Wegmans Tops In Per Store Avg.

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co.	16	$849.60	39.84%	16	$840.30	39.42%
2	Weis Markets	12	$377.23	17.69%	13	$391.96	18.39%
3	ShopRite (Price Rite/Fresh Grocer)	8	$328.40	15.40%	8	$322.40	15.13%
4	Wegmans	3	$220.80	10.35%	3	$216.50	10.16%
5	Redner's Markets	6	$157.60	7.39%	6	$155.30	7.29%
6	Aldi	9	$62.30	2.92%	9	$61.00	2.90%
7	Krasdale	5	$49.94	2.34%	4	$38.83	1.82%
8	Whole Foods	1	$32.50	1.52%	1	$32.30	1.52%
9	Albertsons (Acme)	1	$26.10	1.22%	1	$26.10	1.22%
10	Stop & Shop	1	$25.70	1.21%	1	$25.70	1.21%
		62	**$2,130.17**	**99.90%**	**62**	**$2,112.39**	**99.11%**

The chart above lists the top 10 supermarket retailers in the Allentown-Bethlehem-Easton area. Counties 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 $2.1 billion.

Source: *Food Trade News*, June 2024

Allentown-Bethlehem-Easton Market Leaders

- Alternates Share Jumps To 36.1%
- TGC #1 Against All Comers
- Walmart, Target Control 11.85%
- Drug Chains Falter On Closures
- Wawa Opens 2 C-Stores

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	The Giant Co.	16	$849.60	24.02%	16	$840.30	24.10%
2	Weis Markets	12	$377.23	10.67%	13	$391.96	11.24%
3	ShopRite (Price Rite/Fresh Grocer)	8	$328.40	9.28%	8	$322.40	9.25%
4	Walmart (SuperCenter)	7	$287.40	8.13%	7	$278.10	7.98%
5	Wegmans	3	$220.80	6.24%	3	$216.50	6.21%
6	CVS	38	$215.70	6.10%	39	$203.40	5.83%
7	Wawa	26	$210.76	5.96%	24	$207.98	5.97%
8	Redner's Markets	6	$157.60	4.46%	6	$155.30	4.45%
9	Target	6	$131.70	3.72%	6	$131.80	3.78%
10	Walgreens	8	$103.60	2.93%	8	$49.80	1.43%
11	Sam's Club	2	$87.80	2.48%	2	$85.40	2.45%
12	Rite Aid	19	$81.18	2.30%	27	$109.80	3.15%
13	Aldi	9	$62.30	1.76%	9	$63.00	1.81%
14	Krasdale	5	$49.94	1.41%	4	$38.83	1.11%
15	Costco	1	$48.00	1.36%	1	$45.30	1.30%
16	BJ's Wholesale Club	1	$42.90	1.21%	1	$41.10	1.18%
17	7-Eleven	14	$34.70	0.98%	15	$37.30	1.07%
18	Whole Foods	1	$32.50	0.92%	1	$32.30	0.93%
19	Turkey Hill	17	$31.30	0.88%	18	$34.20	0.98%
20	Albertsons (Acme)	1	$26.10	0.74%	1	$26.10	0.75%
		200	**$3,379.51**	**95.55%**	**209**	**$3,310.87**	**94.97%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. Counties included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $3.5 billion.

Source: *Food Trade News*, June 2024

PEOPLE

meat and value-added departments. She also held various positions at the Boston Beer Company, starting as an account manager, Delaware, then a district manager for Eastern Pennsylvania, Delaware and South New Jersey, ending her career there as a regional sales manager for Pennsylvania, Delaware and South New Jersey. She was a key account manager for Vita Coco Water and lastly a national account manager for Country Fresh.

Hechler graduated from Villanova University.

Kerry Hechler

Northeast Pennsylvania Supermarket Leaders

- **Weis Commands 39.7%**
- **Fresh Grocer Boosts SR Share**
- **Tight Market Sees Flat Sales**
- **Aldi Opens In Williamsport**
- **C&S Indies Struggle**

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Weis Markets	37	$983.05	39.66%	36	$933.81	38.09%
2	ShopRite (PR/Fresh Grocer)	16	$475.80	19.20%	15	$447.90	18.27%
3	The Giant Co.	9	$396.10	15.98%	9	$390.20	15.92%
4	Northeast Grocery Inc. (Price Chopper)	7	$208.30	8.40%	7	$206.30	8.41%
5	Wegmans	3	$152.50	6.15%	3	$151.30	6.17%
6	Aldi	13	$121.30	4.89%	12	$110.80	4.52%
7	Redner's Markets	2	$44.00	1.78%	2	$43.40	1.77%
8	Boyer's Markets	3	$37.81	1.53%	4	$46.28	1.89%
9	C&S Independents	29	$27.17	1.10%	36	$29.60	1.21%
10	IGA	3	$26.95	1.09%	3	$26.95	1.10%
		122	**$2,472.98**	**99.78%**	**127**	**$2,386.54**	**97.35%**

The chart above lists the top 10 supermarket retailers in the Northeast Pennsylvania area. Counties 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 $2.5 billion.

Source: *Food Trade News*, June 2024

ACME MARKETS HELD A GRAND REOPENING AT ITS DOYLESTOWN, PA store on June 14. These Acme Markets execs welcoming customers to the newly renovated store that features expanded offerings are (l-r) Amy Romillard, district manager; Shawn O'Hey, store director; and Mike Styer, vice president.

Northeast Pennsylvania Market Leaders

- Alternates Share Now At 38.7%
- Weis Remains King Of NE PA
- Walmart Posts Strong Comps
- Rite Aid Shuts 6 More
- C-Store Share Now 6.5%

Rank	Company	2024 Stores	2024 Sales (in millions)	% of 2024 Market	2023 Stores	2023 Sales (in millions)	% of 2023 Market
1	Weis Markets	37	$983.05	23.49%	36	$933.81	22.60%
2	Walmart (SuperCenter)	14	$622.50	14.88%	14	$603.40	14.61%
3	ShopRite (Price Rite/Fresh Grocer)	16	$475.80	11.37%	15	$447.90	10.84%
4	The Giant Co.	9	$396.10	9.47%	9	$390.20	9.44%
5	CVS	53	$293.70	7.02%	54	$278.10	6.99%
6	Northeast Grocery Inc. (Price Chopper)	7	$208.30	4.98%	7	$206.30	4.99%
7	Wegmans	3	$152.50	3.64%	3	$151.30	3.66%
8	Rite Aid	34	$142.70	3.41%	40	$164.70	3.99%
9	Sam's Club	3	$142.20	3.40%	3	$139.50	3.38%
10	Aldi	13	$121.30	2.90%	12	$110.80	2.68%
11	Turkey Hill	56	$117.00	2.80%	57	$117.70	2.85%
12	Sheetz	23	$112.00	2.68%	24	$113.80	2.75%
13	Target	4	$72.70	1.74%	4	$73.20	1.77%
14	Redner's Markets	2	$44.00	1.05%	2	$43.40	1.05%
15	Wawa	6	$43.37	1.04%	6	$39.32	0.95%
16	BJ's Wholesale Club	1	$39.60	0.95%	1	$38.10	0.92%
17	Boyer's Markets	3	$37.81	0.90%	4	$46.28	1.12%
18	Walgreens	5	$33.00	0.79%	5	$31.60	0.76%
19	C&S Independents	29	$27.17	0.65%	36	$29.60	0.72%
20	IGA	3	$26.95	0.64%	3	$26.95	0.65%
		321	**$4,091.75**	**97.78%**	**335**	**$3,985.96**	**96.48%**

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, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 107. Counties 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 food sales for the area are: $4.2 billion.

Source: *Food Trade News*, June 2024

Metro Beat

from page 22

Accepting the award at the event were **Lou Scaduto III**, **Nicole Scaduto**, **Louis Scaduto Jr.**, **Joe Azzolina Jr.**, **Phil Scaduto** and **Jessica Scaduto**.

The JSP is a 501(c)3 non-profit advocate of initiatives that are unique and important to Jersey Shore coastal communities with an emphasis on shore protection and beach replenishment. The partnership takes an active role in New Jersey's economy, including tourism, vital infrastructure, education, and emergency preparedness. Proceeds from the Summer Celebration will support the Jersey Shore Partnership Foundation to create greater awareness for the need to ensure funding on the local, state and federal levels for beach protection projects.

Applications are now open for the New Jersey Economic Development Authority's (NJDEA) supermarket tax credit program for financing gap and operating cost shortfall tax credits. The program can fund up to 40 percent of development costs and offset any operating losses for the first three years of operation and include an industry standard profit. These are terrific programs that can go a long way in aiding supermarkets operating in food desert areas. The state has identified 50 food desert communities across the state, so there is a good chance you may be eligible for the program.

For more information go to https://www.njeda.gov/food-desert-relief-tax-credit-program or contact Brian Todd at btodd@njeda.gov.

Well, that's a wrap for this month. We hope you find this annual Market Study a valuable tool for your business and planning purposes. I hope you all have an enjoyable summer and I look forward to seeing you out at the many trade industry events. As always you can reach me at kevin@foodtradenews.com or 201.250.2217.

Legislative Line

from page 118

more to the story but from the other side. Grocery prices, for the first time in a year, dropped in April (the latest reporting period by the Department of Labor). The index for food at home decreased by 0.2 percent for the month, while the food index overall was unchanged. In food categories, three of the commodities reporting groups recorded price decreases, and three went up. The index for meats, poultry, fish, and eggs declined 0.7 percent. The other two groups dropped in price for April were fruits and vegetables and nonalcoholic beverage. After some relief in March's reporting period which showed a 0.9 percent decrease in prices, cereal and bakery products were up 0.6 percent in April, while other food at home, dairy, and related products were up only 0.1 percent.

Also, retailers know that consumers have been pulling back on food expenditures. National and local retailers are addressing this dilemma by rolling back prices and getting lots of positive publicity for their price reduction efforts….just ask Target, Walmart, Aldi, Giant Food, Amazon Fresh, etc.

All this makes me wonder "where is the beef"?

Lab-Grown Meat Products Banned

Talking about beef, two U.S. states and one European country are banning the manufacturing, selling, and distribution of cultivated cell-grown meat and poultry products. You may recall that I have previously mentioned that Italy enacted a ban last year and now Florida and Alabama are joining the ban on cell-grown meat. Concern has been growing as some naysayers say the experimental product lacks in-depth study to further explore its long-term health consequences as well as threats to traditional animal agriculture. Debate continues around restricting production and regulating the labelling of lab-grown meat in three other states too –Arizona, Iowa, and Tennessee. Several other states previously introduced similar legislation to ban the sale of cultivated meat, but the legislation failed.

The Good Food Institute, a non-government organization, said in a statement about the Florida ban, that "this bill sends a terrible message to the investors, scientists, and entrepreneurs that have built America's global leadership in alternative proteins." They added that the Florida legislation has always been about helping one industry, "Big Ag," avoid accountability and competition. Ya think the cattle folks are a bit nervous about cell cultured meat even though the fed regulators approved the product for sale. You betcha! It is sad that there is a possibility that this new technology may not be available to everyone in the U.S. as well as throughout the world. As went the semiconductor industry in the U.S., so may cultivated cell-grown meat. Highly unlikely but I'm just sayin'.

New School Meal Standards

The Department of Agriculture has announced major steps to promote the health of America's children through school meals. Nutrition standards for school meals will be gradually updated to include less sugar and greater flexibility with menu planning between Fall 2025 and Fall 2027. The Department arrived at these changes after listening closely to public feedback and considering the latest science-based recommendations from the Dietary Guidelines for Americans Committee.

Use of Advisory Committees

The FDA and USDA often make recommendations to Congress via the utilization of advisory committees comprised of volunteers from the food industry and the public. Because of the importance of advisory committees to the legislative and rule-making process, FDA has just announced that the agency is taking the lead to review the current advisory committee process and is seeking input on whether there are ways they can better incorporate a variety of diverse perspectives and experiences, as well as consumer and industry viewpoints into advisory committee meetings.

The FDA is holding virtual listening sessions this month to consider how advisory committee policies and practices can be optimized. The agency plans to make new recommendations on the use of advisory committees this fall. Stay tuned.

Retail Food Protection Code

If you care about food safety and safeguarding the health and welfare of your customers, you need to be familiar with the Food and Drug Administration Food Code. The Food Code represents the FDA's best advice for a uniform system of provisions that address the safety and protection of food offered at retail. The Food Code is adopted by local, state, territorial, and federal governmental jurisdictions for administration by the various departments that are charged with compliance responsibilities for food service, retail food stores, or food vending operations.

The 2022 Food Code is the most recent full edition published by FDA and was officially released on December 28, 2022. For more information, go to https://www.fda.gov/retailfood-protection.

Grocery Shopping IS A Labor Of Love

The folks at FMI recently released their 50th edition of U.S. Grocery Shopper Trends, which finds shoppers enjoy food shopping as much as ever. The analysis kicking off their 2024 series, U.S. Grocery Shopper Trends series; Finding Value, Online Shopping; and Eating & Cooking, provides a crucial snapshot of consumer behavior and sentiment in the most frequently purchased consumer category amid ongoing concerns about the impact of inflation on the cost of groceries.

You can explore FMI's three editions at www.FMI.org/GroceryTrends. The interesting information should be useful to your consumer affairs and marketing staff.

Finally - Did Ya Know?

Every 24 hours, 27,000 trees are cut down to make toilet paper. Want to find a way to save the planet? Well, the Honeycomb Company did just that by creating a luxury 3-ply toilet tissue made from bamboo. The firm said the new product feels just like regular quality toilet paper but does not harm trees.

Bamboo is the fastest-growing plant in the world – growing 100 times faster than the average tree, which means thousands of rolls can be produced in the time it takes for a single tree to grow back. Of course, it is biodegradable too. Good going Honeycomb! For more information, go to: concierge@honeycombluxury.com.

Barry Scher is associated with the public policy firm of Policy Solutions LLC and can be reached at Bscher@policy-solutions.net.

You'll find the detailed breakdown of the Food World marketing area by scanning here

Food World

Food World covers
Baltimore • Washington DC • Richmond
Norfolk • The Carolinas

IN REVIEW: TRADER JOE'S

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	5	$142.70	$3,830.60	3.73%	5	$137.10	3.55%
CT	New Haven	1	$24.60	$3,552.40	0.69%	1	$23.90	0.68%

CT Recap: 6 stores with sales of $167.3 million. Total retail food sales for CT in the study: $8.15 billion. Trader Joe's share of CT is 2.05%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
DE	New Castle	2	$40.80	$2,150.60	1.90%	2	$40.20	1.80%

DE Recap: 2 stores with sales of $40.8 million. Total retail food sales for DE in the study: $2.15 billion. Trader Joe's share of DE is 1.9%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Bergen	3	$52.30	$3,714.10	1.41%	3	$51.60	1.43%
NJ	Burlington	1	$17.40	$1,938.80	0.90%	1	$17.00	0.88%
NJ	Camden	1	$19.70	$1,897.80	1.04%	1	$19.50	1.04%
NJ	Essex	1	$19.90	$2,321.20	0.86%	1	$19.10	0.83%
NJ	Hudson	1	$19.30	$1,810.60	1.07%	1	$19.60	1.12%
NJ	Mercer	1	$22.10	$1,475.60	1.50%	1	$21.70	1.58%
NJ	Middlesex	1	$19.60	$2,810.40	0.70%	1	$19.40	0.70%
NJ	Monmouth	3	$65.70	$2,870.50	2.29%	2	$42.10	1.53%
NJ	Morris	2	$26.50	$2,258.40	1.17%	2	$25.20	1.12%
NJ	Ocean	1	$23.40	$2,161.80	1.08%	1	$23.00	1.08%
NJ	Passaic	2	$47.00	$1,466.50	3.20%	2	$45.90	3.11%
NJ	Somerset	1	$21.70	$1,355.90	1.60%	1	$21.20	1.59%
NJ	Union	1	$21.50	$2,162.40	0.99%	1	$21.10	1.02%

NJ Recap: 19 stores with sales of $376.1 million. Total retail food sales for NJ in the study: $33.48 billion. Trader Joe's share of NJ is 1.12%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NY	Brooklyn	3	$119.60	$5,517.50	2.17%	3	$116.50	2.15%
NY	Manhattan	10	$381.90	$6,069.70	6.29%	9	$352.30	5.86%
NY	Nassau	5	$176.30	$5,873.00	3.00%	5	$171.10	2.92%
NY	Queens	3	$146.20	$5,642.40	2.59%	2	$98.50	1.75%
NY	Staten Island	1	$47.20	$1,701.30	2.77%	1	$46.50	2.78%
NY	Suffolk	2	$63.40	$6,520.90	0.97%	2	$61.80	0.97%
NY	Westchester	4	$134.50	$4,316.90	3.12%	4	$127.50	3.28%

NY Recap: 28 stores with sales of $1.07 billion. Total retail food sales for NY in the study: $46.06 billion. Trader Joe's share of NY is 2.48%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Cumberland	1	$20.10	$1,249.60	1.61%	1	$19.90	1.59%
PA	Delaware	3	$67.30	$2,734.20	2.46%	3	$65.60	2.48%
PA	Montgomery	2	$45.00	$4,297.60	1.05%	2	$44.10	1.04%
PA	Philadelphia	2	$70.30	$4,009.50	1.75%	2	$68.90	1.67%

PA Recap: 8 stores with sales of $202.7 million. Total retail food sales for PA in the study: $33.21 billion. Trader Joe's share of PA is 0.61%.

Mid-Atlantic Recap: 63 stores with sales of $1.86 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Trader Joe's Per Store Average: $29.46 million

Source: *Food Trade News*, June 2024

IN REVIEW: WAWA

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
DE	New Castle	32	$300.31	$2,150.60	13.96%	30	$282.70	12.65%

DE Recap: 32 stores with sales of $300.31 million. Total retail food sales for DE in the study: $2.15 billion. Wawa share of DE is 13.96%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Atlantic	29	$194.71	$1,019.40	19.10%	28	$187.60	18.68%
NJ	Bergen	5	$34.02	$3,714.10	0.92%	4	$26.48	0.73%
NJ	Burlington	39	$254.81	$1,938.80	13.14%	40	$254.54	13.15%
NJ	Camden	41	$274.64	$1,897.80	14.47%	40	$264.74	14.06%
NJ	Cape May	16	$113.63	$597.10	19.03%	16	$111.29	19.12%
NJ	Cumberland/NJ	11	$92.56	$663.70	13.95%	11	$90.07	13.84%
NJ	Essex	4	$27.11	$2,321.20	1.17%	4	$22.18	0.96%
NJ	Gloucester	22	$174.10	$1,192.00	14.61%	23	$170.06	14.62%
NJ	Hudson	1	$9.43	$1,810.60	0.52%	1	$8.78	0.50%
NJ	Hunterdon	2	$16.24	$477.60	3.40%	2	$15.55	3.31%
NJ	Mercer	10	$70.28	$1,475.60	4.76%	10	$62.61	4.55%
NJ	Middlesex	20	$130.22	$2,810.40	4.63%	20	$125.40	4.53%
NJ	Monmouth	23	$146.04	$2,870.50	5.09%	21	$135.53	4.92%
NJ	Morris	6	$33.09	$2,258.40	1.47%	4	$23.45	1.04%
NJ	Ocean	40	$267.68	$2,161.80	12.38%	38	$252.93	11.86%
NJ	Passaic	1	$3.72	$1,466.50	0.25%	0	$0.00	0.00%
NJ	Salem	4	$30.74	$169.20	18.17%	4	$28.43	16.91%
NJ	Somerset	3	$19.71	$1,355.90	1.45%	4	$22.96	1.72%
NJ	Sussex	1	$5.50	$609.80	0.90%	1	$3.48	0.59%
NJ	Union/NJ	9	$56.62	$2,162.40	2.62%	7	$39.21	1.90%
NJ	Warren	3	$22.45	$503.10	4.46%	3	$22.39	4.48%

NJ Recap: 290 stores with sales of $1.98 billion. Total retail food sales for NJ in the study: $33.48 billion. Wawa share of NJ is 5.91%.

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Berks	13	$114.25	$1,619.60	7.05%	13	$108.35	6.70%
PA	Bucks	41	$336.87	$3,243.00	10.39%	41	$319.49	10.25%
PA	Carbon	1	$8.25	$184.20	4.48%	1	$7.74	4.15%
PA	Chester	34	$272.18	$2,120.60	12.84%	33	$260.60	12.39%
PA	Delaware	40	$341.07	$2,734.20	12.47%	39	$310.36	11.72%
PA	Lancaster	4	$30.84	$1,809.20	1.70%	4	$29.28	1.55%
PA	Lehigh	13	$109.99	$1,534.20	7.17%	12	$110.11	7.15%
PA	Monroe	6	$43.37	$763.80	5.68%	6	$39.32	5.22%
PA	Montgomery	55	$443.67	$4,297.60	10.32%	54	$419.47	9.93%
PA	Northampton	9	$70.07	$1,315.40	5.33%	8	$67.74	5.37%
PA	Philadelphia	37	$256.09	$4,009.50	6.39%	42	$277.79	6.72%

PA Recap: 253 stores with sales of $2.03 billion. Total retail food sales for PA in the study: $33.21 billion. Wawa share of PA is 6.1%.

Mid-Atlantic Recap: 575 stores with sales of $4.3 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Wawa Per Store Average: $7.49 million

Source: *Food Trade News*, June 2024

IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	3	$135.60	$3,830.60	3.54%	3	$160.40	4.16%
CT	Litchfield	1	$45.90	$770.80	5.95%	1	$44.60	5.80%
CT	New Haven	4	$200.30	$3,552.40	5.64%	4	$192.50	5.45%
CT Recap: 8 stores with sales of $381.8 million. Total retail food sales for CT in the study: $8.15 billion. BJ's Wholesale Club share of CT is 4.68%.								
DE	New Castle	3	$145.10	$2,150.60	6.75%	3	$140.60	6.29%
DE Recap: 3 stores with sales of $145.1 million. Total retail food sales for DE in the study: $2.15 billion. BJ's Wholesale Club share of DE is 6.75%.								
NJ	Atlantic	1	$34.80	$1,019.40	3.41%	1	$34.10	3.40%
NJ	Bergen	2	$61.10	$3,714.10	1.65%	2	$60.10	1.66%
NJ	Burlington	1	$51.30	$1,938.80	2.65%	1	$49.70	2.57%
NJ	Camden	1	$28.10	$1,897.80	1.48%	1	$27.20	1.44%
NJ	Cumberland	1	$32.90	$663.70	4.96%	1	$32.30	4.96%
NJ	Gloucester	1	$38.20	$1,192.00	3.20%	1	$36.80	3.16%
NJ	Hudson	3	$103.80	$1,810.60	5.73%	3	$99.70	5.68%
NJ	Hunterdon	1	$21.30	$477.60	4.46%	1	$20.60	4.39%
NJ	Mercer	1	$38.90	$1,475.60	2.64%	1	$37.60	2.73%
NJ	Middlesex	3	$138.40	$2,810.40	4.92%	3	$134.20	4.85%
NJ	Monmouth	2	$67.80	$2,870.50	2.36%	2	$65.60	2.38%
NJ	Morris	2	$83.80	$2,258.40	3.71%	2	$81.80	3.64%
NJ	Ocean	2	$80.60	$2,161.80	3.73%	2	$78.50	3.68%
NJ	Passaic	1	$52.20	$1,466.50	3.56%	1	$51.50	3.49%
NJ	Somerset	1	$37.90	$1,355.90	2.80%	1	$37.20	2.78%
NJ	Union	1	$41.30	$2,162.40	1.91%	1	$40.40	1.95%
NJ Recap: 24 stores with sales of $912.4 million. Total retail food sales for NJ in the study: $33.48 billion. BJ's Wholesale Club share of NJ is2.73 %.								
NY	Bronx	2	$172.40	$3,461.80	4.98%	2	$167.20	4.86%
NY	Brooklyn	3	$308.20	$5,517.50	5.59%	3	$298.40	5.52%
NY	Dutchess	1	$45.10	$1,100.60	4.10%	1	$43.90	3.96%
NY	Nassau	6	$419.60	$5,873.00	7.14%	6	$405.20	6.92%
NY	Orange	2	$77.40	$1,420.60	5.45%	2	$75.10	5.57%
NY	Queens	4	$345.20	$5,642.40	6.12%	4	$331.70	5.88%
NY	Rockland	1	$50.30	$1,107.40	4.54%	1	$48.50	4.45%
NY	Suffolk	6	$361.80	$6,520.90	5.55%	6	$353.40	5.53%
NY	Westchester	3	$165.20	$4,316.90	3.83%	3	$161.50	4.16%
NY Recap: 28 stores with sales of $1.95 billion. Total retail food sales for NY in the study: $46.06 billion. BJ's Wholesale Club share of NY is 4.52%.								
PA	Berks	1	$24.90	$1,619.60	1.54%	1	$24.20	1.50%
PA	Bucks	3	$108.40	$3,243.00	3.34%	3	$104.70	3.36%
PA	Chester	1	$53.20	$2,120.60	2.51%	1	$51.00	2.42%
PA	Cumberland	1	$40.80	$1,249.60	3.27%	1	$40.40	3.23%
PA	Delaware	1	$66.30	$2,734.20	2.42%	1	$64.30	2.43%
PA	Franklin	1	$31.50	$468.80	6.72%	1	$31.20	6.50%
PA	Lancaster	1	$27.10	$1,809.20	1.50%	1	$26.80	1.42%
PA	Lehigh	1	$42.90	$1,534.20	2.80%	1	$41.10	2.67%
PA	Monroe	1	$39.60	$763.80	5.18%	1	$38.10	5.06%
PA	Montgomery	3	$119.20	$4,297.60	2.77%	3	$115.40	2.73%
PA	Philadelphia	2	$121.70	$4,009.50	3.04%	2	$117.60	2.85%
PA	York	1	$22.50	$1,725.40	1.30%	1	$22.30	1.29%
PA Recap: 17 stores with sales of $698.1 million. Total retail food sales for PA in the study: $33.21 billion. BJ's Wholesale Club share of PA is 2.1%.								

Mid-Atlantic Recap: 80 stores with sales of $4.08 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
BJ's Wholesale Club Per Store Average: $51.03 million

Source: *Food Trade News*, June 2024

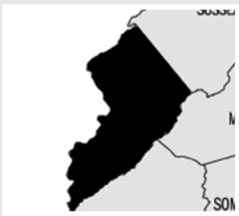
IN REVIEW: WHOLE FOODS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	5	$204.20	$3,830.60	5.33%	5	$203.40	5.27%
CT	New Haven	1	$37.20	$3,552.40	1.05%	1	$32.10	0.91%
CT Recap: 6 stores with sales of $241.4 million. Total retail food sales for CT in the study: $8.15 billion. Whole Foods share of CT is 2.96%.								
NJ	Bergen (Amazon Fresh)	6	$208.40	$3,714.10	5.61%	5	$166.20	4.60%
NJ	Burlington	1	$43.10	$1,938.80	2.22%	1	$42.10	2.17%
NJ	Camden	1	$32.30	$1,897.80	1.70%	1	$32.20	1.71%
NJ	Essex	3	$89.40	$2,321.20	3.85%	3	$88.60	3.85%
NJ	Hudson	2	$86.70	$1,810.60	4.79%	1	$46.30	2.64%
NJ	Mercer	1	$49.20	$1,475.60	3.33%	1	$48.90	3.55%
NJ	Middlesex	1	$37.30	$2,810.40	1.33%	1	$36.50	1.32%
NJ	Monmouth	3	$97.40	$2,870.50	3.39%	3	$97.10	3.52%
NJ	Morris	3	$112.60	$2,258.40	4.99%	3	$109.40	4.86%
NJ	Passaic	1	$36.80	$1,466.50	2.51%	1	$36.50	2.48%
NJ	Somerset	1	$35.30	$1,355.90	2.60%	1	$34.80	2.60%
NJ	Union	2	$65.20	$2,162.40	3.02%	2	$64.00	3.10%
NJ Recap: 25 stores with sales of $893.7 million. Total retail food sales for NJ in the study: $33.48 billion. Whole Foods share of NJ is 2.67%.								
NY	Brooklyn	3	$144.10	$5,517.50	2.61%	3	$140.40	2.60%
NY	Manhattan (Amazon Go)	20	$814.40	$6,069.70	13.42%	20	$783.60	13.03%
NY	Nassau (Amazon Fresh)	5	$215.60	$5,873.00	3.67%	5	$208.30	3.56%
NY	Suffolk	2	$89.80	$6,520.90	1.38%	2	$86.10	1.35%
NY	Westchester	4	$202.40	$4,316.90	4.69%	4	$193.70	4.99%
NY Recap: 34 stores with sales of $1.47 billion. Total retail food sales for NY in the study: $46.06 billion. Whole Foods share of NY is 3.41%.								
PA	Bucks (Amazon Fresh)	1	$9.10	$3,243.00	0.28%	1	$9.80	0.31%
PA	Chester	1	$32.90	$2,120.60	1.55%	1	$32.20	1.53%
PA	Delaware (Amazon Fresh)	4	$129.30	$2,734.20	4.73%	4	$127.10	4.80%
PA	Lancaster	1	$39.10	$1,809.20	2.16%	1	$39.10	2.07%
PA	Lehigh	1	$32.50	$1,534.20	2.12%	1	$32.30	2.10%
PA	Montgomery	4	$144.60	$4,297.60	3.36%	4	$142.40	3.37%
PA	Philadelphia	2	$117.20	$4,009.50	2.92%	2	$111.30	2.69%
PA Recap: 14 stores with sales of $504.7 million. Total retail food sales for PA in the study: $33.21 billion. Whole Foods share of PA is 1.52 %.								

Mid-Atlantic Recap: 79 stores with sales of $3.11 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Whole Foods Per Store Average: $39.32 million ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2024

NEW JERSEY COUNTY SHARE OF MARKET: 2024

Continued from page 137



WARREN COUNTY ($503.1 million)
(Includes Hackettstown, Phillipsburg)

- Population 111,252
- # of Households 44,370
- Median Income $92,620
- Under age 18...................... 19.0%
- Over age 65........................ 19.8%
- Female 50.3%
- White 76.7%
- Black.................................. 7.2%
- Hispanic 12.4%
- Asian.................................. 3.2%

1	ShopRite	4	$217.30	43.19%
2	Walmart (SuperCenter)	2	$86.50	17.19%
3	Target	2	$42.70	8.49%
4	CVS	6	$27.30	5.43%
5	Albertsons (Acme)	1	$26.10	5.19%
6	Stop & Shop	1	$25.70	5.11%
7	Wawa	3	$22.45	4.46%
8	Weis Markets	1	$21.94	4.36%
9	Quick Chek	7	$17.80	3.54%
10	Rite Aid	4	$16.80	3.34%
11	Aldi	1	$8.10	1.61%
12	Walgreens	1	$5.30	1.05%
13	C&S Independents	3	$3.87	0.77%
14	7-Eleven	1	$3.40	0.68%
		37	**$525.26**	**104.40%***

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

*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 2024

Are You Reaching Your Food & Drug Customers In This $350 Billion Marketing Area?

Out of Region Companies Receiving FOOD WORLD & FOOD TRADE NEWS:

Ahold Delhaize, Amsterdam, The Netherlands
Albertsons Companies, Boise, ID
Aldi, Batavia, IL
Amazon, Seattle, WA
Costco, Issaquah, WA
Grocery Outlet, Emeryville, CA
Kroger, Cincinnati, OH
Sam's Club, Bentonville, AR
Save A Lot, St. Ann, MO
Sprouts, Phoenix, AZ
Target, Minneapolis, MN
Trader Joe's, Monrovia, CA
Wal-Mart, Bentonville, AR
Walgreens, Deerfield, IL
Whole Foods, Austin, TX
7-Eleven, Dallas, TX

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IN REVIEW: ALDI

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	2	$21.80	$3,830.60	0.57%	1	$12.40	0.32%
CT	Litchfield	2	$27.40	$770.80	3.55%	2	$26.90	3.50%
CT	New Haven	10	$137.80	$3,552.40	3.88%	10	$132.50	3.75%
CT Recap: 14 stores with sales of $187.0 million. Total retail food sales for CT in the study: $8.15 billion. Aldi share of CT is 2.29%.								
DE	New Castle	3	$25.40	$2,150.60	1.18%	3	$24.90	1.11%
DE Recap: 3 stores with sales of $25.4 million. Total retail food sales for DE in the study: $2.15 billion. Aldi share of DE is 1.18%.								
NJ	Atlantic	1	$7.80	$1,019.40	0.77%	1	$8.80	0.88%
NJ	Bergen	5	$44.20	$3,714.10	1.19%	5	$42.90	1.19%
NJ	Burlington	5	$53.50	$1,938.80	2.76%	5	$51.60	2.67%
NJ	Camden	7	$55.80	$1,897.80	2.94%	7	$55.10	2.93%
NJ	Cape May	1	$7.20	$597.10	1.21%	1	$8.40	1.44%
NJ	Cumberland	2	$16.60	$663.70	2.50%	3	$22.00	3.38%
NJ	Essex	2	$17.80	$2,321.20	0.77%	2	$16.90	0.73%
NJ	Gloucester	2	$17.10	$1,192.00	1.43%	2	$17.50	1.50%
NJ	Hudson	2	$22.30	$1,810.60	1.23%	2	$21.10	1.20%
NJ	Mercer	4	$35.40	$1,475.60	2.40%	4	$34.80	2.53%
NJ	Middlesex	8	$64.90	$2,810.40	2.31%	8	$64.30	2.32%
NJ	Monmouth	7	$56.30	$2,870.50	1.96%	7	$55.70	2.02%
NJ	Morris	1	$8.40	$2,258.40	0.37%	1	$8.10	0.36%
NJ	Ocean	5	$54.20	$2,161.80	2.51%	5	$53.40	2.50%
NJ	Passaic	2	$15.60	$1,466.50	1.06%	2	$15.20	1.03%
NJ	Passaic	1	$10.30	$1,466.50	0.70%	0	$0.00	0.00%
NJ	Union	3	$18.60	$2,162.40	0.86%	3	$18.10	0.88%
NJ	Warren	1	$8.10	$503.10	1.61%	1	$7.90	1.58%
NJ Recap: 59 stores with sales of $514.1 million. Total retail food sales for NJ in the study: $33.48 billion. Aldi share of NJ is 1.54%.								
NY	Bronx	4	$38.50	$3,461.80	1.11%	3	$30.50	0.89%
NY	Brooklyn	3	$43.60	$5,517.50	0.79%	3	$42.80	0.79%
NY	Dutchess	1	$11.10	$1,100.60	1.01%	1	$10.90	0.98%
NY	Manhattan	1	$22.40	$6,069.70	0.37%	1	$21.90	0.36%
NY	Nassau	2	$21.20	$5,873.00	0.36%	2	$20.80	0.36%
NY	Orange	3	$27.30	$1,420.60	1.92%	3	$27.80	2.06%
NY	Queens	2	$36.20	$5,642.40	0.64%	2	$35.70	0.63%
NY	Rockland	2	$23.70	$1,107.40	2.14%	2	$23.10	2.12%
NY	Suffolk	10	$90.20	$6,520.90	1.38%	10	$88.40	1.38%
NY Recap: 28 stores with sales of $314.2 million. Total retail food sales for NY in the study: $46.06 billion. Aldi share of NY is 0.73%.								
PA	Berks	5	$41.70	$1,619.60	2.57%	4	$32.50	2.01%
PA	Bucks	7	$69.90	$3,243.00	2.16%	7	$68.80	2.21%
PA	Carbon	1	$9.60	$184.20	5.21%	1	$9.40	5.03%
PA	Chester	5	$46.10	$2,120.60	2.17%	4	$36.40	1.73%
PA	Columbia	2	$18.70	$265.70	7.04%	2	$18.20	6.95%
PA	Cumberland	4	$38.70	$1,249.60	3.10%	4	$38.10	3.04%
PA	Dauphin	2	$20.50	$1,103.00	1.86%	2	$19.80	1.79%
PA	Delaware	4	$48.10	$2,734.20	1.76%	4	$46.80	1.77%
PA	Franklin	1	$8.30	$468.80	1.77%	1	$8.10	1.69%
PA	Lackawanna	1	$10.50	$797.20	1.32%	1	$10.30	1.31%
PA	Lancaster	4	$35.70	$1,809.20	1.97%	4	$35.20	1.86%
PA	Lebanon	1	$7.90	$461.30	1.71%	1	$7.70	1.58%
PA	Lehigh	4	$23.40	$1,534.20	1.53%	4	$24.90	1.62%
PA	Luzerne	3	$25.60	$999.60	2.56%	3	$24.90	2.49%
PA	Lycoming	2	$15.80	$470.30	3.36%	1	$7.80	1.70%
PA	Mifflin	1	$9.10	$154.60	5.89%	1	$8.90	5.89%
PA	Monroe	2	$24.30	$763.80	3.18%	2	$23.90	3.17%
PA	Montgomery	12	$117.30	$4,297.60	2.73%	12	$111.60	2.64%
PA	Northampton	3	$21.20	$1,315.40	1.61%	3	$20.80	1.65%
PA	Northumberland	1	$10.20	$223.70	4.56%	1	$10.00	4.36%
PA	Philadelphia	13	$126.70	$4,009.50	3.16%	12	$109.40	2.65%
PA	Schuylkill	1	$9.40	$426.80	2.20%	1	$9.20	2.02%
PA	Snyder	1	$11.30	$161.80	6.98%	1	$10.90	6.57%
PA	Union	1	$8.30	$129.10	6.43%	1	$8.10	6.44%
PA	Wyoming	1	$7.90	$80.60	9.80%	1	$7.60	9.61%
PA	York	3	$27.80	$1,725.40	1.61%	3	$27.20	1.57%
PA Recap: 85 stores with sales of $794.0 million. Total retail food sales for PA in the study: $33.21 billion. Aldi share of PA is 2.39%.								

Mid-Atlantic Recap: 189 stores with sales of $1.83 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Aldi Per Store Average: $9.71 million

Source: *Food Trade News*, June 2024

IN REVIEW: COSTCO

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	2	$331.80	$3,830.60	8.66%	2	$322.60	8.36%
CT	New Haven	2	$298.20	$3,552.40	8.39%	2	$283.40	8.02%
CT Recap: 4 stores with sales of $630.0 million. Total retail food sales for CT in the study: $8.15 billion. Costco share of CT is 7.73%.								
DE	New Castle	1	$49.10	$2,150.60	2.28%	1	$47.20	2.11%
DE Recap: 1 store with sales of $49.1 million. Total retail food sales for DE in the study: $2.15 billion. Costco share of DE is 2.28%.								
NJ	Bergen	1	$136.70	$3,714.10	3.68%	1	$130.80	3.62%
NJ	Burlington	1	$60.80	$1,938.80	3.14%	1	$58.10	3.00%
NJ	Camden	1	$69.60	$1,897.80	3.67%	1	$67.30	3.58%
NJ	Hudson	1	$87.10	$1,810.60	4.81%	1	$82.70	4.71%
NJ	Hunterdon	1	$61.50	$477.60	12.88%	1	$58.80	12.52%
NJ	Mercer	1	$72.30	$1,475.60	4.90%	1	$68.90	5.00%
NJ	Middlesex	2	$97.60	$2,810.40	3.47%	2	$93.60	3.38%
NJ	Monmouth	3	$211.70	$2,870.50	7.38%	3	$202.80	7.36%
NJ	Morris	2	$139.20	$2,258.40	6.16%	2	$134.30	5.97%
NJ	Ocean	2	$106.70	$2,161.80	4.94%	2	$101.40	4.75%
NJ	Passaic	2	$100.30	$1,466.50	6.84%	2	$95.30	6.46%
NJ	Somerset	2	$158.40	$1,355.90	11.68%	2	$150.20	11.24%
NJ	Union	1	$59.10	$2,162.40	2.73%	1	$56.20	2.72%
NJ Recap: 20 stores with sales of $1.36 billion. Total retail food sales for NJ in the study: $33.48 billion. Costco share of NJ is 4.07%.								
NY	Brooklyn	1	$314.90	$5,517.50	5.71%	1	$296.50	5.48%
NY	Manhattan	1	$348.00	$6,069.70	5.73%	1	$334.60	5.56%
NY	Nassau	3	$437.70	$5,873.00	7.45%	3	$416.50	7.11%
NY	Queens	2	$543.60	$5,642.40	9.63%	2	$519.50	9.20%
NY	Rockland	1	$159.20	$1,107.40	14.38%	1	$151.30	13.88%
NY	Staten Island	1	$335.30	$1,701.30	19.71%	1	$318.70	19.07%
NY	Suffolk	5	$614.60	$6,520.90	9.43%	5	$581.60	9.10%
NY	Westchester	3	$338.40	$4,316.90	7.84%	3	$322.10	8.30%
NY Recap: 17 stores with sales of $3.09 billion. Total retail food sales for NY in the study: $46.06 billion. Costco share of NY is 7.18%.								
PA	Bucks	1	$56.20	$3,243.00	1.73%	1	$53.80	1.73%
PA	Dauphin	1	$58.80	$1,103.00	5.33%	1	$58.30	5.28%
PA	Delaware	1	$86.80	$2,734.20	3.17%	1	$82.10	3.10%
PA	Lancaster	1	$35.90	$1,809.20	1.98%	1	$35.40	1.87%
PA	Lehigh	1	$48.00	$1,534.20	3.13%	1	$45.30	2.94%
PA	Montgomery	3	$155.10	$4,297.60	3.61%	3	$148.60	3.52%
PA Recap: 8 stores with sales of $440.8 million. Total retail food sales for PA in the study: $33.21 billion. Costco share of PA is 1.33%.								

Mid-Atlantic Recap: 50 stores with sales of $5.57 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Costco Per Store Average: $111.45 million

Source: *Food Trade News*, June 2024

Soup to Nutz

from page 4

Hungry helps families access critical programs that help cover the costs of preparing summer meals at home and help summer meal programs meet the needs of kids in rural communities.

"The support from partners like WK Kellogg Co and Acme is what fuels the critical work of No Kid Hungry," explained **Allison Shuffield** of Share Our Strength's No Kid Hungry campaign. "Together we can make sure every child has the meals they need to start the school day as well as enjoy fun summer days."

The financial support from WK Kellogg Co and Acme will help ensure that schools and communities across Acme's footprint have access to school breakfast, summer meals and other critical resources.

"At Acme, we are committed to making a difference in the lives of children and families facing food insecurity, said **Dana Ward**, director of communications and public affairs, "We are proud to work with WK Kellogg Co and No Kid Hungry to address hunger in our communities."

Here's to a fun filled summer for all children, complete with full bellies!

It's hard to believe that the International Dairy, Deli, Bakery Association (IDDBA) is 60 years old. IDDBA was founded as the Wisconsin Cheese Seminar in 1964. In response to the changing needs of the industry, the association underwent name and organizational shifts to better align to member interests. The association's name changed to the International Cheese and Deli Association in 1980 and the International Dairy-Deli Association in 1985 before assuming the current name in 1991.

"What a great last two and half days to celebrate IDDBA's 60th anniversary. The show floor was filled with over 2,200 exhibitor booths and 10,000 registered attendees," said **David Haaf**, IDDBA president/CEO.

Retailers from all over the country were out in force, staying on the show floor until closing each day. There was that much to take in. Photos from the event are on pages 24 and 25. Some highlights of the show included two moderated Q&As; one with world renowned chef and humanitarian **Jose Andres** and the other with **Chip** and **Joanna Gaines** of Fixer Upper fame; and the association's What's In Store Live experience where the latest trends from product to packaging came to life. It was very different than in past years but was well received. Indeed, the show has evolved into one of the best trade shows out there, always fresh and keeping up with trends and looking for the next best idea.

In celebration of IDDBA's 60th anniversary, the six Guiding Trends for 2024 are: 1) Food influences mind, body, spirit: there is no longer a one-size-fits-all diet prescription for optimal health; 2) Food influences sourcing, sustainability, salary: there is an increased focus on sustainability, ethical sourcing of ingredients, and local year over year; 3) Food influences technology of today and for tomorrow: the intersection of food and technology is a dynamic and evolving space; 4) Food influences the young, the youngish and the young at heart: food is a powerful influence that spans generations, impacting physical health, social interactions, cultural connections, and personal well-being across the lifespan; 5) Food influences community, convenience and cash flow: food plays a significant role in shaping various aspects of our lives, including family time, friendships, and financial considerations; and lastly 6) Food influences culture, cuisine and culinary explosions: increased travel, globalization, and cultural awareness have led to a rise in culinary tourism. It's a lot to think about, but it's something we must do. IDDBA recognizes food is what connects us all. So, on behalf of the exhibiting companies at the conclusion of the show, IDDBA gave food donations to the Houston Foodbank and Second Servings of Houston. See you next year at IDDBA 2025 in New Orleans, LA, June 1-3!

I would like to send a huge shout out to **Dr. Ernest Baskin**, who has been named chair of the department of Food, Pharma and Health at Saint Joseph's University (SJU). Ernest came to SJU in 2015 as an assistant professor of food marketing and Gerald Peck Fellow; became an associate professor in 2021 and was just named department chair a few months ago. His impact on the department has been noticeable and the students really like learning from him. Congrats, Ernest!

The Baby Boom continues! We send warm wishes to **Jesse Amoroso** and his wife **Jordyn**, who welcomed their daughter, little Miss **Francesca (Frankie) Amoroso**, on May 31. All are doing well, and big brother **Max** can't wait to teach her how to play golf! Grandparents **Len** and **Nancy Amoroso** are also over the moon with her arrival. Liberty Coca Cola's **John Tees** just became a grandfather for the third time. **Keenan Jacob Tees** made his entrance on June 17, weighing in at 6 pounds, 15 ounces. First time parents **Kyle** (also with Liberty Coca Cola) and **Nicolette Tees** are thrilled to welcome baby Keenan! Looks like the Pace Target family is expanding as well. **Colleen Potts**, sales executive at Pace Target, and her husband **Ian** added **Roman Anthony** to their brood on May 24. Big sister **Avery** is looking forward to playing with her new baby brother. Congratulations to you all!

Celebrating another trip around the sun this hot month of June are: **Phil Scaduto**, Food Circus Supermarkets; **Bill Derbyshire**, Liberty Coca Cola; **Mark Tarzwell**, Mrs. T's; **Jesse Amoroso**, Amoroso Baking Company; **Jim Burke Sr.** and **Jim Burke Jr.**, Seafood America; **Nancy Rodgers-Fluharty**, Pace Target Brokers; **Doug Clemens**, Clemens Food Group; **Tom Morrison**, CA Ferolie; **Terri Maloney**, Best-Met's VP and editorial director; and **Jeff Metzger**, our head honcho and publisher. Buon compleanno a tutti!

Quote of the month: "Today is a wonderful day. It's one we've never seen before." Pat Reser, Reser's Fine Foods

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Maria can be reached at 443.631.0172 or maria@foodtradenews.com.

IN REVIEW: WALGREENS

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	20	$141.20	$3,830.60	3.69%	20	$136.80	3.55%
CT	Litchfield	8	$36.50	$770.80	4.74%	9	$41.30	5.37%
CT	New Haven	22	$173.40	$3,552.40	4.88%	24	$169.40	4.79%
CT Recap: 50 stores with sales of $351.1 million. Total retail food sales for CT in the study: $8.15 billion. Walgreens share of CT is 4.31%.								
DE	New Castle	35	$205.30	$2,150.60	9.55%	38	$207.40	9.28%
DE Recap: 35 stores with sales of $205.3 million. Total retail food sales for DE in the study: $2.15 billion. Walgreens share of DE is 9.55%.								
NJ	Atlantic	11	$53.80	$1,019.40	5.28%	14	$67.50	6.72%
NJ	Bergen	32	$130.60	$3,714.10	3.52%	32	$119.70	3.31%
NJ	Burlington	6	$48.20	$1,938.80	2.49%	6	$43.20	2.23%
NJ	Camden	9	$65.70	$1,897.80	3.46%	10	$68.40	3.63%
NJ	Cape May	4	$18.80	$597.10	3.15%	4	$19.00	3.26%
NJ	Cumberland	4	$34.80	$663.70	5.24%	5	$36.10	5.55%
NJ	Essex	21	$153.60	$2,321.20	6.62%	22	$149.90	6.51%
NJ	Gloucester	5	$33.80	$1,192.00	2.84%	5	$29.10	2.50%
NJ	Hudson (Duane Reade)	22	$131.90	$1,810.60	7.28%	23	$131.50	7.49%
NJ	Hunterdon	4	$26.20	$477.60	5.49%	4	$25.80	5.49%
NJ	Mercer	13	$72.80	$1,475.60	4.93%	14	$74.70	5.43%
NJ	Middlesex	18	$143.10	$2,810.40	5.09%	19	$143.40	5.18%
NJ	Monmouth	25	$174.50	$2,870.50	6.08%	25	$162.40	5.89%
NJ	Morris	13	$88.50	$2,258.40	3.92%	14	$89.60	3.98%
NJ	Ocean	15	$108.60	$2,161.80	5.02%	15	$100.30	4.70%
NJ	Passaic	13	$89.70	$1,466.50	6.12%	14	$91.20	6.18%
NJ	Salem	2	$15.20	$169.20	8.98%	2	$12.70	7.56%
NJ	Somerset	8	$41.20	$1,355.90	3.04%	8	$37.70	2.82%
NJ	Sussex	2	$9.80	$609.80	1.61%	2	$11.10	1.90%
NJ	Union	16	$111.60	$2,162.40	5.16%	16	$107.60	5.21%
NJ	Warren	1	$5.30	$503.10	1.05%	1	$5.10	1.02%
NJ Recap: 244 stores with sales of $1.56 billion. Total retail food sales for NJ in the study: $33.48 billion. Walgreens share of NJ is 4.65%.								
NY	Bronx (Duane Reade)	21	$185.20	$3,461.80	5.35%	23	$183.70	5.34%
NY	Brooklyn (Duane Reade)	43	$236.50	$5,517.50	4.29%	44	$229.50	4.25%
NY	Dutchess	4	$22.70	$1,100.60	2.06%	4	$20.90	1.88%
NY	Manhattan (Duane Reade)	84	$967.30	$6,069.70	15.94%	89	$994.60	16.54%
NY	Nassau (Duane Reade)	27	$226.50	$5,873.00	3.86%	27	$212.50	3.63%
NY	Orange	9	$58.10	$1,420.60	4.09%	8	$47.40	3.52%
NY	Queens (Duane Reade)	45	$462.30	$5,642.40	8.19%	50	$474.60	8.41%
NY	Rockland	5	$46.30	$1,107.40	4.18%	5	$42.50	3.90%
NY	Staten Island (Duane Reade)	9	$70.20	$1,701.30	4.13%	10	$72.80	4.36%
NY	Suffolk	29	$199.70	$6,520.90	3.06%	29	$182.30	2.85%
NY	Westchester	14	$100.40	$4,316.90	2.33%	14	$91.80	2.36%
NY Recap: 290 stores with sales of $2.58 billion. Total retail food sales for NY in the study: $46.06 billion. Walgreens share of NY is 5.98%.								
PA	Berks	1	$6.80	$1,619.60	0.42%	1	$6.10	0.38%
PA	Bucks	10	$64.10	$3,243.00	1.98%	10	$62.00	1.99%
PA	Chester	6	$54.20	$2,120.60	2.56%	7	$53.80	2.56%
PA	Delaware	7	$57.30	$2,734.20	2.10%	8	$55.00	2.08%
PA	Franklin	0	$0.00	$468.80	0.00%	1	$6.30	1.31%
PA	Lackawanna	1	$7.80	$797.20	0.98%	1	$7.50	0.96%
PA	Lancaster	1	$5.70	$1,809.20	0.32%	1	$5.80	0.31%
PA	Lehigh	4	$24.60	$1,534.20	1.60%	4	$23.90	1.55%
PA	Luzerne	2	$14.80	$999.60	1.48%	2	$13.70	1.37%
PA	Montgomery	11	$78.50	$4,297.60	1.83%	12	$74.10	1.75%
PA	Northampton	3	$73.70	$1,315.40	5.60%	3	$20.80	1.65%
PA	Philadelphia	12	$120.50	$4,009.50	3.01%	13	$114.40	2.77%
PA	Pike	1	$5.50	$200.20	2.75%	1	$5.50	2.77%
PA	Wayne	1	$4.90	$175.20	2.80%	1	$4.90	2.93%
PA	York	3	$17.60	$1,725.40	1.02%	3	$17.90	1.03%
PA Recap: 63 stores with sales of $536.0 million. Total retail food sales for PA in the study: $33.21 billion. Walgreens share of PA is 1.61%.								

Mid-Atlantic Recap: 682 stores with sales of $5.23 billion annually.
Mid-Atlantic retail food sales total: $120.04 billion.
Walgreens Per Store Average: $7.66 million ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2024

IN REVIEW: TARGET

State	County	2024 Stores	2024 Sales (in millions)	2024 County Food Sales	% of 2024 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	4	$94.10	$3,830.60	2.46%	4	$93.60	2.43%
CT	Litchfield	1	$23.30	$770.80	3.02%	1	$23.10	3.00%
CT	New Haven	6	$147.40	$3,552.40	4.15%	6	$148.20	4.19%
CT Recap: 11 stores with sales of $264.8 million. Total retail food sales for CT in the study: $8.15 billion. Target share of CT is 3.25%.								
DE	New Castle	3	$83.20	$2,150.60	3.87%	3	$82.80	3.71%
DE Recap: 3 stores with sales of $83.2 million. Total retail food sales for DE in the study: $2.15 billion. Target share of DE is 3.87%.								
NJ	Atlantic	2	$54.50	$1,019.40	5.35%	2	$54.60	5.44%
NJ	Bergen	4	$84.90	$3,714.10	2.29%	4	$85.80	2.38%
NJ	Burlington	4	$81.50	$1,938.80	4.20%	4	$81.30	4.20%
NJ	Camden	5	$109.70	$1,897.80	5.78%	5	$110.70	5.88%
NJ	Cumberland	1	$22.10	$663.70	3.33%	1	$21.90	3.37%
NJ	Essex	1	$21.60	$2,321.20	0.93%	1	$21.40	0.93%
NJ	Gloucester	2	$38.70	$1,192.00	3.25%	2	$41.20	3.54%
NJ	Hudson	2	$52.10	$1,810.60	2.88%	2	$52.50	2.99%
NJ	Mercer	2	$36.60	$1,475.60	2.48%	2	$36.60	2.66%
NJ	Middlesex	5	$124.30	$2,810.40	4.42%	5	$125.10	4.52%
NJ	Monmouth	5	$107.60	$2,870.50	3.75%	4	$85.80	3.11%
NJ	Morris	4	$79.30	$2,258.40	3.51%	4	$78.90	3.51%
NJ	Ocean	3	$57.20	$2,161.80	2.65%	3	$56.50	2.65%
NJ	Passaic	1	$22.50	$1,466.50	1.53%	1	$22.40	1.52%
NJ	Somerset	2	$34.80	$1,355.90	2.57%	2	$36.10	2.70%
NJ	Union	4	$90.30	$2,162.40	4.18%	4	$88.30	4.27%
NJ	Warren	2	$42.70	$503.10	8.49%	2	$42.90	8.59%
NJ Recap: 49 stores with sales of $1.06 billion. Total retail food sales for NJ in the study: $33.48 billion. Target share of NJ is 3.17%.								
NY	Bronx	4	$127.50	$3,461.80	3.68%	4	$124.10	3.61%
NY	Brooklyn	10	$301.60	$5,517.50	5.47%	7	$234.50	4.34%
NY	Dutchess	1	$22.30	$1,100.60	2.03%	1	$22.20	2.00%
NY	Manhattan	11	$417.80	$6,069.70	6.88%	14	$474.50	7.89%
NY	Nassau	8	$289.20	$5,873.00	4.92%	8	$283.30	4.84%
NY	Orange	4	$68.60	$1,420.60	4.83%	4	$71.10	5.27%
NY	Queens	7	$278.50	$5,642.40	4.94%	6	$239.50	4.24%
NY	Rockland	2	$46.00	$1,107.40	4.15%	2	$45.90	4.21%
NY	Staten Island	3	$88.70	$1,701.30	5.21%	3	$90.40	5.41%
NY	Suffolk	10	$280.30	$6,520.90	4.30%	10	$278.00	4.35%
NY	Westchester	5	$150.30	$4,316.90	3.48%	4	$112.50	2.90%
NY Recap: 65 stores with sales of $2.07 billion. Total retail food sales for NY in the study: $46.06 billion. Target share of NY is 4.81%.								
PA	Berks	3	$63.60	$1,619.60	3.93%	3	$63.20	3.91%
PA	Bucks	4	$101.40	$3,243.00	3.13%	4	$100.40	3.22%
PA	Chester	4	$115.90	$2,120.60	5.47%	4	$116.30	5.53%
PA	Cumberland	2	$37.10	$1,249.60	2.97%	2	$37.20	2.97%
PA	Dauphin	2	$31.10	$1,103.00	2.82%	2	$31.30	2.84%
PA	Delaware	4	$96.00	$2,734.20	3.51%	4	$95.60	3.61%
PA	Franklin	1	$18.30	$468.80	3.90%	1	$18.60	3.87%
PA	Lackawanna	1	$18.10	$797.20	2.27%	1	$18.30	2.33%
PA	Lancaster	3	$62.10	$1,809.20	3.43%	3	$62.40	3.30%
PA	Lebanon	1	$18.80	$461.30	4.08%	1	$18.90	3.88%
PA	Lehigh	3	$67.10	$1,534.20	4.37%	3	$67.20	4.37%
PA	Luzerne	1	$16.60	$999.60	1.66%	1	$16.80	1.68%
PA	Lycoming	1	$20.70	$470.30	4.40%	1	$20.90	4.55%
PA	Monroe	1	$17.30	$763.80	2.26%	1	$17.20	2.28%
PA	Montgomery	8	$213.90	$4,297.60	4.98%	8	$212.60	5.03%
PA	Northampton	1	$21.90	$1,315.40	1.66%	1	$21.70	1.72%
PA	Philadelphia	10	$237.40	$4,009.50	5.92%	11	$259.60	6.28%
PA	Snyder	1	$21.10	$161.80	13.04%	1	$21.10	12.73%
PA	York	3	$62.40	$1,725.40	3.62%	3	$62.70	3.62%
PA Recap: 54 stores with sales of $1.24 billion. Total retail food sales for PA in the study: $33.21 billion. Target share of PA is 3.74%.								

Mid-Atlantic Recap: 182 stores with sales of $4.72 billion annually. Mid-Atlantic retail food sales total: $120.04 billion.
Target Per Store Average: $25.93 million

Source: *Food Trade News*, June 2024

TAKING STOCK

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silhouette that served as the model for the NBA logo. Also passing on was Bill Walton. Although he wasn't the pro player that West was, Walton's college career was arguably more dominant than Mr. Clutch's. Walton's UCLA teams of the early 1970s won two national championships (under the tutelage of the great John Wooden) and at one point won an amazing 88 consecutive games. He was a three-time college "player of the year." As a pro, he was the first overall draft pick by the Portland Trailblazers in 1974 and three years later won his first NBA championship. But injuries, particularly foot ailments, hampered his career. A great rebounder and highly skilled passer, in the twilight of his career, Walton again found glory as a key reserve on the 1986 Boston Celtics team that would win the league championship. For his efforts, he received the NBA's "Sixth Man of the Year" award. After retiring, Walton turned to broadcasting where he primarily worked college games. His over-the-top description of players and their playing styles was not everybody's cup of tea, but I personally admired his bluntness and stream of consciousness style. Additionally, he knew more about the Grateful Dead than any other sports personality ever – and that's a good thing. Bill Walton was 71 when he passed...and just before presstime, we learned of the death of Willie Mays, 93, the greatest baseball player I ever saw. He was the Michael Jordan of his sport and a player of not only great skill but of tremendous charisma. He used a basket catch to snare fly balls; he was among the fastest players in the game (339 career stolen bases); his power was prodigious (660 career home runs despite playing half of his games in two pitcher-friendly ballparks – the Polo Grounds and Candlestick Park); he finished his career with a batting average of .301 and drove in 1909 runs while scoring 2068 runs; he appeared in 24 All-Star games and won 12 Gold Glove awards. Willie Mays seemingly changed every game he played in with his baserunning, his defense, his slugging, his clutch hitting and his incredible baseball IQ. He was inducted into the baseball Hall of Fame in 1979. Perhaps San Francisco Giant's chairman Greg Johnson summed it up best: "Today we have lost a true legend. In the pantheon of baseball greats, Willie Mays' combination of tremendous talent, keen intellect, showmanship and boundless joy set him apart. He had a profound influence not only on the game of baseball, but on the fabric of America. He was an inspiration and a hero who will ever be remembered and deeply missed."...from one end of the spectrum we spiral downwards to find the greediest dude of the month. And the unanimous winner is: Jeffrey Stein, who was named Rite's Aid's chief executive last October when the troubled drug chain filed for bankruptcy protection. As the company wends its way out of the Chapter 11 process, one of the final stumbling blocks is Stein's exit payout. He's asking for a ridiculous $20 million for his nine-month tour. And that's on top of his $300,000 monthly consulting fee...we have one more monthly award to hand out – the "new product most likely to never appear on a supermarket shelf" trophy: of course, that would be Rudy Coffee. That's the new brew being hawked by former New York City Mayor Rudy "Forked Tongue" Giuliani. "Modestly" priced at $29.99 for a two-pound bag, the disgraced former mayor claims "it's the best coffee you'll ever try." Giuliani claims the organic java is made from 100 percent Arabica beans and is "smooth, rich, chocolatey and gentle on your stomach. It's so good, I even recommend drinking it black" (perhaps with a splash of Just For Men A-65 Rich Black color).


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