Food Trade News
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INSIDE THIS ISSUE

TAKING STOCK

by Jeff Metzger

If Unemployment Stays Above 10%, Lessons Learned During COVID Crisis Might Be Moot

As retailers in all channels adapt to the evolving new normal (including fewer shopping trips, heavier emphasis on core items and huge online shopping growth), it almost seems as though the world as we knew it stopped around March 1 and we're all focused on what's taken place in the last 120 days and what further changes retailers and suppliers are going to have to make going forward.

In reality, the fundamentals of retailing still apply – if you've got well-stocked, clean stores and properly trained associates you'll likely remain relevant. If you're also strong in perishables, offer superior pricing or can clearly differentiate yourself from your competition, you'll likely be successful.

See **TAKING STOCK** on page 6

Stop & Shop, CVS, Walmart Solid; Giant Makes Big Gains

COVID Impacts Sales; ShopRite Remains Atop $101 Billion Mkt.

Despite record sales over the past four months, grocery retailers remain concerned about the welfare of their associates and customers, while also worrying about what lies ahead as sales flatten, restaurants slowly begin to reopen and schools will likely be back in session in the next two months. Above it all, they wonder what further adjustments they will have to make if unemployment remains at above high (nearly 48 million Americans have files for unemployment since mid-March).

The adjustments made by merchants in all channels during the COVID-19 crisis have already been unprecedented, and even with record revenue attained during the month of March, retailers took little joy in their achievements because of the devastating effects of the pandemic, in which more than 2.5 million people have tested positive in the U.S. resulting in more than 125,000 deaths.

What retailers did do was hunker down and perform at a very high-level during the most challenging time of our lives. Keeping stores open and clean, and working hard to maintain adequate supply levels were daunting tasks that retailers and manufacturers sacrificed to preserve. Simply said, this was customer service at its finest.

And in the 42 years that Food Trade News has published its annual retail market study, never has there been a more unusual scenario for retailers. For 11 of the 12 months of our measuring period (April 1, 2019-March 31, 2020) retailers were having a marginally good year when viewed over a five-year period.

Same store sales during the April-February period typically ranged from positive 0.5 percent to 1.5 percent, with partial help coming from slight inflation. Events changed dramatically beginning in early March as the coronavirus started to rapidly spread and most states began issuing "stay at home" mandates. Essential business such as food stores remained open and panic buying quickly ensued. Many

See **MARKET STUDY** on page 116

EARLIER THIS MONTH BROWN'S SHOPRITE REOPENED TWO OF ITS Philadelphia stores that were heavily damaged by looters. At the Fox Street reopening were (l-r) Ron Hinton, Allegheny West Foundation; Peter Maggio, ShopCore Properties; store owners Jeff and Sandy Brown; Ted Wlaz (back), Joe Hallinan (back) Dave Deets, Marc Blackwell and Paul Brauer, all with Brown's ShopRites.

Warrington, Bensalem Locations Could Be First PA Units

Amazon Quietly Adding Sites For New Conventional Grocery Launch

As the trade awaits the debut of Amazon's new unnamed grocery store concept (likely to debut in Woodland Hills, CA later this year), the country's largest online retailer has been quietly adding locations to its roster that most likely will be utilized as full-service supermarkets. That new concept is expected to differ from the company's Whole Foods natural and organic model but will include a strong presence in prepared foods and some food-

See **AMAZON GO** on page 2

Without Fanfare, Amazon Leasing Real Estate For Grocery Store Debut

from page 1

service components.

In April, at the auction to sell bankrupt Fairway Market's stores, it was announced that Amazon was the winning bidder for the leases of two New Jersey units in Paramus and Woodland Park. Those stores are expected to open as Amazon grocery stores early next year.

More recently, sources have told us that Amazon will be a tenant at the site of the former Giant store on Easton Road in Warrington, PA in the Creekview Center. Giant closed that 49,000 square foot unit in 2013. The unit was originally a Genuardi's store that opened in 2001.

Amazon is reportedly leasing nearly 36,000 square feet of that building and could have the store ready by the end of 2020.

Additionally, sources have noted that Amazon will be leasing 41,000 square feet of space in the former Kmart on Street Road in Bensalem, PA (in the Brookwood Shopping Center) that had been reported to be headed to ShopRite retailer Jeff Brown as a replacement unit for his current Bensalem store. The 97,500 square foot Kmart closed in 2017.

There is also talk that Amazon has secured a third Philadelphia-area location in Center City, the location of which has yet to be revealed.

In addition to the potential new Amazon grocery stores in northern New Jersey and eastern Pennsylvania, the company is also reportedly building its supermarket real estate portfolio in the Washington, DC area where new stores could be built in Fairfax and Franconia, VA as well as two in the District of Columbia – Wisconsin Avenue NW and H. Street NW.

Soup to Nutz

By Maria Maggio

The show must go on, even in a pandemic, and indeed it has. Welcome to the 42nd annual *Food Trade News* Market Study. Our team has been hard at work during the entirety of COVID-19 as we sought our own new normal (seriously, when did you ever see basically no photos in an issue?). We made sure we brought you, our readers, the most up to date news and views in our region as the world shut down around us. And we made it happen! The study which covers all channels of retail distribution in 70 counties in the Pennsylvania, New Jersey, Delaware, New York and Connecticut markets, is now ready for consumption. It goes where no other publication dares to go, giving you the latest statistics and information available and the in-depth analysis we know you depend on. Your support during these unprecedented times is appreciated more than you know. Lastly, a humble thank you to our advertisers for your support throughout what has been the strangest year in our lifetime and in particular for your support of this Market Study issue. We couldn't do what we do without you!

For those of you who don't have your own copy of the *Food Trade News* and *Food World* Market Studies or if you are reading Soup to Nutz on LinkedIn, you can access the 2020 Market Studies plus keep up to date with every bit of industry news on our website www.foodtradenews.com. Sign up for our newsletters and breaking news and you'll never be uninformed!

New Jersey Governor **Phil Murphy** has created a Restart and Recovery Advisory Council and has asked the food industry to be a part of the manufacturing and supply chain committee as New Jersey reopens. Pennsylvania Governor **Tom Wolf**, on the other hand, is stuck in his "traffic light" reopening system where he and his health secretary Dr. **Rachel Levine** are calling the shots. So, Philadelphia and its surrounding counties are set to go to the green level as we go to press. However, for some there are different shades of green. While restaurants, hair and nail salons and gyms are reopening, they are not able to open at anywhere near capacity and it leaves lots of questions about which small retail businesses will survive and how they propose to do so. As for me, I am still pretty much staying away from people and limiting my excursions out of the house to mostly outdoor activities, curbside pick-ups or to the market, which has been trying to say the least. I live in the bucolic part of Bucks County, PA. The latest statistics on cases/deaths are encouraging. There have been zero deaths and less than 14 new cases per day in the last four days as of this writing. In our town, we have had 26 cases and no deaths in the past four months. But, COVID lurks in the darkest corners, so I am still living pretty much on the red/ yellow level. Stay safe.

That being said, as we loosen up the stringent stay-at-home regulations, I pause to think about what I have learned about life, people and myself during this pandemic and how to prepare for the second wave of COVID-19, because it is coming; this is not over yet. My home has been "Marie Kondo'd" and the donations and consignments have been made. It is clean and any trace of clutter is gone. The deck and patio in the back of my home have been super-spruced up so the summer weekends, usually spent down the shore, will be spent in an oasis (cue the ocean sound machine). I have realized that my adult children are actually good company. We've had lively discussions about almost every topic, resurrected some old family recipes and learned the "fine art" of cleaning. I have cried tears of sadness over friends lost to COVID-19 and tears of joy for new lives born during this pandemic. What I know for sure: take nothing for granted; hope for the best and prepare for the worst; make a plan and then make yet another plan; find the good in everyone; and enjoy some part of each day in quarantine even if it is just a phone call to keep in touch with friends and loved ones. What is your greatest lesson learned during the pandemic?

Back in April, *Soup to Nutz* posed many questions about what the new normal in the retail food industry would look like. We may be able to answer some of those questions now while other answers are still unfolding. We went back to Consumer Brands Association for updates on the surveys conducted over the last 14 weeks. They found that a full 76 percent of those consumers questioned said they are optimistic about the next six months and the USA's ability to find a treatment or vaccine and reopen the economy. However, many are still quite concerned about the COVID-19 virus. Protests surrounding the death of George Floyd have deflected concern over COVID-19, but 78 percent of the people surveyed expressed concern that there will be an uptick in positive cases due to those protests. Along those lines, consumers also want the companies whose brands they buy to use their platforms to engage in social justice issues, like the protests and the ensuing rebranding/discontinuing of many iconic products. Concerns over access to food and cleaning products has lessened overall but has seen a slight increase in the past few weeks. Food insecurity remains high even though monetary donations to local food banks has seen a huge increase.

Retailers and manufacturers alike have "given until it hurts." The stories are too many to tell, but in addition to making sure their stores were stocked and clean, every retailer made sure to connect with and contribute to their communities in some meaningful way. Even during the indescribably horrific looting that two of **Jeff Brown's** ShopRites endured (one for over 15 hours straight, the other for two consecutive nights), his people were distributing food to neighbors who had no access to any stores and he offered to Uber or Lyft customers to the next nearest Brown's owned store. Jeff even had prescriptions transferred so medications weren't missed. Lynmar Builders spearheaded the reconstruction which was completed in a record

See **SOUP TO NUTZ** on page 145

LAST MONTH, THE COASTAL COMPANIES HOSTED A TOUR AT its Laurel, MD facility to highlight the new USDA Farmers to Families Food Box Program. Among those in attendance were (l-r) John Corso, The Coastal Companies; Sonny Perdue, U.S. secretary of agriculture; White House advisor Ivanka Trump; Joseph Basciani and Fred Recchiuti, Basciani Foods; and Maryland Governor Larry Hogan.

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TAKING STOCK

From page 1

Clearly, those retailers that had built an e-commerce infrastructure have fared well over the past four months and are poised to take advantage of additional online business ahead.

Amazon (Whole Foods) with its heavy reliance on e-commerce (especially delivery) and Walmart with a more balanced approach between its growing online presence and its powerful store fleet, have expanded their overall business models during the pandemic. Additionally, traditional supermarket chains Ahold Delhaize USA and Kroger (Harris Teeter) have benefited from having invested early on in an omni-channel approach, while others like Albertsons and Costco, which were a bit late to the e-commerce game, are making progress.

To be successful in food retailing, you also need a bit of luck. We all know that Publix is a first-tier merchant and also the most profitable retailer in America. But what if most of Publix's store weren't in Florida and they were judged by their results in other states where competition is much more fierce? Of course, it could be argued Publix's skill and acumen are the reasons that the landscape of the Sunshine State looks like it does.

Conversely, look at ShopRite - also successful by any measure (number one in Metro New York and the Delaware Valley). But could its member-owners be even more profitable if they didn't face the intense competition of operating in New York and Philly, where infrastructure costs are higher because of real estate, associate compensation and unionization?

And then there's Wegmans, perhaps the one retailer that over the last 25 years has arguably outshined all others. And here's where luck comes into play. Nobody has built finer shopping arenas than the Wegman family. Nobody has provided the variety of in-store shopping options than the Rochester-based uber-retailer. And no other retailer can claim the level of customer service – training, knowledge and direct contact – than the highest per-store volume supermarket retailer in the U.S.

Yet, because of the changes that have become part of the new normal, a lot of Wegmans' stellar work has to be reimagined. Yes, the privately-held firm was late to get into the full e-commerce portal (it is now fully integrated). In hindsight, you may question that decision. But when your focus is almost entirely

TAKING STOCK continues on page 16

2020 FOOD TRADE NEWS MARKET STUDY INDEX

The 70-County *Food Trade News* Market

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

In 11 of the counties in this study – Atlantic, NJ; Cape May, NJ; Monmouth, NJ; Morris, NJ; Ocean, NJ; Cumberland, PA; Lancaster, PA; Lebanon, PA; Monroe, PA; Wayne, PA and Suffolk, NY – combined retail sales exceeds the volume 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 and supercenters in these more densely populated counties or cities. 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 140,000-214,000 square foot range, can draw people from a much wider geographic area than virtually all other retailers in a given marketing area.

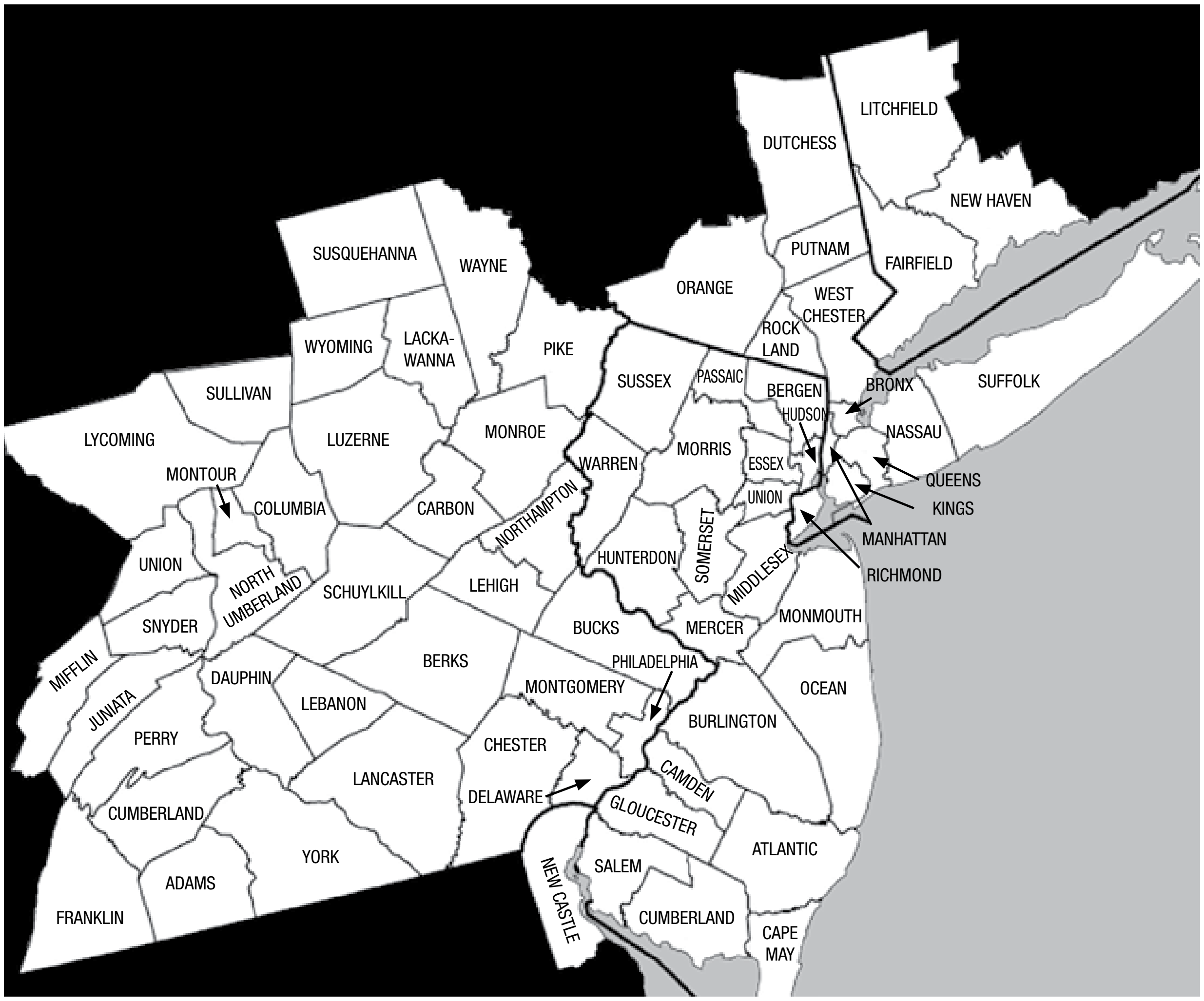
And stores located in "beach counties" such as in Atlantic, Cape May, Ocean and Monmouth Counties on the Jersey Shore, Suffolk County on Long Island or in mountain resorts like the Poconos (Monroe and Wayne Counties in Pennsylvania) also draw much of their summer sales from visitors who don't officially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

Another example of leakage occurred in Morris County, NJ. Over the past 12 months there was a flurry of activity in that Central NJ jurisdiction. Whole Food, Trader Joe's and Corrado's each opened new grocery stores and Walgreens added three new drug stores. Closing stores were Rite Aid, and in a rarity, Walmart. However, that conventional Walmart store in Roxbury, NJ (Ledgewood Mall) will be resurrected as a Super Center and when it opens in the next 18 months, it will create even more competition and "county hopping."

This year, the incredible increase in business experienced by most retailers, just in the month of March, created an unprecedented amount of "county-hopping. Obviously, denizens who lived in a particular county and shopped in that same county, also spent much more on groceries as they stockpiled foods during the pandemic.

Why are some percentages lower than others?

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



Why are some percentages lower than others?

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

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

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farm fresh
BROWN EGGS
cage free
farm fresh
ORGANIC BROWN EGGS
NET WT 24 OZ (1LB 8 OZ) 680g
NOAH'S PRIDE
Since 1935
KEEP REFRIGERATED AT OR BELOW 45°
12 GRADE A
LARGE
Fed all organic, vegetarian diet
No antibiotics
No animal by-products
No added hormones*
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Our cage free & organic hens are fed:
✓ All Vegetarian Diet
✓ No Antibiotics
✓ No Animal By-Products
✓ No Growth Hormones*
*no hormones are used in the production of shell eggs

John Carroll

Ryan Youngman

Acosta has announced the appointment of **John Carroll** as chief growth officer, effective June 15, 2020. In this newly created role, Carroll will be responsible for identifying and harnessing opportunities to drive growth for Acosta's current and prospective clients and customers. He will report to Acosta's CEO Darian Pickett and oversee the agency's business development and e-commerce teams.

"John is a well-known industry leader with a reputation for achieving exceptional results, and we are fortunate to have him join the Acosta team," said Darian Pickett, CEO of Acosta. "As the path to purchase becomes increasingly digital, manufacturers and retailers need to evolve their go-to-market strategies in order to win. Providing progressive, shopper-based solutions for both online and offline environments is necessary for a merging physical and digital world. In this new role, John will work with our clients and customers to address deeper shopper preferences and evolving digital purchasing habits and deliver joint-value-building programs to maximize growth and future success for Acosta and our brand and retail partners."

With more than 30 years of experience and success in CPG, food and beverage, and packaging and manufacturing, Carroll has held numerous senior leadership positions in brand, sales, commercial, general management and operations, most recently serving as general manager and vice president of eCommerce for Coca-Cola. In this role, he led the development and overall management of the company's e-commerce vision and roadmap, including commercial and marketing strategies, customer development and new business models. Since retiring from The Coca-Cola Company more than a year ago, Carroll has been helping companies and brands develop inspiring commerce solutions.

Carroll earned a bachelor of science degree in marketing and communications from Florida State University and a certificate in advanced financial management from Emory University. He is the recipient of several prestigious awards for his work including winner of Best Global Advertising for Sprite and Supplier of The Year for several customers.

CORRECTION: In the May issue of Food Trade News, Mr. Youngman's People entry ran with the wrong photo. This month's photo is the correct one.

Crispy Green Inc. announced that it has brought **Ryan Youngman** on as its new chief sales officer. In his new position, he will be responsible for providing strategy and leadership on growing the company's sales and distribution network for 2020 and beyond.

Youngman previously held leadership roles in retail, with Whole Foods, and distribution, with UNFI. He also held positions with Brad's Raw Foods and Fresca Foods.

Angela Liu, CEO and founder of Crispy Green, said, "Much of Ryan's career has been in natural food industry working on both sides of the table. His unique experience combined with his entrepreneurial spirit is a perfect fit for Crispy Green at this crucial time. We're excited to have him join our team, and are confident he will provide leadership, industry insight, key relationships and invaluable sales experience to enhance our growth initiatives."

JOH recently announced that **Joe Tavalone** has been named

See **PEOPLE** on page 138

DIRECTORY OF RETAILERS

SUPERMARKETS

Acme Markets, Inc.
Div. of Albertsons Cos.
75 Valley Stream Pkwy.
Malvern, PA 19355
Phone: (610) 889-4000
Web: acmemarkets.com
Pres.: Jim Perkins
VP-Marketing/Merch.: Kim Gray
VPs-Operations: Bill Crosby, Brad Spooner
DMs: Mike Styer, Joe Hultz, Bud Corry, Kevin Reger, Matt Juhring, Brendan Murphy, Jonathan Cruz, Susan Voelkner
Sales Mgr.-Meat/Seafood: Charlie Bell
Sales Mgr.-Deli: Mary Washinko
Sales Mgr.-Bakery: Jenifer Krause
Sales Mgr.-Grocery: Don O'Brien
Sales Mgr.-Produce: Jay Schneider
Sales Mgr.-Floral: Susan Glenn
Dir.-Marketing: Sherry Caldwell
Primary Supplier: Direct
FTN Stores: 156
FTN Vol.: $3.37 billion

Adams Fairacre Farms
765 Dutchess Tnpk.
Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Donald Adams, Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
FTN Stores: 3
FTN Vol.: $43.4 million

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

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

Albertsons
250 Parkcenter Blvd.
Boise, ID 83706
Phone: (208) 395-6200
Web: Albertsons.com
Co-Chmn.: Jim Donald, Leonard Laufer
Pres./CEO: Vivek Sankaran

Aldi, Inc.
1200 N. Kirk Rd.
Batavia, IL 60510
Phone: (630) 879-8100
Web: aldi.com
CEO: Jason Hart
Co-Pres.: Charles Youngstrom, David Behm, Brent Laubaugh
Primary Supplier: Direct
FTN Stores: 151
FTN Vol.: $1.24 billion

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

Allegiance/Retail Services, LLC
Foodtown
485 US Highway 1 South
Building D/Suite 420
Iselin, NJ 08830
Phone: (732) 596-6000
Fax: (732) 596-6020
Web: allegianceretailservices.com
Pres: John Derderian
VP-Store Ops.: Dean Holmquist
VP-Center Store: Michael Conese
VP/CFO: Joseph Fantozzi
VP/CMO: Donna Zambo
VP-Perishables: Samer Rahman
Sr. Dir. Member Services: Daniel Dinkowitz
Sr. Dir.-MIS: Sherry Toy
Sr. Dir.-DSD & Pricing: Jeff Spector
Dir.-Produce/Floral: Kelly Davis
Dir.-Deli: Steve Hungerbuhler
Dir.-Frozen: Jeff Kluck
Dir.-Advertising/Mktg.: Patty Youchock
FTN Stores: 113 (Includes Gristede's, D'Agostino's)
FTN Vol.: $1.26 billion
*This retailer-owned co-op serves as the support group for a group of independent retailers in the Metro New York and Philadelphia Areas. They are supplied by C&S Wholesale Grocers.

America's Food Basket
1979 Marcus Ave., Ste. 216
Lake Success, NY 11042
Phone: (516) 502-2509
Fax: (516) 775-1574
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Controller: Stephanie Lopez

See **DIRECTORY** on page 14

From page 12

HR/Social Media/PR: Ashli Pacheco
AP Administrators: Stacy Diaz, George Wilches, Mark Josue
Mktg. Manager: Juan Pena
SVP-Ops.: Amanda Espinal
VP-Fresh Foods: Wilson Estupinan
VP-Merch.: Angela DeCicco
Mgr.-Dairy/Frozen: Anthony Abrue
Primary Supplier: UNFI
FTN Stores: 35 (Includes Ideal)
FTN Vol.: $199.6 million

Associated Supermarkets Group
99 Seaview Blvd.
Port Washington, NY 11050
Phone: (516) 256-3100
Fax: (516) 256-3110
Web: shopassociated.com
Pres./CEO: Joe Garcia
CAO: Zulema Wiscovitch
SVP Bus. Dev. - Ken Scher
VP-Sales: Francisco Nieves
VP-Mktg./CX: Michelle Mendoza
VP-Merch.: Jonathan D'Onofrio
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 201
Est. FTN Vol.: $1.52 billion
*This is the advertising and marketing arm that serves a group of independent retailers including such banners as Associated, Compare, Met and Pioneer. They are supplied by C&S Wholesale Grocers.

Big Y
2145 Roosevelt Ave.
P.O. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
CEO: Charles L. D'Amour
COO/VP-Sales/Merch.: Mike D'Amour
VP: Real Estate: Mathieu L. D'Amour
VP-Ops./Cust. Experience: Richard Bossie
Primary Supplier: Bozzuto's
FTN Stores: 16
FTN Vol.: $457.2 million

Boyer's Markets
301 S. Warren St.
Orwigsburg, PA 17961
Phone: (570) 366-1477
Web: boyersfood.com
Pres.: Dean Walker
CFO: Matthew Kase
EVP-Sales/Mktg.: Anthony Gigliotti
VP-Ops: Mike Zmitrovich
Dir.-HR: Ann Marie Blashock
Meat/Seafood Merch.: Joseph Cutrona
Produce Merch.: Michael Bush
Deli/Bakery Merch.: Mellisa Erickson
Non-Perishable Merch.: Jeff O'Neill
Primary Supplier: UNFI
FTN Stores: 18
FTN Vol.: $170.54 million

C&S Independents
P.O. Box 67
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 220
FTN Vol.: $724.01 million
*C&S Independents are comprised of the independent supermarkets serviced by C&S Wholesale Grocers and supplied from its Robesonia, PA regional headquarters.

Caraluzzi's Markets
5 Francis Clark Cir.
Bethel, CT 06801
Phone: (203) 748-3547
Web: caraluzzi.com
Pres./CEO: Mark Caraluzzi
Primary Wholesaler: Bozzuto's
FTN Stores: 3
FTN Vol.: $58.1 million

Corrado's Market
1578 Main Ave.
Clifton, NJ 07011
Phone: (973) 340-0628
Fax: (973) 340-2052
Web: corradosmarket.com
Contact: James Corrado
Primary Supplier: Direct
FTN Stores: 5
FTN Vol.: $185.6 million

Fairway Market
2284 12th Ave.
New York, NY 10027
Phone: (212) 939-0300
Web: fairwaymarket.com
CEO: Abel Porter
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 14
FTN Vol.: $745.9 million

Family Owned Markets
814-D Dawn Ave.
Ephrata, PA 17522
Phone: (717) 584-3537
Fax: (717) 721-1955
Web: familyownedmarkets.com
Dir.-Marketing: Jim Kidwell
FTN Stores: 8
FTN Vol.: $126.1 million
*This is the advertising and marketing arm that serves a group of independent retailers, including Martin's Country Market, Oregon Dairy, John Herr's Village Market, Musser's Markets, Saubel's and Yoder's Country Market. They are currently supplied by MDI.

Fine Fare Supermarkets
FTN Stores: 64
FTN Vol.: $403.6 million
Individual store owners are supplied by General Trading.

See **DIRECTORY** on page 18

TAKING STOCK

from page 6

on enticing the customer to visit your "theater of food" and can substantiate that with also the highest basket "ring" among all supermarkets, you've got a formula that's clearly been uber-successful.

It took a highly contagious virus that created the need for social distancing and face masks to shut down the service departments at all retail outlets. If you're Food Lion, the impact wasn't horrible; if you're Wegmans, the effect was consequential.

Currently, Wegmans' vaunted self-service hot and cold bars are closed. However, the company is experimenting with a modified approach to some of their service areas such as operating their Mediterranean bars as associate-manned stations where customers' orders are filled for them. In bakery, customers can select cookies, for example, in much the same manner, and the retailer is utilizing a variety of service modifications that allow them to still connect the shopper to Wegmans' foodservice offerings with a different form of delivery.

Wegmans admits that it's traveling in uncharted waters but has vowed to remain "agile" as it navigates the future path of the pandemic and ensuing shopper behavior. The company feels it has the preparedness, intelligence and talent both at store level and at headquarters to ultimately provide what their loyal customers want. Reinventing the Taj Mahal won't be easy.

And for all retailers on a broader plane, there are some other realities on the horizon that are going to be challenges. When schools are back in a few months (assuming there won't be a second COVID wave), retailers will be ceding some gains they've had since March. And while restaurants will take longer to fully reopen (what a nightmare the foodservice sector has experienced), that'll be more ground that retailers will sacrifice.

Underlying all of this is the jobs outlook. If unemployment remains above 10 percent (it was 13.3 percent in May) for a prolonged period of time, then all businesses are in trouble. Yes, people will still have to eat (and probably overwhelmingly at home), but the unprecedented days of March, where for a two-week period comp store sales jumped more than 100 percent, will be so far back in the rear-view mirror that those gains will seem invisible. I pray that doesn't happen.

So, now back to reality. As I've done for 41 previous years, here's my take on the market leaders in the 70-county Food Trade News marketing area:

ShopRite – It was a much stronger year for the perennial "King of the Hill" in Metro New York than in the Philadelphia market. Comp sales were once again just OK for the first 11 months of our survey (then exploded in March, when virtually all retailer's experienced huge increases). Biggest gains came through expansion; ShopRite acquired three Gourmet Garage units in Manhattan (the company's first foray into NYC wealthiest borough) and then lured the Maniaci family into the Wakefern fold. Further Wakefern expansion will be documented in next year's study when the five former Fairway stores ShopRite's acquired are reflected in their totals. A good, but not great year for the member-owned stores, but with several more net new and new replacement stores in the pipeline, ShopRite is well positioned for future wars.

Stop & Shop (New York Metro Div.) – For most of its stores, it was a rather flat year for the biggest Ahold Delhaize USA brand. COVID-driven sales in March helped Stoppie more than most and so did the first-part of its Long Island store overhaul – where the retailer sunk approximately $75 million to refurbish 21 of its stores. The results were discernible and Stoppie plans on completing the overhaul of most of its remaining 30 "Island" stores over the next year. The termination of the King Kullen deal should have no significant effect on the Nassau-Suffolk leader (however, I can't say the same for the faltering King Kullen organization). Stop & Shop had been mired in a downward progression for the past decade, but thanks to some well- deserved capital investment and the leadership skills of president Gordon Reid, there's a much better vibe at the venerable old chain.

Walmart – As the Behemoth continues to focus on building its e-commerce business, the role of its bricks and mortar units hasn't really been diminished in any area other than store growth. Day-to-day at its 173 stores (including 102 SuperCenters), the focus remains the same: price, price, price.

TAKING STOCK continues on page 77

From page 14

Food Bazaar
Div. of Bogopa Service Corp.
650 Fountain Ave.
Brooklyn, NY 11208
Phone: (718) 346-6500
Fax: (718) 228-4013
Web: myfoodbazaar.com
Pres.: Spencer An
EVP: Edward Suh
Primary Supplier: Bozzuto's
FTN Stores: 26
FTN Vol.: $472.1 million

Food Lion
Div. of Ahold Delhaize USA
P.O. Box 1330
Salisbury, NC 28145
Phone: (704) 633-8250
Web: foodlion.com
Pres: Meg Ham
Primary Supplier: Direct
FTN Stores: 9
FTN Vol.: $71.7 million

The Fresh Market
628 Green Valley Rd., Ste. 500
Greensboro, NC 27408
Phone: (336) 272-1338
Web: thefreshmarket.com
Pres./CEO: Jason Potter
CFO: Oded Shein
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: $138.8 million

The Giant Company
Div. of Ahold Delhaize USA
P.O. Box 249
28 Brookwood Ave.
Carlisle, PA 17015
Phone: (717) 249-4000
Web: giantfoodstores.com
Pres.: Nick Bertram
SVP-Store Ops.: John Ponnett
SVP-Merch.: John Ruane
VP-Perishables: Dave Lessard
Primary Distributor: C&S Wholesale Grocers/Direct
FTN Stores: 153 (includes Martin's)
FTN Vol.: $6.01 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-Merch.: Tonya Herring
VP-Non-Perishables: Michael Weinstock
Primary Supplier: Direct
FTN Stores: 3 (includes Super G)
FTN Vol.: $92.04 million

Great Valu Supermarkets
8258 Richfood Rd.
Mechanicsville, VA 23116
Phone: (804) 746-6000
Web: greatvalu.com
FTN Stores: 12
FTN Vol.: $105.4 million
*This is the advertising and marketing arm that serves a group of independents that are supplied by UNFI.

Grocery Outlet
5650 Hollis St.
Emeryville, CA 94608
Phone: (510) 845-1999
Web: groceryoutlet.com
Vice Chmn.: MacGregor Read
CEO: Eric Lindberg
Pres. RJ Sheedy
Primary Supplier: Direct
FTN Stores: 19
FTN Vol.: $119.2 million

Hannaford
Div. of Delhaize America 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.: $217.2 million

IGA
275 Schoolhouse Rd.
Cheshire, CT 06410
Phone: (203) 272-3511
Primary Supplier: Bozzuto's
FTN Stores: 65
FTN Vol.: $572.32 million
*This is the group of independent retailers that operate under the IGA banner and are supplied by Bozzuto's and supervised from its Cheshire, CT headquarters.

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

Karns Quality Food Ltd.
675 Silver Spring Rd.
Mechanicsburg, PA 17050
Phone: (717) 766-6477
Web: karnsfoods.com
CEO/Pres.: D. Scott Karns
Primary Supplier: UNFI
FTN Stores: 9
FTN Vol.: $154 million

Kennie's
520 West King St.
Littlestown, PA 17340
Phone: (717) 359-9001

See **DIRECTORY** on page 32

PLEASE NOTE:

Many events in our region are postponed or cancelled due to the coronavirus oubreak. Check www.foodtradenews.com for the most recent updates.

July 15

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

July 20 • CANCELLED

Krasdale Foods' second annual golf tournament will be held at Glen Head Golf Club in Glen Head, NY with proceeds benefiting multiple charities. For more information, contact Phil Kelly at 914.697.5300.

July 27

The New Jersey Food Council will host its annual golf outing at Suburban golf club in Union, NJ with shotgun starts at 8:00 a.m. followed by a reception. For more information, call 609.392.8899 or go to www.njfoodcouncil.com.

July 27 • CANCELLED

The Mid-Atlantic Food Trade Organization's golf outing will be held at Commonwealth Country Club in Horsham, PA.

July 28 • CANCELLED

Weaver's of Wellsville will hold a selling show at the Hershey/Harrisburg Red Lion Hotel from 8:00 a.m. to 2:00 p.m.

July 30 • NEW DATE

NSA will host its annual golf outing at Engineers Country Club in Roslyn, NY. For more information, Denise Diaz at denise.diaz@nsaglobal.org.

August 10

CIFI Annual Golf Outing, Engineers Country Club, Roslyn Harbor, LI. For information contact Jim Gorman at jgorman@esmferolie.com

August 26 • NEW DATE

Redner's Markets will hold its annual GWR Memorial Golf Outing at several Reading, PA area golf outings. For more information, contact Dan Eberhart at 484.248.5732 or deberhart@rednersmarkets.com or Eric White at 484.248.5730 or ewhite@rednersmarkets.com.

August 27

The Ravitz Family Foundation will host its annual golf outing at Woodcrest Country Club in Cherry Hill, NJ.

September 1

C&S Robesonia will hold its summer selling show at the York, PA fairgrounds.

September 2 • CANCELLED

NSA will hold its annual trade show at Resorts World Casino in S. Ozone Park, NY. For more information, call 718.747.2860.

September 8 • NEW DATE

Boyer's Markets will hold the Harold S. Boyer Memorial Golf Outing at Mountain Valley Golf Course in Barnesville, PA. Registration begins at 8:30 a.m. with shotgun start at 10:00 a.m. and dinner and awards at 3:30 p.m. For more information, contact Dean Walker at dean@boyersfood.com or Anthony Gigliotti at antgig@boyersfood.com, or call 570.366.1477.

September 15

The Zallie Family golf outing benefitting the Stacy Zallie Foundation will be held at Valleybrook Country Club in Blackwood, NJ.

September 22

Brown's ShopRites will host its 22nd Annual golf outing benefiting Uplift Solutions at Whitemarsh Valley CC and Green Valley CC. For more information email dorothy.swinand@wakefern.com.

September 22

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

September 22 • NEW DATE

The Heather "Kappesser" DiGuardi Memorial Charity Golf Tournament, sponsored by Family Owned Markets and Genuine Tobacco Co. will be held at Fox Chase Golf Club in Stevens, PA. Registration opens at 11:15 a.m., followed by shotgun start at 12:45 and dinner, prizes and raffle after golf. For more information, email Jim Kidwell at jim.kidwell@familyownedmarkets.com.

September 23-24 • CANCELLED

Seafood Expo North America will host its 2020 has been cancelled. For more information, go to www.seafoodexpo.com/north-america.

September 23-26 • CANCELLED

Natural Foods Expo East has cancelled its show and is launch-

See **TRADE CALENDAR** on page 142

For the first time in 42 years, we are publishing two *Food Trade News* market study issues. No, that's not quite right; it just feels like two issues – the one where we gathered data for the first 11 months of our measuring period (April 1, 2019 through February 29, 2020), and a separate data collection for the month of March.

Never in the history of the modern grocery business has one month impacted sales more than March 2020.

So, when you view the sales totals for most retailers, you'll notice that virtually all merchants in all the channels that we cover (supermarket, mass, club, drug and c-store) have posted increased sales for the entire 12-month period. Our challenge was to determine what those March percentage gains were (by individual retailer) and factor them against the other 11 months of measurement.

We'd like to thank the nearly 75 retailers whose sales and shares are measured in the annual review. Many of them worked with us closely to provide accurate annualized data given the wild fluctuations they experienced.

And while each retailer included in the annual market survey encountered their own individualized sales variations, as a general rule comp store revenue jumped about 40 percent for the entire month of March (however, during the middle two weeks of the month comp sales for many retailers more than doubled). For the first 11 months of our measuring period, the median comp store gain was approximately 1.1 percent.

For the first 11 months, market conditions continued to be challenging – there are still too many stores in virtually every area and the diversity of competition makes it very challenging for retailers to find an open lane to gain share.

The biggest growth sector continued to be the "extreme value" channel where both Lidl and Aldi added double digit new stores, with the latter discounter also remodeling more than 15 other units. Another discounter with a much bigger box, Walmart, also posted impressive comp store gains, pre-COVID as well as during the month of March. In a rarity, Walmart did not open any net new stores this year and in fact closed two units, the first time the "Bentonville Behemoth" had reduced its store count in the region since the company entered the *Food Trade News*' marketing area in 1991 (in Gloucester County, NJ). Moreover, when you view our eight "Market Leader" charts in this issue, you'll notice that the alternate channels as a group (mass, club, drug and c-stores) continue to grab more grocery share from traditional supermarket operators in all MSA markets except "City of New York Market Leaders."

But while overstoring and other ongoing issues such as dealing with reduced SNAP benefits are still troublesome, they frankly moved to the back burner once COVID-19 began to spread, rapidly forcing a series of moves that have altered the ways retailers are now thinking and acting.

There's no hiding that retailers in all channels that sell food had unprecedented sales (and earnings) gains over the past three months. Those huge increases continued into April, trickled down a bit in May and now have flattened to levels that are still impressive, but not overwhelming.

Meanwhile, other concerns have arisen, some during the pandemic, others on the horizon. There's no question that all retailers encountered huge additional expense in dealing with the health crisis. Providing associates with personal protective equipment (particularly masks), increasing store cleanings, installing sneeze guards, creating special signage and properly increasing compensation to associates at both stores and distribution centers were costly and proper decisions. While most retailers will end their bonus compensation programs by the end of this month (if they haven't ended them already), other new expanses are here to stay.

It's a sticky wicket for most retail merchants, who know their virtually unimpeded sales path of the past few months is certain to decline. When children return to school this fall, that will impact the "full family stay-at-home eating" advantage that retailers have enjoyed, and as restaurants begin to trickle open, the foodservice lane will also begin to be refilled.

Overriding this for all retail and foodservice channels is the skyrocketing unemployment numbers. If you add in the "hidden" numbers that weren't counted in the last public measurement, the unemployment rate is almost 20 percent.

And even as the country starts reopening, it is doing so slowly and cautiously; visualizing unemployment under 10 percent over the next six months is probably unrealistic. Those are figures that frighten retailers, not to mention that a second wave of COVID infections would likely negate any encouraging news toward normalcy.

Perhaps the most visceral reality that food retailers experienced over the past 120 days was the huge uptick in e-commerce business. Those customers who had previously utilized digital shopping opportunities, increase their usage. And many consumers explored online shopping for the first time – omni channel retailing has truly emerged.

And those retailers that had both financially and/or emotionally invested in the "full Monty" of e-commerce offerings or were so good at attracting consumers to their brick & mortar stores because they provided the right type of goods at the right price had stellar sales during the past three months and have created a launching pad for future success.

Walmart and The Giant Company are examples of company's creating a balance between increased volume at its stores and through its digital initiatives. Aldi (which also does have a digital component) is arguably the best example of maximizing their potential with its physical stores. During the height of the panic buying, Aldi had the necessary products that consumers wanted at the right price and with good service levels. Nobody operates stores as efficiently as the Aldi.

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 12 months.

Delaware Valley

No surprise that ShopRite once again dominated the 15-county region, but its grip wasn't quite as strong as it's been in recent years. During the past 12 months, the retail arm of Wakefern closed two stores (a Fresh Grocer in Wilmington and a ShopRite in Philadelphia) and generally experienced relatively flat comp store sales until the COVID crisis hit in March when sales ramped up noticeably. In fact, when viewing the closer-in 8-county Philadelphia metro market, The Giant Company vaulted into first place on the strength of strong comp sales, the opening of two Heirloom Markets in Center City and the extra sales gained at its new replacement store in Broomall. PA. Wawa remained the third-ranked retailer in the $23.3 billion market, the highest ranking of any c-store merchant in any major market in the country. However, the two largest gainers over the past 12 months were Walgreens, which added 24 new stores to its roster, many of which were former Rite Aid stores it acquired in 2018, and Aldi which now operates 55 discount units in DelVal, eight more than a year ago. Aldi's comps were strong throughout the year. Both pre-COVID and during the month of March.

Metro New York

It's tough to make significant gains in a market as large as Metro New York. However, mighty ShopRite (Fresh Grocer, Price Rite, Gourmet Garage and Dearborn Market) just keeps setting the bar higher. On the strength of solid comp numbers and the addition of nine new stores (including three Gourmet Garages and four former Foodtown stores operated by the Maniaci family that are now trading as Fresh Grocers), the high volume member-owned store group boosted its share from 17.38 percent to 17.54 percent over the past 12 months. Stop & Shop, aided by strong COVID-19 related sales, remained a solid second in the country's largest market where food and drug sales totaled $63.8 million. Last year, Walgreens lost more share of the market than any other retailer; this year it's just the opposite. The market's largest drug chain added 101 new units, most of them former Rite Aid stores that it acquired as part of national deal two years ago in when it purchased nearly 2,000 Rite Aid stores nationally. Krasdale (and the large group of independent retailers that it supplies), ranked fourth overall in the Metro NY area, paced all companies doing business in the five boroughs that comprise New York City. Other significant gainers in the survey include Allegiance/Foodtown, whose totals now include D'Agostino's and Gristedes' volumes, Whole Foods, which added eight new stores this year (including six Amazon Go stores owned by parent company Amazon) and Trader Joe's, which opened four new "treasure hunt" markets over the past year. And the store opening of the year was Wegmans' NYC debut in Brooklyn in late October 2019. Trending backwards was Fairway Market, which declared bankruptcy in January and has since sold eight of its 14 stores (whose sales will appear in next year's market study), and King Kullen, which closed two stores, lost sales and saw its tentative acquisition by Stop & Shop collapse in early June.

Allentown-Bethlehem-Easton

The Lehigh Valley, an area covering four counties (Carbon, Lehigh and Northampton in PA and Warren, NJ), is a market that's shown virtually no movement when viewed over a five-year span. The Giant Company continues to dominate, more than doubling the share of its closest rival, Weis. Giant was also one of the few retailers in the $2.8 billion region to open a new store over the past year - in Walnutport, PA - and the Ahold Delhaize USA unit also posted extremely strong comp store revenue over all 12 months of the survey. Weis, ShopRite (Price Rite), Walmart, Wegmans, CVS, Wawa, Redner's, Rite Aid and Target, which ranked second through 10th respectively, all operated the same number of stores as 2019 and all posted modestly increased sales.

See **RULES & ANALYSIS** on page 92

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2020

To qualify for this list, supermarket retialers must operate two or more stores; convenience store retailers must operate 20 or more units; and drug retailers must run five ot more stores. All club stores and military commissaries are included, as are Wal-Mart, Target and Kmart. For the club store operators and the three mass merchandisers, sales are extrapolated to include comparable supermarket departments, as explained on page 92. Total sales of retail grocery, HBC, general merchandising, pharmacy, floral and tobacco in the *Food Trade News* market are $101.4 billion. Petroleum sales are not included

Rank	Company	2020 Stores	2020 Sales (in million)	2020 % of Market
1	ShopRite (Dearborn Mkt/Fresh Grocer/Price Rite/Gourmet Garage)	280	$15,780.50	15.56%
2	Stop & Shop	212	$8,010.85	7.90%
3	CVS+	1,233	$6,036.50	5.95%
4	The Giant Company (Martin's)	153	$6,006.43	5.92%
5	Walmart (Neighborhood Market/SuperCenter)	173	$5,299.60	5.23%
6	Walgreens (Duane Reade)	813	$5,132.10	5.06%
7	Costco	49	$4,330.50	4.27%
8	Krasdale (AIM/Bravo/CTown/Market Fresh/Stop 1/Shop Smart)	565	$4,136.87	4.08%
9	Acme Markets	156	$3,373.30	3.33%
10	Wawa	524	$3,267.30	3.22%
11	BJ's Wholesale Club	76	$3,181.00	3.14%
12	Target	162	$3,094.30	3.05%
13	Key Food (Key/Key Fresh/FoodDynasty/Food Emp/Food Univ/SuperFresh)	277	$2,955.60	2.91%
14	Rite Aid	704	$2,754.00	2.72%
15	Whole Foods (Amazon Go)	66	$2,328.20	2.30%
16	Weis Markets	110	$2,104.40	2.08%
17	7-Eleven	992	$1,900.20	1.87%
18	Wegmans	25	$1,628.00	1.61%
19	ASG (Associated/Compare/Met/Pioneer)	201	$1,518.68	1.50%
20	Allegiance/Foodtown (D'Agostino's/Gristedes)	113	$1,260.03	1.24%
21	Aldi	151	$1,241.90	1.22%
22	Trader Joe's	51	$1,217.00	1.20%
23	Sam's Club	23	$881.90	0.87%
24	Redner's Markets	35	$793.10	0.78%
25	Fairway Market	14	$745.70	0.74%
26	C&S Independents	220	$724.01	0.71%
27	King Kullen (Wild By Nature)	35	$655.40	0.65%
28	IGA	65	$572.32	0.56%
29	Kings Food Markets (Balducci's)	28	$535.20	0.53%
30	Food Bazaar	26	$472.10	0.47%
31	Price Chopper (Market 32)	15	$471.00	0.46%
32	Big Y	16	$457.20	0.45%
33	Fine Fare Supermarkets	64	$403.60	0.40%
34	Stew Leonard's	6	$399.90	0.39%
35	Lidl	36	$398.20	0.39%
36	Sheetz	103	$388.00	0.38%
37	Save-A-Lot	68	$382.50	0.38%
38	Turkey Hill	245	$365.90	0.36%
39	Quick Chek	154	$324.40	0.32%
40	Kmart	27	$235.80	0.23%
41	Hannaford	7	$217.20	0.21%
42	Western Beef	16	$210.10	0.21%
43	America's Food Basket (Ideal)	35	$199.60	0.20%
44	Corrado's Family Affair	5	$185.60	0.18%
45	McCaffrey's (Simply Fresh)	7	$184.60	0.18%
46	Morton Williams	17	$179.60	0.18%
47	Boyer's Markets	18	$170.54	0.17%
48	Supremo	12	$161.40	0.16%
49	Uncle Giuseppe's	8	$155.80	0.15%
50	Karns Prime & Fancy Foods	9	$154.00	0.15%
51	Fresh Market	10	$138.80	0.14%
52	Family Owned Markets	8	$126.10	0.12%
53	Rutter's Farm Stores	69	$124.90	0.12%
54	Grocery Outlet	19	$119.20	0.12%

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2020

55	Trade Fair	8	$113.20	0.11%
56	Great Valu	12	$105.40	0.10%
57	Tri-State Co-Op	11	$103.47	0.10%
58	Cumberland Farms	52	$98.10	0.10%
59	Giant Food (Super G)	3	$92.04	0.09%
60	Military Commissaries	8	$90.77	0.09%
61	Circle K	45	$90.50	0.09%
62	Royal Farm Stores	35	$80.70	0.08%
63	Food Lion	9	$71.70	0.07%
64	Caraluzzi's	3	$58.10	0.06%
65	XtraMart	16	$51.90	0.05%
66	Seabra's	7	$48.20	0.05%
67	Heritage Dairy Stores	34	$46.80	0.05%
68	Kennie's Markets	4	$45.20	0.04%
69	Adam's Fairacre Farms	3	$43.40	0.04%
70	Super Supermarket	4	$42.40	0.04%
71	MOM's Organic Market	3	$40.00	0.04%
72	Murphy's Markets	3	$34.10	0.03%
73	Sprouts	1	$29.90	0.03%
74	Sharp Shopper	3	$28.50	0.03%
75	Fas-Marts	18	$26.80	0.03%
76	Safeway	1	$21.55	0.02%
77	Dash-In	7	$12.10	0.01%
	Grand total	**8,796**	**$99,465.76**	**98.09%**

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

Source: *Food Trade News*, June 2020

Metro Beat

By Kevin Gallagher

Greetings everyone and welcome to our annual *Food Trade News* Market Study issue. First and foremost, I hope this finds you all in good health and well and anxious to get back to a sense of normalcy. The pages of this issue which you will be referencing throughout the year have taken a few months of work to assemble. While this report has always been an undertaking of Herculean standards, this year threw a few more than the usual obstacles in our path. That's what a global pandemic mixed in with a little social unrest will do. However, we forged on and with the help of some key personnel in the industry and mostly our crackerjack staff of **Terri Maloney, Beth Pripstein, Maria Maggio, Karen Fernandez** and fearless leader **Jeff Metzger**, we have assembled what I believe is the most accurate and unmatched source of data for the Northeast in the retail food industry, bar none. Enjoy the issue and please feel free to contact me if you have any questions or comments.

Big shout out and congratulations to **Joe Fantozzi** of Allegiance Retail Services. Joe was recently named VP/CFO after previously serving as VP-customer development at Allegiance Retail Services. Many know Joe from his previous position at White Rose Foods where he served as president and COO. He succeeds **Gene Fradella**, who has accepted a position with Saker ShopRite.

Unfortunately, we have a couple of deaths in the industry to let you know about. **Dilio "Del" DiPasquale** passed away on May 28 at the age of 89. Del originally started in the food business when he owned the Bergen Pork Store in North Bergen, NJ before transitioning into the wholesale meat business (DB Brown, Crescent Food Sales) where he stayed for the rest of his career. He was recently consulting for Fancy Foods, Inc. in the Bronx. Del is survived by wife of 68 years **Patricia**, daughters **Jill** and **Pam**, two grandsons and a large extended family. A celebration of his life will be held at a later date and the family asks that any contributions in his name be made to St. Jude Children's Research Hospital. May his soul rest in peace.

And also, **Tony Ruccio**, retired from Kings Food Markets and McCaffrey's Markets, passed away at the end of May at the age of 76. Tony was the director of seafood sales/merchandising at Kings where he worked for 32 years and joined McCaffrey's after retiring from Kings where he served as director of seafood. Tony is survived by his wife of 48 years, **Patti**, who is also a retiree of Kings. In addition, he leaves behind a son and daughter-in-law, two daughters, a son-in-law and three grandchildren. Any donations made in his memory can go to the Children's Tumor Foundation at www.ctf.org. May he rest in peace.

Congratulations to Wakefern Food Corp. and their own brand Bowl & Basket, as the specialty kettle chips product in that line won the best of show in the recent Vertex 2020 Awards. The Vertex Awards are a global competition devoted exclusively to private label package design and this year's competition included more than 400 entries from 27 countries and 49 retailers.

Wakefern commented, "As we embarked upon re-imagining all aspects of our private brand portfolio, we knew our food brand needed to be extra special and memorable. It needed to move from blending in to standing out. Our banners were already well known pillars of their communities, and our new brand needed to reflect that sense of community and of sharing. Bowl & Basket is food that brings people together and creates memories for our shoppers and their families. It is a brand that celebrates the diversity and deliciousness of all our products, the care that went into making them, and their ability to bring people together."

Angel Liu, CEO of Crispy Greens, reached out to the food industry at large (and us) and offered this commentary on the recent social unrest.

"The events happening in the last week sadden me greatly in many respects. I felt that a part of my humanity was ripped out of me when I watched George Floyd's arrest video. I thought that I would only have to see a human being treating another human being like that in wars or in Hollywood movies… Witnessing it live, on the streets of America, shook me to my core.

"I had a dark and uneasy feeling that the reactions to George Floyd's killing would be raw and there would be massive protests

See **METRO BEAT** on page 137


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Delaware Valley Supermarket Leaders:

ShopRite Still Leads, But Giant Growing Fastest Among Supers In $11.8B 15-County Mkt.

- ShopRite Remains Dominant
- Giant Opens 2, Has Strong Comps
- Acme Gains On COVID-19 Sales
- Aldi Opens 8 Discount Units
- Redner's, TJ's Open Stores

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	ShopRite (Fresh Grocer/PR)	83	$4,088.90	34.72%	85	$4,027.50	35.53%
2	The Giant Company	69	$2,750.06	23.35%	67	$2,563.78	22.62%
3	Acme Markets	99	$2,295.00	19.49%	99	$2,225.31	19.63%
4	Wegmans	10	$687.70	5.84%	10	$664.80	5.87%
5	Whole Foods	13	$457.80	3.89%	13	$447.30	3.95%
6	Aldi	55	$431.70	3.67%	47	$363.90	3.21%
7	Save-A-Lot	46	$269.10	2.29%	46	$273.90	2.42%
8	Redner's Markets	10	$244.60	2.08%	9	$215.60	1.90%
9	IGA	17	$207.96	1.77%	17	$193.54	1.71%
10	Trader Joe's	10	$192.30	1.63%	9	$160.50	1.42%
		412	**$11,625.12**	**98.72%**	**402**	**$11,136.13**	**98.25%**

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

Total supermarket sales for the area are $11.8 billion.

Source: *Food Trade News*, June 2020

UFCW 1776 KEYSTONE STATE

UNITED FOOD AND COMMERCIAL WORKERS
LOCAL 1776 KEYSTONE STATE

UFCW Local 1776 Keystone State proudly represents union members in Pennsylvania, West Virginia, Ohio, and New York. 35,000 members strong with workers in grocery, wine & spirits, meat packing & processing, healthcare, gaming, cannabis, and more, Local 1776KS members bring you the finest products and highest standard of service.

Wendell Young IV, *President*
Michele Kessler, *Secretary-Treasurer*
Anthony M. Helfer, *Recorder*

3031-A Walton Rd., Plymouth Meeting, PA 19462 | **1-866-329-1776**

Delaware Valley Market Leaders:

ShopRite ACV Share At 17.6%; Giant, Wawa Grow Share, Walmart Revenue Is Flat

- Alternates Now Control 43.1%
- Giant Adds 2, Replaces 1 Store
- Walgreens Adds 24 Units
- Rite Aid Again Is Big Loser
- C-Stores Control 12.5% Of Mkt.

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	ShopRite (Fresh Grocer/PR)	83	$4,088.90	17.56%	85	$4,027.50	17.89%
2	The Giant Company	69	$2,750.06	11.81%	67	$2,563.78	11.39%
3	Wawa	398	$2,504.77	10.76%	389	$2,446.46	10.87%
4	Acme Markets	99	$2,295.00	9.86%	99	$2,225.31	9.88%
5	Walmart (SuperCenter)	57	$1,591.10	6.83%	58	$1,565.80	6.95%
6	CVS+	328	$1,555.10	6.68%	324	$1,497.51	6.65%
7	Walgreens	173	$937.20	4.02%	149	$817.60	3.63%
8	Rite Aid	261	$916.70	3.94%	290	$993.90	4.41%
9	Target	43	$762.20	3.27%	43	$749.60	3.33%
10	BJ's Wholesale Club	20	$704.70	3.03%	20	$685.40	3.04%
11	Wegmans	10	$687.70	2.95%	10	$664.80	2.95%
12	Whole Foods	13	$457.80	1.97%	13	$447.30	1.99%
13	7-Eleven	254	$449.50	1.76%	256	$490.10	2.18%
14	Aldi	55	$431.70	1.85%	47	$363.90	1.62%
15	Costco	9	$409.10	1.76%	9	$394.90	1.75%
16	Save-A-Lot	46	$269.10	1.16%	46	$273.90	1.22%
17	Sam's Club	7	$245.00	1.05%	7	$239.30	1.06%
18	Redner's Markets	10	$244.60	1.05%	9	$215.60	0.96%
19	IGA	17	$207.96	0.89%	17	$193.54	0.86%
20	Trader Joe's	10	$192.30	0.83%	9	$160.50	0.71%
		1,962	**$21,700.49**	**93.19%**	**1,947**	**$21,016.70**	**93.06%**

The chart above lists the top 20 retailers in the Delaware Valley market that sell groceries, HBC, drugs, general merchandise, and tobacco products. Volumes listed include 100% of sales for supermarkets, convenience stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 92. Counties/cities included are: Bucks, Chester. Delaware, Montgomery and Philadelphia in PA; New Castle in DE; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies. **Total food sales for the area are: $23.3 billion.** Source: *Food Trade News*, June 2020

From page 18

Web: kenniesmarket.com
CEO: P.K. Hoover
Primary Supplier: Bozzuto's
FTN Stores: 4
FTN Vol.: $45.2 million

Key Food Stores Co-op, Inc.
100 Matawan Rd., Ste 100
Matawan, NJ 07747
Phone: (848) 202-3100
Web: keyfood.com
Pres.: Dean Janeway
COO: George Knobloch
FTN Stores: 277
FTN Vol.: $2.96 billion
*This retailer-owned co-op serves as the advertising and marketing arm for a group of independent retailers in the Metro New York market, including Key Fresh, Food Dynasty, Food Emporium, Food Universe and SuperFresh. They are supplied by C&S Wholesale Grocers.

King Kullen Grocery Co.
185 Central Ave.
Bethpage, NY 11714
Phone: (516) 733-7100
Fax: (516) 827-6263
Web: kingkullen.com
Primary Supplier: Direct/Bozzuto's
FTN Stores: 35 (includes Wild By Nature)
FTN Vol.: $655.4 million

Kings Food Markets
Div. of KB Holding Inc.
700 Lanidex Plaza
Parsippany, NJ 07054
Phone: (973) 463-6426
Web: kingsfoodmarkets.com
Pres./CEO: Judy Spires
CFO: Jim Moriarty
Primary Supplier: Wakefern Food Corp.
FTN Stores: 28 (includes Balducci's)
FTN Vol.: $535.2 million

Krasdale Foods
65 West Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Chmn./CEO: Charles Krasne
Pres./COO: Steve Silver
EVP/CIO: Steve Laskowitz
SVP/CMO: Dennis Hickey
VP/CLO: Howard Jacobs
VP-Sales: Cynthia Ramos
VP-IT: Sara Marcy
VP-Systems Dev.: Joe Alessi
VP-Network Enterprise: Simon Barker
VP-Cust. Service: Catherine Taibi
VP/CFO: Tom Cunnigham
VP-Dist. Center: Brandan Bolton
VP-Neil Gewelb
Dir.-Cust. Service: Natalie Means
Dir.-Logistics: Chris Ekmekjian
Corp. Dir.-HR: Bernie Patton
Corp. Dir.-Credit: Margaret Sharper
Buyers: Paul Dreizler-head buyer, Robert Capello, Janet Gioella, Mike Rios, Bobby Long, Derek Morton, Sandra Chavez
Primary Supplier: Krasdale Foods Inc.
FTN Stores: 565
FTN Vol.: $4.14 billion

Lidl U.S.
3500 S. Clark St.
Arlington, VA 22202
Phone: (571) 398-5435
Chmn. Lidl USA: Roman Heini
Pres.: Johannes Fieber
EVP/Chief Commercial Officer: Boudewijn Tiktak
Primary Supplier: Direct
FTN Stores: 36 (Includes Best Markets)
FTN Vol.: $398.2 million

McCaffrey's Markets
2404 West Cabot Blvd.
Langhorne, PA 19047
Phone: (215) 752-9440
Fax: (215) 752-0667
Web: mccaffreys.com
Pres.: James J. McCaffrey III
EVP: Jim McCaffrey IV
Primary Supplier: UNFI
FTN Stores: 7 (includes Simply Fresh)
FTN Vol.: $184.6 million

MOM's Organic Market
5566 Randolph Rd
Rockville, MD 20852
Phone: (301) 816-4944
Web: momsorganicmarket.com
CEO: Scott Nash
Primary Supplier: Kehe
FTN Stores: 3
FTN Vol.: $40 million

Morton Williams
15 E. Kingsbridge Rd.
Bronx, NY 10468
Phone: (718) 933-5910
Web: mortonwilliams.com
Co-Owners: Steven Sloan, Avi Kaner
Primary Supplier: Wakefern
FTN Stores: 17
FTN Vol.: $179.6 million

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

Price Chopper
461 Nott St.
Schenectady, NY 12308
Phone: (518) 355-5000
Web: pricechopper.com
Exec. Chairman: Neil M. Golub

See **DIRECTORY** on page 96

Philadelphia Supermarket Leaders:

Giant Overtakes ShopRite In 8-County $9.2B Supers Market; Acme Remains Solid Third

- Giant Supers Share Rises To 29.8%
- SR Closes 2, Revenue Up Slightly
- Acme Aided By Strong March Sales
- Aldi Opens 7 New Locations
- Redner's, TJ's, Weis Each Add 1

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company	69	$2,750.06	29.77%	67	$2,563.78	29.14%
2	ShopRite (Fresh Grocer/PR)	58	$2,639.30	28.59%	59	$2,603.30	29.58%
3	Acme Markets	67	$1,558.60	16.87%	67	$1,511.29	17.17%
4	Wegmans	9	$628.50	6.80%	9	$606.90	6.90%
5	Whole Foods	12	$415.60	4.50%	12	$405.90	4.61%
6	Aldi	46	$364.80	3.95%	39	$307.10	3.49%
7	Redner's Markets	10	$244.60	2.65%	9	$215.60	2.45%
8	Save-A-Lot	32	$198.90	2.15%	32	$204.20	2.32%
9	Trader Joe's	8	$159.00	1.72%	7	$128.00	1.45%
10	Weis Markets	8	$139.70	1.51%	7	$128.42	1.46%
		319	**$9,099.06**	**98.51%**	**308**	**$8,674.49**	**98.58%**

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 $9.2 billion.

Source: *Food Trade News*, June 2020

Philadelphia Market Leaders:

Giant Now #1 Against All Comers In $17.8B Market; ShopRite, Wawa, Acme CVS, WM Solid

- Alternates Grab 42.3% Of Market
- Giant Growing Rapidly In Philly
- Drug Chains Control 14.6%
- Wawa Adds 8 C-Stores
- CVS Share At 7.2%

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company	69	$2,750.06	15.44%	67	$2,563.78	14.99%
2	ShopRite (Fresh Grocer/PR)	58	$2,639.30	14.82%	59	$2,603.30	15.22%
3	Wawa	303	$1,867.88	10.49%	295	$1,832.62	10.72%
4	Acme Markets	67	$1,558.60	8.75%	67	$1,511.29	8.84%
5	CVS+	265	$1,276.10	7.16%	261	$1,226.10	7.17%
6	Walmart (SuperCenter)	40	$1,139.80	6.40%	41	$1,142.20	6.68%
7	Rite Aid	223	$797.70	4.48%	228	$791.70	4.63%
8	Target	37	$660.10	3.71%	37	$650.90	3.81%
9	Wegmans	9	$628.50	3.53%	9	$606.90	3.55%
10	Walgreens	87	$523.90	2.94%	87	$511.20	2.99%
11	BJ's Wholesale Club	13	$482.90	2.71%	13	$469.30	2.74%
12	Whole Foods	12	$415.60	2.33%	12	$405.90	2.37%
13	Aldi	46	$364.80	2.05%	39	$307.10	1.80%
14	7-Eleven	175	$344.90	1.94%	176	$338.30	1.98%
15	Costco	6	$272.10	1.53%	6	$263.80	1.54%
16	Redner's Markets	10	$244.60	1.37%	9	$215.60	1.26%
17	Sam's Club	6	$218.80	1.23%	6	$213.50	1.25%
18	Save-A-Lot	32	$198.90	1.12%	32	$204.20	1.19%
19	Trader Joe's	8	$159.00	0.89%	7	$128.00	0.75%
20	Weis Markets	8	$139.70	0.78%	7	$128.42	0.75%
		1,474	**$16,683.24**	**93.66%**	**1,458**	**$16,114.11**	**93.69%**

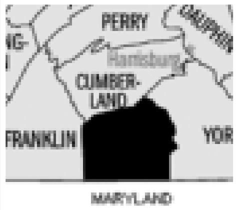
The chart above lists the top 20 retailers in the Philadelphia market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores, and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 92. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $17.8 billion.

Source: *Food Trade News*, June 2020

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

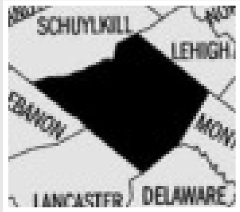
Total sales for those Pennsylvania counties included in the study are $27.46 billion



ADAMS COUNTY ($185.1 million) (Includes Gettysburg, Littlestown)

- Population 103,009
- # of households 39,221
- Median income $64,507
- Under age 18 .... 20.0%
- Over age 65 .... 20.4%
- Female 50.8%
- White 89.0%
- Black 2.0%
- Hispanic 7.1%
- Asian 0.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Company	1	$52.63	28.43%
2	Kennie's Markets	3	$33.30	17.99%
3	Weis Markets	2	$28.30	15.29%
4	Walmart	1	$18.90	10.21%
5	Sheetz	4	$16.40	8.86%
6	Rutter's Farm Stores	4	$7.90	4.27%
7	7-Eleven	3	$6.10	3.30%
8	Rite Aid	2	$5.60	3.03%
9	CVS	1	$4.70	2.54%
10	Turkey Hill	2	$2.90	1.57%
11	Royal Farm Stores	1	$2.40	1.30%
12	C&S Independents	1	$0.20	0.11%
		25	**$179.33**	**96.88%**



BERKS COUNTY ($1.3 billion) (Includes Reading, Wyomissing)

- Population 421,164
- # of households 154,467
- Median income $61,522
- Under age 18 .... 22.3%
- Over age 65 .... 17.2%
- Female 50.8%
- White 70.9%
- Black 12.3%
- Hispanic 2.1%
- Asian 1.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Redner's Markets	11	$255.70	19.76%
2	The Giant Company	6	$254.79	19.69%
3	Walmart (SuperCenter)	5	$108.70	8.40%
4	Weis Markets	6	$107.70	8.32%
5	CVS+	16	$80.20	6.20%
6	Wawa	11	$70.70	5.46%
7	Rite Aid	15	$55.30	4.27%
8	Sam's Club	1	$47.50	3.67%
9	Target	3	$47.30	3.66%
10	Boyer's Markets	4	$43.16	3.34%
11	Turkey Hill	24	$37.20	2.87%
12	Krasdale (Ctown/Bravo)	4	$34.83	2.69%
13	Aldi	4	$33.90	2.62%
14	Sheetz	9	$30.20	2.33%
15	BJ's Wholesale Club	1	$20.90	1.62%
16	Grocery Outlet	2	$13.10	1.01%
17	ShopRite (Price Rite)	1	$11.90	0.92%

See **PENNSYLVANIA COUNTY SHARE** on page 40

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 38

18	C&S Independents	10	$7.23	0.56%
19	Fine Fare Supermarkets	1	$6.70	0.52%
20	Save-A-Lot	1	$5.40	0.42%
21	Great Valu	1	$5.10	0.39%
22	Walgreens	1	$5.10	0.39%
23	Rutter's Farm Stores	2	$4.30	0.33%
24	Circle K	2	$3.90	0.30%
25	7-Eleven	1	$1.70	0.13%
		142	**$1,292.51**	**99.88%**

345

BUCKS COUNTY ($2.6 billion)
(Includes Levittown, Quakertown, Warminster)

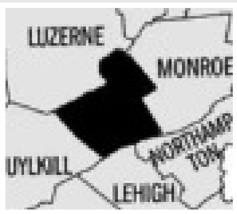
- Population 628,270
- # of households 237,383
- Median income $86,055
- Under age 18...................... 20.4%
- Over age 65...................... 18.6%
- Female 50.9%
- White 83.8%
- Black.................................. 4.4%
- Hispanic 5.5%
- Asian.................................. 5.1%

1	The Giant Company	20	$792.43	30.51%
2	Wawa	35	$249.03	9.59%
3	Acme Markets	7	$206.90	7.97%
4	ShopRite	4	$191.40	7.37%
5	Walmart (SuperCenter)	5	$170.80	6.58%
6	CVS+	33	$165.20	6.36%
7	BJ's Wholesale Club	3	$90.80	3.50%
8	McCaffrey's (Simply Fresh)	4	$89.50	3.45%
9	Rite Aid	24	$80.20	3.09%
10	Wegmans	1	$77.10	2.97%
11	Target	4	$73.10	2.81%
12	Redner's Markets	3	$70.80	2.73%
13	7-Eleven	34	$67.50	2.60%
14	Walgreens	9	$51.80	1.99%
15	Aldi	6	$50.30	1.94%
16	Costco	1	$44.60	1.72%
17	Sam's Club	1	$37.10	1.43%
18	IGA	2	$31.32	1.21%
19	Weis Markets	2	$29.10	1.12%
20	Grocery Outlet	2	$12.70	0.49%
21	Kmart	1	$11.40	0.44%
22	Tri-State Co-Op	1	$3.20	0.12%
23	Circle K	1	$2.20	0.08%
24	Turkey Hill	1	$1.90	0.07%
25	C&S Independents	2	$1.70	0.07%
		206	**$2,602.08**	**100.19%***

See **PENNSYLVANIA COUNTY SHARE** on page 42

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

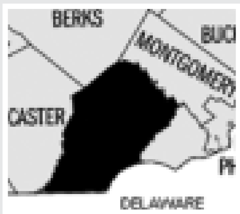
Continued from page 40



CARBON COUNTY ($159.7 million) (Includes Lehighton, Palmerton)

- Population 64,182
- # of households 25,739
- Median income $53,624
- Under age 18..................... 19.3%
- Over age 65...................... 21.2%
- Female 50.1%
- White 91.3%
- Black.................................. 2.3%
- Hispanic 5.1%
- Asian.................................. 0.6%

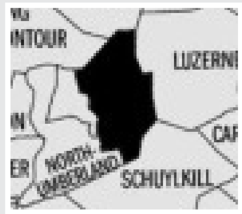
1	The Giant Company	1	$36.17	22.65%
2	Walmart (SuperCenter)	1	$27.50	17.22%
3	Redner's Markets	1	$21.50	13.46%
4	Rite Aid	4	$15.30	9.58%
5	C&S Independents	4	$10.11	6.33%
6	Great Valu	1	$8.90	5.57%
7	Boyer's Markets	1	$8.08	5.06%
8	Aldi	1	$7.60	4.76%
9	Wawa	1	$6.40	4.01%
10	Turkey Hill	3	$5.90	3.69%
11	CVS	1	$4.70	2.94%
12	Tri-State Co-Op	1	$3.20	2.00%
		20	**$155.36**	**97.28%**



CHESTER COUNTY ($1.8 billion) (Includes Coatesville, West Chester)

- Population 524,999
- # of households 189,592
- Median income $96,726
- Under age 18..................... 22.6%
- Over age 65...................... 16.3%
- Female 50.7%
- White 79.1%
- Black.................................. 6.3%
- Hispanic 7.6%
- Asian.................................. 5.8%

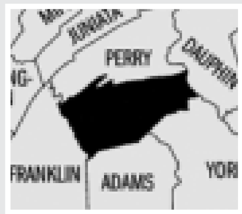
1	The Giant Company	12	$527.98	30.04%
2	Wawa	34	$221.09	12.58%
3	Acme Markets	7	$165.10	9.39%
4	Walmart (SuperCenter)	5	$158.10	9.00%
5	Wegmans	2	$131.30	7.47%
6	CVS+	27	$116.50	6.63%
7	Target	4	$83.80	4.77%
8	Rite Aid	19	$56.30	3.20%
9	Redner's Markets	2	$49.60	2.82%
10	Walgreens	8	$48.30	2.75%
11	BJ's Wholesale Club	1	$43.10	2.45%
12	Whole Foods	1	$28.10	1.60%
13	ShopRite	1	$26.30	1.50%
14	Aldi	3	$24.10	1.37%
15	Family Owned Markets	1	$17.40	0.99%
16	C&S Independents	6	$14.60	0.83%
17	Turkey Hill	10	$14.30	0.81%
18	Kmart	1	$9.00	0.51%
19	7-Eleven	4	$7.70	0.44%
20	Grocery Outlet	1	$6.90	0.39%
21	Royal Farm Stores	1	$2.40	0.14%
22	Circle K	1	$1.70	0.10%
		151	**$1,753.67**	**99.78%**



COLUMBIA COUNTY ($208.4 million) (Includes Bloomsburg)

- Population 64,994
- # of households 26,582
- Median income $49,889
- Under age 18..................... 17.7%
- Over age 65...................... 19.5%
- Female 51.8%
- White 93.1%
- Black.................................. 2.1%
- Hispanic 1.1%
- Asian.................................. 1.2%

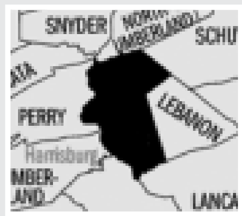
1	The Giant Company	2	$67.70	32.49%
2	Weis Markets	3	$43.00	20.63%
3	Walmart (SuperCenter)	1	$38.00	18.23%
4	Boyer's Markets	1	$10.86	5.21%
5	Sheetz	2	$10.70	5.13%
6	CVS	2	$9.50	4.56%
7	Rite Aid	2	$8.60	4.13%
8	Aldi	1	$8.00	3.84%
9	Kmart	1	$7.10	3.41%
10	Turkey Hill	1	$1.80	0.86%
		16	**$205.26**	**98.49%**



CUMBERLAND COUNTY ($1 billion) (Includes Carlisle, Mechanicsville)

- Population 253,370
- # of households 98,877
- Median income $68,895
- Under age 18..................... 20.3%
- Over age 65...................... 18.5%
- Female 50.5%
- White 85.2%
- Black.................................. 4.4%
- Hispanic 4.1%
- Asian.................................. 4.6%

1	The Giant Company	9	$396.02	39.31%
2	Walmart (SuperCenter)	4	$104.20	10.34%
3	Weis Markets	5	$81.30	8.07%
4	Karns Prime & Fancy Foods	4	$72.00	7.15%
5	CVS+	14	$61.30	6.08%
6	Wegmans	1	$55.70	5.53%
7	Sheetz	13	$45.70	4.54%
8	Rite Aid	12	$41.90	4.16%
9	BJ's Wholesale Club	1	$34.80	3.45%
10	Sam's Club	1	$29.10	2.89%
11	Target	2	$28.20	2.80%
12	Aldi	3	$20.80	2.06%
13	Turkey Hill	8	$12.00	1.19%
14	Military Commissaries	1	$11.67	1.16%
15	Rutter's Farm Stores	4	$7.80	0.77%
16	Grocery Outlet	1	$6.80	0.67%
17	7-Eleven	1	$2.20	0.22%
		84	**$1,011.49**	**100.4%***



DAUPHIN COUNTY ($926.5 million) (Includes Harrisburg, Middletown, Millersburg)

- Population 278,299
- # of households 111,684
- Median income $58,916
- Under age 18..................... 22.5%
- Over age 65...................... 17.0%
- Female 51.6%
- White 65.1%
- Black.................................. 19.2%
- Hispanic 9.6%
- Asian.................................. 5.0%

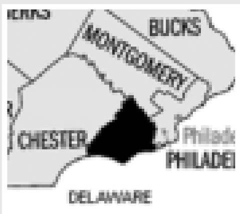
1	The Giant Company	8	$377.06	40.70%
2	Walmart (SuperCenter)	2	$71.80	7.75%

See PENNSYLVANIA COUNTY SHARE on page 44

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 42

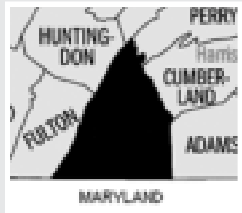
3	Weis Markets	4	$56.90	6.14%
4	CVS+	13	$56.10	6.06%
5	Karns Prime & Fancy Foods	3	$52.00	5.61%
6	Sheetz	12	$49.60	5.35%
7	Costco	1	$45.30	4.89%
8	Rite Aid	12	$37.70	4.07%
9	Sam's Club	1	$31.90	3.44%
10	Target	2	$24.50	2.64%
11	Turkey Hill	16	$19.30	2.08%
12	Aldi	2	$17.80	1.92%
13	ShopRite (Price Rite)	1	$14.70	1.59%
14	C&S Independents	8	$11.85	1.28%
15	Sharp Shopper	1	$10.40	1.12%
16	7-Eleven	5	$10.30	1.11%
17	Boyer's Markets	1	$9.51	1.03%
18	Save-A-Lot	1	$5.90	0.64%
19	Rutter's Farm Stores	2	$4.40	0.47%
		95	**$907.02**	**97.90%**



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

- Population 566,747
- # of households 206,405
- Median income $71,539
- Under age 18..................... 21.9%
- Over age 65...................... 16.4%
- Female 51.9%
- White 66.3%
- Black.................................. 22.4%
- Hispanic 3.9%
- Asian.................................. 6.1%

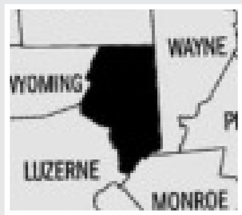
1	The Giant Company	10	$405.29	19.03%
2	Acme Markets	12	$309.70	14.54%
3	Wawa	39	$253.21	11.89%
4	ShopRite (ShopRite/PR)	5	$181.50	8.52%
5	CVS+	34	$180.20	8.46%
6	Whole Foods	3	$101.30	4.76%
7	Wegmans	1	$93.60	4.39%
8	Walmart (SuperCenter)	4	$91.60	4.30%
9	Target	4	$69.90	3.28%
10	Costco	1	$66.20	3.11%
11	BJ's Wholesale Club	1	$54.90	2.58%
12	Walgreens	9	$54.10	2.54%
13	Rite Aid	18	$47.90	2.25%
14	Trader Joe's	2	$36.10	1.69%
15	C&S Independents	18	$33.04	1.55%
16	Aldi	3	$28.20	1.32%
17	7-Eleven	13	$26.50	1.24%
18	Save-A-Lot	5	$23.60	1.11%
19	Kmart	1	$14.60	0.69%
20	MOM's Organic Market	1	$13.60	0.64%
21	Fresh Market	1	$12.50	0.59%
22	Grocery Outlet	2	$11.50	0.54%
23	Royal Farm Stores	4	$10.40	0.49%
24	Lidl	1	$5.80	0.27%
		192	**$2,125.24**	**99.79%**



FRANKLIN COUNTY ($413.5 million) (Includes Chambersburg, Greencastle, Waynesboro)

- Population 155,027
- # of households 60,210
- Median income $59,713
- Under age 18..................... 22.2%
- Over age 65....................... 19.6%
- Female 50.9%
- White 87.7%
- Black.................................. 4.1%
- Hispanic 5.9%
- Asian.................................. 1.1%

1	The Giant Company (Martin's)	4	$124.78	30.18%
2	Walmart (SuperCenter)	2	$73.70	17.82%
3	Weis Markets	2	$30.40	7.35%
4	Sheetz	8	$28.60	6.92%
5	BJ's Wholesale Club	1	$26.70	6.46%
6	Great Valu	2	$21.30	5.15%
7	CVS+	5	$20.20	4.89%
8	Target	1	$14.70	3.56%
9	Rite Aid	4	$14.50	3.51%
10	Rutter's Farm Stores	7	$14.50	3.51%
11	Food Lion	1	$10.00	2.42%
12	Save-A-Lot	2	$7.50	1.81%
13	Aldi	1	$7.00	1.69%
14	Grocery Outlet	1	$6.30	1.52%
15	Walgreens	1	$5.20	1.26%
16	C&S Independents	3	$3.80	0.92%
17	Turkey Hill	1	$2.10	0.51%
		46	**$411.28**	**99.46%**



LACKAWANNA COUNTY ($673.5 million) (Includes Scranton)

- Population 209,674
- # of households 86,628
- Median income $50,875
- Under age 18..................... 20.5%
- Over age 65...................... 20.0%
- Female 51.5%
- White 84.3%
- Black.................................. 3.9%
- Hispanic 8.1%
- Asian.................................. 3.2%

1	C&S Independents	12	$131.28	19.49%
2	Walmart (SuperCenter)	2	$74.80	11.11%
3	Weis Markets	3	$65.30	9.70%
4	Price Chopper	2	$56.40	8.37%
5	The Giant Company	2	$55.84	8.29%
6	Wegmans	1	$46.20	6.86%
7	CVS+	10	$43.50	6.46%
8	Rite Aid	13	$42.50	6.31%
9	Sam's Club	1	$36.20	5.37%
10	ShopRite (Price Rite)	2	$35.10	5.21%
11	Redner's Markets	1	$17.10	2.54%
12	Turkey Hill	11	$15.60	2.32%
13	Target	1	$14.20	2.11%
14	Sheetz	4	$13.10	1.95%
15	IGA	2	$11.18	1.66%
16	Aldi	1	$8.70	1.29%
17	Walgreens	1	$5.90	0.88%
		69	**$672.90**	**99.91%**

See **PENNSYLVANIA COUNTY SHARE** on page 46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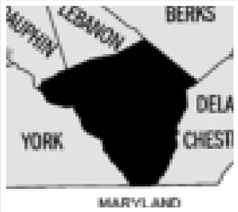
PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

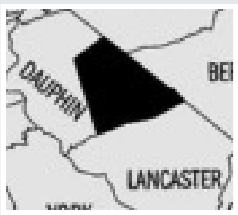
Continued from page 44



LANCASTER COUNTY ($1.6 billion)
(Includes Lancaster, Ephrata)

- Population 545,724
- # of households 199,889
- Median income $63,823
- Under age 18...................... 23.5%
- Over age 65........................ 17.9%
- Female 51.0%
- White 81.6%
- Black.................................... 5.2%
- Hispanic 10.8%
- Asian.................................... 2.5%

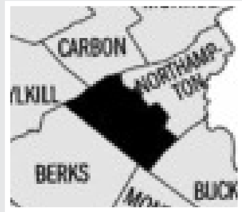
1	The Giant Company	12	$422.77	27.17%
2	Weis Markets	13	$245.60	15.78%
3	C&S Independents	22	$120.83	7.76%
4	Walmart (SuperCenter)	3	$118.70	7.63%
5	CVS+	22	$99.10	6.37%
6	Turkey Hill	61	$89.30	5.74%
7	Family Owned Markets	4	$74.90	4.81%
8	Wegmans	1	$59.30	3.81%
9	Sheetz	15	$51.80	3.33%
10	Target	3	$46.10	2.96%
11	Whole Foods	1	$34.40	2.21%
12	Costco	1	$29.90	1.92%
13	Aldi	4	$29.60	1.90%
14	Grocery Outlet	4	$23.30	1.50%
15	BJ's Wholesale Club	1	$22.60	1.45%
16	Sharp Shopper	2	$20.60	1.32%
17	Wawa	4	$20.40	1.31%
18	Rite Aid	6	$16.30	1.05%
19	Kmart	3	$14.90	0.96%
20	Redner's Markets	1	$13.10	0.84%
21	Rutter's Farm Stores	4	$8.80	0.57%
22	Walgreens	1	$5.10	0.33%
23	Save-A-Lot	1	$4.70	0.30%
24	Royal Farm Stores	1	$2.10	0.13%
		190	**$1,574.20**	**101.16%***



LEBANON COUNTY ($379.4 million)
(Includes Lebanon)

- Population 141,793
- # of households 53,281
- Median income $59,114
- Under age 18...................... 22.7%
- Over age 65........................ 19.4%
- Female 50.9%
- White 81.5%
- Black.................................... 3.7%
- Hispanic 13.8%
- Asian.................................... 1.6%

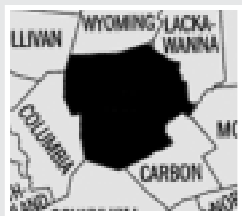
1	The Giant Company	3	$84.68	22.32%
2	Walmart (SuperCenter)	2	$76.90	20.27%
3	Weis Markets	3	$50.10	13.21%
4	C&S Independents	7	$40.53	10.68%
5	Redner's Markets	2	$30.90	8.14%
6	Rite Aid	5	$16.20	4.27%
7	CVS+	4	$15.90	4.19%
8	Turkey Hill	11	$15.10	3.98%
9	ShopRite (Price Rite)	1	$12.30	3.24%
10	Sheetz	2	$8.70	2.29%
11	America's Food Basket (Ideal)	2	$7.60	2.00%
12	Save-A-Lot	1	$6.60	1.74%
13	Aldi	1	$6.20	1.63%
14	Grocery Outlet	1	$5.90	1.56%
15	Rutter's Farm Stores	2	$4.50	1.19%
16	IGA	1	$3.00	0.79%
		47	**$385.11**	**101.50%***



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

- Population 369,318
- # of households 138,008
- Median income $62,178
- Under age 18...................... 22.6%
- Over age 65....................... 16.7%
- Female 51.0%
- White 63.4%
- Black.................................... 9.7%
- Hispanic 25.4%
- Asian.................................... 3.8%

1	The Giant Company	7	$309.79	25.16%
2	Weis Markets	8	$195.60	15.89%
3	Wawa	10	$80.22	6.52%
4	Walmart (SuperCenter)	2	$75.40	6.12%
5	CVS+	15	$72.10	5.86%
6	Redner's Markets	3	$71.70	5.82%
7	Wegmans	1	$58.30	4.73%
8	Target	3	$50.30	4.09%
9	Sam's Club	1	$36.80	2.99%
10	Rite Aid	9	$35.80	2.91%
11	Costco	1	$35.10	2.85%
12	BJ's Wholesale Club	1	$34.10	2.77%
13	Whole Foods	1	$28.80	2.34%
14	Walgreens	4	$21.40	1.74%
15	Krasdale	2	$17.38	1.41%
16	ShopRite (Price Rite)	1	$16.70	1.36%
17	7-Eleven	8	$16.10	1.31%
18	Aldi	3	$14.30	1.16%
19	Fresh Market	1	$12.10	0.98%
20	Turkey Hill	7	$12.10	0.98%
21	Supremo	1	$7.90	0.64%
22	Grocery Outlet	1	$6.70	0.54%
23	Great Valu	1	$6.60	0.54%
24	Sheetz	1	$4.60	0.37%
25	C&S Independents	7	$3.87	0.31%
		99	**$1,223.76**	**99.39%**



LUZERNE COUNTY ($916.9 million)
(Includes Hazelton, Wilkes-Barre)

- Population 317,417
- # of households 128,054
- Median income $51,646
- Under age 18...................... 19.7%
- Over age 65....................... 19.9%
- Female 50.5%
- White 80.4%
- Black.................................... 6.3%
- Hispanic 12.9%
- Asian.................................... 1.4%

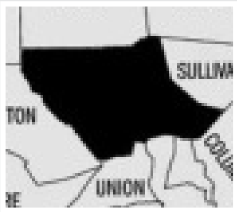
1	C&S Independents	23	$177.83	19.39%
2	Weis Markets	7	$141.20	15.40%
3	Walmart (SuperCenter)	3	$107.50	11.72%
4	Price Chopper	3	$73.80	8.05%
5	Rite Aid	14	$60.30	6.58%
6	Wegmans	1	$48.80	5.32%

See **PENNSYLVANIA COUNTY SHARE** on page 48

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 46

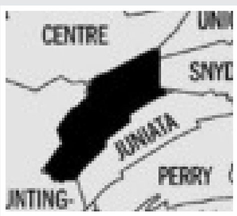
7	CVS+	13	$48.10	5.25%
8	Sam's Club	1	$42.30	4.61%
9	Turkey Hill	23	$35.60	3.88%
10	The Giant Company	1	$31.59	3.45%
11	Redner's Markets	1	$22.10	2.41%
12	Aldi	3	$22.00	2.40%
13	Walgreens	3	$18.10	1.97%
14	Sheetz	4	$16.90	1.84%
15	Allegiance/Foodtown	4	$13.76	1.50%
16	Target	1	$12.90	1.41%
17	Boyer's Markets	1	$12.48	1.36%
18	Save-A-Lot	2	$8.30	0.91%
19	Kmart	1	$6.80	0.74%
20	IGA	1	$4.16	0.45%
		110	**$904.52**	**98.65%**



LYCOMING COUNTY ($372.3 million) (Includes Hughesville, Williamsport)

- Population 113,299
- # of households 45,897
- Median income $52,407
- Under age 18...................... 20.5%
- Over age 65....................... 19.3%
- Female 51.0%
- White 90.6%
- Black.................................. 4.8%
- Hispanic 2.1%
- Asian.................................. 0.6%

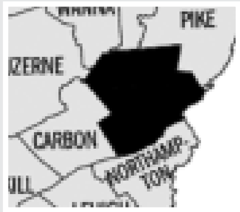
1	Weis Markets	6	$139.60	37.50%
2	The Giant Company	1	$40.32	10.83%
3	Wegmans	1	$35.80	9.62%
4	Sam's Club	1	$34.10	9.16%
5	CVS+	5	$31.20	8.38%
6	Walmart	1	$23.90	6.42%
7	Target	1	$16.10	4.32%
8	Sheetz	3	$11.80	3.17%
9	Rite Aid	4	$10.40	2.79%
10	Turkey Hill	5	$10.10	2.71%
11	Aldi	1	$6.50	1.75%
12	Save-A-Lot	1	$5.40	1.45%
13	C&S Independents	1	$1.06	0.28%
		31	**$366.28**	**98.38%**



MIFFLIN COUNTY ($124.7 million) (Includes Lewistown)

- Population 46,138
- # of households 19,094
- Median income $47,526
- Under age 18...................... 22.2%
- Over age 65....................... 21.7%
- Female 51.0%
- White 95.7%
- Black.................................. 0.9%
- Hispanic 1.1%
- Asian.................................. 0.6%

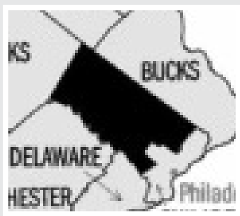
1	Walmart (SuperCenter)	1	$32.10	25.74%
2	The Giant Company	2	$30.97	24.84%
3	Weis Markets	1	$16.20	12.99%
4	Sheetz	3	$15.70	12.59%
5	CVS	2	$9.90	7.94%
6	Sharp Shopper	1	$8.50	6.82%
7	Aldi	1	$7.60	6.09%
8	C&S Independents	2	$1.59	1.28%
		13	**$122.56**	**98.28%**



MONROE COUNTY ($617.3 million) (Includes Stroudsburg)

- Population 170,271
- # of households 56,770
- Median income $63,931
- Under age 18...................... 19.6%
- Over age 65....................... 17.2%
- Female 50.5%
- White 65.1%
- Black.................................. 16.2%
- Hispanic 2.8%
- Asian.................................. 2.7%

1	ShopRite	3	$151.50	24.54%
2	Weis Markets	5	$105.40	17.07%
3	Walmart (SuperCenter)	2	$74.90	12.13%
4	The Giant Company	2	$73.84	11.96%
5	CVS+	12	$52.00	8.42%
6	BJ's Wholesale Club	1	$31.90	5.17%
7	Wawa	5	$29.14	4.72%
8	Price Chopper	1	$22.70	3.68%
9	Allegiance/Foodtown	1	$18.67	3.02%
10	Rite Aid	6	$18.30	2.96%
11	Aldi	2	$17.10	2.77%
12	Target	1	$13.20	2.14%
13	Great Valu	1	$7.30	1.18%
14	Turkey Hill	4	$7.20	1.17%
15	Military Commissaries	1	$2.19	0.35%
		47	**$625.34**	**101.30%***



MONTGOMERY COUNTY ($3.6 billion) (Includes Norristown, Pottstown)

- Population 830,915
- # of households 313,949
- Median income $88,166
- Under age 18...................... 21.5%
- Over age 65....................... 17.8%
- Female 51.3%
- White 75.3%
- Black.................................. 9.9%
- Hispanic 5.3%
- Asian.................................. 8.0%

1	The Giant Company	23	$939.06	26.18%
2	Wawa	50	$350.71	9.78%
3	Walmart (SuperCenter)	8	$244.60	6.82%
4	CVS+	48	$230.40	6.42%
5	Wegmans	3	$201.60	5.62%
6	ShopRite (Fresh Grocer/PR)	4	$179.50	5.01%
7	Acme Markets	8	$172.10	4.80%
8	Target	7	$144.60	4.03%
9	Whole Foods	4	$125.40	3.50%
10	Redner's Markets	5	$124.20	3.46%
11	Costco	3	$116.50	3.25%
12	Weis Markets	6	$110.60	3.08%
13	Rite Aid	27	$100.70	2.81%
14	BJ's Wholesale Club	3	$94.70	2.64%
15	Aldi	11	$88.50	2.47%
16	Walgreens	15	$83.30	2.32%
17	Trader Joe's	3	$52.50	1.46%
18	7-Eleven	26	$51.60	1.44%
19	Sam's Club	1	$36.30	1.01%
20	IGA	3	$33.12	0.92%

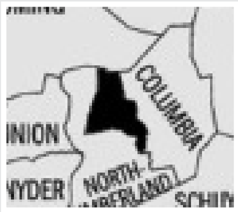
See **PENNSYLVANIA COUNTY SHARE** on page 50

REIGN
TOTAL BODY FUEL™
BCAA AMINOS
REIGN
TOTAL BODY FUEL
ORANGE DREAMSICLE™
ZERO SUGAR
+ BCAA'S·CoQ10·ELECTROLYTES·NATURAL CAFFEINE
300mg NATURAL CAFFEINE
REDUCED FATIGUE
BRANCHED-CHAIN AMINO ACIDS
INCREASED CONCENTRATION
B VITAMINS B3 · B6 · B12
ELECTROLYTES Na · K · Mg
REIGNBODYFUEL.COM

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 48

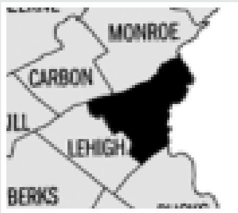
21	McCaffrey's	1	$22.00	0.61%
22	Lidl	3	$15.60	0.43%
23	Fresh Market	1	$14.40	0.40%
24	C&S Independents	5	$10.92	0.30%
25	Save-A-Lot	2	$10.20	0.28%
26	Turkey Hill	6	$9.10	0.25%
27	Circle K	3	$6.00	0.17%
28	Royal Farm Stores	2	$5.20	0.14%
		281	**$3,573.41**	**99.64%**



MONTOUR COUNTY ($58.3 million)
(Includes Danville)

- Population 18,230
- # of households 7,482
- Median income $57,183
- Under age 18..................... 20.4%
- Over age 65...................... 21.0%
- Female 51.7%
- White 91.0%
- Black.................................. 1.8%
- Hispanic 2.9%
- Asian.................................. 3.4%

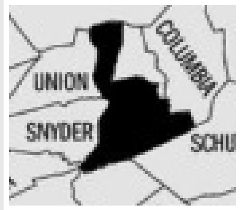
1	Weis Markets	1	$24.60	42.20%
2	The Giant Company	1	$21.57	37.00%
3	CVS	1	$4.60	7.89%
4	Sheetz	1	$4.30	7.38%
		4	**$55.07**	**94.46%**



NORTHAMPTON COUNTY ($1.1 billion)
(Includes Bethlehem)

- Population 305,285
- # of households 114,123
- Median income $67,565
- Under age 18..................... 20.0%
- Over age 65...................... 19.0%
- Female 50.8%
- White 75.9%
- Black.................................. 7.0%
- Hispanic 13.8%
- Asian.................................. 3.0%

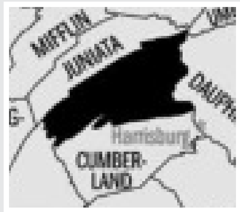
1	The Giant Company	8	$327.72	30.59%
2	Wegmans	2	$125.40	11.71%
3	Weis Markets	4	$80.80	7.54%
4	CVS+	17	$77.10	7.20%
5	ShopRite (Price Rite)	2	$65.80	6.14%
6	Walmart (SuperCenter)	2	$57.30	5.35%
7	Wawa	7	$48.51	4.53%
8	Redner's Markets	2	$44.10	4.12%
9	Sam's Club	1	$34.30	3.20%
10	Rite Aid	11	$33.10	3.09%
11	C&S Independents	7	$32.09	3.00%
12	Walgreens	4	$22.00	2.05%
13	Aldi	3	$18.20	1.70%
14	Target	1	$16.90	1.58%
15	Turkey Hill	9	$13.10	1.22%
16	Great Valu	2	$13.00	1.21%
17	Sheetz	2	$9.50	0.89%
18	Krasdale	1	$8.64	0.81%
19	Kmart	1	$8.10	0.76%
20	7-Eleven	4	$7.90	0.74%
21	Grocery Outlet	1	$6.20	0.58%
22	Lidl	1	$5.60	0.52%
23	Key Food	1	$4.10	0.38%
24	IGA	1	$3.74	0.35%
		94	**$1,063.20**	**99.24%**



NORTHUMBERLAND COUNTY ($183.2 million)
(Includes Sunbury)

- Population 90,843
- # of households 39,132
- Median income $47,063
- Under age 18..................... 19.5%
- Over age 65...................... 21.4%
- Female 49.7%
- White 92.3%
- Black.................................. 2.8%
- Hispanic 3.6%
- Asian.................................. 0.5%

1	Weis Markets	5	$73.30	40.01%
2	Walmart (SuperCenter)	1	$37.40	20.41%
3	CVS	6	$25.20	13.76%
4	Boyer's Markets	2	$17.05	9.31%
5	Turkey Hill	9	$13.40	7.31%
6	Save-A-Lot	1	$4.80	2.62%
7	Sheetz	1	$4.70	2.57%
8	Rite Aid	1	$3.20	1.75%
9	C&S Independents	3	$1.16	0.63%
		29	**$180.21**	**98.37%**



PERRY COUNTY ($99.6 million)
(Includes New Bloomfield)

- Population 46,272
- # of households 18,091
- Median income $62,266
- Under age 18..................... 21.4%
- Over age 65....................... 18.5%
- Female 49.4%
- White 95.1%
- Black.................................. 1.1%
- Hispanic 2.1%
- Asian.................................. 0.5%

1	The Giant Company	1	$22.69	22.78%
2	Weis Markets	1	$16.00	16.06%
3	Karns Prime & Fancy Foods	1	$14.00	14.06%
4	Tri-State Co-Op	1	$13.80	13.86%
5	Rite Aid	3	$12.80	12.85%
6	Sheetz	2	$10.10	10.14%
7	C&S Independents	5	$5.61	5.63%
8	Rutter's Farm Stores	1	$2.10	2.11%
		15	**$97.10**	**97.49%**

PHILADELPHIA CITY ($3.5 billion)

- Population 1,584,064
- # of households 594,778
- Median income $43,744
- Under age 18..................... 21.7%
- Over age 65...................... 13.7%
- Female 52.7%
- White 34.4%
- Black.................................. 43.7%
- Hispanic 2.7%
- Asian.................................. 7.8%

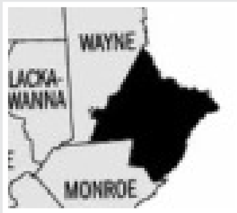
1	ShopRite (Fresh Grocer)	19	$786.30	22.28%
2	Acme Markets	16	$358.80	10.17%
3	CVS+	59	$314.30	8.91%
4	Rite Aid	79	$305.20	8.65%
5	Wawa	46	$226.15	6.41%
6	Target	11	$190.60	5.40%
7	Walgreens	21	$145.60	4.13%
8	Save-A-Lot	19	$138.10	3.91%
9	Walmart	5	$134.70	3.82%

See **PENNSYLVANIA COUNTY SHARE** on page 52

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 50

10	7-Eleven	55	$111.50	3.16%
11	BJ's Wholesale Club	2	$97.80	2.77%
12	Whole Foods	2	$94.20	2.67%
13	The Giant Company	4	$85.30	2.42%
14	Aldi	10	$77.90	2.21%
15	Fine Fare Supermarkets	4	$61.80	1.75%
16	IGA	3	$58.76	1.67%
17	Trader Joe's	2	$55.70	1.58%
18	Tri-State Co-Op	4	$54.57	1.55%
19	Krasdale	18	$49.35	1.40%
20	Sam's Club	1	$46.00	1.30%
21	Sprouts	1	$29.90	0.85%
22	ASG Stores	2	$25.61	0.73%
23	Fresh Market	1	$15.10	0.43%
24	MOM's Organic Market	1	$14.30	0.41%
25	Key Food	1	$12.10	0.34%
26	Supremo	2	$11.30	0.32%
27	Lidl	1	$7.10	0.20%
28	C&S Independents	17	$6.98	0.20%
29	Great Valu	1	$6.90	0.20%
30	Royal Farm Stores	1	$2.60	0.07%
31	Fas-Marts	1	$1.50	0.04%
		409	**$3,526.02**	**99.92%**



PIKE COUNTY ($113.0 million) (Includes Milford)

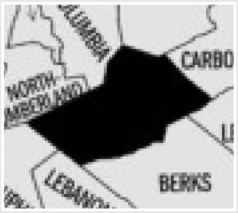
- Population 55,809
- # of households 21,871
- Median income $64,247
- Under age 18...................... 18.0%
- Over age 65....................... 22.8%
- Female 49.3%
- White 79.8%
- Black.................................. 6.5%
- Hispanic 11.4%
- Asian.................................. 1.7%

1	Price Chopper	1	$34.20	30.27%
2	Walmart (SuperCenter)	1	$28.60	25.31%
3	Weis Markets	1	$21.60	19.12%
4	C&S Independents	2	$11.37	10.06%
5	Key Food	1	$5.80	5.13%
6	Walgreens	1	$4.40	3.89%
7	Turkey Hill	2	$3.40	3.01%
		9	**$109.37**	**96.79%**

See PENNSYLVANIA COUNTY SHARE on page 54

PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

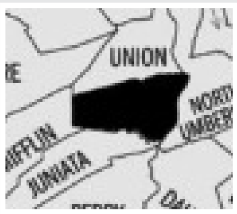
Continued from page 52



SCHUYLKILL COUNTY ($377.9 million) (Includes Pottsville)

- Population 141,359
- # of households 58,733
- Median income $49,190
- Under age 18...................... 19.7%
- Over age 65....................... 20.4%
- Female 48.8%
- White 90.6%
- Black................................... 3.5%
- Hispanic 4.8%
- Asian................................... 0.6%

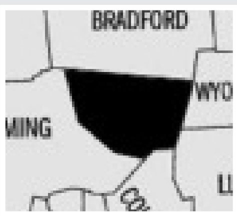
1	Walmart (SuperCenter)	2	$73.10	19.34%
2	Redner's Markets	3	$72.30	19.13%
3	Boyer's Markets	8	$69.40	18.36%
4	The Giant Company	2	$43.99	11.64%
5	C&S Independents	12	$31.79	8.41%
6	Rite Aid	8	$23.60	6.25%
7	Weis Markets	1	$21.30	5.64%
8	Turkey Hill	10	$14.00	3.70%
9	CVS	2	$9.40	2.49%
10	Sheetz	2	$8.00	2.12%
11	Aldi	1	$7.20	1.91%
		51	**$374.08**	**98.99%**



SNYDER COUNTY ($120.9 million) (Includes Middleburg)

- Population 40,372
- # of households 14,716
- Median income $57,638
- Under age 18...................... 21.0%
- Over age 65....................... 19.0%
- Female 50.4%
- White 94.8%
- Black................................... 1.4%
- Hispanic 1.0%
- Asian................................... 0.7%

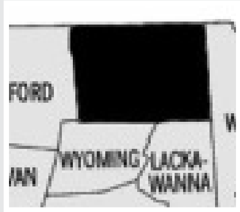
1	Weis Markets	1	$28.30	23.41%
2	The Giant Company	1	$26.08	21.57%
3	Walmart (SuperCenter)	1	$22.90	18.94%
4	Target	1	$15.90	13.15%
5	Aldi	1	$9.30	7.69%
6	CVS+	2	$8.30	6.87%
7	Sheetz	1	$3.60	2.98%
8	C&S Independents	3	$2.05	1.70%
9	Turkey Hill	1	$2.00	1.65%
		12	**$118.43**	**97.96%**



SULLIVAN COUNTY ($5.1 million) (Includes Laporte)

- Population 6,066
- # of households 2,721
- Median income $47,346
- Under age 18...................... 10.6%
- Over age 65....................... 28.3%
- Female 47.7%
- White 92.6%
- Black................................... 3.8%
- Hispanic 1.9%
- Asian................................... 0.4%

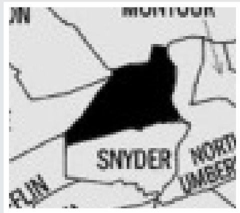
Sullivan				
1	IGA	1	$3.54	69.41%
		1	**$3.54**	**69.41%**



SUSQUEHANNA COUNTY ($31.2 million) (Includes Montrose)

- Population 40,328
- # of households 17,347
- Median income $53,059
- Under age 18...................... 18.5%
- Over age 65....................... 23.7%
- Female 49.6%
- White 96.2%
- Black................................... 0.6%
- Hispanic 1.7%
- Asian................................... 0.4%

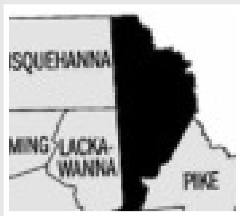
1	Price Chopper	1	$21.10	67.63%
2	CVS	1	$4.10	13.14%
3	Rite Aid	1	$3.10	9.94%
4	Turkey Hill	1	$2.00	6.41%
		4	**$30.30**	**97.12%**



UNION COUNTY ($103.5 million) (Includes Lewisburg)

- Population 44,923
- # of households 14,739
- Median income $56,026
- Under age 18...................... 18.1%
- Over age 65....................... 18.1%
- Female 45.6%
- White 84.6%
- Black................................... 7.1%
- Hispanic 6.0%
- Asian................................... 1.8%

1	Weis Markets	2	$41.10	39.71%
2	Walmart (SuperCenter)	1	$36.20	34.98%
3	CVS	2	$10.10	9.76%
4	Sheetz	2	$7.50	7.25%
		7	**$94.90**	**91.69%**



WAYNE COUNTY ($148.6 million) (Includes Mawley, Honesdale)

- Population 51,361
- # of households 18,739
- Median income $54,851
- Under age 18...................... 16.6%
- Over age 65....................... 24.2%
- Female 47.0%
- White 90.3%
- Black................................... 3.5%
- Hispanic 4.7%
- Asian................................... 0.7%

1	Weis Markets	2	$51.20	34.45%
2	Walmart (SuperCenter)	1	$37.00	24.90%
3	CVS	3	$16.60	11.17%
4	IGA	1	$15.34	10.32%
5	Tri-State Co-Op	1	$9.10	6.12%
6	Rite Aid	2	$7.10	4.78%
7	Turkey Hill	2	$4.00	2.69%
8	Walgreens	1	$3.90	2.62%
9	C&S Independents	3	$3.83	2.58%
10	Circle K	1	$2.00	1.35%
		17	**$150.07**	**100.99%***

See **PENNSYLVANIA COUNTY SHARE** on page 56

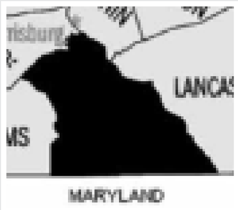
PENNSYLVANIA COUNTY SHARE OF MARKET: 2020

Continued from page 54

WYOMING COUNTY ($63.8 million) (Includes Tunkhannock)

- Population 26,794
- # of households 10,784
- Median income $59,038
- Under age 18..................... 19.3%
- Over age 65....................... 21.2%
- Female 49.8%
- White 95.5%
- Black.................................. 1.0%
- Hispanic 1.9%
- Asian.................................. 0.5%

1	Walmart (SuperCenter)	1	$30.80	48.28%
2	Weis Markets	1	$15.20	23.82%
3	C&S Independents	2	$5.50	8.62%
4	CVS	1	$4.50	7.05%
5	Rite Aid	1	$4.20	6.58%
		6	**$60.20**	**94.36%**



YORK COUNTY ($1.4 billion) (Includes Hanover, Shrewsbury, York)

- Population 449,058
- # of households 171,244
- Median income $63,902
- Under age 18..................... 22.1%
- Over age 65....................... 17.4%
- Female 50.6%
- White 82.9%
- Black.................................. 7.0%
- Hispanic 7.9%
- Asian.................................. 1.5%

1	The Giant Company	10	$455.70	32.07%
2	Walmart (SuperCenter)	6	$188.60	13.27%
3	Weis Markets	8	$171.40	12.06%
4	Sam's Club	2	$84.70	5.96%
5	Rutter's Farm Stores	43	$70.60	4.97%
6	CVS+	13	$57.60	4.05%
7	Target	3	$46.80	3.29%
8	Rite Aid	16	$42.50	2.99%
9	Sheetz	12	$36.50	2.57%
10	Family Owned Markets	3	$33.80	2.38%
11	Aldi	3	$23.60	1.66%
12	Turkey Hill	17	$23.60	1.66%
13	Royal Farm Stores	8	$19.90	1.40%
14	Grocery Outlet	3	$19.80	1.39%
15	C&S Independents	11	$18.41	1.30%
16	BJ's Wholesale Club	1	$18.40	1.30%
17	Karns Prime & Fancy Foods	1	$16.00	1.13%
18	Walgreens	3	$15.60	1.10%
19	ShopRite (Price Rite)	1	$13.10	0.92%
20	Great Valu	1	$12.20	0.86%
21	Kennie's Markets	1	$11.90	0.84%
22	IGA	1	$11.70	0.82%
23	Lidl	1	$5.90	0.42%
24	Food Lion	1	$4.50	0.32%
25	Save-A-Lot	1	$4.20	0.30%
		170	**$1,407.01**	**99.03%**

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

Source: *Food Trade News*, June 2020

IN REVIEW: THE GIANT COMPANY

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Adams	1	$52.30	$181.50	28.82%	1	$51.37	28.26%
PA	Berks	6	$254.79	$1,294.10	19.69%	6	$247.23	19.80%
PA	Bucks	20	$792.43	$2,597.20	30.51%	19	$718.97	29.36%
PA	Carbon	1	$36.17	$159.70	22.65%	1	$37.42	23.58%
PA	Chester	12	$527.98	$1,757.50	30.04%	12	$471.80	27.09%
PA	Columbia	2	$67.70	$208.40	32.49%	2	$66.36	31.58%
PA	Cumberland	9	$396.02	$1,007.50	39.31%	9	$380.29	38.25%
PA	Dauphin	8	$377.06	$926.50	40.70%	8	$360.85	38.31%
PA	Delaware	10	$405.29	$2,129.80	19.03%	11	$431.06	20.54%
PA	Franklin (Martin's)	4	$124.78	$413.50	30.18%	3	$104.33	26.33%
PA	Lackawanna	2	$55.84	$673.50	8.29%	2	$54.07	8.28%
PA	Lancaster	12	$422.77	$1,556.20	27.17%	10	$332.96	22.60%
PA	Lebanon	3	$84.68	$379.40	22.32%	2	$59.67	16.30%
PA	Lehigh	7	$309.79	$1,231.30	25.16%	7	$294.83	24.10%
PA	Luzerne	1	$31.59	$916.90	3.45%	1	$31.50	3.51%
PA	Lycoming	1	$40.32	$372.30	10.83%	1	$38.38	10.58%
PA	Mifflin	2	$30.97	$124.70	24.84%	2	$31.33	25.60%
PA	Monroe	2	$73.84	$617.30	11.96%	1	$46.40	8.14%
PA	Montgomery	23	$939.06	$3,586.40	26.18%	23	$894.65	26.05%
PA	Montour	1	$21.57	$58.30	37.00%	1	$20.79	36.09%
PA	Northampton	8	$327.72	$1,071.30	30.59%	7	$271.80	27.25%
PA	Perry	1	$22.69	$99.60	22.78%	1	$22.56	24.42%
PA	Philadelphia	4	$85.30	$3,528.90	2.42%	2	$47.30	1.41%
PA	Schuylkill	2	$43.99	$377.90	11.64%	2	$41.94	11.88%
PA	Snyder	1	$26.08	$120.90	21.57%	1	$25.36	21.64%
PA	York	10	$455.70	$1,420.80	32.07%	10	$442.98	32.34%

PA Recap: 153 stores with sales of $6.01 billion. Total retail food sales for PA in the study: $27.46 billion. The Giant Company share of PA is 21.87%.

Mid-Atlantic Recap: 153 stores with sales of $6.01 billion annually. Mid-Atlantic retail food sales total: $101.4 billion.

The Giant Company Per Store Average: $39.26 million ( ) Name in parentheses indicates another banner used by the company. Source: *Food Trade News*, June 2020

BOWERY
Crispy Leaf

IN REVIEW: WHOLE FOODS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	5	$181.30	$3,381.10	5.36%	5	$178.60	5.33%
CT	New Haven	1	$28.10	$3,048.60	0.92%	1	$28.40	0.95%
CT Recap: 6 stores with sales of $209.4 million. Total retail food sales for CT in the study: $7.19 billion. Whole Foods share of CT is 2.91%.								
NJ	Bergen	4	$136.50	$3,299.70	4.14%	4	$143.10	4.43%
NJ	Burlington	1	$37.50	$1,639.20	2.29%	1	$36.80	2.45%
NJ	Camden	1	$29.10	$1,573.20	1.85%	1	$28.30	1.84%
NJ	Essex	3	$76.50	$2,007.10	3.81%	3	$81.50	4.09%
NJ	Hudson	1	$40.60	$1,476.30	2.75%	0	$0.00	0.00%
NJ	Mercer	1	$42.20	$1,266.50	3.33%	1	$41.40	3.17%
NJ	Middlesex	1	$31.80	$2,235.80	1.42%	1	$34.90	1.61%
NJ	Monmouth	3	$86.50	$2,303.40	3.76%	3	$89.10	3.90%
NJ	Morris	3	$94.80	$1,940.70	4.88%	2	$54.80	2.90%
NJ	Somerset	1	$30.60	$1,209.60	2.53%	1	$31.70	2.54%
NJ	Union	2	$56.30	$1,739.10	3.24%	2	$56.10	3.29%
NJ Recap: 21 stores with sales of $662.4 million. Total retail food sales for NJ in the study: $28.17 billion. Whole Foods share of NJ is %.								
NY	Brooklyn	3	$120.50	$4,762.40	2.53%	3	$128.70	2.86%
NY	Manhattan (Amazon Go)	16	$605.10	$5,006.30	12.09%	10	$558.30	10.84%
NY	Nassau	2	$75.20	$5,057.20	1.49%	2	$71.60	1.45%
NY	Suffolk	2	$75.20	$5,420.30	1.39%	2	$53.40	1.03%
NY	Westchester	4	$168.20	$3,511.70	4.79%	4	$162.40	4.74%
NY Recap: 27 stores with sales of $1.04 billion. Total retail food sales for NY in the study: $36.27 billion. Whole Foods share of NY is 2.84%.								
PA	Chester	1	$28.10	$1,757.50	1.60%	1	$27.60	1.58%
PA	Delaware	3	$101.30	$2,129.80	4.76%	3	$97.80	4.66%
PA	Lancaster	1	$34.40	$1,556.20	2.21%	1	$33.10	2.25%
PA	Lehigh	1	$28.80	$1,231.30	2.34%	1	$27.70	2.26%
PA	Montgomery	4	$125.40	$3,586.40	3.50%	4	$124.10	3.61%
PA	Philadelphia	2	$94.20	$3,528.90	2.67%	2	$91.30	2.72%
PA Recap: 12 stores with sales of $412.2 million. Total retail food sales for PA in the study: $27.46 billion. Whole Foods share of PA is 1.5%.								

Mid-Atlantic Recap: 66 stores with sales of $2.33 billion annually. ( ) Name in parentheses indicates another banner used by the company.
Mid-Atlantic retail food sales total: $101.4 billion. Whole Foods Per Store Average: $35.3 million
Source: *Food Trade News*, June 2020

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Domino Foods, Inc. is part of ASR GROUP

IN REVIEW: TRADER JOE'S

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	5	$111.60	$3,381.10	3.30%	5	$105.20	3.14%
CT	New Haven	1	$18.90	$3,048.60	0.62%	1	$18.80	0.63%
CT Recap: 6 stores with sales of $130.5 million. Total retail food sales for CT in the study: $7.19 billion. Trader Joe's share of CT is 1.81%.								
DE	New Castle	1	$16.20	$1,846.80	0.88%	1	$15.90	0.91%
DE Recap: 1 store with sales of $16.2 million. Total retail food sales for DE in the study: $1.85 billion. Trader Joe's share of DE is 0.88%.								
NJ	Bergen	3	$42.70	$3,299.70	1.29%	3	$43.10	1.33%
NJ	Burlington	1	$14.70	$1,639.20	0.90%	1	$14.20	0.95%
NJ	Essex	1	$15.80	$2,007.10	0.79%	1	$16.00	0.80%
NJ	Hudson	1	$16.20	$1,476.30	1.10%	1	$16.50	1.18%
NJ	Mercer	1	$17.10	$1,266.50	1.35%	1	$16.60	1.27%
NJ	Middlesex	1	$16.20	$2,235.80	0.72%	1	$17.30	0.80%
NJ	Monmouth	1	$16.90	$2,303.40	0.73%	1	$16.70	0.73%
NJ	Morris	2	$20.90	$1,940.70	1.08%	1	$13.20	0.70%
NJ	Ocean	1	$18.40	$1,849.30	0.99%	0	$0.00	0.00%
NJ	Passaic	2	$38.40	$1,229.70	3.12%	2	$37.80	3.06%
NJ	Somerset	1	$16.80	$1,209.60	1.39%	0	$0.00	0.00%
NJ	Union	1	$16.20	$1,739.10	0.93%	1	$16.50	0.97%
NJ Recap: 16 stores with sales of $250.3 million. Total retail food sales for NJ in the study: $28.17 billion. Trader Joe's share of NJ is 0.89%.								
NY	Brooklyn	2	$72.60	$4,762.40	1.52%	2	$70.40	1.56%
NY	Manhattan	7	$242.60	$5,006.30	4.85%	6	$201.60	3.92%
NY	Nassau	5	$141.60	$5,057.20	2.80%	5	$136.30	2.75%
NY	Queens	1	$51.90	$5,130.00	1.01%	1	$50.20	1.02%
NY	Staten Island	1	$38.70	$1,429.60	2.71%	1	$37.90	2.79%
NY	Suffolk	2	$50.20	$5,420.30	0.93%	2	$48.80	0.94%
NY	Westchester	3	$78.10	$3,511.70	2.22%	3	$76.70	2.24%
NY Recap: 21 stores with sales of $675.7 million. Total retail food sales for NY in the study: $36.27 billion. Trader Joe's share of NY is 1.84%.								
PA	Delaware	2	$36.10	$2,129.80	1.69%	2	$35.60	1.70%
PA	Montgomery	3	$52.50	$3,586.40	1.46%	3	$51.70	1.51%
PA	Philadelphia	2	$55.70	$3,528.90	1.58%	1	$26.50	0.79%
PA Recap: 7 stores with sales of $144.3 million. Total retail food sales for PA in the study: $27.46 billion. Trader Joe's share of PA is 0.53%.								

Mid-Atlantic Recap: 51 stores with sales of $1.22 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion. Trader Joe's Per Store Average: $23.86 million

Source: *Food Trade News*, June 2020


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IN REVIEW: SHOP RITE

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	13	$571.30	$3,381.10	16.90%	13	$559.20	16.69%
CT	Litchfield (Price Rite)	1	$41.50	$763.90	5.43%	1	$39.80	5.54%
CT	New Haven (PR/Tomaquindicz/Garafalo/Grade A)	9	$414.20	$3,048.60	13.59%	9	$418.20	13.94%
CT Recap: 23 stores with sales of $1.03 billion. Total retail food sales for CT in the study: $7.19 billion. ShopRite share of CT is 14.28%.								
DE	New Castle (Kenny)	6	$324.10	$1,846.80	17.55%	7	$323.60	18.42%
DE Recap: 6 stores with sales of $414.2 million. Total retail food sales for DE in the study: $1.85 billion. ShopRite share of DE is 17.55%.								
NJ	Atlantic (Village)	5	$320.60	$864.70	37.08%	5	$311.40	36.92%
NJ	Bergen (Price Rite/Brown/Ravitz/Zallie)	18	$1,186.40	$3,299.70	35.95%	17	$1,159.30	35.85%
NJ	Burlington (Fresh Grocer/Eickhoff-HFF/Maniaci/Ravitz/Saker/Somerset)	10	$531.20	$1,639.20	32.39%	10	$506.30	33.75%
NJ	Camden (Price Rite/Brown/Ravitz/Zallie)	9	$411.70	$1,573.20	26.17%	9	$404.50	26.33%
NJ	Cape May (Village)	2	$96.20	$503.20	19.12%	2	$102.90	21.41%
NJ	Cumberland (Bottino/Village)	4	$194.70	$456.60	42.64%	4	$188.50	35.19%
NJ	Essex (Fresh Grocer/Drulan/Infusino/Maniaci/Sunrise/Village)	11	$829.30	$2,007.10	41.32%	10	$786.30	39.44%
NJ	Gloucester (Ammons/Bottino/Zallie)	6	$331.40	$999.80	33.15%	6	$326.40	33.28%
NJ	Hudson (Inserra/Tully)	5	$411.40	$1,476.30	27.87%	5	$409.60	29.26%
NJ	Hunterdon (Colalillo/Hunterdon)	2	$134.60	$394.60	34.11%	2	$131.30	37.65%
NJ	Mercer (Saker)	6	$379.40	$1,266.50	29.96%	6	$366.50	28.08%
NJ	Middlesex (Fresh Grocer/SRS/Glass/Maniaci/Saker/Sitar/Village)	13	$821.70	$2,235.80	36.75%	11	$717.50	33.08%
NJ	Monmouth (Dearborn Market/Saker)	12	$711.60	$2,303.40	30.89%	11	$637.20	27.89%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	$656.50	$1,940.70	33.83%	11	$665.70	35.23%
NJ	Ocean (Perlmutter/Saker)	9	$575.60	$1,849.30	31.13%	9	$573.40	31.17%
NJ	Passaic (Fresh Grocer/Cuellar/Infusino/Inserra/Maniaci)	6	$380.10	$1,229.70	30.91%	5	$348.50	28.19%
NJ	Somerset (Saker/Village)	8	$525.60	$1,209.60	43.45%	8	$526.70	42.23%
NJ	Sussex (SRS/North/Ronetco)	5	$311.20	$622.40	50.00%	5	$326.20	61.54%
NJ	Union (SRS/AJS/Glass/Village)	7	$546.20	$1,739.10	31.41%	7	$544.50	31.91%
NJ	Warren (Colalillo)	3	$174.10	$414.70	41.98%	3	$169.10	43.33%
NJ Recap: 152 stores with sales of $9.56 billion. Total retail food sales for NJ in the study: $28.17 billion. ShopRite share of NJ is 33.93%.								
NY	Bronx (Village)	1	$43.10	$3,001.40	1.44%	1	$42.30	1.49%
NY	Brooklyn (Glass)	2	$148.60	$4,762.40	3.12%	2	$144.80	3.22%
NY	Dutchess (SRS)	3	$160.70	$902.50	17.81%	3	$155.20	17.37%
NY	Manhattan (Gourmet Garage/Village)	3	$17.50	$5,006.30	0.35%	0	$0.00	0.00%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	$434.40	$5,057.20	8.59%	6	$429.60	8.68%
NY	Orange (SRS)	8	$406.20	$1,289.60	31.50%	8	$397.50	31.84%
NY	Putnam (SRS)	1	$50.10	$222.20	22.55%	1	$49.80	22.60%
NY	Queens (Glass)	1	$52.40	$5,130.00	1.02%	1	$51.10	1.04%
NY	Rockland (Glass/Inserra)	6	$422.60	$994.60	42.49%	6	$413.70	41.20%
NY	Staten Island (Mannix)	3	$322.30	$1,429.60	22.54%	3	$312.30	23.00%
NY	Suffolk (Buonadonna/Gallagher/Greenfield/Janson/Thompson)	10	$538.40	$5,420.30	9.93%	10	$521.40	10.09%
NY	Westchester (SRS)	10	$617.50	$3,511.70	17.58%	10	$597.20	17.42%
NY Recap: 54 stores with sales of $3.21 billion. Total retail food sales for NY in the study: $36.73 billion. ShopRite share of NY is 8.75%.								
PA	Berks (Price Rite)	1	$11.90	$1,294.10	0.92%	1	$11.80	0.94%
PA	Bucks (Brown/Colalillo/Cowhey)	4	$191.40	$2,597.20	7.37%	4	$195.60	7.99%
PA	Chester (KTM)	1	$26.30	$1,757.50	1.50%	1	$26.30	1.51%
PA	Dauphin (Price Rite)	1	$14.70	$926.50	1.59%	1	$14.40	1.53%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	5	$181.50	$2,129.80	8.52%	5	$183.70	8.75%
PA	Lackawanna (Price Rite/Bracey)	2	$35.10	$673.50	5.21%	2	$34.70	5.31%
PA	Lebanon (Price Rite)	1	$12.30	$379.40	3.24%	1	$12.10	3.31%
PA	Lehigh (Price Rite)	1	$16.70	$1,231.30	1.36%	1	$16.50	1.35%
PA	Monroe (Bracey/Kinsley/Village)	3	$151.50	$617.30	24.54%	3	$142.30	24.95%
PA	Montgomery (Fresh Grocer/Price Rite/Brown/Burns/KTM II)	4	$179.50	$3,586.40	5.01%	4	$179.30	5.22%
PA	Northampton (Price Rite/Colalillo)	2	$65.80	$1,071.30	6.14%	2	$67.50	6.77%
PA	Philadelphia (FG/Ammons/Burns/Brown/Colligas/GMS/McMenamin/Zallie)	19	$786.30	$3,528.90	22.28%	20	$781.20	23.25%
PA	York (Price Rite)	1	$13.10	$1,420.80	0.92%	1	$12.80	0.93%
PA Recap: 45 stores with sales of $1.69 billion. Total retail food sales for PA in the study: $27.46 billion. ShopRite share of PA is 6.14%.								

Mid-Atlantic Recap: 280 stores with sales of $15.81 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
ShopRite Per Store Average: $56.26 million

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

Source: *Food Trade News*, June 2020

IN REVIEW: ACME MARKETS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	4	$53.90	$3,381.10	1.59%	4	$53.76	1.60%

CT Recap: 4 stores with sales of $53.9 million. Total retail food sales for CT in the study: $7.19 billion. Acme Markets share of CT is 0.75%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
DE	New Castle	13	$325.80	$1,846.80	17.64%	13	$316.77	18.03%

DE Recap: 13 stores with sales of $325.8 million. Total retail food sales for DE in the study: $1.85 billion. Acme Markets share of DE is 17.64%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Atlantic	4	$89.60	$864.70	10.36%	4	$85.37	10.12%
NJ	Bergen	6	$161.60	$3,299.70	4.90%	8	$174.85	5.41%
NJ	Burlington	7	$141.60	$1,639.20	8.64%	7	$137.11	9.14%
NJ	Camden	6	$115.20	$1,573.20	7.32%	6	$112.62	7.33%
NJ	Cape May	10	$202.80	$503.20	40.30%	10	$194.90	40.55%
NJ	Cumberland	1	$17.80	$456.60	3.90%	1	$17.54	3.27%
NJ	Essex	1	$17.40	$2,007.10	0.87%	1	$17.15	0.86%
NJ	Gloucester	4	$89.20	$999.80	8.92%	4	$86.95	8.86%
NJ	Hudson	4	$85.70	$1,476.30	5.81%	5	$93.01	6.64%
NJ	Mercer	2	$44.80	$1,266.50	3.54%	2	$44.37	3.40%
NJ	Middlesex	3	$43.60	$2,235.80	1.95%	3	$47.20	2.18%
NJ	Monmouth	6	$106.70	$2,303.40	4.63%	6	$109.18	4.78%
NJ	Morris	5	$87.40	$1,940.70	4.50%	5	$93.33	4.94%
NJ	Ocean	5	$88.10	$1,849.30	4.76%	5	$90.85	4.94%
NJ	Salem	2	$55.60	$141.70	39.24%	2	$55.07	38.51%
NJ	Somerset	1	$13.50	$1,209.60	1.12%	1	$13.97	1.12%
NJ	Sussex	2	$44.10	$622.40	7.09%	2	$43.44	8.19%
NJ	Union	3	$79.60	$1,739.10	4.58%	3	$81.57	4.78%
NJ	Warren	1	$20.20	$414.70	4.87%	1	$19.94	5.11%

NJ Recap: 73 stores with sales of $1.5 billion. Total retail food sales for NJ in the study: $28.17 billion. Acme Markets share of NJ is 5.34%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NY	Dutchess	2	$32.80	$902.50	3.63%	2	$32.51	3.64%
NY	Putnam	3	$51.40	$222.20	23.13%	3	$50.74	23.02%
NY	Westchester	11	$192.30	$3,511.70	5.48%	12	$195.70	5.71%

NY Recap: 16 stores with sales of $276.5 million. Total retail food sales for NY in the study: $36.27 billion. Acme Markets share of NY is 0.75%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Bucks	7	$206.90	$2,597.20	7.97%	7	$199.88	8.16%
PA	Chester	7	$165.10	$1,757.50	9.39%	7	$160.17	9.20%
PA	Delaware	12	$309.70	$2,129.80	14.54%	12	$298.66	14.23%
PA	Montgomery	8	$172.10	$3,586.40	4.80%	8	$168.95	4.92%
PA	Philadelphia	16	$358.80	$3,528.90	10.17%	16	$346.95	10.33%

PA Recap: 50 stores with sales of $1.21 billion. Total retail food sales for PA in the study: $27.46 billion. Acme Markets share of PA is 4.42%.

Mid-Atlantic Recap: 156 stores with sales of $3.37 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Acme Markets Per Store Average: $21.62 million

Source: *Food Trade News*, June 2020

Catholic Institute of the Food Industry

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

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

C.I.F.I. 2020 Event Calendar

Event:	*Location:*	*Please contact for more information:*
Bread of Life Breakfast – TBD	**TBD**	**Frank Boemio**: fboemio@alpha1marketing.com
Golf Outing – August 10th @ 9:00am	**Engineers Club** Roslyn Harbor N.Y.	**Jim Gorman:** Jgorman@esmferolie.com
Membership Event – TBD	**Calvary Hospital** Bronx N.Y.	**Renee Petit:** rdelmotte@bozzutos.com
Night at the Races – December	**TBD**	**Tom Bello:** tbello@riviana.com
Person of the Year – November 6TH @ 7:00pm	**New York Botanical Gardens** Bronx N.Y.	**Mike Lafiandra:** mike.lafiandra@advantagesolutions.net **Bob Jordan:** Bob_Jordan@cargill.com

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

IN REVIEW: WEIS MARKETS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Morris	3	$31.20	$1,940.70	1.61%	3	$31.39	1.66%
NJ	Somerset	1	$19.30	$1,209.60	1.60%	1	$18.77	1.50%
NJ	Sussex	2	$43.30	$622.40	6.96%	2	$42.90	8.09%
NJ	Warren	1	$19.50	$414.70	4.70%	1	$19.76	5.06%

NJ Recap: 7 stores with sales of $113.3 million. Total retail food sales for NJ in the study: $28.17 billion. Weis Markets share of NJ is 0.40%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Adams	2	$28.30	$181.50	15.59%	2	$25.60	14.08%
PA	Berks	6	$107.70	$1,294.10	8.32%	6	$106.19	8.50%
PA	Bucks	2	$29.10	$2,597.20	1.12%	1	$16.40	0.67%
PA	Columbia	3	$43.00	$208.40	20.63%	3	$43.06	20.50%
PA	Cumberland	5	$81.30	$1,007.50	8.07%	5	$78.58	7.90%
PA	Dauphin	4	$56.90	$926.50	6.14%	6	$71.90	7.63%
PA	Franklin	2	$30.40	$413.50	7.35%	2	$27.84	7.03%
PA	Lackawanna	3	$65.30	$673.50	9.70%	3	$64.64	9.89%
PA	Lancaster	13	$245.60	$1,556.20	15.78%	13	$238.11	16.16%
PA	Lebanon	3	$50.10	$379.40	13.21%	3	$47.65	13.02%
PA	Lehigh	8	$195.60	$1,231.30	15.89%	9	$213.23	17.43%
PA	Luzerne	7	$141.20	$916.90	15.40%	6	$129.60	14.42%
PA	Lycoming	6	$139.60	$372.30	37.50%	6	$138.61	38.21%
PA	Mifflin	1	$16.20	$124.70	12.99%	1	$14.75	12.05%
PA	Monroe	5	$105.40	$617.30	17.07%	5	$107.65	18.88%
PA	Montgomery	6	$110.60	$3,586.40	3.08%	6	$112.02	3.26%
PA	Montour	1	$24.60	$58.30	42.20%	1	$24.87	43.18%
PA	Northampton	4	$80.80	$1,071.30	7.54%	4	$60.01	6.02%
PA	Northumberland	5	$73.30	$183.20	40.01%	5	$73.66	41.43%
PA	Perry	1	$16.00	$99.60	16.06%	1	$15.42	16.69%
PA	Pike	1	$21.60	$113.00	19.12%	1	$20.34	18.31%
PA	Schuylkill	1	$21.30	$377.90	5.64%	1	$21.07	5.97%
PA	Snyder	1	$28.30	$120.90	23.41%	1	$27.74	23.67%
PA	Union	2	$41.10	$103.50	39.71%	2	$41.92	38.71%
PA	Wayne	2	$51.20	$148.60	34.45%	2	$47.39	33.02%
PA	Wyoming	1	$15.20	$63.80	23.82%	1	$14.96	23.86%
PA	York	8	$171.40	$1,420.80	12.06%	8	$166.79	12.18%

PA Recap: 103 stores with sales of $1.99 billion. Total retail food sales for PA in the study: $27.46 billion. Weis Markets share of PA is 7.25%.

Mid-Atlantic Recap: 110 stores with sales of $2.10 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Weis Markets Per Store Average: $19.13 million

Source: *Food Trade News*, June 2020

Metro New York Supermarket Leaders:

In Country's Largest Market, ShopRite Continues To Grow; Stoppie Remains Solid Second

- Maniaci Group Aids ShopRite
- Stoppie's COVID Sales Strong
- Krasdale Indies Share At 9.3%
- Key Food Adds Members
- Gristedes Helps Allegiance Grow

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	ShopRite (PR/FG/Gourmet Garage) -x	182	$11,196.40	25.84%	173	$10,827.00	26.18%
2	Stop & Shop	208	$7,934.46	18.31%	209	$7,798.90	18.85%
3	Krasdale	538	$4,015.19	9.27%	541	$4,018.46	9.72%
4	Key Food -x	274	$2,933.60	6.77%	265	$2,803.80	6.78%
5	Whole Foods (Amazon Go)	51	$1,807.20	4.17%	43	$1,672.60	4.04%
6	Acme Markets	193	$1,474.30	3.40%	191	$1,455.23	3.52%
7	Allegiance/Foodtown (D'Ags/Gristedes)	108	$1,227.60	2.83%	82	$1,220.03	2.95%
8	Acme Markets	56	$1,058.10	2.44%	60	$1,097.26	2.65%
9	Trader Joe's	41	$1,024.70	2.37%	37	$923.00	2.23%
10	Fairway Market -x	14	$745.70	1.72%	15	$819.40	1.98%
		1,665	**$33,417.25**	**77.14%**	**1,616**	**$32,635.68**	**78.90%**

The chart above lists the top 10 supermarket retailers in the Metro New York market. Counties (boroughs) included are: Fairfield, Litchfield and New Haven in CT; Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex and Union in NJ; Bronx, Dutchess, Kings/Brooklyn, Manhattan, Nassau, Orange, Putnam, Queens, Richmond/Staten Island, Rockland, Suffolk and Westchester in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company. x-Bankrupt Fairway Market sold 6 stores to ShopRite (Village), 2 to Amazon; 1 to Key Food. Transactions occured after study ended and will be included next year.

Total supermarket sales for the area are $42.3 billion.

Source: *Food Trade News*, June 2020

Metro New York Market Leaders:

Against All Comers, ShopRite Extends Share; Walgreens Grows On Rite Aid Conversions

- Supers Still King, Alts. At 32.1%
- SR Adds 9, Ups Share To 17.5%
- Walgreens Net Store Gain Is 101
- Walmart Shutters 2
- Clubs Control 9.6%

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	ShopRite (FG/PR/Gourmet Garage) -x	182	$11,196.40	17.54%	173	$10,827.00	17.38%
2	Stop & Shop	209	$7,934.46	12.43%	209	$7,798.90	12.52%
3	Walgreens (Duane Reade)	619	$4,083.30	6.40%	518	$3,612.50	5.80%
4	Krasdale	538	$4,015.19	6.29%	541	$4,018.46	6.45%
5	Costco	38	$3,811.10	5.97%	38	$3,682.40	5.91%
6	CVS+	717	$3,637.70	5.70%	722	$3,636.12	5.84%
7	Key Food -x	274	$2,933.60	4.60%	265	$2,803.80	4.50%
8	BJ's Wholesale Club	49	$2,285.90	3.58%	49	$2,216.50	3.57%
9	Walmart	66	$2,125.50	3.33%	68	$2,131.50	3.42%
10	Target	90	$1,879.30	2.94%	88	$1,797.00	2.89%
11	Whole Foods (Amazon Go)	51	$1,807.20	2.83%	43	$1,672.60	2.69%
12	ASG Stores	193	$1,474.30	2.31%	191	$1,455.23	2.34%
13	7-Eleven	713	$1,390.10	2.14%	705	$1,406.72	2.26%
14	Rite Aid	287	$1,308.90	2.05%	428	$1,853.00	2.98%
15	Allegiance/Foodtown (D'Ags/Gristedes)	108	$1,227.60	1.92%	82	$1,220.03	1.96%
16	Acme Markets	56	$1,058.10	1.66%	60	$1,097.26	1.76%
17	Trader Joe's	41	$1,024.70	1.61%	37	$923.00	1.48%
18	Fairway Market -x	14	$745.70	1.17%	15	$819.40	1.32%
19	King Kullen (Wild By Nature)	35	$655.40	1.03%	37	$660.40	1.06%
20	Aldi	60	$544.80	0.85%	56	$497.20	0.80%
		4,340	**$55,139.25**	**86.34%**	**4,325**	**$54,129.02**	**86.19%**

Chart lists top 20 retailers in Metro NY market that sell groceries, HBC, drugs, GM 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 92. Petroleum sales not included. 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.

x - Bankrupt Fairway Market sold 6 stores to ShopRite (Village); 2 to Amazon; 1 to Key Food. Transactions occured after study ended and will be included next year.

Total food sales for the area are: $63.8 billion. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Source: *Food Trade News*, June 2020


Thank you, retai
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Join us in thanking our retail partners and all
brave, hard-working store associates for keep
families, neighbors and team members safe, s
and well fed during these uncertain time


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True Sicilian Pasta Sauce
Nathan's
FAMOUS
Original Bagel
Quaker Maid
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Handcrafted in Small Batches
Smithfield
SCHUMAN CHEESE
Steak-umm
TREELINE
TREENUT CHEESE
wahlburgers

IN REVIEW: ASG

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	New Haven	3	$2.94	$3,048.60	0.10%	0	$0.00	0.00%
CT Recap: 3 stores with sales of $2.94 million. Total retail food sales for CT in the study: $7.19 billion. ASG Stores share of CT is 0.04%.								
NJ	Bergen (Met)	3	$21.14	$3,299.70	0.64%	3	$20.22	0.63%
NJ	Burlington (Compare)	1	$2.25	$1,639.20	0.14%	1	$2.09	0.14%
NJ	Camden (Associated/Compare)	2	$10.47	$1,573.20	0.67%	2	$9.85	0.64%
NJ	Cumberland	1	$0.31	$456.60	0.07%	1	$0.29	0.05%
NJ	Essex (Met/Pioneer)	11	$39.21	$2,007.10	1.95%	11	$36.96	1.85%
NJ	Hudson (Associated/Compare/Met/Pioneer)	3	$10.71	$1,476.30	0.73%	4	$16.15	1.15%
NJ	Mercer (Compare)	2	$5.74	$1,266.50	0.45%	2	$3.54	0.27%
NJ	Monmouth (Met)	0	$0.00	$2,303.40	0.00%	2	$12.70	0.56%
NJ	Morris	1	$2.78	$1,940.70	0.14%	1	$2.78	0.15%
NJ	Ocean	2	$8.02	$1,849.30	0.43%	1	$5.55	0.30%
NJ	Passaic (Compare)	4	$38.76	$1,229.70	3.15%	4	$37.43	3.03%
NJ	Union (Met)	4	$18.56	$1,739.10	1.07%	4	$17.25	1.01%
NJ Recap: 34 stores with sales of $157.95 million. Total retail food sales for NJ in the study: $28.17 billion. ASG Stores share of NJ is 0.56%.								
NY	Bronx (Associated/Compare/Met/Pioneer)	30	$266.36	$3,001.40	8.87%	27	$237.99	8.39%
NY	Brooklyn (Associated/Compare/Met/Pioneer)	44	$358.12	$4,762.40	7.52%	43	$343.91	7.64%
NY	Manhattan (Associated/Compare/Met/Pioneer)	18	$154.89	$5,006.30	3.09%	23	$234.52	4.55%
NY	Nassau (Associated/Compare/Met/Pioneer)	16	$101.19	$5,057.20	2.00%	16	$99.26	2.01%
NY	Queens (Associated/Compare/Met/Pioneer)	24	$143.67	$5,130.00	2.80%	29	$149.66	3.04%
NY	Rockland (Associated/Compare/Met/Pioneer)	3	$13.77	$994.60	1.38%	2	$9.27	0.92%
NY	Staten Island (Associated/Compare/Met/Pioneer)	7	$78.58	$1,429.60	5.50%	2	$56.81	4.18%
NY	Suffolk (Associated/Compare/Met/Pioneer)	17	$196.86	$5,420.30	3.63%	16	$163.94	3.17%
NY	Westchester (Associated/Compare/Met/Pioneer)	3	$18.74	$3,511.70	0.53%	3	$10.83	0.32%
NY Recap: 162 stores with sales of $1.33 billion. Total retail food sales for NY in the study: $36.27 billion. ASG Stores share of NY is 3.63%.								
PA	Philadelphia	2	$25.61	$3,528.90	0.73%	2	$25.40	0.76%
PA Recap: 2 stores with sales of $25.61 million. Total retail food sales for PA in the study: $27.46 billion. ASG Stores share of PA is 0.53%.								

Mid-Atlantic Recap: 201 stores with sales of $1.52 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
ASG Stores Per Store Average: $7.55 milliion

Source: *Food Trade News*, June 2020

TAKING STOCK

from page 16

Walmart had solid same store sales for the first 11 months of our measuring period, and like many other retailers had an outstanding March, despite surprisingly higher than expected out-of-stocks (when compared to others in the region). Don't expect much new store movement over the next few years either (new projects are slated for Yaphank, NY; Roxbury, NJ; and Farmingdale, NY and it did expand its Rio Grande, NJ discount store into a SuperCenter over the past 12 months), but the planet's largest merchant proved that investment in upgrading its e-commerce platform coupled with a strong physical store base has yielded big benefits.

The Giant Company – A sensational year for the Carlisle, PA-based merchant which changed its name from Giant/Martin's earlier this year. Strong comps were produced throughout the year and especially (like most others) in March. New stores opened in Pocono Manor, PA, Walnutport, PA and Broomall, PA (replacement) as well three new Heirloom Markets in Philly. Giant has three other huge supermarket projects on tap for Center City, where it has now claimed the top spot in that 8-county MSA. Strong leadership from president Nick Bertram and a very talented team have resulted in a stellar performance.

Acme Markets – Nobody in our entire marketing area outperformed Acme during the month of March and the primary reason was its ability to maintain high in-stock service levels. Even during the extremely busy last three weeks of the month, Acme maintained a supply of products other didn't have including flour, pasta, rice and a variety of canned goods. As for the previous 11 months, Acme's sales were pretty flat, a victim of new store competition and its lack of new store additions. A couple of interesting things to watch going forward: will Albertsons' upcoming IPO allow for more capital to be directed to an underserved banner like Acme?

Weis Markets - Another solid, consistent year for the regional chain based in Sunbury, PA. Weis lost a little bit of share in Central PA and in the Lehigh Valley, but remained dominant in its core Northeast PA market. New beer/wine cafes have also aided sales (there are currently 101 stores that offer such libations, with that number increasing annually). With no debt the company continues to invest in areas needed for improvement; during the next 12 months that translates to five new stores – replacement stores in Bethlehem, PA, Macungie, PA and Gap, PA, as well as net new stores in Dingman Twp., PA and Martinsburg, WV.

Wegmans – Wegmans' future challenges have been documented earlier in this story. As for the past 12 months, it was a very good campaign for the Rochester, NY-based uber-retailer. Although only one new store opened in the 70-county area – it was a memorable one, an eye-catching high-volume unit in Brooklyn. Wegmans continued to dominate all supermarket retailers in sales per store average basis. And its new store pipeline will continue in the region with new stores planned for Harrison, NY (which was scheduled to open in May but has been postponed), Middletown, NJ and Greenville, DE.

Krasdale/Alpha 1 – The White Plains, NY-based wholesaler maintained its New York City leadership position when measuring primary supply for the market's thousands of independent retailers. The family-owned company, which was founded in 1908 by the Krasne family, has continued to support strong independent banners in the five boroughs such as C-Town, Bravo, AIM, Market Fresh, Shop Smart and Stop 1 as well as strong local independents such as DeCicco's and North Shore Farms. All told, Krasdale supplies 565 independent retailers in the region whose sales represent more than $4 billion annually.

Key Food – Another strong year for the recently relocated (from Staten island) Matawan, NJ-based co-op, which added 10 more stores to its independent base, including the former Fairway Market on Ralph Avenue in Brooklyn (although that unit isn't included in this year's study). Strong leadership from CEO Dean Janeway and COO George Knobloch have helped Key Food rapidly grow over the past decade. These guys have a solid operating plan, a diverse marketing program and their energy-level and work ethic continue to impress the reps and brokers in the Metro New York market.

TAKING STOCK continues on page 95

City of New York Supermarket Leaders:

Krasdale, Key, ASG, Allegiance Control 47.4% Of 5 Boroughs; SR Adds Gourmet Garage

- Krasdale Still Holds #1 Spot
- Key Food Gaining Share
- ASG, S&S Top $1B In Sales
- End Of Fairway Era Coming
- Wegmans B'klyn Store Wows

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Krasdale	344	$2,690.13	20.19%	348	$2,703.74	21.07%
2	Key Food -x	207	$2,215.80	16.63%	200	$2,109.60	16.44%
3	Stop & Shop	25	$1,104.11	8.29%	25	$1,059.24	8.25%
4	ASG Stores	123	$1,001.62	7.52%	124	$1,022.89	7.97%
5	Allegiance/Foodtown (D'Ags/Gristedes)	74	$811.51	6.09%	44	$735.55	5.73%
6	Whole Foods (Amazon Go)	19	$725.60	5.45%	13	$687.00	5.35%
7	ShopRite (Gourmet Garage) -x	10	$583.90	4.38%	7	$550.50	4.29%
8	Fairway Market -x	8	$502.60	3.77%	8	$530.50	4.13%
9	Trader Joe's	11	$405.80	3.05%	10	$360.10	2.81%
10	Food Bazaar	17	$282.80	2.12%	16	$260.26	2.03%
		838	**$10,323.87**	**77.48%**	**795**	**$10,019.38**	**78.07%**

Chart lists top 10 supermarket retailers in the City of New York market. Counties (boroughs) included are: Bronx, Dutchess, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. ( ) Name in parentheses indicates another banner used by the company. x - Bankrupt Fairway Market sold 6 stores to ShopRite (Village); 2 to Amazon; 1 to Key. Transactions occurred after study ended.
Total supermarket sales for the area are $13.3 billion. Source: *Food Trade News*, June 2020

City of New York Market Leaders:

Indies Rule $17.5 Billion 5-Borough Region; Krasdale, Key Food Lead, Walgreens Gains

- Alternates Share Now 33.1%
- Walgreens Still #1 Drug Chain
- Costco Per-Store Avg. $227M
- SR Adds 3 Gourmet Garages
- WFM Aided By Amazon Go

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Krasdale	344	$2,690.13	13.92%	348	$2,703.74	14.41%
2	Key Food -x	207	$2,215.80	11.46%	200	$2,109.60	11.24%
3	Walgreens (Duane Reade)	268	$2,091.30	10.82%	251	$2,027.60	10.80%
4	Costco	5	$1,134.80	5.87%	5	$1,093.40	5.83%
5	Stop & Shop	25	$1,104.11	5.71%	25	$1,059.24	5.64%
6	CVS+	166	$1,008.20	5.22%	166	$1,071.60	5.71%
7	ASG Stores	123	$1,001.62	5.18%	124	$1,022.89	5.45%
8	Allegiance/Foodtown (D'Ags/Gristedes)	74	$811.51	4.20%	44	$735.55	3.92%
9	Whole Foods (Amazon Go)	19	$725.60	3.75%	13	$687.00	3.66%
10	Rite Aid	112	$671.50	3.47%	172	$945.50	5.04%
11	Target	22	$603.60	3.12%	20	$531.90	2.83%
12	BJ's Wholesale Club	8	$601.90	3.11%	8	$573.00	3.05%
13	ShopRite	10	$583.90	3.02%	7	$550.50	2.93%
14	Trader Joe's	19	$519.00	2.68%	18	$470.50	2.51%
15	Fairway Market -x	8	$502.60	2.60%	8	$530.50	2.83%
16	7-Eleven	140	$288.90	1.49%	139	$281.50	1.50%
17	Food Bazaar	17	$282.80	1.46%	16	$260.26	1.39%
18	Fine Fare Supermarkets	46	$282.00	1.46%	47	$282.05	1.50%
19	Western Beef	13	$250.50	1.30%	15	$179.30	0.96%
20	Morton Williams	16	$174.20	0.90%	16	$167.65	0.89%
		1642	**$17,543.97**	**90.76%**	**1642**	**$17,283.28**	**90.51%**

Chart lists top 20 retailers in the City of New York market that sell groceries, HBC, drugs, GM 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 92. Counties (boroughs) included are: Bronx, Dutchess, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. x-Bankrupt Fairway Market sold 6 stores to ShopRite (Village); 2 to Amazon; 1 to Key Food. Transactions not included in this year's study, will be next year.

Total food sales for the area are: $17.5 billion. ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2020

Long Island Supermarket Leaders:

King Kullen Deal Dead But Stoppie Grows Share; Lidl Begins Best Market Store Conversions

- Remodels Help S&S Grow To 34.2%
- SR's Per-Store Vol. Is Highest
- KK Closes 2, Sees Sales Drop
- Indies Control 20% Of Top 10
- Lidl Conversions To Accelerate

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Stop & Shop	51	$2,158.24	34.18%	51	$2,010.91	33.52%
2	ShopRite	16	$972.80	15.41%	16	$951.00	15.85%
3	King Kullen (Wild By Nature)	35	$655.40	10.38%	37	$660.40	11.01%
4	Krasdale	74	$459.65	7.28%	74	$454.69	7.58%
5	Key Food	28	$350.60	5.55%	27	$326.10	5.44%
6	ASG Stores	33	$298.08	4.72%	32	$263.20	4.39%
7	Lidl (Best Market)	20	$277.10	4.39%	24	$324.10	5.40%
8	Trader Joe's	7	$191.80	3.04%	7	$185.10	3.09%
9	America's Food Basket (Ideal)	4	$152.00	2.41%	4	$15.08	0.25%
10	Whole Foods	4	$150.40	2.38%	4	$125.00	2.08%
		273	**$5,666.07**	**89.73%**	**276**	**$5,315.58**	**88.60%**

The chart above lists the top 10 supermarket retailers in the Long Island market. Counties included are: Nassau and Suffolk in NY. ( ) Indicates another banner used by the company. Petroleum sales are not included.
Total supermarket sales for the area are $6.3 billion.

Source: *Food Trade News*, June 2020

Long Island Market Leaders:

Remodeling Effort Boosts Stop & Shop; ShopRite, Costco, CVS Remain Solid In $10.5B Market

- Clubs Help Alts. Share Grow
- Stoppie Is Biggest Gainer
- Drug Chains Share At 12.4%
- WM Closes Riverhead Store
- Walgreens Adds 9 Units

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Stop & Shop	51	$2,158.24	20.60%	51	$2,010.91	19.88%
2	ShopRite	16	$972.80	9.28%	16	$951.00	9.40%
3	Costco	8	$841.80	8.03%	8	$801.20	7.92%
4	CVS+	140	$729.70	6.96%	140	$698.50	6.90%
5	King Kullen (Wild By Nature)	35	$655.40	6.26%	37	$660.40	6.53%
6	BJ's Wholesale Club	11	$587.30	5.61%	11	$566.30	5.60%
7	7-Eleven	271	$564.70	5.39%	271	$550.62	5.44%
8	Walmart (Neighborhood Market)	12	$490.80	4.68%	13	$500.00	4.94%
9	Krasdale	74	$459.65	4.39%	74	$454.69	4.49%
10	Target	17	$420.00	4.01%	17	$404.70	4.00%
11	Key Food	28	$350.60	3.35%	27	$326.10	3.22%
12	Walgreens (Duane Reade)	57	$344.50	3.29%	48	$288.10	2.85%
13	ASG Stores	33	$298.05	2.84%	32	$263.20	2.60%
14	Lidl (Best Market)	20	$277.10	2.64%	24	$324.10	3.20%
15	Rite Aid	54	$221.00	2.11%	64	$286.00	2.83%
16	Trader Joe's	7	$191.80	1.83%	7	$185.10	1.83%
17	Whole Foods	4	$150.40	1.44%	4	$125.00	1.24%
18	Uncle Giuseppe's	6	$105.70	1.01%	6	$104.60	1.03%
19	Stew Leonard's	2	$98.90	0.94%	2	$98.10	0.97%
20	IGA	13	$98.78	0.94%	13	$96.04	0.95%
		860	**$10,017.22**	**95.61%**	**865**	**$9,694.66**	**95.47%**

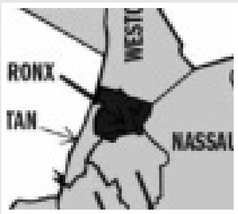
The chart above lists the top 20 retailers in the Long Island market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 92. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $10.5 billion.

Source: *Food Trade News*, June 2020

NEW YORK COUNTY SHARE OF MARKET: 2020

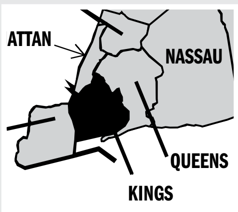
Total sales for those New York counties included in the study are $36.27 billion



BRONX COUNTY ($3.0 billion)

- Population 1,418,207
- # of households 499,728
- Median income $38,085
- Under age 18...................... 24.8%
- Over age 65....................... 12.8%
- Female 52.9%
- White 9.1%
- Black.................................. 43.6%
- Hispanic 56.4%
- Asian................................... 4.5%

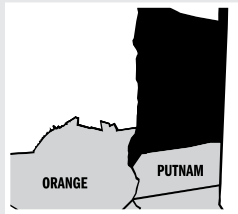
Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (CTwn/Bravo/Shop1/MktFresh)	84	$700.20	23.33%
2	Key Food	39	$374.00	12.46%
3	ASG (Associated/Compare/Met/Pioneer)	30	$266.36	8.87%
4	Walgreens (Duane Reade)	30	$198.70	6.62%
5	Stop & Shop	5	$191.09	6.37%
6	BJ's Wholesale Club	2	$140.80	4.69%
7	Allegiance/Foodtown	10	$117.16	3.90%
8	Fine Fare Supermarkets	17	$108.70	3.62%
9	Rite Aid	18	$101.40	3.38%
10	CVS+	14	$81.20	2.71%
11	Target	3	$78.90	2.63%
12	Food Bazaar	5	$67.50	2.25%
13	Western Beef	6	$67.50	2.25%
14	ShopRite	1	$43.10	1.44%
15	Kmart	2	$34.60	1.15%
16	Aldi	3	$25.30	0.84%
17	Morton Williams	2	$18.90	0.63%
18	7-Eleven	8	$16.30	0.54%
		279	**$2,631.71**	**87.68%**



BROOKLYN ($4.8 billion)

- Population 2,559,903
- # of households 950,856
- Median income $56,015
- Under age 18...................... 22.8%
- Over age 65....................... 13.9%
- Female 52.6%
- White 36.4%
- Black.................................. 34.1%
- Hispanic 19.1%
- Asian................................. 12.7%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (CTwn/Bravo/Aim/Shop1/ShopSmt/MktFresh)	96	$732.28	15.38%
2	Key Food	65	$652.90	13.71%
3	ASG (Associated/Compare/Met/Pioneer)	44	$358.12	7.52%
4	Walgreens (Duane Reade)	56	$258.30	5.42%
5	BJ's Wholesale Club	3	$244.60	5.14%
6	Allegiance/Foodtown (Gristedes)	14	$244.56	5.14%
7	Costco	1	$230.60	4.84%
8	Rite Aid	35	$212.60	4.46%
9	Stop & Shop	4	$185.14	3.89%
10	CVS+	28	$173.40	3.64%
11	Target	6	$153.40	3.22%
12	ShopRite	2	$148.60	3.12%
13	Food Bazaar	6	$130.60	2.74%
14	Whole Foods	3	$120.50	2.53%
15	Fairway Market	2	$96.50	2.03%
16	Wegmans	1	$89.20	1.87%
17	Trader Joe's	2	$72.60	1.52%
18	America's Food Basket (Ideal)	15	$68.30	1.43%
19	7-Eleven	28	$56.70	1.19%
20	Fine Fare Supermarkets	9	$46.30	0.97%
21	Aldi	2	$25.10	0.53%
22	Military Commissaries	1	$12.83	0.27%
23	Western Beef	1	$12.70	0.27%
		424	**$4,325.83**	**90.83%**



DUTCHESS COUNTY ($902.5 million)
(Includes Beacon, Hyde Park, Poughkeepsie)

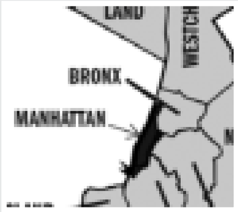
- Population 294,218
- # of households 107,347
- Median income $78,028
- Under age 18...................... 18.8%
- Over age 65....................... 17.6%
- Female 50.2%
- White 71.2%
- Black.................................. 11.9%
- Hispanic 12.5%
- Asian................................... 3.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	5	$218.72	24.23%
2	ShopRite	3	$160.70	17.81%
3	Hannaford	3	$106.80	11.83%
4	Walmart (SuperCenter)	1	$65.50	7.26%
5	CVS+	13	$51.10	5.66%
6	BJ's Wholesale Club	1	$38.50	4.27%
7	Sam's Club	1	$34.90	3.87%
8	Price Chopper	1	$34.30	3.80%
9	Acme Markets	2	$32.80	3.63%
10	Rite Aid	9	$31.30	3.47%
11	Adam's Fairacre Farms	2	$30.80	3.41%
12	Allegiance/Foodtown	2	$23.58	2.61%
13	Walgreens	4	$18.00	1.99%
14	Target	1	$16.20	1.80%
15	Aldi	1	$9.40	1.04%
16	Cumberland Farms	4	$8.10	0.90%
17	IGA	2	$6.88	0.76%
18	Key Food	1	$6.20	0.69%
19	7-Eleven	1	$2.00	0.22%
20	XtraMart	1	$2.00	0.22%
21	Circle K	1	$1.90	0.21%
		59	**$899.68**	**99.69%**

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

NEW YORK COUNTY SHARE OF MARKET: 2020

Continued from page 82



MANHATTAN ($5.0 billion)

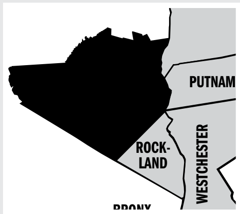
- Population 1,628,701
- # of households 758,133
- Median income $82,459
- Under age 18...................... 14.3%
- Over age 65....................... 16.5%
- Female 52.7%
- White 47.0%
- Black.................................. 17.9%
- Hispanic 25.9%
- Asian.................................. 12.8%

1	Walgreens (Duane Reade)	107	$1,048.60	20.95%
2	Whole Foods (Amazon Go)	16	$605.10	12.09%
3	Krasdale (AIM/CTwn/Bravo/Shop1/Mkt Fresh)	54	$404.80	8.09%
4	CVS+	63	$348.70	6.97%
5	Fairway Market	5	$347.50	6.94%
6	Key Food	27	$341.20	6.82%
7	Allegiance/Foodtown (D'Ags/Gristedes)	39	$319.98	6.39%
8	Costco	1	$259.60	5.19%
9	Trader Joe's	7	$242.60	4.85%
10	Target	7	$211.20	4.22%
11	Rite Aid	26	$160.30	3.20%
12	Morton Williams	14	$155.30	3.10%
13	ASG (Associated/Compare/Met/Pioneer)	18	$154.89	3.09%\
14	Fine Fare Supermarkets	13	$95.60	1.91%
15	7-Eleven	42	$88.20	1.76%
16	Kmart	2	$32.80	0.66%
17	Western Beef	2	$30.60	0.61%
18	Aldi	1	$19.00	0.38%
19	ShopRite (Gourmet Garage)	3	$17.50	0.35%
20	America's Food Basket (Ideal)	2	$15.00	0.30%
21	Lidl (Best Market)	1	$13.30	0.27%
22	Circle K	1	$2.60	0.05%
		451	**$4,914.37**	**98.16%**

NASSAU COUNTY ($5.1 billion)
(Includes Great Neck, Hempstead, Mineola)

- Population 1,356,924
- # of households 445,517
- Median income $111,240
- Under age 18...................... 21.5%
- Over age 65....................... 17.8%
- Female 51.3%
- White 59.3%
- Black.................................. 13.0%
- Hispanic 17.2%
- Asian.................................. 10.5%

1	Stop & Shop	23	$952.96	18.84%
2	ShopRite	6	$434.40	8.59%
3	CVS+	69	$424.30	8.39%
4	BJ's Wholesale Club	6	$330.60	6.54%
5	Costco	3	$322.60	6.38%
6	Key Food	21	$274.10	5.42%
7	King Kullen	14	$273.70	5.41%
8	Walmart (Neighborhood Mkt)	6	$273.40	5.41%
9	Krasdale (AIM/CTwn/Bravo/Shop1/Mkt Fresh)	30	$241.19	4.77%
10	7-Eleven	109	$218.50	4.32%
11	Target	7	$188.60	3.73%
12	Walgreens (Duane Reade)	28	$186.20	3.68%
13	Trader Joe's	5	$141.60	2.80%
14	Lidl (Best Market)	9	$128.40	2.54%
15	ASG (Associated/Compare/Met/Pioneer)	16	$101.19	2.00%
16	Rite Aid	22	$95.80	1.89%
17	Fairway Market	2	$95.10	1.88%
18	Whole Foods	2	$75.20	1.49%
19	Uncle Giuseppe's	3	$56.90	1.13%
20	Western Beef	4	$48.80	0.96%
21	Stew Leonard's	1	$47.90	0.95%
22	Allegiance/Foodtown	5	$44.58	0.88%
23	IGA	2	$17.68	0.35%
24	Kings Food Markets	1	$15.70	0.31%
25	America's Food Basket (Ideal)	3	$12.50	0.25%
26	Aldi	1	$10.20	0.20%
27	Fine Fare Supermarkets	1	$7.90	0.16%
28	Circle K	3	$7.50	0.15%
29	Cumberland Farms	3	$5.60	0.11%
30	Military Commissaries	1	$3.38	0.07%
31	Quick Chek	1	$2.40	0.05%
		407	**$5,038.88**	**99.64%**



ORANGE COUNTY ($1.3 billion)
(Includes Middletown, Port Jervis, Newburgh)

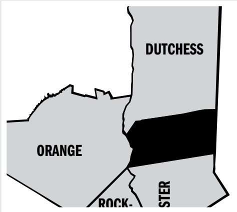
- Population 384,940
- # of households 126,776
- Median income $76,716
- Under age 18...................... 25.4%
- Over age 65....................... 14.0%
- Female 49.9%
- White 63.5%
- Black.................................. 12.9%
- Hispanic 21.0%
- Asian.................................... 2.9%

1	ShopRite	8	$406.20	31.50%
2	Walmart (SuperCenter)	3	$196.20	15.21%
3	Price Chopper	4	$148.40	11.51%
4	Hannaford	4	$110.40	8.56%
5	Stop & Shop	3	$79.37	6.15%
6	CVS+	14	$62.30	4.83%
7	Target	4	$57.40	4.45%
8	Walgreens	9	$49.10	3.81%
9	BJ's Wholesale Club	1	$32.20	2.50%
10	Allegiance/Foodtown	2	$26.39	2.05%
11	Aldi	3	$23.20	1.80%
12	Quick Chek	8	$16.30	1.26%
13	Cumberland Farms	8	$16.10	1.25%
14	Rite Aid	5	$15.80	1.23%
15	Military Commissaries	1	$13.58	1.05%
16	Adam's Fairacre Farms	1	$12.60	0.98%
17	Save-A-Lot	2	$10.30	0.80%
18	XtraMart	2	$5.60	0.43%
		82	**$1,281.44**	**99.37%**

See NEW YORK COUNTY SHARE on page 85

NEW YORK COUNTY SHARE OF MARKET: 2020

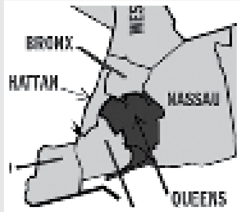
Continued from page 84



PUTNAM COUNTY ($222.2 million) (Includes Brewster, Carmel, Mahopac)

- Population 98,320
- # of households 34,847
- Median income $102,186
- Under age 18...................... 19.8%
- Over age 65....................... 17.4%
- Female 50.0%
- White 77.9%
- Black.................................. 3.7%
- Hispanic 15.8%
- Asian.................................. 2.3%

1	Acme Markets	3	$51.40	23.13%
2	ShopRite	1	$50.10	22.55%
3	Rite Aid	4	$46.90	21.11%
4	Krasdale (AIM)	2	$19.74	8.88%
5	Allegiance/Foodtown	1	$11.86	5.34%
6	CVS	2	$11.10	5.00%
7	IGA	1	$6.01	2.70%
8	America's Food Basket (Ideal)	1	$4.80	2.16%
9	Key Food	1	$2.90	1.31%
10	XtraMart	1	$2.60	1.17%
		17	**$207.41**	**93.34%**



QUEENS COUNTY ($5.1 billion)

- Population 2,253,858
- # of households 779,324
- Median income $64,987
- Under age 18...................... 20.1%
- Over age 65....................... 15.7%
- Female 51.5%
- White 25.0%
- Black.................................. 20.7%
- Hispanic 28.1%
- Asian.................................. 26.8%

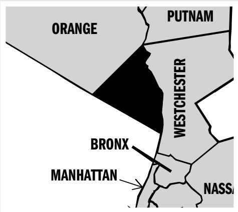
1	Krasdale (AIM/CTwn/Bravo/Shop1/Mkt Fresh)	97	$776.76	15.14%
2	BJ's Wholesale Club	69	$775.60	15.12%
3	Walgreens (Duane Reade)	63	$512.10	9.98%
4	Stop & Shop	11	$454.78	8.87%
5	Costco	2	$397.40	7.75%
6	CVS+	43	$312.80	6.10%
7	BJ's Wholesale Club	3	$216.50	4.22%
8	Rite Aid	30	$182.80	3.56%
9	ASG (Associated/Compare/Met/Pioneer)	24	$143.67	2.80%
10	Target	4	$115.20	2.25%
11	Trade Fair	8	$113.20	2.21%
12	Allegiance/Foodtown	10	$109.14	2.13%
13	7-Eleven	51	$104.60	2.04%
14	Food Bazaar	6	$84.70	1.65%
15	Fairway Market	1	$58.60	1.14%
16	ShopRite	1	$52.40	1.02%
17	Trader Joe's	1	$51.90	1.01%

See **NEW YORK COUNTY SHARE** on page 86

NEW YORK COUNTY SHARE OF MARKET: 2020

Continued from page 85

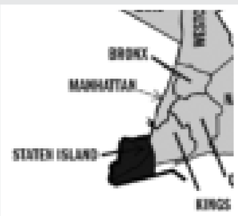
18	America's Food Basket (Ideal)	8	$43.40	0.85%
19	Western Beef	2	$38.70	0.75%
20	Fine Fare Supermarkets	7	$31.40	0.61%
21	IGA	2	$26.00	0.51%
22	Lidl	1	$16.90	0.33%
23	Aldi	1	$16.10	0.31%
		445	**$4,634.65**	**90.34%**



ROCKLAND COUNTY ($994.6 million)
(Includes New City, Nyack, Suffern)

- Population 325,789
- # of households 100,005
- Median income $91,108
- Under age 18...................... 28.2%
- Over age 65....................... 15.7%
- Female 50.9%
- White 62.8%
- Black.................................. 13.3%
- Hispanic 18.1%
- Asian.................................... 6.3%

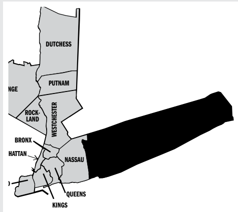
1	ShopRite	6	$422.60	42.49%
2	Stop & Shop	5	$131.73	13.24%
3	Costco	1	$124.20	12.49%
4	CVS+	10	$52.40	5.27%
5	BJ's Wholesale Club	1	$41.80	4.20%
6	Target	2	$36.90	3.71%
7	Krasdale (AIM/Bravo)	4	$34.90	3.51%
8	Key Food	2	$31.30	3.15%
9	Walgreens	5	$31.10	3.13%
10	Walmart	1	$18.80	1.89%
11	7-Eleven	9	$17.90	1.80%
12	ASG (Associated/Compare/Met/Pioneer)	3	$13.77	1.38%
13	Aldi	1	$9.60	0.97%
14	Allegiance/Foodtown	1	$8.57	0.86%
15	Rite Aid	1	$3.80	0.38%
16	America's Food Basket (Ideal)	1	$3.70	0.37%
		53	**$983.07**	**98.84%**



STATEN ISLAND ($1.4 billion)

- Population 476,143
- # of households 166,152
- Median income $79,267
- Under age 18...................... 21.8%
- Over age 65....................... 16.2%
- Female 51.5%
- White 60.3%
- Black.................................. 11.7%
- Hispanic 18.7%
- Asian.................................... 10.2%

1	ShopRite	3	$322.30	22.54%
2	Stop & Shop	5	$273.10	19.10%
3	Costco	1	$244.60	17.11%
4	CVS+	18	$92.10	6.44%
5	ASG (Associated/Compare/Met/Pioneer)	7	$78.58	5.50%
6	Krasdale (ShopSmt/Mkt Fresh/Stop1)	13	$76.09	5.32%
7	Walgreens (Duane Reade)	12	$73.60	5.15%
8	Key Food	7	$72.10	5.04%
9	Target	2	$44.90	3.14%
10	Trader Joe's	1	$38.70	2.71%
11	7-Eleven	11	$23.10	1.62%
12	Allegiance/Foodtown	1	$20.67	1.45%
13	Rite Aid	3	$14.40	1.01%
14	Western Beef	1	$11.80	0.83%
15	Lidl	1	$8.80	0.62%
		86	**$1,394.84**	**97.57%**



SUFFOLK COUNTY ($5.4 billion)
(Includes Amityville, Riverhead, Southampton)

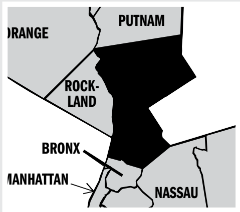
- Population 1,476,601
- # of households 487,981
- Median income $96,675
- Under age 18...................... 21.1%
- Over age 65....................... 16.9%
- Female 50.8%
- White 67.2%
- Black.................................. 8.7%
- Hispanic 19.8%
- Asian.................................... 4.2%

1	Stop & Shop	29	$1,205.28	22.24%
2	ShopRite	10	$538.40	9.93%
3	Costco	5	$519.20	9.58%
4	King Kullen (Wild By Nature)	21	$381.70	7.04%
5	7-Eleven	162	$346.20	6.39%
6	CVS+	71	$305.40	5.63%
7	BJ's Wholesale Club	5	$256.70	4.74%
8	Target	10	$231.40	4.27%
9	Krasdale (AIM/CTwn/Bravo/Shop1/Mkt Fresh)	44	$218.46	4.03%
10	Walmart	6	$217.40	4.01%
11	ASG (Associated/Compare/Met/Pioneer)	17	$196.86	3.63%
12	Walgreens	29	$158.30	2.92%
13	Lidl (Best Market)	11	$148.70	2.74%
14	Rite Aid	32	$125.20	2.31%
15	IGA	11	$81.10	1.50%
16	Key Food	7	$76.50	1.41%
17	Whole Foods	2	$75.20	1.39%
18	Aldi	6	$52.40	0.97%
19	Stew Leonard's	1	$51.00	0.94%
20	Trader Joe's	2	$50.20	0.93%
21	Uncle Giuseppe's	3	$48.80	0.90%
22	Sam's Club	1	$39.20	0.72%
23	Food Bazaar	1	$32.90	0.61%
24	Kmart	2	$23.70	0.44%
25	Fine Fare Supermarkets	5	$16.50	0.30%
26	Fresh Market	1	$15.70	0.29%
27	Quick Chek	4	$8.80	0.16%
28	Cumberland Farms	4	$7.40	0.14%
29	America's Food Basket (Ideal)	1	$2.70	0.05%
		503	**$5,431.30**	**100.20%***

See **NEW YORK COUNTY SHARE** on page 88

NEW YORK COUNTY SHARE OF MARKET: 2020

Continued from page 86



WESTCHESTER COUNTY ($$3.5 billion)
(Includes New Rochelle, White Plains, Yonkers)

- Population 967,506
- # of households 347,332
- Median income $92,758
- Under age 18...................... 21.9%
- Over age 65....................... 17.4%
- Female.............................. 51.6%
- White 53.1%
- Black................................. 16.6%
- Hispanic 25.1%
- Asian.................................. 6.4%

1	Stop & Shop	15	$676.20	19.26%
2	ShopRite	10	$617.50	17.58%
3	Costco	3	$360.20	10.26%
4	CVS+	56	$331.60	9.44%
5	Krasdale (AIM/CTwn/ShopSmt/MktFresh/Stop1)	33	$228.24	6.50%
6	Acme Markets	11	$192.30	5.48%
7	Whole Foods	4	$168.20	4.79%
8	Walgreens (Duane Reade)	19	$107.30	3.06%
9	Stew Leonard's	1	$98.00	2.79%
10	BJ's Wholesale Club	2	$95.60	2.72%
11	Allegiance/Foodtown	8	$80.67	2.30%
12	Trader Joe's	3	$78.10	2.22%
13	Target	3	$72.10	2.05%
14	Sam's Club	1	$71.20	2.03%
15	Key Food	8	$61.20	1.74%
16	Fairway Market	1	$44.30	1.26%
17	Walmart	1	$36.70	1.05%
18	Kings Food Markets	2	$25.50	0.73%
19	Uncle Giuseppe's	1	$21.70	0.62%
20	Food Bazaar	1	$21.40	0.61%
21	Rite Aid	6	$19.10	0.54%
22	ASG (Associated/Compare/Met/Pioneer)	3	$18.74	0.53%
23	7-Eleven	8	$16.30	0.46%
24	Fresh Market	1	$15.40	0.44%
25	America's Food Basket (Ideal)	2	$7.40	0.21%
26	Kmart	1	$7.20	0.21%
27	Save-A-Lot	1	$4.90	0.14%
28	IGA	1	$3.22	0.09%
		206	**$3,480.27**	**99.10%**

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

+Stand-alone CVS and in-Target pharmacies.

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

Source: *Food Trade News*, June 2020

DELAWARE COUNTY SHARE OF MARKET: 2020

Total sales for the one Delaware county included in the study are $1.85 billion.

NEW CASTLE COUNTY ($1.8 billion)
(Includes New Castle, Wilmington)

- Population 558,753
- # of households 203,855
- Median income $70,996
- Under age 18...................... 21.5%
- Over age 65....................... 15.6%
- Female 51.5%
- White 56.8%
- Black.................................. 26.1%
- Hispanic 10.3%
- Asian.................................. 5.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Acme Markets	13	$325.80	17.64%
2	ShopRite	6	$324.10	17.55%
3	Wawa	29	$230.71	12.49%
4	Walgreens	40	$194.20	10.52%
5	BJ's Wholesale Club	3	$117.10	6.34%
6	Super G	3	$92.04	4.98%
7	Walmart (SuperCenter)	3	$77.30	4.19%
8	Rite Aid	22	$61.30	3.32%
9	Food Lion	7	$57.10	3.09%
10	CVS+	12	$53.70	2.91%
11	Target	2	$40.10	2.17%
12	Costco	1	$36.10	1.95%
13	7-Eleven	14	$26.90	1.46%
14	Save-A-Lot	4	$21.90	1.19%
15	Safeway	1	$21.55	1.17%
16	Fas-Marts	13	$18.40	1.00%
17	Trader Joe's	1	$16.20	0.88%
18	Aldi	2	$15.30	0.83%
19	Royal Farm Stores	7	$14.60	0.79%
20	C&S Independents	8	$12.83	0.69%
21	Dash-In	7	$12.10	0.66%
22	Kmart	2	$11.30	0.61%
23	Great Valu	1	$9.60	0.52%
24	IGA	1	$7.02	0.38%
25	Tri-State Co-Op	1	$6.90	0.37%
26	Lidl	1	$6.10	0.33%
27	Circle K	2	$3.80	0.21%
		206	**$1,814.05**	**98.23%**

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

+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2020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from page 22

One retailer that did not make the top 20, Lidl which competes with other price-oriented operators such as Aldi (seven stores) and Walmart (seven SuperCenters), opened its second store in Easton, PA as the Lehigh Valley becomes more of a discount-influenced market.

Northeast Pennsylvania

This 12-county area has been controlled by Weis Markets for more than 50 years. Not much changed this year as the Sunbury, PA-based regional chain outpaced its closest rival, Walmart, by nearly 7 percentage points. Weis also operated the most stores - 36 - in the $3.4 billion marketing area. Making some headway against the perennial leader over the past 12 months were the group of independents supplied by C&S Wholesale Grocers' Robesonia, PA division. Those indies now operate 46 stores, two more than last year. With a new store in East Stroudsburg, PA was The Giant Company, which now has nine units in the market and ranks fourth among all retailers. Northeast Pennsylvania remains the one market in the *Food Trade News* coverage area that continues to experience both declines in population and annual household income. It's an aging market that's also seen very little new store activity over the past decade.

Central Pennsylvania

With the addition of four new stores and solid same store sales increases, The Giant Company widened its already dominant lead in the eight-county Central PA market. The Carlisle, PA-based "brand" of Ahold Delhaize USA gained sales and share by acquiring stores from former independent owners Ferguson & Hassler (one store) and Musser's Markets (three stores) and posted an impressive 32.3 percent of the market. For the rest of the pack, comp sales increased for 16 of the remaining 19 retailers, aided by strong March volumes. As far as other new stores in the $6 billion trading area, Karns opened its ninth store (the former Darrenkamp's in Etters, PA) while discounter Aldi debuted a new unit in Lancaster, PA. With Giant's purchase of Musser's and Fergie's (as well as its acquisition of Darrenkamp's last year), the once formidable independent market in the region continues to shrink. In fact, the top three retailers in Central PA - Giant, Weis and Walmart - control 54.6 percent of the region's business.

How We Do It?

This is the 42nd 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, 2019 through March 31, 2020.

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

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

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

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

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

Because of record level food and HBC sales that virtually all retailers achieved during March, we have adjusted the extrapolated sales in those areas that mass merchants and club stores amassed during the year, due to the robust sales they experienced in March, the last month of our measuring period.

Based on publicly-available data from Walmart (Sam's Club), Target, Costco and BJ's, whose sales breakouts by department skewed and continues to skew more heavily toward grocery and HBC, we have raised that percentage from 60 to 62 percent at Walmart's 102 SuperCenters in the region (including an expansion to a combo store in Rio Grande, NJ). For the 71 conventional Walmart ("Division One") discount stores remaining in the market (two stores closed this year in Riverhead, NY and in Roxbury, NJ, which will reopen as a SuperCenter in the next 18 months), we have increased the extrapolated percentage of grocery and HBC from 45 to 47 percent of total store sales.

At Target's 162 stores (two more than last year), that food/drug percentage has been increase from 44 to 46 percent

At Kmart, which continues to close stores and bleed sales, we have raised the percentage of grocery, HBC and GM from 36 to 37 percent.

The three club operators - Costco, BJ's and Sam's Club - also experienced highly skewed sales toward grocery and HBC (in fact, some departments like jewelry and optical were closed during March). Their percentage of grocery and HBC also increased during the COVID-19 pandemic and we have increased their totals (as a percent of overall sales) from 65 to 67 percent.

One more "rules" note: in 2016, Target sold its in-store pharma-

See **RULES & ANALYSIS** on page 143

IN REVIEW: KEY FOOD

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	4	$43.40	$3,381.10	1.28%	4	$41.60	1.24%
CT	New Haven	1	$4.00	$3,048.60	0.13%	1	$4.90	0.16%
CT Recap: 5 stores with sales of $47.4 million. Total retail food sales for CT in the study: $7.19 billion. Key Food share of CT is 0.66%								
NJ	Bergen	1	$8.30	$3,299.70	0.25%	2	$10.00	0.31%
NJ	Essex	4	$70.60	$2,007.10	3.52%	5	$67.20	3.37%
NJ	Hudson	5	$26.70	$1,476.30	1.81%	4	$29.00	2.07%
NJ	Middlesex	4	$26.10	$2,235.80	1.17%	4	$30.00	1.38%
NJ	Monmouth	1	$7.80	$2,303.40	0.34%	1	$8.00	0.35%
NJ	Passaic	4	$50.30	$1,229.70	4.09%	5	$76.70	6.20%
NJ	Somerset	1	$6.10	$1,209.60	0.50%	1	$5.40	0.43%
NJ	Union	2	$22.30	$1,739.10	1.28%	1	$6.60	0.39%
NJ Recap: 22 stores with sales of $218.2 million. Total retail food sales for NJ in the study: $28.17 billion. Key Food share of NJ is 0.77%.								
NY	Bronx	39	$374.00	$3,001.40	12.46%	37	$348.20	12.27%
NY	Brooklyn	65	$652.90	$4,762.40	13.71%	63	$630.00	13.99%
NY	Dutchess	1	$6.20	$902.50	0.69%	1	$6.10	0.68%
NY	Manhattan	27	$341.20	$5,006.30	6.82%	25	$321.10	6.24%
NY	Nassau	21	$274.10	$5,057.20	5.42%	20	$254.30	5.14%
NY	Putnam	1	$2.90	$222.20	1.31%	1	$2.60	1.18%
NY	Queens	69	$775.60	$5,130.00	15.12%	67	$725.80	14.75%
NY	Rockland	2	$31.30	$994.60	3.15%	2	$29.10	2.90%
NY	Staten Island	7	$72.10	$1,429.60	5.04%	8	$84.50	6.22%
NY	Suffolk	7	$76.50	$5,420.30	1.41%	7	$71.80	1.39%
NY	Westchester	8	$61.20	$3,511.70	1.74%	6	$50.90	1.49%
NY Recap: 247 stores with sales of $2.67 billion. Total retail food sales for NY in the study: $36.27 billion. Key Food share of NY is 7.26%.								
PA	Pike	1	$5.80	$113.00	5.13%	1	$5.90	5.31%
PA	Northampton	1	$4.10	$1,071.30	0.38%	1	$4.00	0.40%
PA	Philadelphia	1	$12.10	$3,528.90	0.34%	0	$0.00	0.00%
PA Recap: 3 stores with sales of $22.0 million. Total retail food sales for PA in the study: $27.46 billion. Key Food share of PA is 0.08%.								

Mid-Atlantic Recap: 277 stores with sales of $2.96 billion annually. Mid-Atlantic retail food sales total: $101.4 billion.
Key Food Per Store Average: $10.68 million

Source: *Food Trade News*, June 2020

TAKING STOCK

from page 77

Associated Stores Group **–** It took much longer than expected, but installing Joe Garcia as CEO in 2018 for the diverse independent group whose focus is mainly in the five boroughs which comprise New York City proved to be a wise move. Actually, Garcia has been at ASG since 2013, but elevating the former White Rose executive to the top spot has helped stabilize sales and restore confidence in the organization from customers and its associates to the vendor community. Garcia and his team have a definite plan to add more retailers to its base and that may include expanding into new marketing areas.

Allegiance Retail Services **–** It was kind of a roller coaster year for the Iselin, NJ-based marketing and advertising organization which counts (among others) the Foodtown, Pathmark, D'Agostino's and newly added Gristedes banners in its membership. Chief executive John Derderian, as savvy and smart as they come, has helped Allegiance grow steadily in the four years he's been CEO by adding the Pathmark name to its roster (he's an alum of that once great merchant) and combining the strengths of D'Ags and Gristedes into the newly formed New York Supermarket Group. During the past year, former Allegiance chairman David Maniaci shifted his four stores to Wakefern, but Allegiance has offset that loss by adding new stores from its existing membership base as well as adding new accounts like Gristedes' 27 stores.

At ADUSA: King Kullen Deal Terminated, Bi-Lo Store Acquisition Announced, Vendors Not Happy

First there's this: On June 10, Stop & Shop and King Kullen announced that they have terminated their merger agreement through which Stop & Shop was to acquire King Kullen. A joint decision was made not to proceed with the acquisition because of significant, unforeseen changes in the marketplace that have emerged since the agreement was signed in December 2018, largely driven by the COVID-19 pandemic.

"Both companies have put forth an incredible amount of effort to work through unanticipated challenges that have arisen, and we regret that we're not able to move forward. King Kullen has a strong legacy on the island, and we wish them continued success," said Gordon Reid, president of Stop & Shop. "Stop & Shop remains committed to the Long Island community, to serving our customers in the market well, and to investing in our associates and our stores in Nassau and Suffolk Counties."

Brian Cullen, co-president of King Kullen, stated, "We look forward to continuing to focus on what we do best – serving our great customers across Long Island and supporting our hard-working store associates. We are enthusiastic about the future and well-positioned to serve Nassau and Suffolk Counties for many years to come. In short, we are here for the long term."

However, multiple sources have told us that the role of the Federal Trade Commission, which reportedly sought to force Stop & Shop to divest more stores than the company had originally intended (due to anti-competitive concerns), was a factor in the final decision.

In a memo to the trade, SVP and chief merchandising officer for King Kullen Joe Brown said, "As you may be aware, King Kullen has decided not to sell our company. Our public statements address all that is needed in regard to our decision to remain in business as a family and management owned company for the foreseeable future." He continued, "The intent of this memo is to directly inform our vendor partners of our intent to build and strengthen the equity of the King Kullen brand. We understand that it is no longer 'business as usual,' it is something far different than that. Along with the technological, cultural, and social changes we see from consumers, we see our need for internal structural and cultural changes in our approach to how we run our business."

The deal, originally announced by Ahold Delhaize in early January 2019, was for Stop & Shop, the largest ADUSA brand in the United States, to acquire King Kullen's 37 Long Island stores, which included 32 King Kullen supermarkets and five Wild By Nature units, as well as its corporate offices located in Bethpage, NY.

The news that the deal was off came as a bit of a surprise since a memo from King Kullen emerged in April indicating that the deal would close by the end of the month.

TAKING STOCK continues on page 111

From page 32

CEO: Scott Grimmett
Primary Supplier: Direct
FTN Stores: 15 (includes Market 32)
FTN Vol.: $471 million

Redner's Markets Inc.
3 Quarry Rd.
Reading, PA 19605
Phone: (610) 926-3700
Web: rednersmarkets.com
Chmn.:Richard Redner
Pres/CEO: Ryan Redner
COO: Gary M. Redner
VP Procurement: Dan Eberhart
VP/General Counsel: Jason Hopp
VP-Finance: Michael McNaney
VP-Groc. Ops.: William Wallace
VP-Perishables: Gary O'Brien
VP-HR: Robert McDonough
VP-IT: Nicholas Hidalgo
Primary Supplier: UNFI
FTN Stores: 35
FTN Vol.: $793.1 million

Retail Marketing Group, LLC
755 Business Center Dr., Ste. 100
Horsham, PA 19044
Phone: (215) 293-9600
Fax: (215) 293-9608
Web: yourlocaliga.com
GM: Bill Gable
*This is the advertising and marketing arm that serves 17 independent retailers that operate in the Mid-Atlantic market under the IGA banner. They are supplied by Bozzuto's.

Safeway Eastern
Div. of Albertsons Cos.
4551 Forbes Blvd.
Lanham, MD 20706
Phone: (301) 918-6500
Web: safeway.com
Pres.: Tom Lofland
VP-Retail Op.: Joe Perry
VP-Merch./Mktg.: Matthew Boyd
Dir.-Finance: Randy Weist
Dir.-HR: Stephanie Ridore
Dir.-Pharmacy: Greg Herr
Dir.-Mktg.: Kelly Boyd
Dir.-Distribution: Brian Schwartz
Dir.-Asset Mgmt.: Bob Rosato
GM-Dist./Procurement/QC: Tracey Bloedel
DMs: Ed Tippett, Bryan Caudle, Monica Shannon, Phil White, Lori Valenzuela, Theresa Farello
Sales Mgr.-Grocery: Pat Hildebrand
Sales Mgr.-Deli: Angie Marshall
Sales Mgr.-Bakery: Christine Hernandez
Sales Mgr.-Meat/Seafood: Mike Salisbury
Sales Mgr.-Produce: Ricardo Dimarzio
Sales Mgr.-Floral: Katie Vazquez
Sales Mgr.-GM/HBC: Mike Voss
Sales Mgr.-Liquor: Tim Ley
Sales Mgr.-Own Brands: Danielle Mulcare
Primary Supplier: Direct
FTN Stores: 1
FTN Vol.: $21.55 million

Save-A-Lot
400 Northwest Plaza
St. Ann, MO 63074
Phone: (314) 592-9100
Web: savealot.com
CEO: Kenneth McGrath
Supplier: Direct
FTN Stores: 68
FTN Vol.: $382.5 million

Seabra's Supermarkets
574 Ferry St.
Newark, NJ 07105
Phone: (973) 491-0399
Web: seabrafoods.com
274 Chestnut St.
Newark, NJ 07105
Phone: 973-732-3990
Web: aseabrafoods.com
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 7
FTN Vol.: $48.2 million

Sharp Shopper
1100 Sharp Ave.
Ephrata, PA 17522
Phone: (717) 733-9555
Fax: (717) 733-9302
Web: sharpshopper.net
Owners: Dennis Sharp, Bonnie Sharp
Primary Supplier
FTN Stores: 3
FTN Vol.: $28.5 million

ShopRite
5000 Riverside Dr.
Keasby, NJ 08832
Phone: (908) 527-3300
Web: shoprite.com
Chmn/CEO: Joseph Colalillo
Pres./COO: 280 Sheridan
FTN Stores: 292 (includes Fresh Grocer/Price Rite/Gourmet Garage/Dearborn Market)
FTN Vol.: $15.8 billion
*This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. Most of the ShopRite stores are independently owned.

Sprouts Farmers Market
5455 E. High St., Ste. 111
Phoenix, AZ 85054
Phone: (480) 814-8016
Web: sprouts.com
CEO: Jack Sinclair
Chief Operations Officer: Dan Sanders
SVP/CMO: Gillian Phipps
SVP-East: Dan Croce
Primary Supplier: Direct
FTN Stores: 1
FTN Vol.: $29.9 million

Stew Leonard's
100 Westport Ave.
Norwalk, CT 06851
Phone: (203) 847-7214

See **DIRECTORY** on page 121


THANK YOU
to our fresh & consumer packaged goods partners for another successful year in the grocery industry!
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Fresh Vegetables
BUTTERNUT SQUASH NOODLES
The GIANT™ Company

Legislative Line

OMG – And It is Only June

We have reached the halfway point in 2020 and what a year it has been. The coronavirus has wreaked havoc with our daily lives, our work, our industry, etc. and now we have major civil unrest throughout the country resulting from the shooting of a black man in custody over the Memorial Day holiday in Minneapolis. The National Guard was called up in more than half of our U.S. states and counter demonstrations occurred across the pond in many other countries. It is all extremely frustrating and not to have leadership from the White House is even more upsetting. Let us hope leadership from other high levels of our federal and state governments combined with constructive guidance from local community and religious leaders brings us closer together as we must find ways to stop these serious ills that are disrupting our society. It is not that things will get better. It is that things MUST get better. Yes, I am upset, and you should be too.

Okay, I am getting off my soapbox now and back to the business of bringing you up to date on legislative and regulatory happenings in the Nation's Capital that impact the food industry.

SNAP Movement

The pandemic continues to be the focal point of a lot of hearings and legislative and regulatory activity occurring on the Hill. Certainly, the impact on the food industry has been widespread and much of it will be long lasting. One of the major changes for food retailers will be the ability to accept the Supplemental Nutrition Assistance Program (SNAP) benefits online. The Department

Barry F. Scher
Policy Solutions LLC

of Agriculture has done a good job in the past few months to permit low income families and individuals in most states to use their food benefits online. But in a letter to USDA Secretary Sonny Perdue, House member Sanford Bishop (D-GA) said that USDA needs to approve more online retailers with a presence in rural states and communities with limited access to grocery stores. Presently only a handful of companies that meet certain e-commerce requirements can accept SNAP benefits online. In most states, Amazon and Walmart are the only options as I have previously reported.

"While the number of states participating is increasing, the vendors remain primarily in the northeastern area of the U.S.," wrote Bishop, chairman of the house appropriations agriculture-FDA subcommittee. Thus, while currently USDA has approved about 37 states to participate, accounting for 90 percent of SNAP households, Perdue commented that USDA has plans to expand the program to include more "independently owned and operated retail stores." And Congressman Bishop went further to say that dollar store chains could also offer online SNAP purchases to low-income families.

Using SNAP for Hot Meals

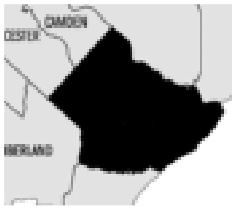
In mid-May, the House passed a $3 trillion "Heroes" pandemic relief bill. The legislation contained relief for state and local governments, hospitals, and a wide range of assistance programs, including SNAP. In addition to increased funding for SNAP, the bill also allows the temporary use of benefits to purchase hot meals in either restaurants or supermarkets. It is unlikely the

See **LEGISLATIVE LINE**
on page 133

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Total sales for those New Jersey counties included in the study are $28.17 billion

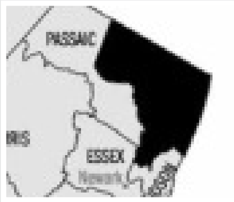
ATLANTIC COUNTY ($864.7 million)
(Includes Atlantic City, Hammonton)



- Population 263,670
- # of households 99,874
- Median income $59,989
- Under age 18 21.2%
- Over age 65 17.9%
- Female 51.6%
- White 55.9%
- Black 17.1%
- Hispanic 19.2%
- Asian 8.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	5	$320.60	37.08%
2	Wawa	26	$148.80	17.21%
3	Acme Markets	4	$89.60	10.36%
4	Walgreens	15	$63.00	7.29%
5	Walmart (SuperCenter)	3	$62.50	7.23%
6	CVS+	14	$57.20	6.62%
7	BJ's Wholesale Club	1	$28.50	3.30%
8	Sam's Club	1	$26.20	3.03%
9	Target	1	$19.50	2.26%
10	7-Eleven	7	$12.30	1.42%
11	Save-A-Lot	2	$11.40	1.32%
12	IGA	1	$9.36	1.08%
13	Tri-State Co-Op	1	$6.10	0.71%
14	Kmart	1	$6.00	0.69%
15	Rite Aid	1	$4.10	0.47%
16	Circle K	2	$3.50	0.40%
17	Royal Farm Stores	1	$2.00	0.23%
		86	**$870.66**	**100.69%***

BERGEN COUNTY ($3.3 billion)
(Includes Englewood, Hackensack, Ramsey)



- Population 932,202
- # of households 338,249
- Median income $95,837
- Under age 18 21.2%
- Over age 65 17.2%
- Female 51.5%
- White 55.7%
- Black 7.3%
- Hispanic 20.6%
- Asian 16.9%

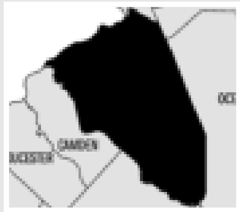
Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite (Price Rite/Fresh Grocer)	18	$1,186.40	35.95%
2	Stop & Shop	12	$365.09	11.06%
3	Walgreens (Duane Reade)	33	$197.30	5.98%
4	CVS+	48	$187.50	5.68%
5	Acme Markets	6	$161.60	4.90%
6	Whole Foods	4	$136.50	4.14%
7	Costco	2	$129.40	3.92%
8	7-Eleven	61	$123.40	3.74%
9	Walmart (SuperCenter)	3	$104.80	3.18%

See **NEW JERSEY COUNTY SHARE** on page 100

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 99

10	Wegmans	1	$103.50	3.14%
11	Kings Food Markets	4	$69.60	2.11%
12	Target	4	$63.20	1.92%
13	Krasdale (AIM/Bravo/CTwn/MktFrsh)	11	$58.47	1.77%
14	BJ's Wholesale Club	2	$50.20	1.52%
15	Stew Leonard's	1	$46.00	1.39%
16	Trader Joe's	3	$42.70	1.29%
17	Fairway Market	1	$36.10	1.09%
18	Aldi	4	$31.30	0.95%
19	Uncle Giuseppe's	1	$28.40	0.86%
20	Quick Chek	10	$22.60	0.68%
21	ASG (Compare)	3	$21.14	0.64%
22	Corrado's Family Affair	1	$20.90	0.63%
23	Wawa	3	$18.44	0.56%
24	Food Bazaar	1	$17.40	0.53%
25	Allegiance/Foodtown	2	$17.38	0.53%
26	Rite Aid	3	$12.20	0.37%
27	Fresh Market	1	$12.10	0.37%
28	Key Food	1	$8.30	0.25%
29	Kmart	1	$6.40	0.19%
30	Circle K	3	$5.60	0.17%
31	IGA	1	$3.90	0.12%
32	C&S Independents	1	$0.68	0.02%
		250	**$3,288.50**	**99.66%**



BURLINGTON COUNTY ($1.7 billion) (Includes Burlington, Willingboro)

- Population 445,349
- # of households 165,496
- Median income $84,992
- Under age 18...................... 20.8%
- Over age 65....................... 16.9%

- Female 50.7%
- White 67.0%
- Black.................................. 18.2%
- Hispanic 8.3%
- Asian................................... 5.3%

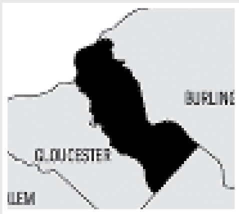
1	ShopRite	10	$531.20	32.39%
2	Wawa	38	$207.17	12.64%
3	Acme Markets	7	$141.60	8.64%
4	Walmart (SuperCenter)	5	$109.60	6.69%
5	CVS+	22	$90.80	5.54%
6	Wegmans	1	$71.40	4.36%
7	Target	4	$60.10	3.67%
8	Rite Aid	13	$49.10	3.00%
9	Costco	1	$44.80	2.73%
10	Military Commissaries	1	$43.12	2.63%
11	BJ's Wholesale Club	1	$41.20	2.51%
12	7-Eleven	22	$40.80	2.49%
13	Walgreens	7	$40.80	2.49%
14	Whole Foods	1	$37.50	2.29%
15	Aldi	4	$29.50	1.80%

See NEW JERSEY COUNTY SHARE on page 101

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 100

16	Murphy's Markets	2	$27.30	1.67%
17	Sam's Club	1	$23.80	1.45%
18	Trader Joe's	1	$14.70	0.90%
19	Save-A-Lot	1	$4.40	0.27%
20	IGA	1	$4.16	0.25%
21	Quick Chek	1	$2.50	0.15%
22	ASG (Compare)	1	$2.25	0.14%
23	Royal Farm Stores	1	$2.20	0.13%
24	Circle K	1	$1.90	0.12%
25	C&S Independents	1	$0.45	0.03%
		148	**$1,622.35**	**98.97%**



CAMDEN COUNTY ($1.6 billion) (Includes Camden, Cherry Hill)

- Population 506,471
- # of households 187,158
- Median income $67,118
- Under age 18...................... 22.7%
- Over age 65....................... 15.7%
- Female 51.8%
- White 56.3%
- Black................................. 21.6%
- Hispanic 17.2%
- Asian.................................. 6.0%

1	ShopRite (Price Rite)	9	$411.70	26.17%
2	Wawa	39	$218.53	13.89%
3	Walmart (SuperCenter)	5	$132.80	8.44%
4	CVS+	28	$126.50	8.04%
5	Acme Markets	6	$115.20	7.32%
6	Rite Aid	29	$104.20	6.62%
7	Target	5	$80.60	5.12%
8	Walgreens	13	$72.90	4.63%
9	Wegmans	1	$53.50	3.40%
10	Aldi	7	$50.50	3.21%
11	7-Eleven	19	$35.20	2.24%
12	BJ's Wholesale Club	1	$30.30	1.93%
13	Whole Foods	1	$29.10	1.85%
14	Supremo	1	$25.20	1.60%
15	Royal Farm Stores	7	$14.60	0.93%
16	MOM's Organic Market	1	$12.10	0.77%
17	ASG (Associated/Compare)	2	$10.47	0.67%
18	Save-A-Lot	3	$9.80	0.62%
19	Heritage Dairy Stores	4	$7.50	0.48%
20	Tri-State Co-Op	1	$6.60	0.42%
		182	**$1,547.30**	**98.35%**

See NEW JERSEY COUNTY SHARE on page 102

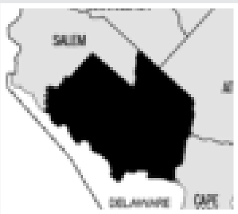
NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 101

CAPE MAY COUNTY ($503.2 million)
(Includes Ocean City, Wildwood)

- Population 92,039
- # of households 39,904
- Median income $63,690
- Under age 18..................... 17.5%
- Over age 65...................... 26.6%
- Female 51.1%
- White 85.2%
- Black.................................. 4.9%
- Hispanic 7.9%
- Asian.................................. 1.0%

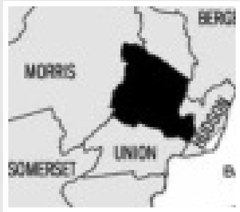
1	Acme Markets	10	$202.80	40.30%
2	Wawa	16	$98.26	19.53%
3	ShopRite	2	$96.20	19.12%
4	CVS	10	$45.60	9.06%
5	Walmart (SuperCenter)	1	$37.50	7.45%
6	Walgreens	4	$19.10	3.80%
7	Aldi	1	$7.20	1.43%
8	Save-A-Lot	1	$5.40	1.07%
9	Rite Aid	1	$3.30	0.66%
10	Heritage Dairy Stores	1	$2.10	0.42%
11	C&S Independents	1	$1.70	0.34%
		48	**$519.16**	**103.17%***



CUMBERLAND COUNTY ($546.6 million)
(Includes Bridgeton, Vineland)

- Population 149,527
- # of households 50,608
- Median income $52,593
- Under age 18..................... 23.9%
- Over age 65...................... 15.3%
- Female 49.0%
- White 45.9%
- Black.................................. 21.9%
- Hispanic 31.4%
- Asian.................................. 1.5%

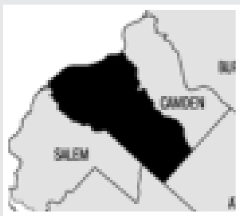
1	ShopRite	4	$194.70	35.62%
2	Walmart (SuperCenter)	3	$78.20	14.31%
3	Wawa	10	$71.58	13.10%
4	Rite Aid	8	$29.70	5.43%
5	Walgreens	5	$29.60	5.42%
6	BJ's Wholesale Club	1	$27.30	4.99%
7	CVS	5	$20.30	3.71%
8	Acme Markets	1	$17.80	3.26%
9	Target	1	$15.70	2.87%
10	Save-A-Lot	3	$12.10	2.21%
11	Aldi	2	$10.90	1.99%
12	Krasdale (AIM/CTown)	1	$8.90	1.63%
13	Lidl	1	$7.70	1.41%
14	7-Eleven	2	$4.10	0.75%
15	Heritage Dairy Stores	1	$1.90	0.35%
16	ASG	1	$0.31	0.06%
		49	**$530.79**	**97.11%**



ESSEX COUNTY ($2.0 billion)
(Includes East Orange, Newark, West Caldwell)

- Population 798,975
- # of households 282,502
- Median income $59,302
- Under age 18..................... 23.6%
- Over age 65...................... 13.6%
- Female 51.9%
- White 30.5%
- Black.................................. 41.9%
- Hispanic 23.5%
- Asian.................................. 5.6%

1	ShopRite (Fresh Grocer)	11	$829.30	41.32%
2	Krasdale (CTwn/Stop1/ShopSmt/MktFrsh)	24	$216.24	10.77%
3	Walgreens	24	$140.40	7.00%
4	Kings Food Markets	5	$130.10	6.48%
5	Stop & Shop	3	$114.23	5.69%
6	CVS+	22	$86.20	4.29%
7	Whole Foods	3	$76.50	3.81%
8	Key Food	4	$70.60	3.52%
9	7-Eleven	23	$47.10	2.35%
10	ASG (Met/Pioneer)	11	$39.21	1.95%
11	Allegiance/Foodtown	3	$26.12	1.30%
12	Corrado's Family Affair	1	$21.80	1.09%
13	Seabra's	4	$21.80	1.09%
14	Acme Markets	1	$17.40	0.87%
15	Aldi	2	$17.10	0.85%
16	Trader Joe's	1	$15.80	0.79%
17	Target	1	$15.30	0.76%
18	Quick Chek	6	$12.50	0.62%
19	Save-A-Lot	2	$11.70	0.58%
20	Rite Aid	3	$10.50	0.52%
21	Super Supermarket	1	$10.20	0.51%
22	Kmart	1	$7.20	0.36%
23	Supremo	1	$6.90	0.34%
24	Wawa	1	$5.95	0.30%
		158	**$1,950.15**	**97.16%**



GLOUCESTER COUNTY ($999.8 million)
(Includes Paulsboro, Woodbury)

- Population 291,636
- # of households 104,587
- Median income $85,160
- Under age 18..................... 21.8%
- Over age 65...................... 15.8%
- Female 51.3%
- White 78.1%
- Black.................................. 11.2%
- Hispanic 6.4%
- Asian.................................. 3.1%

1	ShopRite	6	$331.40	33.15%
2	Wawa	22	$141.99	14.20%
3	Walmart (SuperCenter)	3	$97.60	9.76%
4	Acme Markets	4	$89.20	8.92%
5	Sam's Club	2	$75.60	7.56%
6	Rite Aid	14	$54.10	5.41%
7	CVS+	14	$52.20	5.22%
8	Heritage Dairy Stores	26	$31.80	3.18%
9	Target	2	$30.50	3.05%
10	BJ's Wholesale Club	1	$30.10	3.01%
11	Walgreens	5	$27.10	2.71%
12	Aldi	2	$15.80	1.58%

See **NEW JERSEY COUNTY SHARE** on page 103

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 102

13	Save-A-Lot	2	$12.80	1.28%
14	7-Eleven	2	$4.10	0.41%
15	Royal Farm Stores	1	$2.30	0.23%
		106	**$996.59**	**99.68%**

HUDSON COUNTY ($1.5 billion)
(Includes Bayonne, Hoboken, Jersey City)

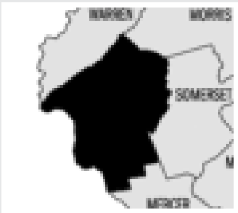
- Population 672,391
- # of households 255,429
- Median income $66,289
- Under age 18........ 20.4%
- Over age 65........ 11.8%
- Female 50.2%
- White 28.8%
- Black........ 14.8%
- Hispanic 42.9%
- Asian........ 16.4%

1	ShopRite	5	$411.40	27.87%
2	Walmart (SuperCenter)	4	$158.50	10.74%
3	Walgreens	24	$117.50	7.96%
4	Acme Markets	4	$85.70	5.81%
5	BJ's Wholesale Club	3	$83.20	5.64%
6	Costco	1	$65.20	4.42%
7	Stop & Shop	2	$62.79	4.25%
8	Krasdale (AIM/CTown)	8	$50.86	3.45%
9	CVS+	17	$42.10	2.85%
10	Whole Foods	1	$40.60	2.75%
11	Target	2	$38.10	2.58%
12	Kings Food Markets	2	$37.50	2.54%
13	7-Eleven	16	$33.10	2.24%
14	Food Bazaar	2	$31.60	2.14%
15	Supremo	1	$27.50	1.86%
16	Sam's Club	1	$27.10	1.84%
17	Key Food	5	$26.70	1.81%
18	Aldi	2	$18.80	1.27%
19	Quick Chek	9	$17.90	1.21%
20	Seabra's	2	$16.80	1.14%
21	Trader Joe's	1	$16.20	1.10%
22	Rite Aid	5	$15.20	1.03%
23	ASG (Associated/Met/Compare)	3	$10.71	0.73%
24	Fine Fare Supermarkets	3	$10.10	0.68%
25	Wawa	1	$8.27	0.56%
26	Kmart	1	$8.10	0.55%
27	Morton Williams	1	$5.40	0.37%
28	Allegiance/Foodtown	1	$4.89	0.33%
29	Circle K	1	$2.10	0.14%
		128	**$1,473.92**	**99.84%**

See **NEW JERSEY COUNTY SHARE** on page 104

NEW JERSEY COUNTY SHARE OF MARKET: 2020

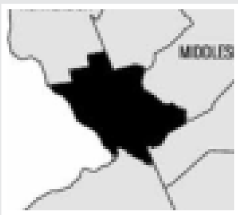
Continued from page 103



HUNTERDON COUNTY ($394.6 million)
(Includes Clinton, Flemington)

- Population 124,371
- # of households 47,180
- Median income $112,535
- Under age 18...................... 19.3%
- Over age 65....................... 18.5%
- Female 50.5%
- White 85.1%
- Black.................................... 2.9%
- Hispanic 6.8%
- Asian.................................... 4.2%

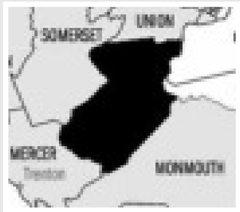
1	ShopRite	2	$134.60	34.11%
2	Walmart (SuperCenter)	2	$70.30	17.82%
3	Costco	1	$47.10	11.94%
4	Stop & Shop	1	$24.85	6.30%
5	Walgreens	4	$21.80	5.52%
6	CVS	4	$20.90	5.30%
7	BJ's Wholesale Club	1	$17.10	4.33%
8	IGA	2	$13.00	3.29%
9	Wawa	2	$12.94	3.28%
10	Kings Food Markets	1	$12.60	3.19%
11	Rite Aid	1	$4.20	1.06%
12	7-Eleven	2	$3.90	0.99%
13	Quick Chek	1	$2.50	0.63%
14	C&S Independents	2	$2.21	0.56%
		26	**$388.00**	**98.33%**



MERCER COUNTY ($1.3 billion)
Includes Princeton, Trenton)

- Population 367,430
- # of households 129,873
- Median income $79,990
- Under age 18...................... 21.3%
- Over age 65....................... 15.1%
- Female 51.1%
- White 48.8%
- Black.................................. 21.5%
- Hispanic 18.1%
- Asian.................................. 11.6%

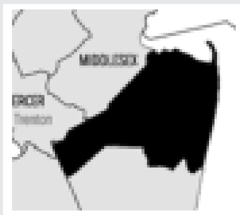
1	ShopRite	6	$379.40	29.96%
2	Walmart (SuperCenter)	4	$106.70	8.42%
3	CVS+	18	$81.30	6.42%
4	Walgreens	16	$74.70	5.90%
5	McCaffrey's	2	$73.10	5.77%
6	Wegmans	1	$59.20	4.67%
7	Costco	1	$53.80	4.25%
8	Wawa	8	$51.18	4.04%
9	IGA	3	$47.06	3.72%
10	Acme Markets	2	$44.80	3.54%
11	Whole Foods	1	$42.20	3.33%
12	Aldi	4	$33.50	2.65%
13	7-Eleven	16	$32.10	2.53%
14	BJ's Wholesale Club	1	$31.80	2.51%
15	Stop & Shop	1	$30.26	2.39%
16	Target	2	$26.80	2.12%
17	Food Bazaar	1	$26.30	2.08%
18	Trader Joe's	1	$17.10	1.35%
19	Save-A-Lot	3	$13.50	1.07%
20	Quick Chek	5	$11.80	0.93%
21	Rite Aid	2	$7.50	0.59%
22	Supremo	2	$6.90	0.54%
23	ASG (Compare)	2	$5.74	0.45%
24	Krasdale (Stop 1)	1	$2.58	0.20%
25	C&S Independents	2	$2.35	0.19%
		105	**$1,261.67**	**99.62%**



MIDDLESEX COUNTY ($2.2 billion)
(Includes Edison, New Brunswick, Woodbridge)

- Population 825,062
- # of households 284,174
- Median income $85,954
- Under age 18...................... 21.7%
- Over age 65....................... 15.0%
- Female 50.7%
- White 42.3%
- Black.................................. 11.7%
- Hispanic 21.6%
- Asian.................................. 25.1%

1	ShopRite (Fresh Grocer)	13	$821.70	36.75%
2	Stop & Shop	7	$181.32	8.11%
3	Walmart (SuperCenter)	6	$130.60	5.84%
4	Walgreens	20	$129.60	5.80%
5	BJ's Wholesale Club	3	$111.40	4.98%
6	CVS+	23	$105.20	4.71%
7	Wawa	16	$91.11	4.08%
8	Target	5	$90.10	4.03%
9	7-Eleven	40	$78.50	3.51%
10	Costco	2	$77.20	3.45%
11	Wegmans	1	$61.70	2.76%
12	Aldi	7	$53.40	2.39%
13	Quick Chek	21	$45.60	2.04%
14	Acme Markets	3	$43.60	1.95%
15	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	6	$40.32	1.80%
16	Sam's Club	1	$34.50	1.54%
17	Whole Foods	1	$31.80	1.42%
18	Rite Aid	9	$27.80	1.24%
19	Key Food	4	$26.10	1.17%
20	Trader Joe's	1	$16.20	0.72%
21	Allegiance/Foodtown	1	$12.57	0.56%
22	Circle K	4	$7.90	0.35%
23	Supremo	1	$6.40	0.29%
24	Kmart	1	$6.30	0.28%
		196	**$2,230.92**	**99.78%**



MONMOUTH COUNTY ($2.3 billion)
(Includes Asbury Park, Freehold, Neptune)

- Population 618,795
- # of households 233,874
- Median income $95,699
- Under age 18...................... 21.2%
- Over age 65....................... 17.6%
- Female 51.4%
- White 75.0%
- Black.................................... 7.6%
- Hispanic 11.1%
- Asian.................................... 5.7%

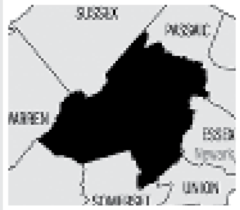
1	ShopRite (Dearborn Market)	12	$711.60	30.89%
2	Stop & Shop	6	$165.55	7.19%
3	Costco	3	$158.40	6.88%
4	Walgreens	27	$151.30	6.57%
5	Allegiance/Foodtown	6	$126.40	5.49%

See **NEW JERSEY COUNTY SHARE** on page 105

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 104

6	CVS+	27	$119.30	5.18%
7	Walmart (SuperCenter)	3	$107.30	4.66%
8	Acme Markets	6	$106.70	4.63%
9	Wawa	18	$106.62	4.63%
10	Wegmans	2	$92.40	4.01%
11	Whole Foods	3	$86.50	3.76%
12	Target	4	$64.70	2.81%
13	BJ's Wholesale Club	2	$55.80	2.42%
14	Sam's Club	1	$53.10	2.31%
16	Aldi	6	$39.80	1.73%
17	Rite Aid	11	$33.80	1.47%
18	Quick Chek	17	$31.80	1.38%
19	7-Eleven	42	$27.70	1.20%
20	Lidl	3	$20.40	0.89%
21	Trader Joe's	1	$16.90	0.73%
22	Kmart	2	$10.30	0.45%
23	Circle K	4	$7.90	0.34%
24	Fine Fare Supermarkets	1	$7.90	0.34%
25	Key Food	1	$7.80	0.34%
15	Krasdale	1	$7.50	33.00%
26	Super Supermarket	1	$7.10	0.31%
27	C&S Independents	1	$0.23	0.01%
		211	**$2,324.80**	**100.9%***



MORRIS COUNTY ($1.9 billion)
(Includes Chatham, Morris Plains, Parsippany)

- Population 491,845
- # of households 180,896
- Median income $111,316
- Under age 18...................... 21.1%
- Over age 65....................... 17.1%
- Female 50.9%
- White 70.8%
- Black.................................. 3.8%
- Hispanic 13.7%
- Asian................................ 10.7%

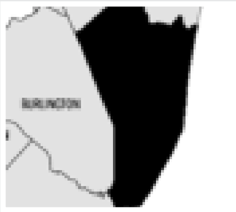
1	ShopRite	11	$656.50	33.83%
2	Stop & Shop	4	$169.63	8.74%
3	Walmart (SuperCenter)	5	$110.60	5.70%
4	Costco	2	$104.30	5.37%
5	Kings Food Markets	6	$102.00	5.26%
6	Wegmans	1	$101.70	5.24%
7	Whole Foods	3	$94.80	4.88%
8	CVS+	21	$90.40	4.66%
9	Acme Markets	5	$87.40	4.50%
10	Walgreens	14	$84.10	4.33%
11	BJ's Wholesale Club	2	$68.70	3.54%
12	7-Eleven	32	$63.10	3.25%
13	Target	4	$57.20	2.95%
14	Weis Markets	3	$31.20	1.61%
15	Quick Chek	15	$30.90	1.59%
16	Corrado's Family Affair	1	$24.80	1.28%
17	Trader Joe's	2	$20.90	1.08%
18	Rite Aid	4	$13.80	0.71%

See NEW JERSEY COUNTY SHARE on page 106

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 105

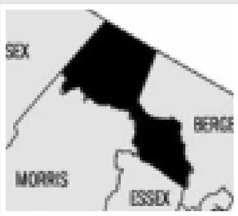
19	Allegiance/Foodtown	1	$12.18	0.63%
20	Wawa	1	$7.89	0.41%
21	Aldi	1	$7.20	0.37%
22	ASG	1	$2.78	0.14%
23	Military Commissaries	1	$1.95	0.10%
24	Circle K	1	$1.60	0.08%
		141	**$1,945.63**	**100.25%***



OCEAN COUNTY ($1.8 billion)
(Includes Lakehurst, Beach Island, Toms River)

- Population 607,186
- # of households 225,270
- Median income $68,021
- Under age 18 .... 24.0%
- Over age 65 .... 22.5%
- Female 51.7%
- White 84.4%
- Black 3.5%
- Hispanic 9.5%
- Asian 1.9%

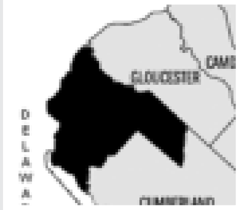
1	ShopRite	9	$575.60	31.13%
2	Stop & Shop	7	$246.44	13.33%
3	Wawa	38	$217.78	11.78%
4	Walmart (SuperCenter)	5	$132.30	7.15%
5	CVS	22	$95.20	5.15%
6	Acme Markets	5	$88.10	4.76%
7	Walgreens	15	$86.20	4.66%
8	Costco	2	$83.50	4.52%
9	BJ's Wholesale Club	2	$67.10	3.63%
10	Krasdale (Market Fresh)	7	$52.50	2.84%
11	Rite Aid	20	$49.60	2.68%
12	Target	3	$42.10	2.28%
13	Aldi	4	$34.20	1.85%
14	7-Eleven	38	$25.30	1.37%
15	Trader Joe's	1	$18.40	0.99%
16	Quick Chek	8	$16.90	0.91%
17	Great Valu	1	$14.50	0.78%
18	Circle K	7	$14.30	0.77%
19	ASG	2	$8.02	0.43%
20	Murphy's Markets	1	$6.80	0.37%
21	Kmart	1	$6.10	0.33%
22	Military Commissaries	1	$2.05	0.11%
		199	**$1,882.90**	**101.2%***



PASSAIC COUNTY ($1.3 billion)
(Includes Passaic, Paterson, Wayne)

- Population 501,826
- # of households 163,670
- Median income $66,476
- Under age 18 .... 23.8%
- Over age 65 .... 14.5%
- Female 51.2%
- White 40.8%
- Black 15.0%
- Hispanic 42.3%
- Asian 5.8%

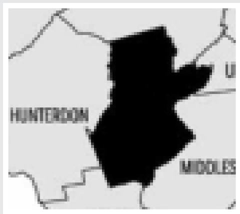
1	ShopRite (Fresh Grocer)	6	$380.10	29.90%
2	Stop & Shop	5	$182.76	14.38%
3	Corrado's Family Affair	2	$118.10	9.29%
4	Costco	2	$87.30	6.87%
5	Walgreens	15	$82.10	6.46%
6	CVS+	12	$56.80	4.47%
7	Key Food	4	$50.30	3.96%
8	Krasdale	5	$45.05	3.54%
8	ASG (Compare)	4	$38.76	3.05%
9	Trader Joe's	2	$38.40	3.02%
10	Fairway Market	1	$34.80	2.74%
11	America's Food Basket (Ideal)	1	$34.20	2.69%
12	Super Supermarket	2	$25.10	1.97%
13	Quick Chek	10	$21.50	1.69%
14	Allegiance/Foodtown	1	$20.90	1.64%
15	Target	1	$16.30	1.28%
16	7-Eleven	13	$15.20	1.20%
17	Rite Aid	3	$10.60	0.83%
18	Aldi	1	$8.10	0.64%
19	Circle K	2	$4.00	0.31%
		92	**$1,270.37**	**99.94%**



SALEM COUNTY ($141.7 million)
(Includes Pennsville, Salem)

- Population 62,385
- # of households 23,908
- Median income $64,309
- Under age 18 .... 21.4%
- Over age 65 .... 18.6%
- Female 50.9%
- White 73.9%
- Black 14.7%
- Hispanic 95.0%
- Asian 1.1%

1	Acme Markets	2	$55.60	39.24%
2	Wawa	4	$23.42	16.53%
3	Walmart	1	$18.80	13.27%
4	Walgreens	2	$10.90	7.69%
5	Rite Aid	3	$8.90	6.28%
6	Save-A-Lot	1	$5.90	4.16%
7	IGA	1	$4.16	2.94%
8	Heritage Dairy Stores	2	$3.50	2.47%
9	Circle K	1	$1.90	1.34%
10	C&S Independents	1	$0.47	0.33%
		18	**$133.55**	**94.25%**



SOMERSET COUNTY ($1.2 billion)
(Includes Bound Brook, Somerset, Somerville)

- Population 328,934
- # of households 117,012
- Median income $111,772
- Under age 18 .... 21.9%
- Over age 65 .... 15.6%
- Female 51.1%
- White 55.5%
- Black 10.4%
- Hispanic 15.0%
- Asian 18.6%

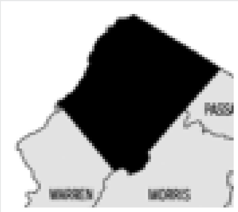
1	ShopRite	8	$525.60	43.45%
2	Costco	2	$117.20	9.69%
3	Stop & Shop	4	$102.03	8.44%
4	Kings Food Markets	3	$65.90	5.45%
5	Wegmans	1	$62.30	5.15%
6	Walmart (SuperCenter)	2	$41.80	3.46%
7	CVS+	11	$38.90	3.22%
8	Walgreens	9	$37.20	3.08%
9	BJ's Wholesale Club	1	$30.80	2.55%
10	Whole Foods	1	$30.60	2.53%

See **NEW JERSEY COUNTY SHARE** on page 107

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 106

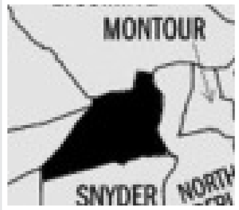
11	Target	2	$26.20	2.17%
12	Quick Chek	10	$21.80	1.80%
13	Weis Markets	1	$19.30	1.60%
14	Trader Joe's	1	$16.80	1.39%
15	Wawa	4	$15.39	1.27%
16	Acme Markets	1	$13.50	1.12%
17	Fresh Market	1	$11.30	0.93%
18	7-Eleven	5	$10.20	0.84%
19	Rite Aid	2	$7.60	0.63%
20	Key Food	1	$6.10	0.50%
21	Fine Fare Supermarkets	1	$2.60	0.21%
		71	**$1,203.12**	**99.46%**



SUSSEX COUNTY ($622.4 million)
(Includes Franklin, Hoptacong, Newton)

- Population 140,488
- # of households 53,361
- Median income $90,520
- Under age 18...................... 19.8%
- Over age 65........................ 17.3%
- Female 50.3%
- White 85.8%
- Black.................................. 2.5%
- Hispanic 8.6%
- Asian.................................. 2.0%

1	ShopRite	5	$311.20	50.00%
2	7-Eleven	35	$72.10	11.58%
3	Stop & Shop	1	$52.39	8.42%
4	Acme Markets	2	$44.10	7.09%
5	Weis Markets	2	$43.30	6.96%
6	Walmart (SuperCenter)	2	$37.40	6.01%
7	Quick Chek	9	$17.80	2.86%
8	Walgreens	3	$14.10	2.27%
9	Rite Aid	3	$11.10	1.78%
10	CVS	3	$9.10	1.46%
11	C&S Independents	2	$5.78	0.93%
12	Circle K	1	$2.00	0.32%
		68	**$620.37**	**99.67%**



UNION COUNTY ($1.7 billion)
(Includes Clark, Elizabeth, Springfield)

- Population 556,341
- # of households 188,987
- Median income $77,095
- Under age 18...................... 23.4%
- Over age 65........................ 14.4%
- Female 51.2%
- White 39.8%
- Black.................................. 23.7%
- Hispanic 32.3%
- Asian.................................. 5.7%

1	ShopRite	7	$546.20	31.41%
2	Stop & Shop	5	$148.51	8.54%
3	Walgreens	17	$99.60	5.73%
4	BJ's Wholesale Club	2	$89.50	5.15%
5	CVS+	20	$88.40	5.08%
6	Acme Markets	3	$79.60	4.58%
7	Supremo	3	$69.30	3.98%

See **NEW JERSEY COUNTY SHARE** on page 109

IN REVIEW: KRASDALE

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield (C Town/Mkt Fresh)	6	$49.88	$3,381.10	1.48%	6	$49.44	1.48%
CT	New Haven	13	$61.72	$3,048.60	2.02%	13	$61.18	2.04%

CT Recap: 19 stores with sales of $111.6 million. Total retail food sales for CT in the study: $7.19 billion. Krasdale share of CT is 1.55%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Bergen (C Town)	11	$58.47	$3,299.70	1.77%	10	$63.22	1.95%
NJ	Cumberland (AIM)	1	$8.90	$456.60	1.95%	1	$8.82	1.65%
NJ	Essex (AIM/C Town)	29	$261.28	$2,007.10	13.02%	30	$262.14	13.15%
NJ	Hudson	8	$50.86	$1,476.30	3.45%	8	$50.42	3.60%
NJ	Mercer (Stop 1)	1	$2.58	$1,266.50	0.20%	1	$2.56	0.20%
NJ	Middlesex (Market Fresh)	6	$40.32	$2,235.80	1.80%	6	$39.97	1.84%
NJ	Ocean (Stop 1)	8	$60.00	$1,849.30	3.24%	8	$59.48	3.23%

NJ Recap: 64 stores with sales of $482.41 million. Total retail food sales for NJ in the study: $28.17 billion. Krasdale share of NJ is 1.71%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NY	Bronx (AIM/Bravo/CTwn/Mkt Fresh/Stop1)	84	$700.20	$3,001.40	23.33%	87	$718.70	25.32%
NY	Brooklyn (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	96	$732.28	$4,762.40	15.38%	95	$721.02	16.01%
NY	Manhattan (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	54	$404.80	$5,006.30	8.09%	58	$441.38	8.57%
NY	Nassau (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	30	$241.19	$5,057.20	4.77%	30	$239.13	4.83%
NY	Putnam (AIM)	2	$19.74	$222.20	8.88%	2	$19.57	8.88%
NY	Queens (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	97	$776.76	$5,130.00	15.14%	95	$747.09	15.18%
NY	Rockland (AIM/Bravo)	4	$34.90	$994.60	3.51%	4	$35.60	3.55%
NY	Staten Island (Mkt Frsh/Shop Smt/Stop 1)	13	$76.09	$1,429.60	5.32%	13	$75.55	5.56%
NY	Suffolk (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	44	$218.46	$5,420.30	4.03%	44	$215.56	4.17%
NY	Westchester (AIM/Bravo/CTwn/Mkt Fresh/ShopSmt/Stop1)	33	$228.24	$3,511.70	6.50%	32	$219.01	6.39%

NY Recap: 457 stores with sales of $3.43 billion. Total retail food sales for NY in the study: $36.27 billion. Krasdale share of NY is 9.35%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Berks (Bravo/C Town)	4	$34.83	$1,294.10	2.69%	4	$34.52	2.76%
PA	Lehigh (C Town)	2	$17.38	$1,231.30	1.41%	2	$17.23	1.41%
PA	Northampton	1	$8.64	$1,071.30	0.81%	1	$8.56	0.86%
PA	Philadelphia (AIM/C Town/Mkt Frsh/Shop Smt/Stop1)	18	$49.35	$3,528.90	1.40%	18	$48.92	1.46%

PA Recap: 25 stores with sales of $110.2 million. Total retail food sales for PA in the study: $27.46 billion. Krasdale share of PA is 0.40%.

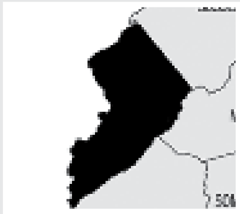
Mid-Atlantic Recap: 565 stores with sales of $4.14 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Krasdale Per Store Average: $7.32 million

Source: *Food Trade News*, June 2020

NEW JERSEY COUNTY SHARE OF MARKET: 2020

Continued from page 107

8	Target	4	$64.30	3.70%
9	Whole Foods	2	$56.30	3.24%
10	Costco	1	$54.10	3.11%
11	Walmart (SuperCenter)	2	$42.10	2.42%
12	Kings Food Markets	2	$41.80	2.40%
13	Food Bazaar	1	$30.40	1.75%
14	Quick Chek	12	$26.10	1.50%
15	Key Food	2	$22.30	1.28%
16	ASG	4	$18.56	1.07%
17	Aldi	3	$18.10	1.04%
18	Wawa	3	$16.27	0.94%
19	Trader Joe's	1	$16.20	0.93%
20	Save-A-Lot	2	$13.20	0.76%
21	Seabra's	1	$9.60	0.55%
22	Fine Fare Supermarkets	2	$8.10	0.47%
23	Lidl	1	$7.90	0.45%
24	Circle K	3	$6.20	0.36%
25	7-Eleven	2	$4.10	0.24%
		105	**$1,576.74**	**90.66%**



WARREN COUNTY ($414.7 million)
(Includes Hackettstown, Phillipsburg)

- Population 105,267
- # of households 41,350
- Median income $78,145
- Under age 18...................... 19.7%
- Over age 65....................... 17.2%
- Female 51.0%
- White 81.1%
- Black.................................. 5.4%
- Hispanic 9.7%
- Asian.................................. 3.0%

1	ShopRite	3	$174.10	41.98%
2	Walmart (SuperCenter)	2	$43.10	10.39%
3	Target	2	$32.60	7.86%
4	Stop & Shop	1	$21.28	5.13%
5	Acme Markets	1	$20.20	4.87%
6	Rite Aid	5	$20.10	4.85%
7	Weis Markets	1	$19.50	4.70%
8	Wawa	3	$18.63	4.49%
9	CVS+	5	$17.70	4.27%
10	7-Eleven	3	$16.30	3.93%
11	Quick Chek	7	$14.70	3.54%
12	C&S Independents	5	$8.08	1.95%
13	Walgreens	1	$4.90	1.18%
		39	**$411.19**	**99.15%**

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

+Stand-alone CVS and in-Target pharmacies

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

Source: *Food Trade News,* June 2020

IN REVIEW: WEGMANS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Bergen	1	$103.50	$3,299.70	3.14%	1	$111.80	3.46%
NJ	Burlington	1	$71.40	$1,639.20	4.36%	1	$68.20	4.55%
NJ	Camden	1	$53.50	$1,573.20	3.40%	1	$52.90	3.44%
NJ	Mercer	1	$59.20	$1,266.50	4.67%	1	$57.90	4.44%
NJ	Middlesex	1	$61.70	$2,235.80	2.76%	1	$64.50	2.97%
NJ	Monmouth	2	$92.40	$2,303.40	4.01%	2	$95.20	4.17%
NJ	Morris	1	$101.70	$1,940.70	5.24%	1	$107.10	5.67%
NJ	Somerset	1	$62.30	$1,209.60	5.15%	1	$61.80	4.95%
NJ Recap: 9 stores with sales of $605.7 million. Total retail food sales for NJ in the study: $28.17 billion. Wegmans share of NJ is 2.15%.								
NY	Brooklyn	1	$89.20	$4,762.40	1.87%	0	$0.00	0.00%
NY Recap: 1 store with sales of $89.2 million. Total retail food sales for NY in the study: $36.27 billion. Wegmans share of NY is 0.24%.								
PA	Bucks	1	$77.10	$2,597.20	2.97%	1	$76.90	3.14%
PA	Chester	2	$131.30	$1,757.50	7.47%	2	$125.10	7.18%
PA	Cumberland	1	$55.70	$1,007.50	5.53%	1	$54.20	5.45%
PA	Delaware	1	$93.60	$2,129.80	4.39%	1	$90.20	4.30%
PA	Lackawanna	1	$46.20	$673.50	6.86%	1	$44.80	6.86%
PA	Lancaster	1	$59.30	$1,556.20	3.81%	1	$57.40	3.90%
PA	Lehigh	1	$58.30	$1,231.30	4.73%	1	$57.40	4.69%
PA	Luzerne	1	$48.80	$916.90	5.32%	1	$47.90	5.33%
PA	Lycoming	1	$35.80	$372.30	9.62%	1	$34.50	9.51%
PA	Montgomery	3	$201.60	$3,586.40	5.62%	3	$193.60	5.64%
PA	Northampton	2	$125.40	$1,071.30	11.71%	2	$121.80	12.21%
PA Recap: 15 stores with sales of $933.1 million. Total retail food sales for PA in the study: $27.46 billion. Wegmans share of PA is 3.4%.								

Mid-Atlantic Recap: 25 stores with sales of $1.63 billion annually. Mid-Atlantic retail food sales total: $101.4 billion.
Wegmans Per Store Average: $65.12 million

Source: *Food Trade News*, June 2020

TAKING STOCK

from page 95

The company's internal memo, which was issued on April 17 and referenced a prior memo from March 13, stated: "In our memorandum to you dated March 13, 2020 we advised you that the merger agreement between King Kullen and Stop and Shop had been extended to April 17, 2020 in order to resolve some outstanding issues which would allow us to complete the FTC approval process.

"Those issues have been largely resolved, and now final negotiations with the FTC toward completion of the approval process have begun. At the same time, however, the COVID-19 pandemic has had a substantial impact on supermarket operations in our region, raising issues that need to be considered carefully between Stop & Shop and King Kullen so that we can complete this merger successfully. Accordingly, the parties have agreed to amend, and have amended, the merger agreement to call for an outside completion date of April 30, 2020. This additional time will give representatives of both parties the opportunity to meet and begin to develop and implement a plan to coordinate the merger from an operations standpoint in consideration of these COVID-19 related issues.

"Stop & Shop continues to express enthusiasm about completing the merger. We are confident that with that commitment, and the diligence of both the Stop & Shop and King Kullen teams, we will meet this new challenge presented by the COVID-19 pandemic and complete this merger successfully."

Additionally, as recently as May 7 at the Ahold Delhaize annual general shareholders meeting, CEO Frans Muller said his company expected to finalize the deal in the second half of 2020.

Stop & Shop remains the share of market leader on Long Island with 51 stores, claiming 21.33 percent of all channel food and drug business in the $10.5 billion market. King Kullen, which has shuttered two stores since the deal with Stop & Shop was originally announced, continues to lose share in an area where competitive activity over the past three years has been volatile. The Bethpage, NY-family-owned regional chain ranks number five on Long Island with 6.48 percent of the all-channel food and drug business in the two-county market.

"I'm not surprised by this announcement," said a senior VP for a food broker based in the Metro New York area who calls on King Kullen. "This soap opera has gone on for far too long and it's adversely affected the culture and the momentum of the Kullen organization. It's going to be challenging to restart their engine. As for Stop & Shop, whether it was COVID-related, or became an FTC problem that they couldn't overcome, or the fact their parent firm Ahold Delhaize USA just agreed to acquire 62 Bi-Lo and Harveys Supermarkets and a distribution center from Southeastern Grocers, they seemed ready to move on."

Then there's this: earlier this month, ADUSA's southernmost brand, Food Lion, announced that it has reached an agreement with Southeastern Grocers (SEG) to purchase 62 supermarkets (46 Bi-Los and 16 Harveys units) in North Carolina, South Carolina and Georgia. The stores will remain open as Bi-Lo and Harveys Supermarkets until the transaction is complete, which is expected to take place over a staggered period from January to April 2021, pending regulatory approval and customary closing requirements. The deal also includes Bi-Lo's primary distribution center in Mauldin, SC which will supply the acquired stores. Food Lion said it hopes to hire approximately 4,650 associates when the acquisition is completed. Financial terms of the transaction were not released.

When the deal is completed, parent company SEG will operate 61 Bi-Lo units in Georgia, North Carolina and Florida and 30 Harveys Supermarkets in Georgia, Florida, North Carolina and South Carolina.

"We are so excited to add these new locations to our more than 630 stores across Georgia and the Carolinas," said Food Lion president Meg Ham. "We've been serving customers in these larger regions for almost 60 years. We're thrilled to add these locations and serve even more towns and cities across these three states with fresh, quality products at affordable prices every day with the caring, friendly service customers expect from their local Food Lion."

With the acquisition, Food Lion will operate nearly 1,100 stores from Pennsylvania to Florida which will employ more than 80,000 associates.

For Southeastern Grocers, which is led by former Giant Food (Landover, MD) president Anthony "Slick" Hucker, the move allows the Jacksonville, FL-

TAKING STOCK continues on page 140

Central Pennsylvania Supermarket Leaders:

The Giant Company Supers Share Reaches Record 53.1%; Weis Now At 18.7% Of $3.6B Market

- Acquisitions Extend Giant's Lead
- #2 Weis Share At 18.7%
- C&S Indies Lose Stores, Share
- Karns Grows With Etters Unit
- Indie FOM Shows Strength

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company (Martin's)	48	$1,936.33	53.13%	44	$1,755.01	49.86%
2	Weis Markets	38	$680.00	18.66%	40	$671.89	19.09%
3	C&S Independents	57	$201.23	5.52%	74	$362.88	10.31%
4	Karns Prime & Fancy Foods	9	$154.00	4.23%	8	$137.25	3.90%
5	Wegmans	2	$115.00	3.16%	2	$111.60	3.17%
6	Family Owned Markets	7	$108.70	2.98%	7	$101.20	2.88%
7	Aldi	14	$105.00	2.88%	13	$96.20	2.73%
8	Grocery Outlet	10	$62.10	1.70%	12	$72.90	2.07%
9	Kennie's Markets	4	$45.20	1.24%	4	$44.70	1.27%
10	Redner's Markets	3	$44.00	1.21%	3	$43.60	1.24%
		192	**$3,451.56**	**94.73%**	**207**	**$3,397.23**	**96.52%**

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

Total supermarket sales for the area are $3.63 billion.

Source: *Food Trade News*, June 2020

Central Pennsylvania Market Leaders:

The Giant Company, Weis, Walmart Combine To Control 54.58% Of 8-County $6 Billion Market

- Alternates' Share Dips To 36.3%
- Indie Buys, Big Comps Buoy Giant
- CVS Extends Lead Over Rite Aid
- Sheetz Paces All C-Stores
- Musser's, Fergie's Are Sold

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company (Martin's)	48	$1,936.33	32.33%	44	$1,755.01	30.18%
2	Weis Markets	38	$680.00	11.35%	40	$671.89	11.55%
3	Walmart (SuperCenter)	20	$652.80	10.90%	20	$629.50	10.82%
4	CVS+	72	$314.90	5.26%	72	$305.75	5.26%
5	Sheetz	68	$247.40	4.13%	66	$236.40	4.06%
6	C&S Independents	57	$201.23	3.36%	74	$362.88	6.24%
7	Rite Aid	60	$187.50	3.13%	60	$186.00	3.20%
8	Turkey Hill	116	$164.30	2.74%	116	$159.60	2.74%
9	Target	11	$160.30	2.68%	11	$157.70	2.71%
10	Karns Prime & Fancy Foods	9	$154.00	2.57%	8	$137.25	2.36%
11	Sam's Club	4	$145.70	2.43%	4	$140.40	2.41%
12	Rutter's Farm Stores	67	$120.60	2.01%	67	$118.90	2.04%
13	Wegmans	2	$115.00	1.92%	2	$111.60	1.92%
14	Family Owned Markets	7	$108.70	1.82%	7	$101.20	1.74%
15	Aldi	14	$105.00	1.75%	13	$96.20	1.65%
16	BJ's Wholesale Club	4	$102.50	1.71%	4	$100.80	1.73%
17	Costco	2	$75.20	1.26%	2	$71.60	1.23%
18	Grocery Outlet	10	$62.10	1.04%	12	$72.90	1.25%
19	Kennie's Markets	4	$45.20	0.75%	4	$44.70	0.77%
20	Redner's Markets	3	$44.00	0.73%	3	$43.60	0.75%
		616	**$5,622.76**	**93.89%**	**629**	**$5,503.88**	**93.78%**

The chart above lists the top 20 retailers in the Central Pennsylvania market which sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable categories, as explained in the formula on page 85. 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: $5.99 billion.

Source: *Food Trade News*, June 2020

IN REVIEW: WALGREENS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	21	$119.60	$3,381.10	3.54%	21	$113.20	3.38%
CT	Litchfield	9	$34.60	$763.90	4.53%	2	$9.90	1.38%
CT	New Haven	26	$148.40	$3,048.60	4.87%	23	$129.50	4.32%
CT Recap: 56 stores with sales of $302.6 million. Total retail food sales for CT in the study: $7.19 billion. Walgreens share of CT is 4.21%.								
DE	New Castle	40	$194.20	$1,846.80	10.52%	40	$187.50	10.67%
DE Recap: 40 stores with sales of $194.2 mmillion. Total retail food sales for DE in the study: $1.85 billion. Walgreens share of DE is 10.52%.								
NJ	Atlantic	15	$63.00	$864.70	7.29%	2	$11.80	1.40%
NJ	Bergen (Duane Reade)	33	$197.30	$3,299.70	5.98%	23	$144.80	4.48%
NJ	Burlington	7	$40.80	$1,639.20	2.49%	7	$39.70	2.65%
NJ	Camden	13	$72.90	$1,573.20	4.63%	13	$71.70	4.67%
NJ	Cape May	4	$19.10	$503.20	3.80%	2	$10.50	2.18%
NJ	Cumberland	5	$29.60	$456.60	6.48%	6	$32.30	6.03%
NJ	Essex	24	$140.40	$2,007.10	7.00%	18	$111.40	5.59%
NJ	Gloucester	5	$27.10	$999.80	2.71%	5	$25.40	2.59%
NJ	Hudson	24	$117.50	$1,476.30	7.96%	15	$78.20	5.59%
NJ	Hunterdon	4	$21.80	$394.60	5.52%	2	$11.70	3.36%
NJ	Mercer	16	$74.70	$1,266.50	5.90%	8	$41.90	3.21%
NJ	Middlesex	20	$129.60	$2,235.80	5.80%	16	$109.20	5.04%
NJ	Monmouth	27	$151.30	$2,303.40	6.57%	19	$111.70	4.89%
NJ	Morris	14	$84.10	$1,940.70	4.33%	11	$69.70	3.69%
NJ	Ocean	15	$86.20	$1,849.30	4.66%	13	$71.20	3.87%
NJ	Passaic	15	$82.10	$1,229.70	6.68%	10	$61.90	5.01%
NJ	Salem	2	$10.90	$141.70	7.69%	2	$10.70	7.48%
NJ	Somerset	9	$37.20	$1,209.60	3.08%	5	$30.50	2.45%
NJ	Sussex	3	$14.10	$622.40	2.27%	2	$9.20	1.74%
NJ	Union	17	$99.60	$1,739.10	5.73%	14	$84.90	4.98%
NJ	Warren	1	$4.90	$414.70	1.18%	1	$4.70	1.20%
NJ Recap: 273 stores with sales of $1.5 billion. Total retail food sales for NJ in the study: $28.17 billion. Walgreens share of NJ is 5.34%.								
NY	Bronx (Duane Reade)	30	$198.70	$3,001.40	6.62%	17	$114.20	4.02%
NY	Brooklyn (Duane Reade)	56	$258.30	$4,762.40	5.42%	47	$197.50	4.39%
NY	Dutchess	4	$18.00	$902.50	1.99%	4	$17.80	1.99%
NY	Manhattan (Duane Reade)	107	$1,048.60	$5,006.30	20.95%	130	$1,247.50	24.23%
NY	Nassau (Duane Read)	28	$186.20	$5,057.20	3.68%	26	$162.90	3.29%
NY	Orange	9	$49.10	$1,289.60	3.81%	3	$24.60	1.97%
NY	Queens (Duane Reade)	63	$512.10	$5,130.00	9.98%	45	$396.70	8.06%
NY	Rockland	5	$31.10	$994.60	3.13%	5	$30.00	2.99%
NY	Staten Island (Duane Reade)	12	$73.60	$1,429.60	5.15%	12	$71.70	5.28%
NY	Suffolk	29	$158.30	$5,420.30	2.92%	22	$125.20	2.42%
NY	Westchester	19	$107.30	$3,511.70	3.06%	15	$89.10	2.60%
NY Recap: 362 stores with sales of $2.64 billion. Total retail food sales for NY in the study: $36.27 billion. Walgreens share of NY is 7.19%.								
PA	Berks	1	$5.10	$1,294.10	0.39%	1	$5.50	0.44%
PA	Bucks	9	$51.80	$2,597.20	1.99%	9	$52.70	2.15%
PA	Chester	8	$48.30	$1,757.50	2.75%	10	$58.20	3.34%
PA	Delaware	9	$54.10	$2,129.80	2.54%	10	$59.50	2.83%
PA	Franklin	1	$5.20	$413.50	1.26%	1	$5.00	1.26%
PA	Lackawanna	1	$5.90	$673.50	0.88%	2	$10.70	1.64%
PA	Lancaster	1	$5.10	$1,556.20	0.33%	1	$4.90	0.33%
PA	Lehigh	4	$21.40	$1,231.30	1.74%	4	$20.90	1.71%
PA	Luzerne	3	$18.10	$916.90	1.97%	4	$22.00	2.45%
PA	Montgomery	15	$83.30	$3,586.40	2.32%	15	$80.80	2.35%
PA	Northampton	4	$22.00	$1,071.30	2.05%	4	$22.90	2.30%
PA	Philadelphia	21	$145.60	$3,528.90	4.13%	18	$123.20	3.67%
PA	Pike	1	$4.40	$113.00	3.89%	0	$0.00	0.00%
PA	Wayne	1	$3.90	$148.60	2.62%	0	$0.00	0.00%
PA	York	3	$15.60	$1,420.80	1.10%	3	$15.30	1.12%
PA Recap: 82 stores with sales of $489.8 million. Total retail food sales for PA in the study: $27.46 billion. Walgreens share of PA is 1.78%.								

Mid-Atlantic Recap: 813 stores with sales of $5.13 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Walgreens Per Store Average: $6.31 million

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

Source: *Food Trade News*, June 2020

Protecting Workers And Customers From COVID-19

BY Jason Lotter,
Scott Dotson, Corey Boles

Since the first cases in the U.S. emerged in early 2020, the COVID-19 pandemic has affected the personal and work lives of individuals across the country. Personal habits, social interactions, travel and business practices have been impacted. Grocers, ranging from single, family-owned stores to nationwide supermarket chains, have continued operations as essential businesses throughout the pandemic and have been forced to answer challenging questions that other businesses are only now having to consider, such as:

- How can we ensure the safety and health of our workers and customers?
- Are certain groups of workers at greater risk of COVID-19?
- Can the implementation of click list services (pickup or delivery) aid in reducing workers' and customers' risk of infection?
- How should we respond if there is a reemergence of COVID-19?

Although governmental agencies, such as the CDC, OSHA, and FDA have developed guidance to assist businesses with a broad range of topics related to COVID-19, these recommendations are often not business-sector specific nor intended to address the challenging questions above. In place of such general recommendations, businesses are actively developing COVID-19 risk management plans, which demonstrate to their customers and workforce that they are responding to COVID-19 with a focus on safety and health.

Developing Risk Management Plans

The COVID-19 pandemic has created a unique situation for grocers, which has required a risk management strategy incorporating a combination of engineering controls, administrative controls and personal protective equipment (PPE). As with any risk management approach, those addressing COVID-19 should be multi-layered and customized to the grocer's operations. Another important aspect of risk management during COVID-19 for grocers is risk balance. Simply put, grocers should

Dr. Scott Dotson

ensure that the risk management plans they implement do not themselves contribute to the unintentional spread of COVID-19 or contribute additional risks to workers and customers. Considerations for implementation of multi-layered risk management approaches include:

Chemical Disinfection: The active ingredients in many disinfectant products are inhalation and dermal hazards and may present risks to not only workers, but to customers as well, if not properly used. Employee training is key to the safe use of disinfectants, as unintentional mixing of certain chemicals can generate hazardous gases, which have resulted in acute health effects or even death. Chemical disinfectants have prescribed contact times in which the amount of time that the chemical must remain on the surface to be effective. For frequently-touched surfaces (e.g., shopping cart handles), grocers should consider a selection of disinfectants with lower contact times or store practices that allow for adequate time between disinfectant application and customer use.

Alternative Disinfection Technologies: In addition to more established methods, such as use of disinfectants from EPA's List N: Disinfectants for Use Against SARS-CoV-2 (COVID-19) , grocers may consider incorporation of newer technology (e.g., UV irradiation) with an understanding of their proper uses and limitations. For instance, UV irradiation will not penetrate surfaces and pre-cleaning of dirty surfaces may be required.

Physical Barriers: The use of transparent barriers (e.g., Plexiglass) can be an effective means to reduce the likelihood of droplet transmission between customers and cashiers. However, installation of barriers should be performed in consultation with a ventilation specialist as these barriers may create unwanted air mixing in areas surrounding cash registers. This may allow for an increase in spread of droplets in these areas if not properly designed.

Another risk management aspect that grocers should take into consideration is the perception of risk associated with the virus, or an individual's subjective judgment regarding the risk of becoming infected. The perception of risk can differ significantly between individuals. For instance, while many people may already feel safe shopping without the use of facemasks, other individuals may not feel comfortable doing so even long af-

See **RISK MANAGEMENT** on page 119

ShopRite Still Mkt. Leader; Giant, Aldi Shine As COVID Creates March Spike

from page 1

retailers said that for a two-week period in mid-March, their sales had more than doubled.

So, what did that do to our numbers? Quite a bit. With schools and restaurants closed, grocery merchants in all channels benefited greatly, both in the physical stores and online. We polled more than 30 retailers in the Mid-Atlantic and Northeast regions, and we believe on average that retailer same store revenue jumped about 40 percent during March. With that gain counted as one-twelfth of their annual sales, we believe that most retailers' annual revenue gain was between 4 and 5 percent (our survey breaks out each retailer's volume individually).

After our market study measuring period ended, most retailers continued to enjoy solid same store sales increases, but not nearly at the level of March's.

Our annual retail market survey measures sales for the 12-month period ended March 31, 2020 and covers a 70-county territory ranging from Litchfield County, CT to Cape May County, NJ on a north-south plane and from New Haven County, CT to Franklin County, PA on an east-west plane.

Here's the breakout of the top 10 retailers in the Mid-Atlantic market.

For the 35th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage and Dearborn Market) continued to dominate the landscape in the $101.4 billion 70-county region. Over the past 12 months, ShopRite added to its already hefty store base by acquiring a new banner (Gourmet Garage) and adding its 51st member, Nicholas Markets, owned-by the Maniaci family whose four northern New Jersey stores are operating as Fresh Grocers. All told, the Keasbey, NJ-based firm operated 280 stores in the region and amassed estimated sales of $15,780.5 billion.

Aided by a successful remodeling program at 21 of its Long Island stores and the benefits of COVID-related sales in March, Stop & Shop enjoyed its best sales performance in 15 years. Operating the same 212 stores as last year, Stoppie rang up revenue of $8.01 billion, an increase of $138 million over 2019.

CVS retained its leadership among drug chains in the market. The Woonsocket, RI-based drug chain now operates 1,233 units in the market with estimated sales of $6.04 billion.

Ranking fourth among all merchants was The Giant Company, which posted strong comp sales both pre-COVID and during last the 31 days of the measuring period. The Carlisle, PA-based merchant added eight new stores to its roster including four Central PA units that were acquired from independent operators Ferguson & Hassler (one store) and Musser's Markets (three stores). Sales for the 12 months ending March 31, 2020 were $5.53 billion.

Walmart not only did not open a new store this year, it actually closed two units. Still, comp store revenue was at the top end of the market and the Behemoth cadded more online sales as it continues to reshape its image. The world's largest retailer did complete an expansion of its former conventional store in Rio Grande, NJ (Cape May County) to a Super-Center last year. Walmart now operates 173 stores in the region, ringing up extrapolated sales (food, HBC, GM, pharmacy, floral) of $5.3 billion.

Walgreens (Duane Reade) remained the highest per-store volume leader among all drug chains in the market. And this year, it completed the conversion of the nearly 2,000 stores it acquired from Rite Aid two years ago. That deal manifested in the addition of 125 new stores over the past 12 months, which also significantly elevated the Deerfield, IL drug chain's revenue. Now operating 813 stores in the $10 billion region, Walgreens produced estimated sales of $5.13 billion.

Seventh-ranked Costco didn't open any new stores during the last year. But the leading club operator in the country continued to produce huge per store volumes (and strong comps) at its 50 stores. Extrapolated sales are estimated at $4.33 billion.

The leading wholesaler serving Metro New York independent retailers (that is not a co-op), Krasdale, again supplied the most stores in the market (565 – mostly in the five boroughs of New York City). Seven of those banners - C-Town, AIM, Bravo, Fine Fare, Market Fresh, Shop Smart and Shop1 - combined to ring up sales of $4.14 billion for the 12-month measuring period.

Acme Markets, part of the Albertsons family of supermarkets, had a solid year, especially so during March, when COVID-impacted sales were at their height. Under the leadership of Jim "The Hillbilly from Philly" Perkins, the regional chain continued to remodel aging stores. Sales increased for the Malvern, PA-based retailer with revenue reaching $3.37 billion at its 156 stores that covered every state in the 70-county region.

Rounding out the top 10 was Wawa, the dominant c-store player in the market and one that continues to grow despite a changing, more competitive landscape. The Wawa, PA-based privately-held company now operates 524 stores in the Food Trade News region, good for $5.27 billion in annual sales.

Other retailers that topped the $1 billion mark in annual sales in the region included BJ's, Target, Key Food, Rite Aid (the biggest decliner in the study), Whole Foods, Weis Markets, 7-Eleven, Wegmans, ASG, Allegiance/Foodtown, Aldi and Trader Joe's.

By class of trade, the leaders are: supermarkets – ShopRite/Price Rite/Fresh Grocer (280 stores, $15.78 billion in estimated annual retail sales); clubs - Costco (50 stores, $4.33 billion in estimated extrapolated sales); mass - Walmart (173 stores, $5.3 billion in estimated extrapolated sales); drug - CVS (1,233 stores and $6.04 billion in estimated sales); and convenience stores - Wawa (524 stores and an $3.27 billion in revenue). Additionally, the region's eight military commissaries rang up annual sales of $90.8 million, the 10th consecutive year of sales declines.

In non-COVID industry news affecting the 77 multi-store retailers doing business in the $101 billion marketing area, Fairway Market's second bankruptcy in four years was among the biggest stories. The "like no other market" will soon be "like no market" when it disappears, probably by the end of the year. The auction that followed the filing (held virtually because of COVID) found ShopRite (Village Super Markets) snatching up four Manhattan stores, another unit in Mount Vernon, NY, the parking lot of the Harlem store and Fairway's perishables distribution center in the Bronx. Those stores continue to operate under the Fairway banner. Last summer, Village became the first ShopRite member to operate stores in Manhattan, when it acquired three-store boutique grocer Gourmet Garage. Other Fairway units were acquired by Amazon which picked off two New Jersey Fairway locations - Paramus and Woodland Park - and plans to convert them into its new grocery store prototype, the first of which is slated to open in Woodland Hills, CA later this summer. Key Food member Seven Seas Associates acquired the Fairway unit on Ralph Avenue in Brooklyn.

And speaking of Brooklyn,

See **MARKET STUDY** on page 141

39
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NEW SUPERMARKET, CLUB STORE & SUPERCENTER OPENINGS IN THE *FOOD TRADE NEWS* MARKET

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

Retailer	Number	Location
99 Ranch	1	Westbury, NY
Acme Markets	1	Philadelphia, PA (Walnut St.)
Aldi	13	Branford, CT; Bergenfield, NJ; Marlboro, NJ; Neptune, NJ; Ramsey, NJ; Totowa, NJ; North Babylon, NY; Eaton Twp., PA; Mechanicsburg, PA; Philadelphia, PA (N. Broad St.); Pottsville, PA; State College, PA; Warminster, PA
Amazon Grocery Store	4	Paramus, NJ; Woodland Park, NJ; Bensalem, PA; Warrington, PA
America's Food Basket	1	Reading, PA
BJ's Wholesale Club	2	Newton, NJ; Staten Island, NY
Corrado's	1	Brick Twp., NJ
The Giant Company	7	Philadelphia, PA (4) (N. 23rd St.; Broad & Washington; Columbus Blvd.; South St.-Heirloom Market); Pocono Manor, PA; Richboro, PA; Swatara Twp., PA
Costco	2	Cherry Hill, NJ; Patterson, NY
Grocery Outlet	1	E. Norriton, PA
Lidl	7	Bear, DE; Bayonne, NJ; Orangetown, NY; Lancaster, PA; Philadelphia, PA (Roosevelt Blvd.);
		Sinking Spring, PA; Warminster, PA
Met Fresh	1	Philadelphia, PA (Mantua)
MOM's Organic Market	2	Dobbs Ferry, NY; Abington, PA
Redner's Markets	1	Lewes, DE (Fresh Market)
ShopRite (Price Rite)	7	Jersey City, NJ; Wall Twp., NJ (r); Wantage, NJ; Wayne, NJ (r); Mt. Kisco, NY; Drexel Hill, PA (r); Moosic, PA
Sprouts Farmers Market	1	Dresher, PA
Target	15	Wilmington, DE; Brooklyn, NY (2) (Bay Parkway, Kings Highway); Lawrence, NY; Manhattan (5) (Washington Heights, Columbus Circle, Hell's Kitchen, Union Square, Times Square); Queens, NY (3) (Astoria, Jackson Heights, Jamaica Ave.); Staten Island, NY (Forest Ave.); Philadelphia, PA (Oregon Ave. & 23rd St.)
Trader Joe's	7	Christiana, DE; Newark, DE; Cherry Hill, NJ; Freehold, NJ; Long Island City, NY; Manhattan, NY (2) (First Ave. & E. 59th, 55th & Broadway)
Uncle Giuseppe's	1	North Babylon, NY
Walmart	3	Roxbury, NJ (e); Farmingdale, NY (e); Yaphank, NY (SC)
Wegmans	4	Greenville, DE; Middletown, NJ; Harrison, NY; Lower Makefield, PA
Weis Markets	5	Bethlehem, PA (r); Dingman Twp., PA; Gap, PA (r); Macungie, PA (r); Martinsburg, WV
Western Beef	1	Brooklyn, NY (Jamaica Ave.)*
Whole Foods	4	Jersey City, NJ; Wayne, NJ; Manhattan, NY (2) (Hudson Yards, Wall St.)

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

*These stores opened during the period April 1, 2020 through June 26, 2020; data not reflected in this study.

Source: *Food Trade News*, June 2019

RISK MANAGEMENT

from page 115

ter their use is no longer mandated. Thus, in implementation of risk management strategies for COVID-19, it is important that grocers consider not only how a typical customer feels, but also how the most sensitive or risk averse customer feels.

Risk communications play a vital role in responding to customers' risk perceptions, as well as building trust in the company and organization among both workers and customers. Just as customers are demanding increased transparency in food preparation and other aspects of their grocery shopping experience, transparency in efforts to control COVID-19 may be a factor for many customers in deciding where to shop. If approached properly, trust can be gained by providing an interactive and ongoing communication strategy in which both workers and customers are active participants. Above all, risk communications should demonstrate a clear commitment from management to prioritization of health and safety. Examples of risk communications for grocers include:

- A risk communication approach that incorporates signage and illustrations within the store about the current risk management strategy;
- Grocers leveraging social media to communicate with their customer base by detailing the unique risk management approaches they are implementing;
- Communications that are not simply a rebranding of governmental guidelines, but detail the unique strategies being implemented for those operations.

Such approaches help instill confidence that the grocer is going above and beyond what is required to protect workers and customers. It also addresses the concern regarding the varying levels of risk perception from person to person. While adequate risk communication helps demonstrate that the grocer is taking the current situation seriously, it also allows the store to remain open and operate efficiently for people who do not perceive the risk of COVID-19 to be high. Therefore, the understanding and incorporation of risk perception and risk communication are vital components of a risk management strategy.

At the time of writing this article, the U.S. is still in the middle of the COVID-19 pandemic, even as our economy begins to reopen. The very idea of 'return to normal' has been questioned, given the changes in personal habits and business operations that are likely to remain long after the pandemic has subsided. The health and safety policies implemented by grocers will be added to the list of customer considerations when choosing where and how to shop. To ensure the health and safety of both workers and customers, grocers should develop risk management plans for COVID-19 that are based on informed guidance and are customized to the unique operations of a given store. Importantly, control strategies should be transparent and emphasized by management in order to respond to individuals' perceptions regarding risk.

Dr. G. Scott Dotson is a senior managing health scientist with Cardno ChemRisk with over 15 years of experience in areas of toxicology, industrial hygiene, risk assessment, and occupational health. Prior to joining Cardno ChemRisk, he was employed by the Centers for Disease Control and Prevention, National Institute for Occupational Safety and Health (NIOSH) as a health scientist for over 10 years.

Mr. Jason Lotter's, MS, CIH principal areas of training and expertise include industrial hygiene, exposure and risk assessment, and occupational safety. He has been involved in researching, measuring, and reconstructing exposures, and assessing risks to consumers and workers from a variety of chemicals.

Dr. Corey Boles completed his Ph.D. in Occupational and Environmental Health with an emphasis on Industrial Hygiene from The University of Iowa College of Public Health. Dr. Boles's research focused on developing, evaluating and implementing exposure assessment techniques for occupational and environmental exposure to bioaerosols. Dr. Boles also optimized sampling methodologies for the collection of human norovirus, general bacteria, and influenza A.

Cardno ChemRisk is a globally renowned scientific consulting firm with expertise in evaluating and understanding human health risks, technical capabilities, industry leadership, and a pioneering spirit that is based in San Francisco, CA. It specializes in helping clients characterize occupational, environmental and community health risks associated with complex exposures involving chemicals, pharmaceutical agents, or radionuclides in the environment, the workplace and in consumer goods. For more information about the company, contact Luda Kopelovich, MPH, luda.kopelovich@cardno.com, 415.618.3467.

Allentown-Bethlehem-Easton Supermarket Leaders:

With Banner Year, The Giant Company Extends Dominance; Weis Markets, ShopRite Solid

- Giant Aided By New Store
- Weis Closes Lehigh Co. Unit
- Wegmans Still Per-Store Leader
- ShopRite/Price Rite Solid
- C&S Indies Dip Slightly

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company	16	$673.68	38.96%	15	$604.05	36.52%
2	Weis Markets	13	$295.90	17.11%	14	$293.00	17.72%
3	ShopRite (Price Rite)	6	$256.60	14.84%	6	$253.10	15.30%
4	Wegmans	3	$183.70	10.62%	3	$179.20	10.84%
5	Redner's Markets	6	$137.30	7.94%	6	$135.00	8.16%
6	C&S Independents	23	$54.15	3.13%	24	$60.80	3.68%
7	Aldi	7	$40.10	2.32%	7	$42.50	2.57%
8	Whole Foods	1	$28.80	1.67%	1	$27.70	1.67%
9	Great Valu	4	$28.50	1.65%	4	$28.00	1.69%
10	Krasdale	3	$26.02	1.50%	3	$25.79	1.56%
		82	**$1,724.75**	**99.75%**	**83**	**$1,649.14**	**99.72%**

The chart above lists the top 10 supermarket retailers in the Allentown-Bethlehem-Easton area. Counties/cities included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included.
( ) Indicates another banner used by the company.
Total supermarket sales for the area are $ 1.7 billion.

Source: *Food Trade News*, June 2020

From page 96

Web: stewleonards.com
Pres./CEO: Stew Leonard Jr.
VP-Purchasing: Andrew Colton
Primary Supplier: Bozzuto's
FTN Stores: 6
FTN Vol.: $399.9 million

Stop & Shop Supermarket Co.
New York Metro
Div. of Ahold USA
287 Bowman Ave.
Purchase, NY 10577
Phone: (914) 251-2800
Pres.: Gordon Reid
EVP-Merch.: Mark Messier
VP-Non-Perishables: Kerri Aguilo
Primary Supplier: Direct/C&S Wholesale Grocers
FTN Stores: 212
FTN Vol.: $8.01 billion

Super Supermarkets
525 Irvington Ave.
Newark, NJ 07106
Pres.: Mitchell Lopez
FTN Stores: 4
FTN Vol.: $42.4 million
Individual store owners are supplied by General Trading.

Supremo
249 East Front St.
Plainfield, NJ 07060
Phone: (908) 668-9114
Web: supremofoods.com
FTN Stores: 12
FTN Vol.: $161.4 million
Individual store owners are supplied by General Trading.

Trade Fair
3012 30th Ave.
Astoria, NY 11102
Phone: (718) 721-2437
Owner: Frank Jaber
Primary Supplier: General Trading
Web: tradefairny.com
FTN Stores: 8
FTN Vol.: $113.2 million

Trader Joe's
East Coast Div.
711 Atlantic Ave.
Boston, MA 02111
Phone: (857) 400-3400
Web: traderjoes.com
CEO: Dan Bane
Supplier: Direct
FTN Stores: 51
FTN Vol.: $1.22 billion

Tri-State Co-Op
506 E. Gibbsboro Rd.
Lindenwold, NJ 08021
Phone: (856) 783-2534
web: tristatecoop.com
Pres.: Paul Buckley
FTN Stores: 11
FTN Vol.: $103.47 million
*This is the marketing office for several smaller independent retailers operating in Maryland, Pennsylvania and New Jersey. They are supplied by UNFI.

Uncle Giuseppe's
475 Main St., Ste. 2A
Farmingdale, NY 11735
Phone: (516) 420-0126
Fax: (516) 420-0151
Web: uncleg.com
Pres.: Phil Delprete
Primary Supplier: UNFI
FTN Stores: 8
FTN Vol.: $155.8 million

Wegmans Food Markets, Inc.
1500 Brooks Ave.
P.O. Box 30844
Rochester, NY 14603-0844
Phone: (585) 328-2550
Web: wegmans.com
Chmn.: Danny Wegman
CEO/Pres.: Colleen Wegman
Primary Supplier: Direct
FTN Stores: 25
FTN Vol.: $1.63 billion

Weis Markets, Inc.
1000 S. 2nd St.
Sunbury, PA 17801
Phone: (570) 286-4571
Web: weismarkets.com
Chairman/CEO: Jonathan Weis
COO: Kurt Schertle
SVP/CFO/Treasurer: Scott Frost
SVP-Real Estate/Store Dev.: Rusty Graber
SVP-HR: Jim Marcil
SVP-Operations: David Gose
SVP-Merch./Marketing: Richard Gunn
SVP-Supply Chain/Logistics: Wayne Bailey
VP/CIO: Greg Zeh
VP/Corp. Controller: Jeanette Rogers
VP-Advertising/Marketing: Ron Bonnaci
VP-Fresh Merch.: Bob Gleeson
VP-Asset Protection: Will England
VP-Pharmacy: Rick Seipp
VP-Distribution: Joe Kleman
VP-Operational Admin.: John Neuberger
VP-Const./Store Dev.: Kevin Small
VP-Real Estate/Legal Affairs: Jack O'Hara
VP-Talent Dev./Associate Rel.: Bob Cline
Regional VPs: Brent Mertes, James Daly, Wendy Oliver
Sr. Dir.-Center Store Merch./Sales: Brian Bosworth
Dir.-Bakery: Carl Hughes
Dir.-GM/HBC/GNFDS: Steve Davis
Dir.-Marketing/Adv.: Maria Rizzo
Dir.-Center Store Merch.: Ashley Odom
Dir.-Deli/Foodservice: Elaine Cole
Dir.-Center Store Sales-Dairy/Frozen/Comms.: Michelle Dorin
Dir.-Meat Merch.: Doug Becker
Dir.-Floral: Lucy Jason

See **DIRECTORY** on page 123

Allentown-Bethlehem-Easton Market Leaders:

The Giant Company's ACV Share Increases To 23.4%; Weis, ShopRite, Walmart Hold Serve

- Lehigh Valley Alts. Share: 34.5%
- New Walnutport Unit Aids Giant
- CVS Again Leading Drug Chain
- Mass Share Is 10.5%
- Wawa Posts Strong IDs

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	The Giant Company	16	$673.68	23.42%	15	$604.05	21.81%
2	Weis Markets	13	$295.90	10.29%	14	$293.00	10.58%
3	ShopRite (Price Rite)	6	$256.60	8.92%	6	$253.10	9.14%
4	Walmart (SuperCenter)	7	$203.30	7.07%	7	$200.80	7.25%
5	Wegmans	3	$183.70	6.39%	3	$179.20	6.47%
6	CVS+	38	$171.60	5.96%	38	$168.90	6.10%
7	Wawa	21	$153.76	5.34%	21	$140.17	5.06%
8	Redner's Markets	6	$137.30	4.77%	6	$135.00	4.87%
9	Rite Aid	29	$104.30	3.63%	29	$102.50	3.70%
10	Target	6	$99.80	3.47%	6	$97.90	3.53%
11	Sam's Club	2	$71.10	2.47%	2	$68.90	2.49%
12	C&S Independents	23	$54.15	1.88%	24	$60.80	2.19%
13	Walgreens	9	$48.30	1.68%	9	$48.50	1.75%
14	7-Eleven	15	$40.30	1.40%	13	$25.00	0.90%
15	Aldi	7	$40.10	1.39%	7	$42.50	1.53%
16	Costco	1	$35.10	1.22%	1	$34.00	1.23%
17	BJ's Wholesale Club	1	$34.10	1.19%	1	$33.50	1.21%
18	Turkey Hill	19	$31.10	1.08%	19	$29.70	1.07%
19	Whole Foods	1	$28.80	1.00%	1	$27.70	1.00%
20	Great Valu	4	$28.50	0.99%	4	$28.00	1.01%
		227	**$2,691.49**	**93.55%**	**226**	**$2,573.22**	**93.40%**

The chart above lists the top 20 retailers in the Allentown-Bethlehem-Easton market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 92. Counties/cities included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

Total food sales for the area are: $2.9 billion.

Source: *Food Trade News*, June 2020

From page 121

Dir.-Seafood: Dale Lubold
Dir.-Business Systems: Tom Mowrey Jr.
Dir.-Merch. Technologies: Mike Zettlemoyer
Dir.-Purchasing: Eric Erikson
Primary Supplier: Direct
FTN Stores: 110
FTN Vol.: $2.1 billion

Western Beef Supermarkets
47-05 Metropolitan Ave.
Ridgewood, NY 11385
Phone: (718) 218-4705
Web: westernbeef.com
Pres.: Peter Castellana III
Primary Supplier: UNFI
FTN Stores: 16
FTN Vol.: $210.1 million

Whole Foods Market
Div. of Amazon
Northeast Div. Area
5815 Hudson St., 32nd Fl.
Jersey City, NJ 07302
Phone: (201) 567-2090
Fax.: (201) 567-2067
Reg. Pres.: Nicole Wescoe
CEO: John Mackey
Web: wholefoodsmarket.com
FTN Stores: 66
Area $2.33 billion

DRUG STORES

CVS Caremark
One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
CEO/Pres.: Larry Merlo
FTN Stores: 1,233
FTN Vol.: $6.04 billion
*Includes both standalone stores and pharmacies within Target locations.

Rite Aid
30 Hunter Ln.
Camp Hill, PA 17011
P.O. Box 3165
Harrisburg, PA 17105
Phone: (717) 761-2633
Web: riteaid.com
Chmn./CEO: Heyward Donigan
COO: Jim Peters
FTN Stores: 704
FTN Vol.: $2.75 billion

Walgreens
200 Wilmot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Stefano Pessina
FTN Stores: 813 (Includes Duane Reade)
FTN Vol.: $5.13 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: 992
FTN Vol.: $1.9 billion

Circle K Convenience Stores, Inc.
Div. of Couche-Tard
935 E. Tallamadge Ave.
Akron, OH 44310
Phone: (330) 630-6300
1100 Situs Ct., Ste. 100
Raleigh, NC 27606
Phone: (919) 774-6700
Web: circlek.com
Pres./CEO Brian P. Hannasch
FTN Stores: 45
FTN Vol.: $90.5 million

Cumberland Farms
Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Pres./CEO: Ari Haseotes
Primary Supplier: Direct
FTN Stores: 52
FTN Vol.: $98.1 million

Dash In
Div. of The Wills Group
6355 Crain Hwy.
La Plata, MD 20646
Phone: (301) 934-2200
Chmn./CEO/Pres.: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
FTN Stores: 7
FTN Vol.: $12.1 million

Fas Mart/Shore Shop Stores
Div. of GPM Investments
8565 Magellan Pkwy., Ste. 400
Richmond, VA 23227
Phone: (804) 730-1568
Web: fasmart.com
CEO: Arie Kotler
Primary Supplier: McLane
FTN Stores: 18
FTN Vol.: $26.8 million

Heritage's Dairy Stores
376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage
Primary Supplier: Direct (Heritage Whole-sale)

See **DIRECTORY** on page 125

IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	3	$134.30	$3,381.10	3.97%	3	$130.20	3.89%
CT	Litchfield	1	$36.80	$763.90	4.82%	1	$35.10	4.89%
CT	New Haven	4	$160.80	$3,048.60	5.27%	4	$159.40	5.31%
CT Recap: 8 stores with sales of $331.9 million. Total retail food sales for CT in the study: $7.19 billion. BJ's Wholesale Club share of CT is 4.61%.								
DE	New Castle	3	$117.10	$1,846.80	6.34%	3	$113.90	6.48%
DE Recap: 3 stores with sales of $117.1 million. Total retail food sales for DE in the study: $1.85 billion. BJ's Wholesale Club share of DE is 6.34%.								
NJ	Atlantic	1	$28.50	$864.70	3.30%	1	$27.40	3.25%
NJ	Bergen	2	$50.20	$3,299.70	1.52%	2	$49.10	1.52%
NJ	Burlington	1	$41.20	$1,639.20	2.51%	1	$40.20	2.68%
NJ	Camden	1	$30.30	$1,573.20	1.93%	1	$29.60	1.93%
NJ	Cumberland	1	$27.30	$456.60	5.98%	1	$26.80	5.00%
NJ	Gloucester	1	$30.10	$999.80	3.01%	1	$29.60	3.02%
NJ	Hudson	3	$83.20	$1,476.30	5.64%	3	$81.80	5.84%
NJ	Hunterdon	1	$17.10	$394.60	4.33%	1	$16.70	4.79%
NJ	Mercer	1	$31.80	$1,266.50	2.51%	1	$31.30	2.40%
NJ	Middlesex	3	$111.40	$2,235.80	4.98%	3	$110.20	5.08%
NJ	Monmouth	2	$55.80	$2,303.40	2.42%	2	$55.40	2.43%
NJ	Morris	2	$68.70	$1,940.70	3.54%	2	$71.50	3.78%
NJ	Ocean	2	$67.10	$1,849.30	3.63%	2	$65.90	3.58%
NJ	Somerset	1	$30.80	$1,209.60	2.55%	1	$30.20	2.42%
NJ	Union	2	$89.50	$1,739.10	5.15%	2	$86.50	5.06%
NJ Recap: 24 stores with sales of $763.0 million. Total retail food sales for NJ in the study: $28.17 billion. BJ's Wholesale Club share of NJ is 2.71%.								
NY	Bronx	2	$140.80	$3,001.40	4.69%	2	$128.70	4.53%
NY	Brooklyn	3	$244.60	$4,762.40	5.14%	3	$236.80	5.26%
NY	Dutchess	1	$38.50	$902.50	4.27%	1	$37.40	4.19%
NY	Nassau	6	$330.60	$5,057.20	6.54%	6	$319.70	6.46%
NY	Orange	1	$32.20	$1,289.60	2.50%	1	$31.60	2.53%
NY	Queens	3	$216.50	$5,130.00	4.22%	3	$207.50	4.22%
NY	Rockland	1	$41.80	$994.60	4.20%	1	$40.90	4.07%
NY	Suffolk	5	$256.70	$5,420.30	4.74%	5	$246.60	4.77%
NY	Westchester	2	$95.60	$3,511.70	2.72%	2	$92.00	2.68%
NY Recap: 24 stores with sales of $1.4 billion. Total retail food sales for NY in the study: $36.27 billion. BJ's Wholesale Club share of NY is 3.8%.								
PA	Berks	1	$20.90	$1,294.10	1.62%	1	$20.20	1.62%
PA	Bucks	3	$90.80	$2,597.20	3.50%	3	$89.10	3.64%
PA	Chester	1	$43.10	$1,757.50	2.45%	1	$41.70	2.39%
PA	Cumberland	1	$34.80	$1,007.50	3.45%	1	$34.20	3.44%
PA	Delaware	1	$54.90	$2,129.80	2.58%	1	$53.10	2.53%
PA	Franklin	1	$26.70	$413.50	6.46%	1	$26.10	6.59%
PA	Lancaster	1	$22.60	$1,556.20	1.45%	1	$22.10	1.50%
PA	Lehigh	1	$34.10	$1,231.30	2.77%	1	$33.50	2.74%
PA	Monroe	1	$31.90	$617.30	5.17%	1	$31.40	5.51%
PA	Montgomery	3	$94.70	$3,586.40	2.64%	3	$91.20	2.66%
PA	Philadelphia	2	$97.80	$3,528.90	2.77%	2	$94.80	2.82%
PA	York	1	$19.40	$1,420.80	1.37%	1	$18.40	1.34%
PA Recap: 17 stores with sales of $571.1 million. Total retail food sales for PA in the study: $27.46 billion. BJ's Wholesale Club share of PA is 2.08%.								

Mid-Atlantic Recap: 76 stores with sales of $3.18 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
BJ's Wholesale Club Per Store Average: $41.86 million

Source: *Food Trade News*, June 2020

From page 123

FTN Stores: 34
FTN Vol.: $46.8 million

Quick Chek Food Stores
3 Old Hwy.
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
Primary Supplier: AFI
FTN Stores: 154
FTN Vol.: $46.8 million

Royal Farms
3611 Roland Ave.
Baltimore, MD 21211
Phone: (410) 889-0200
Web: royalfarms.com
Pres.: John Kemp
Primary Supplier: Cooper Booth
FTN Stores: 35
FTN Vol.: $80.7 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: 69
FTN Vol.: $124.9 million

Sheetz, Inc.
243 Sheetz Way
Claysburg, PA 16625
Phone: (800) 765-4686
Web: sheetz.com
CEO/Pres.: Joe Sheetz
Primary Supplier: Direct
FTN Stores: 103
FTN Vol.: $388 million

Turkey Hill Minit Markets
Div. of EG Group
257 Centerville Rd.
Lancaster, PA 17603
Phone: (717) 299-8908
Web: www.turkeyhillstores.com
Primary Supplier: Core-Mark
FTN Stores: 245
FTN Vol.: $365.9 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: 524
FTN Vol.: $3.27 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: 16
FTN Vol.: $51.9 million

WHOLESALE CLUBS

BJ's Wholesale Club
25 Research Dr.
Westborough, MA 01581
Phone: (774) 512-7400
Web: bjs.com
Exec. Chmn.: Christopher Baldwin
CEO: Lee Delaney
FTN Stores: 76
FTN Vol.: $3.18 billion (grocery/HBC only)

Costco
Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Web: costco.com
Pres. Craig Jelinek
Northeast Div. SVP/GM: Jeffrey Long
FTN Stores: 49
FTN Vol.: $4.33 billion (grocery/HBC only)

Sam's Club
2101 SE Simple Savings Dr.
Bentonville, AR 72716
Phone: (501) 273-4000
Web: samsclub.com
CEO/Pres.: Kathryn McLay
FTN Stores: 23
FTN Vol.: $881.9 million (grocery/HBC only)

MASS MERCHANDISERS

Kmart
Div. of Transform Holdco.
3333 Beverly Rd.
Hoffman Estates, IL 60179
Phone: (847) 286-2500
CEO: Edward Lampert
FTN Stores: 27
FTN Vol.: $235.8 million (grocery/HBC only)

Target
1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
FTN Stores: 162
FTN Vol.: $3.09 billion (grocery/HBC only)

Walmart
702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
Pres./CEO: Doug McMillon
Pres/CEO - U.S.: John Furner
FTN Stores: 173 (includes SuperCenter/Neighborhood Mkt.)
FTN Vol.: $5.3 billion (grocery/HBC only)

IN REVIEW: ALDI

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	1	$10.90	$3,381.10	0.32%	1	$10.40	0.31%
CT	Litchfield	2	$23.10	$763.90	3.02%	2	$22.10	3.08%
CT	New Haven	8	$92.50	$3,048.60	3.03%	8	$92.30	3.08%
CT Recap: 11 stores with sales of $126.5 million. Total retail food sales for CT in the study: $7.19 billion. Aldi share of CT is 1.76%.								
DE	New Castle	2	$15.30	$1,846.80	0.83%	1	$6.80	0.39%
DE Recap: 2 stores with sales of $15.3 million. Total retail food sales for DE in the study: $1.85 billion. Aldi share of DE is 0.83%.								
NJ	Bergen	4	$31.30	$3,299.70	0.95%	4	$30.70	0.95%
NJ	Burlington	4	$29.50	$1,639.20	1.80%	4	$28.70	1.91%
NJ	Camden	7	$50.50	$1,573.20	3.21%	6	$40.30	2.62%
NJ	Cape May	1	$7.20	$503.20	1.43%	1	$6.90	1.44%
NJ	Cumberland	2	$10.90	$456.60	2.39%	2	$10.60	1.98%
NJ	Essex	2	$17.10	$2,007.10	0.85%	2	$16.60	0.83%
NJ	Gloucester	2	$15.80	$999.80	1.58%	2	$15.30	1.56%
NJ	Hudson	2	$18.80	$1,476.30	1.27%	2	$18.10	1.29%
NJ	Mercer	4	$33.50	$1,266.50	2.65%	4	$32.50	2.49%
NJ	Middlesex	7	$53.40	$2,235.80	2.39%	7	$51.30	2.37%
NJ	Monmouth	6	$39.80	$2,303.40	1.73%	5	$33.90	1.48%
NJ	Morris	1	$7.20	$1,940.70	0.37%	1	$7.60	0.40%
NJ	Ocean	4	$34.20	$1,849.30	1.85%	3	$23.60	1.28%
NJ	Passaic	1	$8.10	$1,229.70	0.66%	1	$7.80	0.63%
NJ	Union	3	$18.10	$1,739.10	1.04%	3	$16.80	0.98%
NJ Recap: 50 stores with sales of $375.4 million. Total retail food sales for NJ in the study: $28.17 billion. Aldi share of NJ is 1.33%.								
NY	Bronx	3	$25.30	$3,001.40	0.84%	3	$24.70	0.87%
NY	Brooklyn	2	$25.10	$4,762.40	0.53%	2	$24.30	0.54%
NY	Dutchess	1	$9.40	$902.50	1.04%	1	$9.10	1.02%
NY	Manhattan	1	$19.00	$5,006.30	0.38%	1	$18.20	0.35%
NY	Nassau	1	$10.20	$5,057.20	0.20%	0	$0.00	0.00%
NY	Orange	3	$23.20	$1,289.60	1.80%	2	$15.60	1.25%
NY	Queens	1	$16.10	$5,130.00	0.31%	1	$15.60	0.32%
NY	Rockland	1	$9.60	$994.60	0.97%	1	$9.10	0.91%
NY	Suffolk	6	$52.40	$5,420.30	0.97%	6	$49.40	0.96%
NY Recap: 19 stores with sales of $190.3 million. Total retail food sales for NY in the study: $36.27 billion. Aldi share of NY is 0.52%.								
PA	Berks	4	$33.90	$1,294.10	2.62%	4	$33.10	2.65%
PA	Bucks	6	$50.30	$2,597.20	1.94%	5	$40.30	1.65%
PA	Carbon	1	$7.60	$159.70	4.76%	1	$7.30	4.60%
PA	Chester	3	$24.10	$1,757.50	1.37%	2	$15.10	0.87%
PA	Columbia	1	$8.00	$208.40	3.84%	1	$7.80	3.71%
PA	Cumberland	3	$20.80	$1,007.50	2.06%	3	$19.90	2.00%
PA	Dauphin	2	$17.80	$926.50	1.92%	2	$17.10	1.82%
PA	Delaware	3	$28.20	$2,129.80	1.32%	2	$23.20	1.11%
PA	Franklin	1	$7.00	$413.50	1.69%	1	$6.70	1.69%
PA	Lackawanna	1	$8.70	$673.50	1.29%	1	$8.50	1.30%
PA	Lancaster	4	$29.60	$1,556.20	1.90%	3	$21.40	1.45%
PA	Lebanon	1	$6.20	$379.40	1.63%	1	$5.90	1.61%
PA	Lehigh	3	$14.30	$1,231.30	1.16%	3	$13.80	1.13%
PA	Luzerne	3	$22.00	$916.90	2.40%	3	$21.50	2.39%
PA	Lycoming	1	$6.50	$372.30	1.75%	1	$6.30	1.74%
PA	Mifflin	1	$7.60	$124.70	6.09%	1	$7.30	5.96%
PA	Monroe	2	$17.10	$617.30	2.77%	1	$7.50	1.32%
PA	Montgomery	11	$88.50	$3,586.40	2.47%	8	$66.90	1.95%
PA	Northampton	3	$18.20	$1,071.30	1.70%	3	$21.40	2.15%
PA	Philadelphia	10	$77.90	$3,528.90	2.21%	10	$77.30	2.30%
PA	Schuylkill	1	$7.20	$377.90	1.91%	1	$7.00	1.98%
PA	Snyder	1	$9.30	$120.90	7.69%	1	$9.00	7.68%
PA	York	3	$23.60	$1,420.80	1.66%	3	$25.20	1.84%
PA Recap: 69 stores with sales of $534.4 million. Total retail food sales for PA in the study: $27.46 billion. Aldi share of PA is 1.95%.								

Mid-Atlantic Recap: 151 stores with sales of $1.24 billion annually. Mid-Atlantic retail food sales total: $101.4 billion.
Aldi Per Store Average: $8.22 million

Source: *Food Trade News*, June 2020

IN REVIEW: ALLEGIANCE/FOODTOWN

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Atlantic	0	$0.00	$864.70	0.00%	1	$3.98	0.47%
NJ	Bergen	2	$17.38	$3,299.70	0.53%	3	$45.08	1.39%
NJ	Essex	3	$26.12	$2,007.10	1.30%	4	$54.02	2.71%
NJ	Hudson	1	$4.89	$1,476.30	0.33%	1	$4.55	0.33%
NJ	Middlesex	1	$12.57	$2,235.80	0.56%	2	$23.82	1.10%
NJ	Monmouth	6	$126.40	$2,303.40	5.49%	6	$132.88	5.82%
NJ	Morris	1	$12.18	$1,940.70	0.63%	2	$13.88	0.73%
NJ	Passaic	1	$20.90	$1,229.70	1.70%	2	$42.49	3.44%
NJ Recap: 15 stores with sales of $220.4 million. Total retail food sales for NJ in the study: $28.17 billion. Allegiance/Foodtown share of NJ is 0.78%.								
NY	Bronx	10	$117.16	$3,001.40	3.90%	11	$113.65	4.00%
NY	Brooklyn (Gristedes)	14	$244.56	$4,762.40	5.14%	13	$193.37	4.29%
NY	Dutchess	2	$23.58	$902.50	2.61%	2	$20.69	2.32%
NY	Manhattan (D'Ags/Gristedes)	39	$319.98	$5,006.30	6.39%	10	$296.43	5.76%
NY	Nassau	5	$44.58	$5,057.20	0.88%	5	$38.45	0.78%
NY	Orange	2	$26.39	$1,289.60	2.05%	2	$22.02	1.76%
NY	Putnam	1	$11.86	$222.20	5.34%	1	$10.55	4.79%
NY	Queens	10	$109.14	$5,130.00	2.13%	9	$115.52	2.35%
NY	Rockland	1	$8.57	$994.60	0.86%	1	$7.85	0.78%
NY	Staten Island	1	$20.67	$1,429.60	1.45%	1	$16.58	1.22%
NY	Westchester	8	$80.67	$3,511.70	2.30%	7	$68.20	1.99%
NY Recap: 93 stores with sales of $1.0 billion. Total retail food sales for NY in the study: $36.27 billion. Allegiance/Foodtown share of NY is 2.74%.								
PA	Luzerne	4	$13.76	$916.90	1.50%	4	$19.39	2.16%
PA	Monroe	1	$18.67	$617.30	3.02%	1	$17.36	3.04%
PA	Wayne	0	$0.00	$148.60	0.00%	1	$3.60	2.51%
PA Recap: 5 stores with sales of $32.43 million. Total retail food sales for PA in the study: $27.46 billion. Allegiance/Foodtown share of PA is 0.2%.								

Mid-Atlantic Recap: 113 stores with sales of $1.26 bllion annually. Mid-Atlantic retail food sales total: $101.4 billion.
Allegiance/Foodtown Per Store Average: $11.15 million

Source: *Food Trade News*, June 2020

IN REVIEW: CVS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
c	Fairfield*	45	$243.20	$3,381.10	7.19%	46	$239.70	7.15%
CT	Litchfield*	7	$34.20	$763.90	4.48%	7	$34.60	4.82%
CT	New Haven*	38	$194.80	$3,048.60	6.39%	38	$188.20	6.27%
CT Recap: 90 stores with sales of 472.2 million. Total retail food sales for CT in the study: $7.19 billion. CVS share of CT is 6.56%.								
DE	New Castle*	12	$53.70	$1,846.80	2.91%	12	$52.30	2.98%
DE Recap: 12 stores with sales of $53.7 million. Total retail food sales for DE in the study: $1.85 billion. CVS share of DE is 2.91%.								
NJ	Atlantic*	14	$57.20	$864.70	6.62%	15	$58.50	6.94%
NJ	Bergen*	48	$187.50	$3,299.70	5.68%	46	$164.20	5.08%
NJ	Burlington*	22	$90.80	$1,639.20	5.54%	22	$89.20	5.95%
NJ	Camden*	28	$126.50	$1,573.20	8.04%	26	$113.20	7.37%
NJ	Cape May	10	$45.60	$503.20	9.06%	10	$44.90	9.34%
NJ	Cumberland*	5	$20.30	$456.60	4.45%	5	$19.60	3.66%
NJ	Essex*	22	$86.20	$2,007.10	4.29%	21	$78.20	3.92%
NJ	Gloucester*	14	$52.20	$999.80	5.22%	14	$51.10	5.21%
NJ	Hudson*	17	$42.10	$1,476.30	2.85%	17	$40.70	2.91%
NJ	Hunterdon	4	$20.90	$394.60	5.30%	4	$20.70	5.94%
NJ	Mercer*	18	$81.30	$1,266.50	6.42%	17	$75.41	5.78%
NJ	Middlesex*	23	$105.20	$2,235.80	4.71%	23	$101.70	4.69%
NJ	Monmouth*	27	$119.30	$2,303.40	5.18%	27	$116.62	5.11%
NJ	Morris*	21	$90.40	$1,940.70	4.66%	21	$92.40	4.89%
NJ	Ocean_	22	$95.20	$1,849.30	5.15%	22	$94.80	5.15%
NJ	Passaic*	12	$56.80	$1,229.70	4.62%	13	$60.30	4.88%
NJ	Somerset*	11	$38.90	$1,209.60	3.22%	11	$38.40	3.08%
NJ	Sussex	3	$9.10	$622.40	1.46%	3	$8.90	1.68%
NJ	Union*	20	$88.40	$1,739.10	5.08%	25	$106.30	6.23%
NJ	Warren*	5	$17.70	$414.70	4.27%	5	$17.20	4.41%
NJ Recap: 346 stores with sales of $1.43 billion. Total retail food sales for NJ in the study: $28.17 billion. CVS share of NJ is 5.08%.								
NY	Bronx*	14	$81.20	$3,001.40	2.71%	14	$79.40	2.80%
NY	Brooklyn*	28	$173.40	$4,762.40	3.64%	31	$186.20	4.13%
NY	Dutchess*	13	$51.10	$902.50	5.66%	13	$49.80	5.57%
NY	Manhattan*	63	$348.70	$5,006.30	6.97%	57	$394.80	7.67%
NY	Nassau*	69	$424.30	$5,057.20	8.39%	69	$406.20	8.21%
NY	Orange*	14	$62.30	$1,289.60	4.83%	13	$56.40	4.52%
NY	Putnam	2	$11.10	$222.20	5.00%	2	$10.80	4.90%
NY	Queens*	43	$312.80	$5,130.00	6.10%	44	$302.40	6.14%
NY	Rockland*	10	$52.40	$994.60	5.27%	10	$50.60	5.04%
NY	Staten Island*	18	$92.10	$1,429.60	6.44%	20	$108.80	8.01%
NY	Suffolk	71	$305.40	$5,420.30	5.63%	71	$292.30	5.66%
NY	Westchester*	56	$331.60	$3,511.70	9.44%	58	$333.40	9.73%
NY Recap: 401 stores with sales of $2.25 billion. Total retail food sales for NY in the study: $36.27 billion. CVS share of NY is 6.12%.								
PA	Adams	1	$4.70	$181.50	2.59%	1	$4.50	2.48%
PA	Berks*	16	$80.20	$1,294.10	6.20%	15	$73.20	5.86%
PA	Bucks*	33	$165.20	$2,597.20	6.36%	32	$153.20	6.26%
PA	Carbon	1	$4.70	$159.70	2.94%	1	$4.50	2.84%
PA	Chester*	27	$116.50	$1,757.50	6.63%	27	$113.10	6.49%
PA	Columbia	2	$9.50	$208.40	4.56%	3	$14.30	6.81%
PA	Cumberland*	14	$61.30	$1,007.50	6.08%	14	$59.10	5.94%
PA	Dauphin*	13	$56.10	$926.50	6.06%	13	$55.25	5.87%
PA	Delaware*	34	$180.20	$2,129.80	8.46%	33	$167.30	7.97%
PA	Franklin*	5	$20.20	$413.50	4.89%	5	$19.80	5.00%
PA	Lackawanna*	10	$43.50	$673.50	6.46%	10	$42.80	6.55%
PA	Lancaster*	22	$99.10	$1,556.20	6.37%	22	$95.60	6.49%

See **IN REVIEW: CVS** on page 129

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Lebanon	4	$15.90	$379.40	4.19%	4	$15.60	4.26%
PA	Lehigh*	15	$72.10	$1,231.30	5.86%	15	$70.90	5.79%
PA	Luzerne*	13	$48.10	$916.90	5.25%	13	$47.10	5.24%
PA	Lycoming*	5	$31.20	$372.30	8.38%	5	$29.70	8.19%
PA	Mifflin	2	$9.90	$124.70	7.94%	2	$9.80	8.01%
PA	Monroe*	12	$52.00	$617.30	8.42%	12	$50.40	8.84%
PA	Montgomery*	48	$230.40	$3,586.40	6.42%	48	$222.30	6.47%
PA	Montour	1	$4.60	$58.30	7.89%	1	$4.40	7.64%
PA	Northampton*	17	$77.10	$1,071.30	7.20%	17	$76.30	7.65%
PA	Northumberland	6	$25.20	$183.20	13.76%	6	$24.80	13.95%
PA	Philadelphia	59	$314.30	$3,528.90	8.91%	59	$316.70	9.43%
PA	Schuylkill	2	$9.40	$377.90	2.49%	2	$9.20	2.61%
PA	Snyder	2	$8.30	$120.90	6.87%	2	$8.20	7.00%
PA	Susquehanna	1	$4.10	$31.20	13.14%	0	$0.00	0.00%
PA	Union	2	$10.10	$103.50	9.76%	2	$9.90	9.14%
PA	Wayne	3	$16.60	$148.60	11.17%	3	$16.90	11.78%
PA	Wyoming	1	$4.50	$63.80	7.05%	1	$4.40	7.02%
PA	York	13	$57.60	$1,420.80	4.05%	13	$55.90	4.08%

PA Recap: 384 stores with sales of $1.83 billion. Total retail food sales for PA in the study: $27.46 billion. CVS share of PA is 6.67 %.

Mid-Atlantic Recap: 1,233 stores with sales of $6.04 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
CVS Per Store Average: $4.9 million

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

Source: *Food Trade News*, June 2020

IN REVIEW: WALMART

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	5	$136.10	$3,381.10	4.03%	5	$132.30	3.95%
CT	Litchfield	2	$56.80	$763.90	7.44%	2	$54.10	7.53%
CT	New Haven (SuperCenter)	9	$259.20	$3,048.60	8.50%	9	$258.40	8.61%
CT Recap: 16 stores with sales of $452.1 million. Total retail food sales for CT in the study: $7.19 billion. Walmart share of CT is 6.28%.								
DE	New Castle (SuperCenter)	3	$77.30	$1,846.80	4.19%	3	$75.20	4.28%
DE Recap: 3 stores with sales of $77.3 million. Total retail food sales for DE in the study: $1.85 billion. Walmart share of DE is 4.19%.								
NJ	Atlantic (SuperCenter)	3	$62.50	$864.70	7.23%	3	$60.70	7.20%
NJ	Bergen (SuperCenter)	3	$104.80	$3,299.70	3.18%	3	$108.90	3.37%
NJ	Burlington (SuperCenter)	5	$109.60	$1,639.20	6.69%	5	$106.30	7.09%
NJ	Camden (SuperCenter)	5	$132.80	$1,573.20	8.44%	5	$128.70	8.38%
NJ	Cape May (SuperCenter)	1	$37.50	$503.20	7.45%	1	$21.10	4.39%
NJ	Cumberland (SuperCenter)	3	$78.20	$456.60	17.13%	3	$75.50	14.10%
NJ	Gloucester (SuperCenter)	3	$97.60	$999.80	9.76%	3	$94.30	9.61%
NJ	Hudson (SuperCenter)	4	$158.50	$1,476.30	10.74%	4	$144.10	10.29%
NJ	Hunterdon (SuperCenter)	2	$70.30	$394.60	17.82%	2	$69.20	19.85%
NJ	Mercer (SuperCenter)	4	$106.70	$1,266.50	8.42%	4	$103.90	7.96%
NJ	Middlesex (SuperCenter)	6	$130.60	$2,235.80	5.84%	6	$126.40	5.83%
NJ	Monmouth (SuperCenter)	3	$107.30	$2,303.40	4.66%	3	$105.50	4.62%
NJ	Morris (SuperCenter)	5	$110.60	$1,940.70	5.70%	6	$134.20	7.10%
NJ	Ocean (SuperCenter)	5	$132.30	$1,849.30	7.15%	5	$131.70	7.16%
NJ	Salem	1	$18.80	$141.70	13.27%	1	$18.00	12.59%
NJ	Somerset (SuperCenter)	2	$41.80	$1,209.60	3.46%	2	$41.60	3.34%
NJ	Sussex (SuperCenter)	2	$37.40	$622.40	6.01%	2	$36.50	6.89%
NJ	Union (SuperCenter)	2	$42.10	$1,739.10	2.42%	2	$44.70	2.62%
NJ	Warren (SuperCenter)	2	$43.10	$414.70	10.39%	2	$41.90	10.74%
NJ Recap: 61 stores with sales of $1.62 bllion. Total retail food sales for NJ in the study: $28.17 billion. Walmart share of NJ is 5.76%.								
NY	Dutchess (SuperCenter)	1	$65.50	$902.50	7.26%	1	$64.50	7.22%
NY	Nassau (SC/Neighborhood Mkt)	6	$273.40	$5,057.20	5.41%	6	$265.40	5.36%
NY	Orange (SuperCenter)	3	$196.20	$1,289.60	15.21%	3	$194.70	15.59%
NY	Rockland	1	$18.80	$994.60	1.89%	1	$18.10	1.80%
NY	Suffolk	6	$217.40	$5,420.30	4.01%	7	$234.60	4.54%
NY	Westchester	1	$36.70	$3,511.70	1.05%	1	$35.80	1.04%
NY Recap: 18 stores with sales of $808 million. Total retail food sales for NY in the study: $36.27 billion. Walmart share of NY is 2.2%.								
PA	Adams	1	$18.90	$181.50	10.41%	1	$18.30	10.07%
PA	Berks (SuperCenter)	5	$108.70	$1,294.10	8.40%	5	$106.50	8.53%
PA	Bucks (SuperCenter)	5	$170.80	$2,597.20	6.58%	5	$169.70	6.93%
PA	Carbon (SuperCenter)	1	$27.50	$159.70	17.22%	1	$27.20	17.14%
PA	Chester (SuperCenter)	5	$158.10	$1,757.50	9.00%	5	$153.80	8.83%
PA	Columbia (SuperCenter)	1	$38.00	$208.40	18.23%	1	$36.90	17.56%
PA	Cumberland (SuperCenter)	4	$104.20	$1,007.50	10.34%	4	$100.70	10.13%
PA	Dauphin (SuperCenter)	2	$72.80	$926.50	7.86%	2	$70.50	7.48%
PA	Delaware (SuperCenter)	4	$91.60	$2,129.80	4.30%	4	$90.30	4.30%
PA	Franklin (SuperCenter)	2	$73.70	$413.50	17.82%	2	$71.40	18.02%
PA	Lackawanna (SuperCenter)	2	$74.80	$673.50	11.11%	2	$73.20	11.20%
PA	Lancaster (SuperCenter)	3	$118.70	$1,556.20	7.63%	3	$113.70	7.72%

See **IN REVIEW: WALMART** on page 131

IN REVIEW: WALMART

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Lebanon (SuperCenter)	2	$76.90	$379.40	20.27%	2	$75.10	20.51%
PA	Lehigh (SuperCenter)	2	$75.40	$1,231.30	6.12%	2	$74.60	6.10%
PA	Luzerne (SuperCenter)	3	$107.50	$916.90	11.72%	3	$103.40	11.51%
PA	Lycoming	1	$23.90	$372.30	6.42%	1	$23.10	6.37%
PA	Mifflin (SuperCenter)	1	$32.10	$124.70	25.74%	1	$31.60	25.82%
PA	Monroe (SuperCenter)	2	$74.90	$617.30	12.13%	2	$74.40	13.05%
PA	Montgomery (SuperCenter)	8	$244.60	$3,586.40	6.82%	9	$269.40	7.84%
PA	Northampton (SuperCenter)	2	$57.30	$1,071.30	5.35%	2	$57.10	5.72%
PA	Northumberland (SuperCenter)	1	$37.40	$183.20	20.41%	1	$36.80	20.70%
PA	Philadelphia (SuperCenter)	5	$134.70	$3,528.90	3.82%	5	$129.70	3.86%
PA	Pike (SuperCenter)	1	$28.60	$113.00	25.31%	1	$28.00	25.20%
PA	Schuylkill (SuperCenter)	2	$73.10	$377.90	19.34%	2	$72.20	20.46%
PA	Snyder (SuperCenter)	1	$22.90	$120.90	18.94%	1	$22.30	19.03%
PA	Union (SuperCenter)	1	$36.20	$103.50	34.98%	1	$35.30	32.59%
PA	Wayne (SuperCenter)	1	$37.00	$148.60	24.90%	1	$36.10	25.16%
PA	Wyoming (SuperCenter)	1	$30.80	$63.80	48.28%	1	$30.20	48.17%
PA	York (SuperCenter)	6	$188.60	$1,420.80	13.27%	6	$179.80	13.13%

PA Recap: 75 stores with sales of $2.34 billion. Total retail food sales for PA in the study: $27.46 billion. Walmart share of PA is 8.52%.

Mid-Atlantic Recap: 173 stores with sales of $5.3 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Walmart Per Store Average: $30.63 million

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

Source: *Food Trade News*, June 2020

IN REVIEW: TARGET

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	4	$68.10	$3,381.10	2.01%	4	$65.50	1.95%
CT	Litchfield	1	$16.90	$763.90	2.21%	1	$16.40	2.28%
CT	New Haven	6	$110.60	$3,048.60	3.63%	6	$108.30	3.61%
CT Recap: 11 stores with sales of $195.6 million. Total retail food sales for CT in the study: $7.19 billion. Target share of CT is 2.72%.								
DE	New Castle	2	$40.10	$1,846.80	2.17%	2	$38.70	2.20%
DE Recap: 2 stores with sales of $40.1 million. Total retail food sales for DE in the study: $1.85 billion. Target share of DE is 2.17%.								
NJ	Atlantic	1	$19.50	$864.70	2.26%	1	$18.60	2.21%
NJ	Bergen	4	$63.20	$3,299.70	1.92%	4	$68.60	2.12%
NJ	Burlington	4	$60.10	$1,639.20	3.67%	4	$58.20	3.88%
NJ	Camden	5	$80.60	$1,573.20	5.12%	5	$81.30	5.29%
NJ	Cumberland	1	$15.70	$456.60	3.44%	1	$15.30	2.86%
NJ	Essex	1	$15.30	$2,007.10	0.76%	1	$15.10	0.76%
NJ	Gloucester	2	$30.50	$999.80	3.05%	2	$29.60	3.02%
NJ	Hudson	2	$38.10	$1,476.30	2.58%	2	$37.40	2.67%
NJ	Mercer	2	$26.80	$1,266.50	2.12%	2	$26.10	2.00%
NJ	Middlesex	5	$90.10	$2,235.80	4.03%	5	$88.40	4.08%
NJ	Monmouth	4	$64.70	$2,303.40	2.81%	4	$64.30	2.81%
NJ	Morris	4	$57.20	$1,940.70	2.95%	4	$62.50	3.31%
NJ	Ocean	3	$42.10	$1,849.30	2.28%	3	$40.80	2.22%
NJ	Passaic	1	$16.30	$1,229.70	1.33%	1	$15.80	1.28%
NJ	Somerset	2	$26.20	$1,209.60	2.17%	2	$26.50	2.12%
NJ	Union	4	$64.30	$1,739.10	3.70%	4	$70.50	4.13%
NJ	Warren	2	$32.60	$414.70	7.86%	2	$32.30	8.28%
NJ Recap: 47 stores with sales of $743.3 million. Total retail food sales for NJ in the study: $28.17 billion. Target share of NJ is 2.64%.								
NY	Bronx	3	$78.90	$3,001.40	2.63%	3	$76.70	2.70%
NY	Brooklyn	6	$153.40	$4,762.40	3.22%	6	$147.30	3.27%
NY	Dutchess	1	$16.20	$902.50	1.80%	1	$15.70	1.76%
NY	Manhattan	7	$211.20	$5,006.30	4.22%	5	$150.40	2.92%
NY	Nassau	7	$188.60	$5,057.20	3.73%	7	$182.30	3.68%
NY	Orange	4	$57.40	$1,289.60	4.45%	4	$57.20	4.58%
NY	Queens	4	$115.20	$5,130.00	2.25%	4	$113.20	2.30%
NY	Rockland	2	$36.90	$994.60	3.71%	2	$36.60	3.65%
NY	Staten Island	2	$44.90	$1,429.60	3.14%	2	$44.30	3.26%
NY	Suffolk	10	$231.40	$5,420.30	4.27%	10	$222.40	4.30%
NY	Westchester	3	$72.10	$3,511.70	2.05%	3	$70.80	2.07%
NY Recap: 49 stores with sales of $1.21 billion. Total retail food sales for NY in the study: $36.27 billion. Target share of NY is 3.28%.								
PA	Berks	3	$47.30	$1,294.10	3.66%	3	$46.50	3.72%
PA	Bucks	4	$73.10	$2,597.20	2.81%	4	$74.70	3.05%
PA	Chester	4	$83.80	$1,757.50	4.77%	4	$83.60	4.80%
PA	Cumberland	2	$28.20	$1,007.50	2.80%	2	$27.70	2.79%
PA	Dauphin	2	$24.50	$926.50	2.64%	2	$24.10	2.56%
PA	Delaware	4	$69.90	$2,129.80	3.28%	4	$69.70	3.32%
PA	Franklin	1	$14.70	$413.50	3.56%	1	$14.40	3.63%
PA	Lackawanna	1	$14.20	$673.50	2.11%	1	$13.80	2.11%
PA	Lancaster	3	$46.10	$1,556.20	2.96%	3	$45.20	3.07%
PA	Lehigh	3	$50.30	$1,231.30	4.09%	3	$48.90	4.00%
PA	Luzerne	1	$12.90	$916.90	1.41%	1	$12.50	1.39%
PA	Lycoming	1	$16.10	$372.30	4.32%	1	$15.60	4.30%
PA	Monroe	1	$13.20	$617.30	2.14%	1	$13.10	2.30%
PA	Montgomery	7	$144.60	$3,586.40	4.03%	7	$147.30	4.29%
PA	Northampton	1	$16.90	$1,071.30	1.58%	1	$16.70	1.67%
PA	Philadelphia	11	$190.60	$3,528.90	5.40%	11	$181.20	5.39%
PA	Snyder	1	$15.90	$120.90	13.15%	1	$15.40	13.14%
PA	York	3	$46.80	$1,420.80	3.29%	3	$46.30	3.38%
PA Recap: 53 stores with sales of $909.1 million. Total retail food sales for PA in the study: $27.46 billion. Target share of PA is 3.31%.								

Mid-Atlantic Recap: 162 stores with sales of $3.09 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Target Per Store Average: $19.1 million

Source: *Food Trade News*, June 2020

Legislative Line

from page 98

new relief legislation will pass anytime soon in anything close to its present form, but it is possible that the hot meals provision will survive at least until the pandemic retreats.

Seafood Industry Boosted

The seafood industry has been severely damaged by the nation's response to the pandemic. As restaurants and hotels in every state closed to prevent the spread of COVID-19, the market for fresh seafood dried up. To help address this, the president signed an executive order instructing federal agencies to work to expand sustainable seafood production. The order focuses on deregulating the permitting process for aquaculture, speeding up other regulatory reforms and making $300 million available to fishermen and seafood businesses hurt by COVID-19.

Meat Industry Problems Continue, But A Ray of Hope Exists

The meat industry continues to struggle with the impact of COVID-19 on its facilities and its employees. Employee infection rates have grown and remain high, facilities continue to close and re-open, the industry is changing how it operates and is spending millions revamping its plants and still production continues to lag. Major newspapers including the *Washington Post* and the *New York Times* have written major stories recently on this matter.

Nevertheless, according to *Politico*, meat supplies are rebounding, and spot shortages of meat products should let up in the coming weeks as wholesale prices fall slowly and supplies tick up just as it would normally be at peak grilling season. After a slew of plant closures, beef and pork processing plants are now, at press time, operating at over 80 percent capacity, *Bloomberg News* reported.

Yet, according to an item I noted in the publication *Business Insider*, business is booming for butchers and local meat processing operations that have not faced the same coronavirus shutdowns as massive slaughterhouses across the country. The sudden demand for local meat processors comes after a long period of decline, with many smaller businesses squeezed out by larger chains.

Food Box Contracts – Questionable

To get food to those in need, USDA swiftly created plans to distribute boxes of surplus food to needy individuals and families. Great idea! However, government watchdogs have cried foul, stating that multimillion-dollar contracts to distribute the food boxes have gone to companies that appear to have little to no experience working with food banks or even farmers. And *Politico* even mentioned that food industry experts have been quietly grousing about whether many of the quickly hired firms can pull off the task of buying up a variety of perishable food items, packing them in boxes, and then distributing them to food banks. The cost of the box food distribution program is more than $1.2 billion!

The House agriculture subcommittee on nutrition, oversight and department operations issued a statement saying they "are concerned that contracts were awarded to entities with little to no experience in agriculture or food distribution and with little capacity to meet the obligations of their award" and wants answers quickly. Is this another very wasteful exercise in government good intentions gone bad? We shall see. Some of the contracts to prepare and distribute the food boxes went to such firms as an event planning firm that specializes in weddings; a firm that sells lotions and other wellness products at airports; and a California firm that offers "business finance solutions." Go figure.

Organic Or Not?

If it is grown in water can it be called "organic"? You may recall that I have previously commented about this issue as last March the Center for Food Safety filed a lawsuit challenging the National Organic Standards Board's decision to allow hydroponically grown produce to be certified organic. The produce industry publication *The Packer* reports that the Department of Justice has intervened asking the court to dismiss the suit. The Justice Department's action was praised by the Coalition for Sustainable Organics. Whether it is grown hydroponically or in good old dirt, if it is not sprayed with chemicals, I would say it is truly organic!

Dietary Guidelines

I have tried to keep readers up to date on the roll-out of the Dietary Guidelines. Keep in mind that the all-important Dietary Guideline's main purpose is to form the development of Federal food, nutrition, and health policies and programs. Compare it to that of constructing a building. The Dietary Guidelines are the foundation. The guidelines are a critical tool for professionals to help Americans make healthy choices in their daily lives to prevent chronic disease and enjoy a healthy diet. The next critical step comes this month when the Dietary Guidelines Committee draft conclusions will be announced. Then after taking comments and suggestions, the advisory committee will publish a final scientific report that will advise USDA and HHS as they craft the 2020 Dietary Guidelines.

The guidelines, once completed and approved, will then become a document with a five-year lifespan for use by both the public and private sector in lots of ways such as for educational purposes as well as for marketing tools. However, as often expected, the long road to completion of the 2020 Dietary Guidelines, like any major and controversial project of this nature, often runs into roadblocks. Why? Simply because in this case a diverse list of organizations has been closely watching every single step of the drafting process. Now, just as the drafting nears completion, *Politico* reported that a group called the Nutrition Coalition has written to USDA and HHS asking to delay the release of the Dietary Guidelines Advisory Committee's conclusions. The group alleges that some "whistleblowers" from the committee have come forward with "serious concerns" about the process. Concerns have been mentioned along several fronts including from not having enough time to complete scientific reviews to leaving out dozens of low-carb clinical trials, etc. "The federal government cannot ignore these allegations and should delay publication of the Dietary Guidelines advisory committee's expert report to address and potentially remediate them," said Nina Teicholz, executive director of the Nutrition Coalition. We doubt if this whistleblower report will delay the draft report but in government circles, one never knows which way the wind will blow. Watch for my additional updates next month.

Have a great summer. Stay safe.

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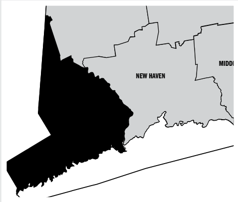
CONNECTICUT COUNTY SHARE OF MARKET: 2020

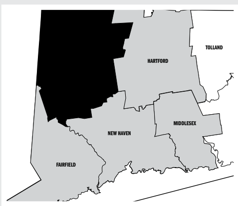
Total sales for those Connecticut counties included in the study are $7.19 billion



FAIRFIELD COUNTY ($3.4 billion)
(Includes Bridgeport, Danbury, Stamford)

- Population 943,332
- # of households 340,491
- Median income $92,969
- Under age 18...................... 22.5%
- Over age 65....................... 15.9%
- Female 51.3%
- White 61.5%
- Black.................................. 12.7%
- Hispanic 20.2%
- Asian.................................. 5.8%

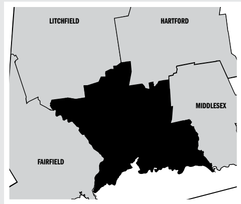
Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	22	$792.12	23.43%
2	ShopRite (Price Rite)	410	$571.30	16.90%
3	Costco	2	$256.40	7.58%
4	CVS+	45	$243.20	7.19%
5	Whole Foods	5	$181.30	5.36%
6	Stew Leonard's	2	$157.00	4.64%
7	Big Y	5	$149.80	4.43%
8	Walmart	5	$136.10	4.03%
9	BJ's Wholesale Club	3	$134.30	3.97%
10	Walgreens	21	$119.60	3.54%
11	Trader Joe's	5	$111.60	3.30%
12	Target	4	$68.10	2.01%
13	Caraluzzi's	3	$58.10	1.72%
14	Acme Markets	4	$53.90	1.59%
15	Krasdale (CTown/Mkt Fresh)	6	$49.88	1.48%
16	Key Food	4	$43.40	1.28%
17	Rite Aid	12	$34.60	1.02%
18	Kings Food Markets (Balducci's)	2	$34.50	1.02%
19	Fairway Market	1	$32.80	0.97%
20	Food Bazaar	2	$29.30	0.87%
21	IGA	2	$20.10	0.59%
22	Fresh Market	1	$15.40	0.46%
23	Cumberland Farms	7	$14.50	0.43%
24	Aldi	1	$10.90	0.32%
25	7-Eleven	6	$10.80	0.32%
26	Save-A-Lot	1	$5.60	0.17%
		184	**$3,334.60**	**98.62%**



LITCHFIELD COUNTY ($763.9 million)
(Includes New Milford, Torrington, Watertown)

- Population 180,333
- # of households 73,987
- Median income $78,314
- Under age 18...................... 18.2%
- Over age 65....................... 21.3%
- Female 50.6%
- White 88.1%
- Black.................................. 2.3%
- Hispanic 6.4%
- Asian.................................. 2.1%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	7	$234.00	30.63%
2	IGA	11	$86.76	11.36%
3	Big Y	2	$72.80	9.53%
4	Walmart	2	$56.80	7.44%
5	Price Chopper (Market 32)	1	$51.20	6.70%
6	ShopRite (Price Rite)	1	$41.50	5.43%
7	BJ's Wholesale Club	1	$36.80	4.82%
8	Walgreens	9	$34.60	4.53%
9	CVS+	7	$34.20	4.48%
10	XtraMart	7	$24.80	3.25%
11	Aldi	2	$23.10	3.02%
12	Target	1	$16.90	2.21%
13	Cumberland Farms	7	$14.80	1.94%
14	Kmart	1	$3.90	0.51%
15	7-Eleven	1	$1.90	0.25%
		60	**$734.06**	**96.09%**



NEW HAVEN COUNTY ($3.1 billion)
(Includes Meriden, New Haven, Waterbury)

- Population 854,757
- # of households 329,857
- Median income $67,128
- Under age 18...................... 20.2%
- Over age 65....................... 17.4%
- Female 51.8%
- White 62.3%
- Black.................................. 15.0%
- Hispanic 18.6%
- Asian.................................. 4.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	19	$749.23	24.58%
2	ShopRite (Price Rite)	9	$414.20	13.59%
3	Walmart	9	$259.20	8.50%
4	Big Y	9	$234.60	7.70%
5	Costco	2	$219.70	7.21%
6	CVS+	38	$194.80	6.39%
7	BJ's Wholesale Club	4	$160.80	5.27%
8	Walgreens	26	$148.40	4.87%
9	Target	6	$110.60	3.63%
10	Aldi	8	$92.50	3.03%
11	Rite Aid	21	$72.70	2.38%
12	Krasdale (CTown/Stop1/ShopSmt)	13	$61.72	2.02%
13	IGA	7	$60.09	1.97%
14	Cumberland Farms	19	$31.60	1.04%
15	Price Chopper (Market 32)	1	$28.90	0.95%
16	Whole Foods	1	$28.10	0.92%
17	Trader Joe's	1	$18.90	0.62%
18	XtraMart	5	$16.90	0.55%
19	Save-A-Lot	3	$14.90	0.49%
20	Fresh Market	1	$14.80	0.49%
21	7-Eleven	8	$13.10	0.43%
22	Fas-Marts	4	$6.90	0.23%
23	Key Food	1	$4.00	0.13%
24	ASG Stores	3	$2.94	0.10%
		218	**$2,959.58**	**97.08%**

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

+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2020

IN REVIEW: WAWA

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
DE	New Castle	29	$230.71	$1,846.80	12.49%	28	$217.98	12.41%

DE Recap: 29 stores with sales of $230.71 million. Total retail food sales for DE in the study: $1.85 billion. Wawa share of DE is 12.49%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Atlantic	26	$148.80	$864.70	17.21%	26	$148.33	17.59%
NJ	Bergen	3	$18.44	$3,299.70	0.56%	3	$17.44	0.54%
NJ	Burlington	38	$207.17	$1,639.20	12.64%	37	$194.19	12.94%
NJ	Camden	39	$218.53	$1,573.20	13.89%	38	$214.79	13.98%
NJ	Cape May	16	$98.26	$503.20	19.53%	16	$94.30	19.62%
NJ	Cumberland	10	$71.58	$456.60	15.68%	10	$69.23	12.93%
NJ	Essex	1	$5.95	$2,007.10	0.30%	1	$5.23	0.26%
NJ	Gloucester	22	$141.99	$999.80	14.20%	22	$134.25	13.69%
NJ	Hudson	1	$8.27	$1,476.30	0.56%	1	$7.35	0.53%
NJ	Hunterdon	2	$12.94	$394.60	3.28%	2	$12.98	3.72%
NJ	Mercer	8	$51.18	$1,266.50	4.04%	8	$48.93	3.75%
NJ	Middlesex	16	$91.11	$2,235.80	4.08%	17	$86.91	4.01%
NJ	Monmouth	18	$106.62	$2,303.40	4.63%	18	$102.92	4.51%
NJ	Morris	1	$7.89	$1,940.70	0.41%	1	$7.34	0.39%
NJ	Ocean	38	$217.78	$1,849.30	11.78%	39	$212.88	11.57%
NJ	Salem	4	$23.42	$141.70	16.53%	4	$22.09	15.45%
NJ	Somerset	4	$15.39	$1,209.60	1.27%	3	$14.46	1.16%
NJ	Union	3	$16.27	$1,739.10	0.94%	2	$9.90	0.58%
NJ	Warren	3	$18.63	$414.70	4.49%	3	$13.38	3.43%

NJ Recap: 253 stores with sales of $1.48 billion. Total retail food sales for NJ in the study: $28.17 billion. Wawa share of NJ is 5.26%.

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Berks	11	$70.70	$1,294.10	5.46%	10	$57.12	4.57%
PA	Bucks	35	$249.03	$2,597.20	9.59%	34	$250.95	10.25%
PA	Carbon	1	$6.40	$159.70	4.01%	1	$6.15	3.88%
PA	Chester	34	$221.09	$1,757.50	12.58%	33	$209.79	12.04%
PA	Delaware	39	$253.21	$2,129.80	11.89%	38	$244.61	11.65%
PA	Lancaster	4	$21.21	$1,556.20	1.36%	4	$20.28	1.38%
PA	Lehigh	10	$80.22	$1,231.30	6.52%	10	$74.21	6.07%
PA	Monroe	5	$29.14	$617.30	4.72%	5	$27.20	4.77%
PA	Montgomery	50	$350.71	$3,586.40	9.78%	50	$330.72	9.63%
PA	Northampton	7	$48.51	$1,071.30	4.53%	7	$46.43	4.65%
PA	Philadelphia	46	$226.15	$3,528.90	6.41%	43	$253.32	7.54%

PA Recap: 242 stores with sales of $1.56 billion. Total retail food sales for PA in the study: $27.46 billion. Wawa share of PA is 5.67%.

Mid-Atlantic Recap: 524 stores with sales of $2.37 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Wawa Per Store Average: $6.24 million

Source: *Food Trade News*, June 2020

IN REVIEW: STOP & SHOP

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	22	$792.12	$3,381.10	23.43%	23	$826.87	24.68%
CT	Litchfield	7	$234.00	$763.90	30.63%	6	$212.82	29.62%
CT	New Haven	19	$749.23	$3,048.60	24.58%	19	$781.14	26.04%
CT Recap: 48 stores with sales of $1.78 billion. Total retail food sales for CT in the study: $7.19 billion. Stop & Shop share of CT is 24.68%.								
NJ	Bergen	12	$365.09	$3,299.70	11.06%	12	$371.64	11.49%
NJ	Essex	3	$114.23	$2,007.10	5.69%	3	$109.85	5.51%
NJ	Hudson	2	$62.79	$1,476.30	4.25%	2	$62.44	4.46%
NJ	Hunterdon	1	$24.85	$394.60	6.30%	1	$24.41	7.00%
NJ	Mercer	1	$30.26	$1,266.50	2.39%	1	$28.46	2.18%
NJ	Middlesex	7	$181.32	$2,235.80	8.11%	7	$178.08	8.21%
NJ	Monmouth	6	$165.55	$2,303.40	7.19%	7	$189.89	8.31%
NJ	Morris	4	$169.63	$1,940.70	8.74%	4	$166.55	8.81%
NJ	Ocean	7	$246.44	$1,849.30	13.33%	7	$239.65	13.03%
NJ	Passaic	5	$182.76	$1,229.70	14.86%	5	$178.54	14.44%
NJ	Somerset	4	$102.03	$1,209.60	8.44%	4	$103.77	8.32%
NJ	Sussex	1	$52.39	$622.40	8.42%	1	$54.93	10.36%
NJ	Union	5	$148.51	$1,739.10	8.54%	5	$146.39	8.58%
NJ	Warren	1	$21.28	$414.70	5.13%	1	$21.73	5.57%
NJ Recap: 59 stores with sales of $1.87 billion. Total retail food sales for NJ in the study: $28.17 billion. Stop & Shop share of NJ is 6.63%.								
NY	Bronx	5	$191.09	$3,001.40	6.37%	5	$181.25	6.39%
NY	Brooklyn	4	$185.14	$4,762.40	3.89%	4	$177.15	3.93%
NY	Dutchess	5	$218.72	$902.50	24.23%	5	$231.43	25.90%
NY	Nassau	23	$952.96	$5,057.20	18.84%	23	$921.51	18.62%
NY	Orange	3	$79.37	$1,289.60	6.15%	3	$77.38	6.20%
NY	Queens	11	$454.78	$5,130.00	8.87%	11	$439.62	8.93%
NY	Rockland	5	$131.73	$994.60	13.24%	5	$123.98	12.35%
NY	Staten Island	5	$273.10	$1,429.60	19.10%	5	$261.22	19.24%
NY	Suffolk	28	$1,205.28	$5,420.30	22.24%	28	$1,089.40	21.08%
NY	Westchester	15	$676.20	$3,511.70	19.26%	15	$673.40	19.65%
NY Recap: 104 stores with sales of $4.39 billion. Total retail food sales for NY in the study: $36.27 billion. Stop & Shop share of NY is 11.89%.								

Mid-Atlantic Recap: 211 stores with sales of $2.01 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Stop & Shop Per Store Average: $37.97 million

Source: *Food Trade News*, June 2020

IN REVIEW: SAM'S CLUB

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
NJ	Atlantic	1	$25.80	$843.50	3.06%	1	$25.90	2.96%
NJ	Burlington	1	$22.90	$1,500.20	1.53%	1	$23.60	1.60%
NJ	Gloucester	2	$74.20	$980.90	7.56%	2	$73.80	7.54%
NJ	Hudson	1	$26.50	$1,399.80	1.89%	1	$35.50	2.73%
NJ	Middlesex	1	$34.70	$2,168.70	1.60%	1	$34.60	1.63%
NJ	Monmouth	1	$51.50	$2,284.30	2.25%	1	$46.60	2.14%
NJ Recap: 7 stores with sales of $235.6 million. Total retail food sales for NJ in the study: $28.17 billion. Sam's Club share of NJ is 0.85%.								
NY	Dutchess	1	$34.10	$893.50	3.82%	1	$33.90	3.88%
NY	Suffolk	1	$38.20	$5,167.40	0.74%	1	$38.00	0.76%
NY	Westchester	1	$69.70	$3,427.40	2.03%	1	$69.60	2.03%
NY Recap: 3 stores with sales of $142 million. Total retail food sales for NY in the study: $36.27 billion. Sam's Club share of NY is 0.40%.								
PA	Berks	1	$46.80	$1,248.70	3.75%	1	$47.70	4.17%
PA	Bucks	1	$36.30	$2,448.60	1.48%	1	$36.20	1.47%
PA	Cumberland	1	$28.10	$994.20	2.83%	1	$27.90	2.79%
PA	Dauphin	1	$31.40	$941.90	3.33%	1	$31.30	3.55%
PA	Lackawanna	1	$35.30	$653.30	5.40%	1	$35.20	5.28%
PA	Lehigh	1	$35.70	$1,223.50	2.92%	1	$35.50	2.97%
PA	Luzerne	1	$40.80	$898.70	4.54%	1	$40.60	4.43%
PA	Lycoming	1	$33.10	$362.80	9.12%	1	$33.00	9.28%
PA	Montgomery	1	$35.30	$3,434.90	1.03%	1	$35.70	1.03%
PA	Northampton	1	$33.20	$997.60	3.33%	1	$33.10	3.41%
PA	Philadelphia	1	$44.80	$3,360.20	1.33%	1	$44.60	1.42%
PA	York	2	$80.90	$1,369.80	5.91%	2	$80.60	6.17%
PA Recap: 13 stores with sales of $481.7 million. Total retail food sales for PA in the study: $27.46 billion. Sam's Club share of PA is 1.82%.								

Mid-Atlantic Recap: 23 stores with sales of $859.3 million annually.
Mid-Atlantic retail food sales total: $101.4 billion. Sam's Club Per Store Average: $38.34 million

Source: *Food Trade News*, June 2020

Metro Beat

From page 26

in the country. If the situation was not handled properly, it could go bad and become chaotic because there was already so much pent up anger, frustration and despair caused by the COVID pandemic. But the scenes of the riots and destruction were a lot more than I could have imagined. Especially seeing businesses, many of them small shops, being burned to the ground broke my heart.

"As a small business owner, I know the blood, sweat and tears that go into building a business. For many small business owners, their stores/shops/restaurants are their livelihood and the most valuable assets they own. To watch their lives' work, their dreams and their livelihood being destroyed by angry mobs has got to be the one of the most heart wrenching things that anyone could experience. I feel the pain out there. I also feel worried and helpless.

"Some of our younger staff members gave me an idea – we can channel the negative energy into something positive, no matter how small! We need to take action.

"As a company, we believe in Using Food As a Force for Good! To start, we are offering up to three months free-fill inventory of our products to affected retailers. If you own an independent business that sells snack products and your store was destroyed or damaged, please contact us at sales@crispygreen.com, with your resale certificate and we will assist with the free-fill.

"In addition, we have donated to the Lift Fund to help lift other small businesses impacted by the recent tragic events. I encourage others to do the same. No amount is too small.

"I know that there will be a long way ahead before we will recover from the recent crises. Amidst all the challenges, if we could act kinder and more respectful towards each other and be more empathetic, we will heal quicker as a community and as a nation.

"Hope you are well and safe!" Well stated, Angel, and best wishes.

The pandemic has really made retailers look into the challenges of their operations and the "how to" on many different fronts. One of those many challenges is at checkout. The team at DUMAC and NCR has a detailed and extensive report on self-checkouts and why it is critical to your business. For more information you can contact Sean Walsh at DUMAC at swalsh@dumac.com and he will be happy to share.

Congrats to **Bill Lynch**, who has been appointed the interim president of the Specialty Food Association (SFA) by the SFA's board of directors. Lynch, who has 20 years of experience with the association, will take over the leadership position as the contract expires for the current president, **Phil Kafarakis**. Kafarakis will assist Lynch over the coming month to take over leadership duties. Lynch joined the SFA in 1999 as operations manager for the Fancy Food shows. Since then, he held several roles before being named vice president of engagement & experience.

Good job by the folks at Riviana Rice as they donated more than 22,000 bags of product to

frontline firefighters in the Bronx. Riviana Foods Inc., donated the rice to Bronx firefighters and their families as they worked with people dealing with the coronavirus. The product donation included 4,500 cases of Carolina Rice and Grains Blend and served more than 200 firefighters from 15 firehouses in the region. In addition to the product donations, Riviana created and presented each firehouse a gift basket featuring cooking supplies, recipe cards, and thank you notes to share their gratitude for the first responders. The donation was called the "Carolina Rice Unites" initiative.

John Saidnawey, chairman and CEO of JOH was recently a featured speaker at his alma mater, Questrom School of Business, Boston University. The topic of discussion was "Shifting Priorities in the World of CPG" and during the forum, John was able to share his insights on various items, including the value of collaboration between clients and customers in order to help navigate our brands to win at the shelf. In his unique and engaging style, John connected with his audience on "how it is easy to navigate in calm waters,

See **METRO BEAT** on page 141

IN REVIEW: REDNER'S MARKETS

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
PA	Berks	11	$255.70	$1,294.10	19.76%	11	$248.70	19.92%
PA	Bucks	3	$70.80	$2,597.20	2.73%	3	$70.60	2.88%
PA	Carbon	1	$21.50	$159.70	13.46%	1	$20.90	13.17%
PA	Chester	2	$49.60	$1,757.50	2.82%	2	$49.30	2.83%
PA	Lackawanna	1	$17.10	$673.50	2.54%	1	$16.80	2.57%
PA	Lancaster	1	$13.10	$1,556.20	0.84%	1	$12.90	0.88%
PA	Lebanon	2	$30.90	$379.40	8.14%	2	$30.70	8.39%
PA	Lehigh	3	$71.70	$1,231.30	5.82%	3	$69.50	5.68%
PA	Luzerne	1	$22.10	$916.90	2.41%	1	$21.70	2.41%
PA	Montgomery	5	$124.20	$3,586.40	3.46%	4	$95.70	2.79%
PA	Northampton	2	$44.10	$1,071.30	4.12%	2	$44.60	4.47%
PA	Schuylkill	3	$72.30	$377.90	19.13%	3	$71.20	20.18%

PA Recap: 35 stores with sales of $793.1 million. Total retail food sales for PA in the study: $27.46 billion. Redner's Markets share of PA is 2.89%

Mid-Atlantic Recap: 35 stores with sales of $793.1 million annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Redner's Markets Per Store Average: $22.66 million

Source: *Food Trade News*, June 2020

PEOPLE

from page 10

an account executive in its non-foods division. He joins JOH after 26 years with KKM, LLC. During his last 10 years at KKM, Tavalone served as senior vice president of sales responsible for the management of the company's healthcare segment in the New England area. His primary focus was on CVS where he successfully grew a line of business to $100 million in sales. Previously, Tavalone worked for the A.H. Robins Company as the northeast division manager. He will be reporting to Kevin Tassinari, EVP of non-foods. "We are thrilled to add someone with Joe's background and experience to our amazing team," said Tassinari. "He is a seasoned veteran with extensive knowledge of the health and beauty categories and will be a great addition to JOH."

JOH also announced the promotion of **Peter Robillard** to associate director of category management.

Joe Tavalone

Peter Robillard

He started with JOH in 2019 as a senior category management analyst. Previously, he was a client manager for Nielsen delivering data-based insights to retail and manufacturing clients. Robillard's broad experience also includes 10 years in sales and customer development for Colonial Wholesale Beverage Corp. "One year ago, Peter joined our category management team with a deep intellectual passion for data and fact-based selling. Since then, he has organically become a leader amongst his peers," said Melissa Passalaqua, director of category management. "This new role of associate director was designed to strengthen the team and JOH. We spent time carving out this position for Peter, and we are very excited to see his success and leadership have a positive impact on our team." In his new role, Robillard will assist in the operational oversight of the category management team.

IN REVIEW: COSTCO

State	County	2020 Stores	2020 Sales (in millions)	2020 County Food Sales (in millions)	% of 2020 County Market	2019 Stores	2019 Sales (in millions)	% of 2019 County Market
CT	Fairfield	2	$256.40	$3,381.10	7.58%	2	$244.20	7.29%
CT	New Haven	2	$219.70	$3,048.60	7.21%	2	$209.70	6.99%
CT Recap: 4 stores with sales of $476.1 million. Total retail food sales for CT in the study: $7.19 billion. Costco share of CT is 6.62%.								
DE	New Castle	1	$36.10	$1,846.80	1.95%	1	$35.30	2.01%
DE Recap: 1 store with sales of $36.1 million. Total retail food sales for DE in the study: $1.85 billion. Costco share of DE is 1.95%.								
NJ	Bergen	2	$129.40	$3,299.70	3.92%	2	$123.30	3.81%
NJ	Burlington	1	$44.80	$1,639.20	2.73%	1	$43.10	2.87%
NJ	Hudson	1	$65.20	$1,476.30	4.42%	1	$63.80	4.56%
NJ	Hunterdon	1	$47.10	$394.60	11.94%	1	$45.50	13.05%
NJ	Mercer	1	$53.80	$1,266.50	4.25%	1	$50.30	3.85%
NJ	Middlesex	2	$77.20	$2,235.80	3.45%	2	$76.20	3.51%
NJ	Monmouth	3	$158.40	$2,303.40	6.88%	3	$156.30	6.84%
NJ	Morris	2	$104.30	$1,940.70	5.37%	2	$107.20	5.67%
NJ	Ocean	2	$83.50	$1,849.30	4.52%	2	$82.90	4.51%
NJ	Passaic	2	$87.30	$1,229.70	7.10%	2	$84.10	6.80%
NJ	Somerset	2	$117.20	$1,209.60	9.69%	2	$113.30	9.08%
NJ	Union	1	$54.10	$1,739.10	3.11%	1	$61.10	3.58%
NJ Recap: 20 stores with sales of $1.02 billion. Total retail food sales for NJ in the study: $28.17 billion. Costco share of NJ is 3.63%.								
NY	Brooklyn	1	$230.60	$4,762.40	4.84%	1	$223.40	4.96%
NY	Manhattan	1	$259.60	$5,006.30	5.19%	1	$250.60	4.87%
NY	Nassau	3	$322.60	$5,057.20	6.38%	3	$308.50	6.23%
NY	Queens	2	$397.40	$5,130.00	7.75%	2	$380.50	7.73%
NY	Rockland	1	$124.20	$994.60	12.49%	1	$118.70	11.82%
NY	Staten Island	1	$244.60	$1,429.60	17.11%	1	$236.40	17.41%
NY	Suffolk	5	$519.20	$5,420.30	9.58%	5	$492.70	9.53%
NY	Westchester	3	$360.20	$3,511.70	10.26%	3	$349.50	10.20%
NY Recap: 17 stores with sales of $2.46 billion. Total retail food sales for NY in the study: $36.27 billion. Costco share of NY is 6.69%.								
PA	Bucks	1	$44.60	$2,597.20	1.72%	1	$43.20	1.76%
PA	Dauphin	1	$45.30	$926.50	4.89%	1	$43.10	4.58%
PA	Delaware	1	$66.20	$2,129.80	3.11%	1	$64.70	3.08%
PA	Lancaster	1	$29.90	$1,556.20	1.92%	1	$28.50	1.93%
PA	Lehigh	1	$35.10	$1,231.30	2.85%	1	$34.00	2.78%
PA	Montgomery	3	$116.50	$3,586.40	3.25%	3	$112.80	3.28%
PA Recap: 8 stores with sales of $337.6 million. Total retail food sales for PA in the study: $27.46 billion. Costco share of PA is 1.23%.								

Mid-Atlantic Recap: 50 stores with sales of $4.33 billion annually.
Mid-Atlantic retail food sales total: $101.4 billion.
Costco Per Store Average: $86.61 million

Source: *Food Trade News*, June 2020

COVID-19: Building The Plane While Flying It

By Linda Doherty, President

First and foremost, I hope as you read this column you and your family are healthy and safe. The first six months of 2020 have been an extraordinary time and one that will be remembered by generations to come. As we turn back to mid-March, the insurgence of the COVID-19 global pandemic changed the world with the blink of an eye. The grocery and food distribution industry were designated as an essential business and overnight our New Jersey food retailers and suppliers had the overwhelming responsibility to feed 9 million disconcerted residents and it seemed all at once. Traditionally sharing half the food dollar with the restaurant and food service communities, the crush of business weighed heavily on grocery operators who basically became the only lifeline food business in an instance that pull from the same suppliers.

Panic buying by a startled public who were fearful of the uncertainty of the supply of food and household items, self-quarantined workers, rolling federal guidelines and restrictive state executive orders as an essential food business tipped the grocery industry sideways.

Over the years, NJFC planned and exercised with members for a catastrophic event. We lived through Super Storm Sandy, September 11th, countless blizzards and power outages but never did we anticipate the wrath of COVID-19 as its effects were a tsunami every day for three straight weeks crashing unabandoned into the food supply chain.

We rolled with every wave, braced for every new challenge hourly, provided input and interpretation on every new industry executive order, served as a critical resource between members and our government and national partners, and sometimes just engaged as a sounding board for members who tried to make sense of the overwhelming crisis. Under the leadership of our new executive team, we hosted several emergency board of director calls to spitball these unprecedented challenges.

We quickly pushed and got passage of a law to halt product returns for the safety of our workforce, we sought the suspension of local reusable bag ordinances and we sent member communications and official government updates the moment they were released. Our state partners donated to NJFC 100,000 facial masks and we distributed this significant amount of PPE to food retailers for their workers in two weeks' time.

NJFC and our members were building the plane as we were flying it.

At the request of NJFC, New Jersey Governor Phil Murphy and his executive team quickly responded and created a special Food Supply Working Group for NJFC to interface with state and regional agencies to work through industry challenges and focus support in areas needed to keep the food supply flowing. This working group allowed NJFC access, input on executive orders, and provided an essential seat at the table. This level of critical support was a game changer. These virtual calls continue today.

As one of the largest industries in New Jersey, it is apparent how nimble the business reacted and confronted the challenges. It is extraordinary how quickly food retailers shifted and embraced the new social distancing mandates, store capacity requirements, high risk hours and the facial covering mandate, the first of its kind in the country. In a matter of two days, the food council created a public education campaign of "Top Ten Shopping Tips" for consumers and took to the airwaves with a public service announcement. We also effectively used social media and other resources so state residents were aware of the new protocols and could grocery shop with confidence. While unprecedented, these high-level restrictions created a more stable shopping experience and allowed the supply chain to catch up.

As customers needed a contactless shopping experience, NJFC pushed successfully for approval of on-line SNAP sales that weren't expected anytime in the near future. We also received approval for WIC substitutions for out-of-stock items.

Our members went beyond keeping the doors open; they provided essential donations, contributions and community support. NJFC created a new online series of Inspiring Stories highlighting the efforts of our members and their true grit to uplift our communities in crisis.

As the silver lining to reopen New Jersey was upon us, I was pleased to serve with executives from Wakefern and Campbell Soup Company who were appointed by Governor Murphy to serve on his Restart Advisory Council as part of the Manufacturing and Supply Chain Working Group. As an essential business that remained open during the crisis, NJFC created our own member Road to Resiliency Working Group comprised of leaders from our various committees that developed an industry plan that would complement the Governor's Restart Plan. It was presented to the governor's team recently for action.

As we phase out of the COVID restrictions, we have work to do in the state legislature. Our focus will include Workers' Compen-

See **NJFC** on page 141

TAKING STOCK

from page 111

based retailer to place more focus on its five-year growth plan. SEG, which entered bankruptcy in March 2018 and emerged from its Chapter 11 status two months later, said it will now focus on its Winn-Dixie, Fresco y Más and remaining Harveys stores. It added that it is also actively exploring strategic options for the rest of Bi-Lo's stores, including other potential transactions.

Separately, SEG is also divesting the assets of 57 of the in-store pharmacies it operates under the Bi-Lo and Harveys Supermarket banners to CVS and Walgreens. These locations, which include all of the retailer's Bi-Lo pharmacies and nine Harveys Supermarket pharmacies in Georgia, will begin to transition within the next two weeks. During this process, SEG said it will seek to minimize any interruption to customers and to ensure the smooth transition of their prescriptions.

CEO Hucker stated: "The successful execution of our long-term transformation strategy may at times require difficult decisions. Today's transactions are a critical strategic move and an important next step for our continued growth and broader evolution as a business. These actions will facilitate greater investment in our remaining footprint so we can continue to provide an exceptional shopping experience our customers can always count on."

Southeastern Grocers also noted that these transactions build on previous announcements made by the company such as the opening of a new store earlier this year and the acquisition of eight new store locations from Lucky's Market and Earth Fare – as part of its business transformation strategy to strengthen its overall performance in an increasingly competitive sector.

And there's one more thing: vendors again are unhappy with a new ADUSA edict that claims it will charge suppliers a reinstatement fee for returning out-of-stock items to the shelves. According to one of more than two dozen copies of the memo we have seen (sent by all ADUSA banners), "any LTMO (Long Term Manufacturer Outs) that is returned to distribution before October 1st is subject to an administrative fee aligned to brand specific costs (to incorporate administrative, tags, store labor/handling, etc.) ranging from $2.5-$5K." This decision follows an April 7 memo in which all ADUSA companies said they would seek "total trade rates" for 2020 that need to be delivered and that pandemic-related costs will be evaluated. "As we continue to evaluate the impacts of this pandemic on our business, we will review ancillary costs we are incurring and revisit with each supplier as needed at a later date."

This is just bad form. At the height of the pandemic, when all retailers were desperately searching for product (and many manufacturers bent over backwards to meet the demand), there wasn't much debate about individual SKU rationalization. Core items were most important, and many secondary items weren't available because suppliers prioritized getting their customers their best selling products.

Now, retroactively to penalize those vendors is not only unfair, it's greedy. Although the powers in Quincy or Zaandam might not believe this, but they're the only merchant in the U.S. deploying these ham-handed tactics.

Charging up to $5,000 to reinstate COVID-impacted out-of-stocks, asking for full trade rates after what's occurred (and is still occurring) and possibly seeking compensation for pandemic-related expenses that ADUSA has incurred?

You can see why the vendors are pissed.

Third Time Is A Charm As Albertsons Launches IPO At Below Expected Value

On June 26, Albertsons successfully completed its IPO and began selling shares on the New York Stock Exchange under the symbol "ACI." However, the company fell short of its anticipated financial projections for the offering.

The stock was priced at $16 per share (projected value was $18-$20 per share). The Boise, ID-based retailer sold 50,000 shares (it had hoped

TAKING STOCK continues on page 141

TAKING STOCK

from page 140

to sell 65.8 million shares) and raised $800 million in its IPO quest; if it had been able to sell the number of shares at the top end of its hoped for price range, the IPO effort could have been valued as high as $1.5 billion. That means that Albertsons' total market value is approximately $9.3 billion.

This is the third time that the nation's second largest pure-play retailer had sought to go public in the past five years.

Its first effort came several months after it acquired Safeway in 2015. That effort failed due to sliding market conditions.

Another attempt in 2018 to merge with Rite Aid (already a public entity) also failed when the Camp Hill, PA-based drug chain pulled the plug because it believed its shareholders would reject terms of the $24 billion deal a few days prior to a scheduled vote.

Over the past three years as Albertsons has improved its balance sheet by reducing debt (about $3 billion), increasing profit and posting a consecutive string of comp store sales gains, the Boise, ID-based chain with nearly 2,300 supermarkets believed it was finally in a position to test the financial markets again.

On March 6, Albertsons filed a registration statement (S-1) with the SEC and in early May amended it, adding more details about the robust sales it had achieved during the COVID-19 pandemic when its March sales jumped 47 percent.

Late last month, Albertsons announced it sold a 17.5 percent stake in the company to Apollo Global Management for $1.75 billion of the chain's convertible preferred stock.

Albertsons said it would not be selling any shares pursuant to the common stock offering. Additionally, Albertsons will not receive any net proceeds from the sale of common stock by the selling stockholders, including from any exercise by the underwriters of their option to purchase additional shares of its common stock from the selling stockholders.

With the IPO now completed, primary owner Cerberus Capital Management would reduce its equity stake in the retailer by about 16 percent. Cerberus will still control approximately 32 percent of Albertsons. Other long-term investors such as Schottenstein Shops Corp., Lubert-Adler, Kimco Realty and Klaff Realty LP, who like Cerberus first invested in Albertson in 2006, will also reduce their holdings in the supermarket chain.

When the bell was rung on Wall Street on June 26 at 9:30 a.m., ACI actually opened at $15.50 per share. Six-and-a-half hours later the stock closed at $15.52 per share, an uneventful first day.

As 100th Anniversary Nears, Utz Combines With PE Firm To Form New Publicly-Traded Entity

It's been no secret that Utz Quality Foods, the Hanover, PA-based manufacturer of salty snacks, which will celebrate its 100th anniversary next year, has been searching for the right partner to bolster its fast-growing business (it surpassed the $1 billion sales mark earlier this year). And earlier this month it stepped to the altar to combine with blank check private equity firm Collier Creek Holdings.

The family-owned snack firm's deal with the special purpose acquisition company (SPAC) will see the formation of a new company, Utz Brands, Inc. It is expected that the newly combined company, which will be a leading pure-play snack food platform in the U.S., will trade under the ticker symbol "Utz" on the New York Stock Exchange once the transaction is completed in the third quarter of 2020.

Dylan Lissette, who first joined Utz in 1995 and has served as the snack firm's CEO since 2013, will continue to serve in that role to lead the business along with the existing management team. Roger Deromedi, former chairman of Pinnacle Foods and ex-Kraft Foods CEO will become chairman of Utz Brands. Deromedi co-founded the Manhattan based investment firm along with Chinh Chu and Jason Giordano in 2018.

Utz Brands will remain headquartered in Hanover.

Proceeds from the transaction are expected to be used primarily to repay existing borrowings at Utz. The Rice and Lissette family, the founding family and owners of Utz, will retain more than 90 percent of its existing

TAKING STOCK continues on page 142

METRO BEAT

from page 137

but is most proud when JOH and our industry 'hunkers down and finds a way' to figure it out in tough times. It's not easy, it requires focus and builds character. It's part of our DNA." Well said, Mr. Saidnawey,

Anyone looking for some decorative and customized sneeze guards, floor designs or anything related to assisting your store or office environment during this pandemic, you should consider giving **Juan Carlos Lopez** a call at NEMA Associates. He has a terrific grasp of the retail industry and some really unique items. You can reach him at 908.275.3840 or www.nemadesign.com.

Kudos to Stop & Shop as their 30th annual Food for Friends campaign raised more than $1.3 million to support the COVID-19 response efforts of 13 regional food banks in the Northeast. Stop & Shop's Food for Friends is an annual summer donation program in which customers at Stop & Shop stores throughout New York, New Jersey, Massachusetts, Connecticut and Rhode Island are able to donate at checkout to support hunger relief. To help its food bank partners in this time of unprecedented need, Stop & Shop shifted the timeframe of the campaign to run throughout the month of May. Customers using self-checkout registers were asked if they would like to round up their total to the nearest dollar, and Stop & Shop donated 100 percent of the change to regional food banks across its footprint. "We're very grateful for the overwhelming generosity of our customers to help us support our food bank partners in their important work to provide food to individuals and families during this pandemic," said **Gordon Reid**, president of Stop & Shop, a division of Ahold Delhaize USA. "The response from our customers shows that any size contribution can add up to make a meaningful impact in our communities." Back in March during the initial outbreak of the coronavirus, Stop & Shop had announced a $1 million donation to support regional food bank partners as they help those struggling with immediate hunger needs and food insecurity during the pandemic. Great job!

Well, that will do it for this month. Enjoy the Market Study issue. Hopefully you will find it helpful with your endeavors. Above all, stay well, stay healthy and I do hope to see you soon!

You can reach me at kevin@foodtradenews.com or 201.250.2217.

MARKET STUDY

from page 116

the long-awaited Wegmans store at the old Brooklyn Navy Yard in the Red Hook section of that populous borough finally opened in October and sales have been very brisk both pre-COVID and during March (with lots of Instacart activity).

Lidl, which acquired family-owned Best Market in January 2019, converted four of those 24 Long Island stores to its discount banner, with more banner changes expected over the next two years. Another deal announced in January 2019 - Stop & Shop's purchase of 37 King Kullen stores - has collapsed. Both sides jointly walked away from the agreement citing "significant, unforeseen changes in the marketplace mainly brought on by the COVID-19 outbreak."

In Central PA, the independent group of retailers known as Family Owned Markets restructured the organization, adding Saubel's to its roster and naming Hickory, NC-based wholesaler MDI as its primary supplier.

Plus, in a sea change of drug activity, Walgreens (Duane Reade) added 125 new stores, most of them former Rite Aid units it acquired in a deal two years ago.

At the executive level, last July Gordon Reid was promoted to president of Stop & Shop, Ahold Delhaize USA's (ADUSA) largest operating unit. Additionally, Lee Delaney was named CEO of BJ's (which went public last year as did discounter Grocery Outlet) as former chief executive Chris Baldwin became executive chairman. Earlier this year, Giant/Martin's, the large ADUSA bran,d changed its name to The Giant Company. The large retailer will continue to be based in Carlisle, PA and operate under the Giant and Martin's banners.

Viewed as a group, the 77 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,797 stores and accrued $99.47 billion in annual sales, good for 98.09 percent of the region's $101.3 billion food and drug market.

NJFC

from page 140

sation Presumption, a bill which creates an unscientific presumption that essential employees who contract COVID-19 are assumed to have been infected on the job and shifts the costs of medical care to the workers' compensation system.

Additionally, we seek liability protections for essential workers similar to healthcare workers. NJFC members were called to stand up during this crisis and vigorously followed the recommendations of the CDC and FDA. Liability protection is not blanket immunity. Reasonable reforms will give businesses a liability safe harbor when following an appropriate standard of care to protect its employees and customers from exposure.

As we move past this wave of COVID, there are several things I know for sure. In a matter of weeks, we are a smarter, more efficient and savvier industry. Technology will blossom to strengthen the customer shopping experience in-store and on-line. And the supply chain will become more resilient. If and when there is a second wave, we are equipped and ready with a toolkit of resources, waivers, partnerships and experience.

I have great hope for our future and gratitude for an industry that nourished NJ in a time of need, crisis and uncertainty. When we evaluate the value proposition of NJFC, it is our relationships, resources, and representation that allowed us to navigate the way for our members during this crisis. It is our value proposition that helped us build the plane while flying it.

PER STORE AVERAGE LEADERS: 2020

Of the 77 retailers in the *Food Trade News* market study, the 20 with the highest average sales per unit are listed below

Rank	Company	Stores	2020 Sales (in millions)	Per Store Avg.
1	Costco*	50	$4,330.50	$86.61
2	Stew Leonard's	6	$399.90	$66.65
3	Wegmans	25	$1,628.00	$65.12
4	ShopRite (Dearborn Mkt/FG/GG/PR)	281	$15,809.50	$56.26
5	Fairway Market	14	$745.70	$53.26
6	BJ's Wholesale Club*	76	$3,181.00	$41.86
7	The Giant Company	153	$6,006.43	$39.26
8	Sam's Club*	23	$881.90	$38.34
9	Stop & Shop	212	$8,010.85	$37.79
10	Corrado's Family Affair	5	$185.60	$37.12
11	Whole Foods	66	$2,328.20	$35.28
12	Price Chopper	15	$471.00	$31.40
13	Hannaford	7	$217.20	$31.03
14	Giant Food (Super G)	3	$92.04	$30.68
15	Walmart (Neighborhood Market/SuperCenter)*	173	$5,299.60	$30.63
16	Sprouts	1	$29.90	$29.90
17	Big Y	16	$457.20	$28.58
18	McCaffrey's (Simply Fresh)	7	$184.60	$26.37
19	Trader Joe's	51	$1,217.00	$23.86
20	Redner's Markets	35	$793.10	$22.66

* Sales are extrapolated to include food, GM, HBC, floral, tobacco and pharmacy, as explained on page 92.

Source: *Food Trade News*, June 2020

TRADE CALENDAR

from page 20

ing "Spark Change: A Digital Product Discovery, Education and Connection Platform for 2020 and Beyond." For more information, go to www.expoeast.com/en/home.html.

Septemebr 29-30 * NEW DATE

Bozzuto's Merchandising Marketplace 2020 will be held at Foxwoods Resort Casino in Ledyard, CT. For more information, call Don Anthony 203-250-5651 or danthony@bozzutos.com.

September 30 • CANCELLED

The New Jersey Food Council will host its Good Government breakfast at Forsgate Country Club in Monroe Twp., NJ beginning at 8:30 a.m. For more information, call 609.392.8899 or go to www.njfoodcouncil.com.

October 15-17

At presstime on June 19, PMA plans to hold its Fresh Summit at the Kay Bailey Hutchison Convention Center in Dallas, TX. However, they continue to monitor the situation and will make a final announcement on the show's status on June 30. For more information, go to www.pma.com/events/freshsummit.

October 19 • NEW DATE

Food Industry Alliance (FIA) Jack Duffy Golf Classic. Scarsdale golf club, Hartsdale, NY. For more information contact 518-434-1900 or emai mdurant@fiany.com or laura@fiany.com

October 19-20 • CHANGED TO A VIRTUAL EVENT

The National Frozen & Refrigerated Foods convention will be conducted as a virtual event this year. For more information, call 717.657.8601 or go to nfraconvention.org.

October 27-28

PFMA will hold its fall legislative conference at Hershey Country Club in Hershey, PA. For more information, go to www.pfma.org.

October 28

Food Industry Alliance (FIA) Trade Expo & Gala. Glen Island Harbour Club, New Rochelle, NY. For more information contact 518-434-1900 or email - mdurant@fiany.com or laura@fiany.com

October 28 • CANCELLED

The New Jersey Food Council will host its annual loss prevention conference & exhibition at Forsgate Country Club in Monroe Twp., NJ beginning at 8:00 a.m. For more information, call 609.392.8899 or go to www.njfoodcouncil.com.

November 6

CIFI Person of the Year dinner, NY Botanical Gardens, Bronx, NY. For information contact Mike Lafiandra at mike.lafiandra@advantagesolutions.net or Bob Jordan at bob_jordan@cargill.com

If you would like to publish an event in our trade calendar, please send entries 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.

TAKING STOCK

from page 141

equity stake, which will represent more than 50 percent ownership in Utz Brands upon completion of the transaction.

The remaining ownership will be held by the public shareholders and sponsor of Collier Creek. In connection with the transaction, Collier Creek's sponsor and directors will invest approximately $35 million alongside public investors via a private placement pursuant to the forward purchase agreements entered into concurrent with Collier Creek's initial public offering. Collier Creek will become a Delaware corporation and the name of Collier Creek will be changed to Utz Brands, Inc.

Assuming no redemptions by the public shareholders of Collier Creek, the approximately $453 million in cash held in Collier Creek's trust account, together with the $35 million private placement, will be used to pay cash consideration to the current Utz owners, pay transaction expenses, and reduce the company's existing indebtedness to approximately 3.1x estimated 2020 pro forma adjusted EBITDA.

The transaction will be structured as an entity called an "Up-C" where the continuing Utz owners will retain common units of a partnership managed by Utz Brands and an equal number of non-economic voting shares in Utz Brands. Utz Brands will also enter into a customary tax receivable arrangement with continuing Utz owners, which will provide for the sharing of tax benefits relating to certain pre-combination tax attributes, as well as tax attributes generated by the transaction and any subsequent sales or exchanges by the continuing Utz owners of their equity interests, as those attributes are realized by Utz Brands.

Utz has been expanding rapidly over the past decade, acquiring other snack food companies as well as manufacturing plants and distribution centers. In 2009, the company was close to merging with rival Snyder's of Hanover (now Snyder's-Lance, a division of Campbell's). In October 2016, it sold a minority stake to private equity firm Metropoulos & Co to help with the acquisition of Golden Flake Foods, a large snack food manufacturer based in Birmingham, AL. Fifteen months later, Utz reacquired those shares.

This deal looks like a very good fit for Utz, with Lissette continuing as primary day-to-day leader and Deromedi, whose vast food industry experience, serving as a guiding hand as the company seeks further growth.

'Round The Trade

The Food Industry Association/FMI earlier this month released its annual *U.S. Grocery Shopper Trends* report, which extensively tracks consumer grocery shopping habits. Prepared by research firm The Hartman Group, the 2020 report provides a distinct picture of grocery shopping habits before the pandemic, attitude shifts that took place during COVID-19 and offers a glimpse of what might come next for the food industry. According to the report, prior to the pandemic, U.S. grocery shopper trends followed a familiar pattern. Weekly household trips to the grocery store remained high, at 2.7 trips per week, and shoppers continued to utilize several different channels and banners to meet their monthly grocery needs. In the early weeks of COVID-19, weekly trips to the grocery store by households increased to 3.6, while 40 percent of shoppers reported they were shopping fewer stores for their household grocery needs. In early 2020, 14.5 percent of grocery spending was online, a significant increase over the previous year. However, COVID-19 greatly accelerated the move to online grocery shopping with online spending doubling to 27.9 percent of all grocery spending during March and April. Many shoppers were new to online grocery shopping and were willing to break previous barriers, including 12 percent reporting purchasing fresh produce online for the first time. Nearly all families (87 percent) reported that eating together was important and the COVID-19 pandemic had only amplified this value. Some younger shoppers, particularly 48 percent of Gen Z and millennials, said they were eating healthier during the pandemic. Forty-one percent of shoppers surveyed noted they were cooking more, and 42 percent were minimizing trips to the store or using perishables before they spoil. Before the pandemic nearly all (90 percent) grocery shoppers reported dining out

TAKING STOCK continues on page 143

TAKING STOCK

from page 142

sometimes, but during March and April only 45 percent of shoppers reported utilizing restaurant delivery while 35 percent reported cooking at home six to seven days a week. "In looking toward the future, most consumers expect to return to their pre-pandemic levels of in-store grocery shopping and more than a fourth of consumers expect to be ordering more groceries online in the future," said Leslie Sarasin, president and CEO of FMI. "The food industry will continue to listen to consumers and let them guide us on how to best meet their changing household needs. Whatever comes next, we know the supply chain is tremendously resilient and that we can flex, pivot and accommodate the demands of the nation's grocery shoppers."…in other COVID-19-related new data, research organization Brick Meet Click (BMC) noted that online grocery sales for the month of May topped the previous high water mark set a month earlier. BMC said sales jumped 24 percent over April's revenue to reach $6.6 billion and that online orders also increased 18 percent to 73.5 million from the previous month. Additionally, the average "ring" in May was $90, a six percent gain from April's former record setting level. And trust me, it's not just Amazon/Whole Foods and Walmart dominating the online space; retailers whose average online revenue was at or below one percent of total sales have told me that digital-driven volume is now in the four to five percent range…Kroger and Ocado are enhancing their relationship and will build three more fulfillment centers in the Great Lakes, west and northwest regions. With Ocado-inspired fulfillment centers either operational or under construction in Frederick, MD; Groveland, FL; Atlanta; Dallas; Monroe, OH; and Pleasant Prairie, WI, Kroger is further advanced than any other supermarket retailer in offering an infrastructure – BOPIS, delivery through Instacart and Ocado - that will further enhance its e-commerce initiatives. And not surprisingly, Kroger posted very strong Q1 sales and earnings for the period ended May 23. Kroger's comp store revenue jumped 19 percent (excluding gas) and its profit grew 47.2 percent to $1.3 billion, both historic figures. Additionally, the Cincinnati-based merchant saw its digital sales zoom 92 percent. Those are certainly dynamic numbers, but as more retailers release their full financials for the March-April-May period, you're likely to see similar elevated sales and earnings. Another likelihood in future announcements will be the reluctance of retailers to provide financial guidance for the remainder of their fiscal years. At Kroger, CFO Gary Millerchip said: "The COVID-19 pandemic has dramatically changed the outlook for food retail in 2020 and we continue to monitor, evaluate and adjust our plans to address the impact to our business. There are still many unknown factors related to the long-time impact of COVID-19 that could influence our financial results for the remainder of 2020."…on June 13, Albertsons ended its $2 per hour "appreciation pay" to its store associates, making the chain one of the last retailers to end its bonus compensation programs (Stop & Shop and Target have extended until July 4). As at Kroger and several other chains that have already terminated their bonus payments, all store associates will receive a one-time final bonus…belated congratulations to Fred Brohm, most recently COO of McCaffrey's Food Markets, who recently retired. Fred cut his teeth with Kings Food Markets, where he spent 13 years rising to the position of executive VP and chief strategy officer, leaving in 2013 to join Jim McCaffrey and his perishables-driven retail organization. A no-nonsense, extremely intellectual executive, Fred was as knowledgeable as any industry executive when it came to fresh and prepared food. We wish him well in his future endeavors…I think most of us believe that removing/retiring the logos and graphic images on such products as Uncle Ben's (owner: Mars, Inc.), Aunt Jemima (owner: Quaker), Mrs. Butterworth's (owner: ConAgra) and Cream of Wheat (owner: B&G Foods) is long overdue. More recently, Eskimo Pie (owner: Fronteri) said it would change the name of its product and earlier Land O' Lakes redesigned the packaging on its cheese and butter products to longer feature the Native American woman with the feather in her hair. Is there more to come? And where do you draw the line between racist/ethnic slurring and harmless messaging? Do Lucky Charms offend the Irish? Or even leprechauns? How about Chef Boy Ar Dee (who was a real person)? Are Italians looking for a new name and image that might be perceived as less offensive? Is Chiquita's use of the banana lady seen as an affront to Latino women? I don't believe any-

TAKING STOCK continues on page 146

RULES & ANALYSIS

from page 92

cies to CVS. For the purposes of this study, we continue to tally both Target and CVS as separate entries in our store count totals although both banners operate from the same physical location.

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

And of course, as I do each year at this time, I want to give a special shout out to my retired partner and friend, Dick Bestany. Hard to believe we took a dream we first had in New England in 1978 and turned into something so fulfilling. Dick just turned 81 – that in itself is hard to fathom.

Our MVP again is Terri Maloney, who starts the engine on a detailed, and at times, exhausting task. Terri's been with us for 31 years and, with assistance from Beth Pripstein, is responsible for data collection (which involves hundreds of changes each year), IT through-put, pre-press coordination, proofreading and printer communication. It's a long, grinding process that she seems to relish in her role as editorial team leader.

And our pre-press and graphics team of Jenny Jones and her boss Matt Danielson at E-ink, who we have partnered with for more than 25 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 business that prioritizes customer service and quality. We salute John Dreisbach, Mike McBain and Tanya Erickson for their continued good work.

It seems like another lifetime ago when I began my career with *The Griffin Report* in New England in late 1973. I've always prided myself on being able to keep up with change by understanding the nuances of influential retailers and their leaders. It's no secret that by gaining face-to-face access with many great minds and interesting personalities, I've been able to stay in the game and hopefully remain relevant.

However, I must admit that the past four months have been unlike any other in my lifetime. Those involved in our business – at any level – deserve tremendous praise for their bravery and perseverance.

From purely a business perspective, it's a great time to be a retailer who sells food.

But, that, too, is bittersweet. The sickness and death are visceral – we all feel it. And the future is worrisome, with a possible second wave of COVID-19 ahead and scary unemployment levels to boot.

We'll get through this because I firmly believe that emotionally our grit and resiliency will prevail. And with the help of science and medical research (and public common sense), this pandemic won't bring us down.

To our readers – thanks for your loyalty. And to our advertisers – we deeply appreciate your continued support and friendship.

Stay Safe,

Jeff Metzger

Northeast Pennsylvania Supermarket Leaders:

Weis Remains Dominant In 12-County $2 Billion NE PA Market; C&S Adds Two New Stores

- Weis Share Impress At 35.6%
- C&S Indies Share Up To 16.4%
- Giant Adds New Pocono Manor Unit
- Population Still Declining
- Aldi Adds New Discount Store

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Weis Markets	36	$721.50	35.55%	35	$706.70	36.50%
2	C&S Independents	46	$332.03	16.36%	44	$310.79	16.05%
3	The Giant Company	9	$290.86	14.33%	8	$257.50	13.30%
4	Price Chopper	7	$187.10	9.22%	7	$184.60	9.54%
5	ShopRite (Price Rite)	5	$186.60	9.19%	5	$177.00	9.14%
6	Wegmans	3	$130.80	6.44%	3	$127.20	6.57%
7	Aldi	8	$62.30	3.07%	7	$51.60	2.67%
8	Boyer's Markets	4	$40.39	1.99%	4	$38.79	2.00%
9	Redner's Markets	2	$39.20	1.93%	2	$38.50	1.99%
10	IGA	5	$34.22	1.69%	6	$36.82	1.90%
		125	**$2,025.00**	**99.76%**	**121**	**$1,929.50**	**99.67%**

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

Total supermarket sales for the area are $2.0 billion.

Source: *Food Trade News*, June 2020

Northeast Pennsylvania Market Leaders:

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

- Alts. Share Dips Slightly To 37%
- Weis Dominant Vs. All Channels
- Giant Ups Share To 8.4%
- Mass Combined Share Is 15.8%
- Turkey Hill, Sheetz Top C-Stores

Rank	Company	2020 Stores	2020 Sales (in millions)	% of 2020 Market	2019 Stores	2019 Sales (in millions)	% of 2019 Market
1	Weis Markets	36	$721.50	20.83%	35	$706.70	21.02%
2	Walmart (SuperCenter)	14	$489.10	14.12%	14	$477.40	14.20%
3	C&S Independents	46	$332.03	9.59%	44	$310.79	9.25%
4	The Giant Company	9	$290.86	8.40%	8	$257.50	7.66%
5	CVS+	55	$245.30	7.08%	56	$244.70	7.28%
6	Price Chopper	7	$187.10	5.40%	7	$184.60	5.49%
7	ShopRite (Price Rite)	5	$186.60	5.39%	5	$177.00	5.27%
8	Rite Aid	43	$154.60	4.46%	45	$158.40	4.71%
9	Wegmans	3	$130.80	3.78%	3	$127.20	3.78%
10	Sam's Club	3	$112.60	3.25%	3	$109.20	3.25%
11	Turkey Hill	57	$91.10	2.63%	57	$87.40	2.60%
12	Sheetz	17	$69.00	1.99%	17	$67.00	1.99%
13	Aldi	8	$62.30	1.80%	7	$51.60	1.54%
14	Target	4	$56.40	1.63%	4	$55.00	1.64%
15	Boyer's Markets	4	$40.39	1.17%	4	$38.79	1.15%
16	Redner's Markets	2	$39.20	1.13%	2	$38.50	1.15%
17	IGA	5	$34.22	0.99%	6	$36.82	1.10%
18	Allegiance/Foodtown	5	$32.43	0.94%	6	$40.35	1.20%
19	Walgreens	6	$32.30	0.93%	6	$32.70	0.97%
20	BJ's Wholesale Club	1	$31.90	0.92%	1	$31.40	0.93%
		330	**$3,339.73**	**96.42%**	**330**	**$3,233.05**	**96.18%**

The chart above lists the top 20 retailers in the Northeast Pennsylvania area that sell groceries, HBC, general merchandise, drugs and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 92. Counties/cities included are: Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Sullivan, Union, Wayne and Wyoming in PA. Petroleum sales are not included. ( ) Indicates another banner used by the company. +Stand-alone CVS & in-Target pharmacies.

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

Source: *Food Trade News*, June 2020

Soup to Nutz

from page 4

EARLIER THIS MONTH, PHILABUNDANCE ORGANIZED A DRIVE-THROUGH DISTRIBUTION OF PERISHABLE products, including two gallons of milk, a loaf of bread and a box of produce, to 750 cars on a first-come, first-served basis. The drive-throughs were held each Friday in June from 9:00 a.m. to 1:00 p.m. at the Citizens Bank Park parking lot in Philadelphia. National Guard and Philadelphia Police assisted, along with Phillies personnel. These folks from Philabundance at the June 19 drive-through were (l-r) Jessica Wyckoff, Scott Smith, Emily Glick and Chris Luebbe.

five days and the results were stunning! During the month of June, Philabundance has hosted weekly drive-through emergency food distributions at Citizen's Bank Park with the help of the Phillies and the National Guard loading cars with about 35 pounds of perishables including fresh produce, milk and bread. This is all thanks to the USDA's Farmers to Families Food Box Program partners Balford Farms, Bimbo Bakeries and Seashore Fruit and Produce Co. The donation of food and money seems to be endless, but the need still exists. Burns Family Supermarket owner **Pat Burns** reached out to the leadership at Wakefern to help secure trailers full of vegetables and pasta to help local food banks and hunger relief agencies in local Philadelphia counties. Wakefern was able to procure the items and provided them at cost, and Burns' Fresh Grocers covered about 40 percent of that cost through a monetary donation. Pat said, "Our company has always been committed to ending food insecurity in our communities. Even though we sell food, we have to also be community partners with our local hunger relief agencies and local elected officials to work together to ensure that no one is left hungry. We are all in this together and we can all get through this together." Amen to that.

And, what is the store of the future going to look like? For one thing, location is so yesterday. With online sales up 92 percent, many have enjoyed this new option. More apps have been installed on my phone for online purchases in the past three months than should have been. And quite frankly, with all the new rules and regulations in brick and mortar stores, it is easier to order online for curbside pick-up or home delivery. The differences from retailer to retailer are mind boggling. At one store, they wipe down the entire checkout belt in between customers and you must wait to put your items on it until the cashier has completed the task. At another, they do nothing of the kind and couldn't care less if you are three feet from another person. And yet another, the moveable plexiglass barriers have been just that, moved out of the way. Self-checkout is the answer. There are still out of stocks, but the perimeter departments seem to be doing better than their center store counterparts. The store experience is dead, at least for now. Now it's more like doing a dreaded chore. Part of that store experience, the self-serve bars and food courts, are still sitting idly by but to be sure the entrepreneurial retailer minds are working to reconfigure that space into one that drives revenue. For example, the Wegmans in Warrington, PA has turned the self-serve Med Bar into a service bar complete with sneeze barriers. It also requires an employee to be there at all times. This experiment will be telling as retailers work on their new normal. Restaurants are open and many have moved dining options outdoors where available. I checked in with a friend in the foodservice distribution business. Sales are climbing daily but supply and delivery issues are keeping them from rebounding faster. As suspected, throw away menus are a real thing as are masked and gloved servers. All of this is a work in progress with updates to follow.

COVID-19 has forced many of our favorite golf outings, food shows and industry gatherings to be cancelled this year. The Mid Atlantic Food Trade Organization (MAFTO) has cancelled most of the year's events, but the scholarship program is not one of them. MAFTO president **Mark Phander** has announced that over the summer, the MAFTO scholarship committee will be reviewing eligible applications for the 2020 MAFTO scholarship. Since 2005, MAFTO has awarded more than $319,000 to MAFTO members' children and grandchildren and they are looking forward to continuing that tradition. Eligibility is as follows: you must be a member of MAFTO for one year or be a child/stepchild or grandchild of a qualified MAFTO member, so if you're not a member yet, sign yourself up. The student may receive this scholarship only once, repeat applications will be denied. The applicant must also be a full-time returning college student as a sophomore, junior or senior. First year college freshmen are not eligible to apply. For more information go to www.mafto.org/scholarship.php

The circle of life continues as industry veteran **Ron Stubin** passed away on June 6 at the age of 85 from complications due to Parkinson's disease. Ron grew up in Baltimore, MD and served in the Army Reserves. Ron worked in the food industry for his entire career, first for Food Fair and Pantry Pride and later, he ran Philadelphia Brokerage Co., which specialized in meat, for 25 years until he retired. He is survived by his wife of 63 years **Barbara** (nee Shreiar), his daughter **Norma (Gerald) Dworkin**, and sons **Avrohom (Shoshana) Stubin** and **Cary Stubin**. He will also be missed by his 10 grandchildren. A private graveside funeral was held. The family has requested that contributions in his memory be made to the Parkinson's Foundation.

Birthday shout outs for the fun in the sun month of June go to: **Bill Derbyshire**, Liberty Coca Cola; **Mark Tarzwell**, Mrs. T's; **Jim Burke Sr.**, Seafood America; **Doug Clemens**, Clemens Food Group; **Tom Morrison**, Integrity/ESM; **Nancy Rogers-Fluharty**, Pace Target Brokers; **Jeff Geiges**, retired from Acme Markets; **Ralph Nagle**, industry veteran; and **Terri Maloney** and **Jeff Metzger**, *Food Trade News/Food World*. Buon compleanno a tutti! Special birthday wishes to the Philadelphia Wholesale Produce Market which celebrates eight years of *still* being the largest indoor produce marketplace in the country!

Quote of the month: "Life isn't about being right. It's about being understanding, compassionate and kind towards one another, regardless of our differences." Leslie Dwight

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

TAKING STOCK

from page 143

body can fully answer all these questions, but at this particular time in history, anything that even appears slightly on the edge is likely headed for extinction or revision. Oh, and there's one more image (not food related) that has got to go. The Washington Redskins logo is a blatantly racist symbol that should have been buried decades ago. However, clueless owner Danny Snyder refuses to budge on the issue. I've got an idea: let's "retire" Snyder (the worst owner in sports who runs a team that's almost as ineffective as he is) and replace him with a newly designed stick of Land O'Lakes butter...earlier this month, Walmart had to postpone its annual shareholder meeting and show biz extravaganza which is usually held at the 19,000 seat Bud Walton arena in Fayetteville, AR. This year's version resulted in a 60-minute conference call in which chairman Greg Penner and CEO Doug McMillon addressed a wide range of issues including social justice, the effects of COVID-19 (more than 270,000 of the company's 1.5 million U.S. associates have taken coronavirus-related leave of the past three months) and the rapid increase in online buying... speaking of the Behemoth, Scott Neal, formerly a senior VP in Bentonville, has joined Sprouts as its new chief fresh merchandising officer where he reports to CEO Jack Sinclair, another former Walmart executive. As I've often said, this business seems to consist of the same 500 people who remain in the business by changing companies every few years...heard that Necco Wafers will soon be returning to store shelves after a two-year absence thanks to its current owner, Spangler Candy. But the real news story is "why?" Necco Wafers taste like chalk, its flavor varieties barely resemble what they claim, and most importantly, Necco Wafers are not candy. Nasty stuff that I wouldn't feed to my dog. And I don't even like my dog that much. ...it's been a crazy month here at Best-Met Publishing, but we have a few obituaries to report. One of the greatest (and most unsung) basketball players to ever represent Baltimore and Washington has passed on. I said Baltimore and Washington because Wes Unseld played for both the Baltimore Bullets and Washington Wizards during a 13-year NBA career, which ultimately led to a berth in the Basketball Hall of Fame. At 6' 7" and 245 pounds, Unseld was like an early-version of Charles Barkley, but without Barkley's offensive game. Height challenged, the Louisville native faced some of the league's greatest centers of all time - Wilt Chamberlain, Nate Thurmond and Kareem Abdul-Jabbar – and with his brute strength, savvy and basketball intelligence, he often neutralized those stars who almost always had more raw talent than Unseld. "You always wanted to make sure you got a good night's sleep before you played against him," said another Hall of Famer, former New York Knicks center Willis Reed, another Hall of Famer who squared off against Unseld more than 75 times (including some classics playoff duels). "He was most consciously a rebounder - he could shoot, but he didn't emphasize that part of his game - and felt that if he did his job right, by getting the defensive rebound and making the quick outlet pass, they would score quickly." A great team player, Wes Unseld was also extremely generous, contributing to many charitable and philanthropic causes, some of which involved the grocery business, where I found him to be accessible and humble. Sad to see him pass at only 74. Also leaving us was R&B singer Bobby Lewis, 95, who should have had a bigger career than he did. Possessed of a throaty, soulful voice, Lewis began his career in the early 1950s, had a few regional hits and then struck gold with "Tossin' and Turnin' in 1961. The high-energy tune was Billboard Magazine's number one song for seven weeks and has been covered by many other singers such as The Supremes, Dusty Springfield, Delbert McClinton and Philly native Bobby Rydell. Sadly, after finding his groove with that one great song, Lewis never again had a top 10 hit...sad to report the death of former Miami Dolphins running back, Jim Kiick. The native of Lincoln Park, NJ was a star halfback at the University of Wyoming and was chosen in the fifth-round of the 1968 NFL draft (his teammate Larry Csonka was the team's first-round pick that year). Under the coaching leadership of Don Shula (who also recently passed away) the three-headed running back group of Kiick, Csonka and "Mercury" Morris led the Dolphins to three Super Bowls (two wins) in the early 70s (including the perfect 17-0 season in 1972). Sadly, Kiick was only 73 and died from Alzheimer's disease, one of five Dolphins – Earl Morrall, Nick Buoniconti, Bill Stanfill and Bob Kuechenberg – who have passed away from neurological problems between the ages of 69 and 79...and finally, as we publish our signature issue of the year. I want to remind my many industry friends to be careful and cautious. COVID-19 remains a huge existential threat. Beyond the impact that it's already had on our lives, there are certain to be more challenges for most of us. Do the right thing; please stay safe.


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