Food Trade News

WWW.FOODTRADENEWS.COM

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TAKING STOCK

by Jeff Metzger

Retailers Pleased By Continuing Solid Sales; Wary Of Labor Shortages, Spiraling Inflation

I'll bet if I'd polled 50 retailers a year ago when the huge sales spikes created by pandemic-related fears had already abated a bit, almost all would have said that comp store revenue would decline to significant negative levels when looking 12 months forward.

However, that clearly hasn't been the case with almost all merchants. Certainly, comp store sales have continued to decrease each month since the panic-buying/hoarding peak of March and April 2020, but retailers in the supermarket, mass and club channels have all continued to post same store sales gains for the first five months of this year that were better than 2019 levels (the last year of normalcy).

See **TAKING STOCK** on page 6

Stop & Shop, CVS, TGC, Walmart Also Post Sizeable Revenue Gains

ShopRite Dominates $109.4B Market; COVID Creates Unprecedented Sales

A record year for sales in food retailing was sadly overshadowed by the global COVID-19 pandemic which to date has infected 33.5+ million Americans resulting in more than 600,000 deaths.

And while many thought that retail food sales would revert back to 2019 levels by now, that hasn't happened yet as many retailers have protected themselves from significant sales reductions by making their stores safer and more efficient to shop. They've also ramped up and refined their online platforms, where e-commerce sales typically doubled during the past 12 months.

During our market study measuring period which ran from April 1, 2020 to March 31, 2021 retailers generally experienced sales gains in the 12-14 percent range. And while this market study doesn't focus on earnings, virtually all retailers - particularly supermarkets, club stores and mass merchandisers - earned record level profits despite significantly higher expenses related to adding safety protections and protocols at their stores and rewarding their clerks and meatcutters with bonus pay.

What you'll see as you read the data in our annual market study is that retail food sales increased significantly. However, there was little share of market change in our key market-by-market analysis because most retailers were focused on keeping their in-stock conditions tolerable (during the first three months of the pandemic) and ensuring that the safety of their customers and associates was prioritized. Additionally, more than any other year since we began publishing our market study in 1979, the number of new store openings (which typically affects market share change) was at an all-time low.

Our annual retail market survey covers a 70-county territory ranging from Litchfield County, CT to Cape May County, NJ on a north-south plane and from New Haven County, CT to Franklin County, PA on an east-west plane. Here's a look the top 10 retailers in the $109.4 billion region.

For the 36th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage, Dearborn Market

See **MARKET STUDY** on page 126

SAKER SHOPRITES OPENED ITS NEWEST STORE JUNE 23, A 91,624 square foot replacement unit at Kings Commons in Middletown, NJ. Richard Saker (c), president and CEO of Saker ShopRites, is joined for the ribbon cutting by (l-r) Gerry Scharfenberger, New Jersey state assemblyman; Ryan Clarke, Middletown Township committeeman; Rick Hibell, deputy mayor of Middletown Township; and Patricia Snell, Middletown Township committeewoman.

Brian Cullen, Donald Kennedy Retire From Long Island Chain

King Kullen Names Joe Brown President, Bernie Kennedy EVP

Earlier this month, King Kullen veteran executive Joseph W. Brown was promoted to president and chief operating officer and Bernard P. Kennedy was named executive VP of the Hauppauge, NY regional grocery chain.

The announcement coincides with the retirements of Brian C. Cullen and J. Donald Kennedy as co-president and co-COO respectively. Both Cullen and Kennedy will continue to serve King Kullen as members of the board of directors and also remain on the executive committee of the retailer.

Brown, 63, began his career at

See **KING KULLEN** on page 154

July 12

Key Food will host a golf outing benefiting the Morris Levine and Key Food Stores Foundations at Pine Hollow CC in East Norwich, NY. For more information, call 848.202.3100.

July 13

Weis Markets will hold its annual charity golf outing at several area courses near the company's Sunbury, PA headquarters. For detail and to register online, go to www.weischaritygolf.com.

July 19

The Ahold Delhaize Family Foundation golf outing will be held on 12 area golf courses near the retailer's headquarters. Registration begins at 7:30 a.m., followed by a shotgun start at 9:00 a.m. This year's outing will end after golf and there will be no dinner/auction/raffle.

July 19

Krasdale Foods will host its charity golf outing at Glen Head Country Club in Glen Head, NY. For more information, contact Bridget Maloney at 914.697.5393 or bridgetm@alpha1marketing.com.

July 26

The New Jersey Food Council will hold its annual golf outing at Suburban Golf Club in Union, NJ. Shotgun starts will be at 8:00 a.m. and 1:00 p.m. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

July 27

Weaver's of Wellsville will hold its summer food show at the Red Lion Hotel in Harrisburg, PA. Lunch will be provided and no registration is required. For more information, call 717.432.4146 or email sethweaver@weaversofwellsville.com.

August 3-4

Bozzuto's will host its 2021 Merchandising Marketplace at Foxwoods Resort & Casino in Ledyard, CT. For more information, contact Pam Carstens at pcarstens@bozzutos.com.

August 5

Boyer's Food Markets will host the Harold S. Boyer Memorial Golf Outing at Mountain Valley Golf Course in Barnesville, PA with all proceeds benefiting local food banks. Registrations is at 8:30 a.m. followed by a shotgun start at 10:00 a.m. and dinner and awards at 3:30 p.m. For more information, email Dean Walker or Anthony Gigliotti at deanw@boyersfood.com or antgig@boyersfood.com, or call 570.366.1477.

August 9

Catholic Institute for the Food Industry (CIFI) will host its annual charity golf outing at The Engineers Club in Roslyn Harbor, NY. For more information email Jim Gorman at jgorman@esmferolie.com or call 201.949.2232.

August 25

Key Food will hold its fall food show at Nassau Veterans Memorial Coliseum in Uniondale, NY. For more information, call 848.202.3100.

August 30-31

The C&S Robesonia Food Show will be held at the Wyndham Garden in York, PA. More details and registration information to come.

September 2

Family Owned Markets will hold the 18th annual Heather "Kappesser" DiGuardi Memo-

See **TRADE CALENDAR** on page 20

Metro Beat

By Kevin Gallagher

Greetings everyone and welcome to the 2021 edition of the *Food Trade News* annual Market Study issue. While this issue is always an undertaking of gigantic proportions, this year's edition is certainly eye-opening for those who follow the supermarket industry. All you have to do is mix in a worldwide pandemic that lasts for more than 18 months, extreme and drastic shifts in purchasing habits, sourcing and significant supply issues, labor shortages, mandatory governmental shutdowns and restrictions…. do I have to go on???? After you go through the report, I'm sure you'll agree that this issue is the culmination of a truly monumental team effort. My teammates at Best-Met Publishing once again moved mountains to bring to you and the industry at large, this extensive and in-depth resource to the entire metro New York/New Jersey market, the Greater Philadelphia market and a good chunk of the Northeast U.S.

It offers a wealth of information during these turbulent times and can be beneficial for your business as you navigate through the food industry waters.

I want to personally thank all of the customers, distributors, vendors and our loyal advertisers for your part in assembling this wealth of information. We couldn't have done it without your assistance.

And just as important, the outstanding team here at Best-Met Publishing Company. Their collective expertise in organizing projects of this magnitude is unmatched. It starts with the our VP and editorial director **Terri Maloney**, director of sales and marketing/digital strategist **Karen Fernandez**, VP/general manager and my partner in crime **Maria Maggio** and our office manager and data accumulator extraordinaire **Beth Pripstein**. And finally our publisher and ultimate conductor and leader, **Jeff Metzger**, who puts it all together with a nice ribbon on it for all to enjoy! We hope you find this tool useful for your business.

Well, slowly but surely, more and more industry activities and events are happening in the real world and not just on Skype or Zoom. Key Food Stores added two new accounts to its portfolio of more than 330 stores when a Food Universe opened in New Brunswick, NJ and a Food Fair Fresh Market debuted in Da Bronx. The first to open was the Food Universe located at 20 Elizabeth Street. The new owner is **Manny Reyes**, who acquired the store from the Estevez family that had operated it as a Foodtown. Manny worked for the Estevezes for many years and decided to make a go of it on his own. He put the 20,000 square foot store under a tremendous renovation, moving departments around the perimeter and adding new meat and seafood departments, larger produce and bakery departments, and a huge international section that offers his customers a variety of items from around the world.

"Manny Reyes has worked incredibly hard to bring this beautiful store to the New Brunswick community," says VP-of customer development for Key Food **Rich French**. "Customers are goingto be thrilled with everything Food Universe has to offer. "

New store décor and signage really brighten up the establishment. Truly making it a family affair, Manny's wife **Kiury** has taken a leave from her position as a medical doctor to help get the store up and running. "We are so thankful for the community's ongoing support," says **Reyes**. "We're excited to give back to New Brunswick by bringing a new grocery option to the area and providing new job opportunities." Good luck to the Reyes family!

The second Key Food opening occurred in the Bronx as Food Fair Fresh Market opened at 2467 Jerome Avenue. At 15,000 square feet, the new store replaces a Morton Williams store and underwent a million dollar renovation. It will have a huge bakery section with a variety of Mexican cakes, specialty bread, pastries and more all baked on the premises. Customers will enjoy fresh options from the salad bar, juice bar and hot food bar for convenient meal solutions. The seafood counter offers an abundance of fresh lobster, crab, and other fish, as well as frozen alternatives. The meat department has a butcher counter for customers to purchase custom cuts of fresh meat. In the deli department, shoppers will find a full line of Boars Head products, as well as prepared salads and catering options. Across departments, the store boasts a wide selection of international items from Africa, Peru, Ecuador, Mexico, and more, in addition to a variety of vegan alternatives. The produce section offers organic fruits and vegetables, as well as both local and international items.

"Over the last two years, I've put in a tremendous amount of time and energy with my co-owner **Marvin DeLaCruz**, to completely renovate this store," says co-owner **Kent Tavera**. "We're determined to cater to all of the ethnicities of our diverse customers and create a grocery destination where they can findeverything they're looking for all under one roof."

"Store owners Kent and Marvin have worked so hard to bring a really unique store to this area," says **French**. "We're all very excited about how their vision came to life and to see how much the customers are sure to love it. " This is Kent Tavera's eight store overall. He has five in the New York/New Jersey metro area and three in Florida.

The New Jersey Food Council (NJFC) recently announced its 2021 scholarship winners in a program that started 10 years ago and has grown from three scholarships to 21 totaling $62,000. This year's winners are: NJFC Scholarships - **Miriam Nicole Ayala Bonilla**, ShopRite of Elizabeth, Kean University; **Zachary Dougherty**, Saker ShopRite, Monmouth University; **Sarah Drongoski**, Somers Point ShopRite, Atlantic Cape Community College; **Tamara Farrow**, Wawa, Stockton University; **Lina Maria Larrotta Moya**, ShopRite of Elizabeth, Kean University; **Matthew Villapiano**, Wakefern Food Corporation, Stevens Institute of Technology; Acme Markets Scholarship - **Samantha Taylor**, Acme Markets, Rutgers University; CBA Industries Scholarships - **Haley Fasano**, CBA Industries, Marist College, and **Alexander Hodanovich**, CBA Industries, Bergen Community College; Cuellar Family ShopRites Scholarship - **Tatiana Carolina Guzman**, Cuellar Family ShopRites, Hudson County Community College; Lawrence R. Inserra Memorial Scholarship - **Matthew Pluzsik**, Inserra Supermarkets, Ramapo College; Raymond J. Maniaci Scholarship – **Kelly Camperson**, St. Joseph's University; QuickChek Corp. Scholarship – **Anijah Missouri Franklin**, QuickChek, Howard University; Grace Scaduto Memorial Scholarship – **Selene Ramirez**, Food Circus Supermarkets, Brookdale Community College; Wawa Education Scholarships - **Maxwell Goldman**, Wawa, Stockton University, and **Emily Morton**, Wawa, Moore College of Art & Design; Whole Foods Market Scholarships **Justin Baraona**, Columbia University, **Evgenii Ignatov**, CUNY, **Erin O'Connor**, William Paterson University, and **Ndey Touray**, CUNY. And, the inaugural Robert Powell Memorial Scholarship went to **Connor Aleksandrowicz**, Allegiance Retail Services, Rutgers Uni-

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TAKING STOCK

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A clearer view will become more visible over the next six months when children return to actual classrooms and restaurants continue to build on recent sales and traffic momentum. Those two factors will surely create a dip in retail food revenue both with in-store visits and online ordering from the levels we've seen over the past year.

What's becoming more ambiguous, however, is how much the labor shortage will continue to impact the grocery business as well as the restaurant business. Simply stated, the labor pool is the worst it's been in three decades and even if retailers can find available people to hire, many of them aren't particularly good or loyal, which could lead to significant turnover. Several merchants told me they hope that once the federal unemployment insurance subsidy (American Rescue Plan) expires on September 30, more potential job seekers will re-enter the labor pool. However, what that percentage may be is anybody's guess at this point. Another factor, and one that is more predictable, is the number of people who have permanently left jobs such as store clerk or waitress during the pandemic in order to seek careers that are more stable and lucrative.

And then there's inflation, which is rising monthly to near record levels. One retailer told me that he considered putting no meat items (except hot dogs) in his company's July 4 ad, due to skyrocketing wholesale costs. "Should I feature sirloin steaks at $8.99 a pound just to lose a little money or will that 'feature' price alone insult our customers?" He ultimately decided to include the steaks in his company's ad.

It's not just meat that's seen soaring prices over the past two months. Commodity costs for corn, wheat and soybeans are also escalating. And it's even worse with packaging – corrugated and plastics in particular - and suppliers tell us that by early Q4 consumers will see prices that they haven't experienced before.

One senior VP-sales for a large CPG supplier said, "When all these price increases are woven into the system and ultimately passed along, it's going to have a profound effect on a lot of Americans. You can start at the farm, move to the manufacturing plants and ultimately to the stores' shelves - everything is going to cost more. A lot more. Even basic supply chain issues from finding enough labor to

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2021 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.

This map shows the area included in the study. Several retailers included in this study also operate stores outside of this area. Data on the stores outside of our 70-county geography are not part of this study. In 10 of the counties in this study – Atlantic, NJ; Cape May, NJ; Monmouth, NJ; Ocean, NJ; Cumberland, PA; Lancaster, PA; Monroe, PA; Wayne, PA; Orange, NY; and Suffolk, NY – combined retail sales exceed the volume for those counties.

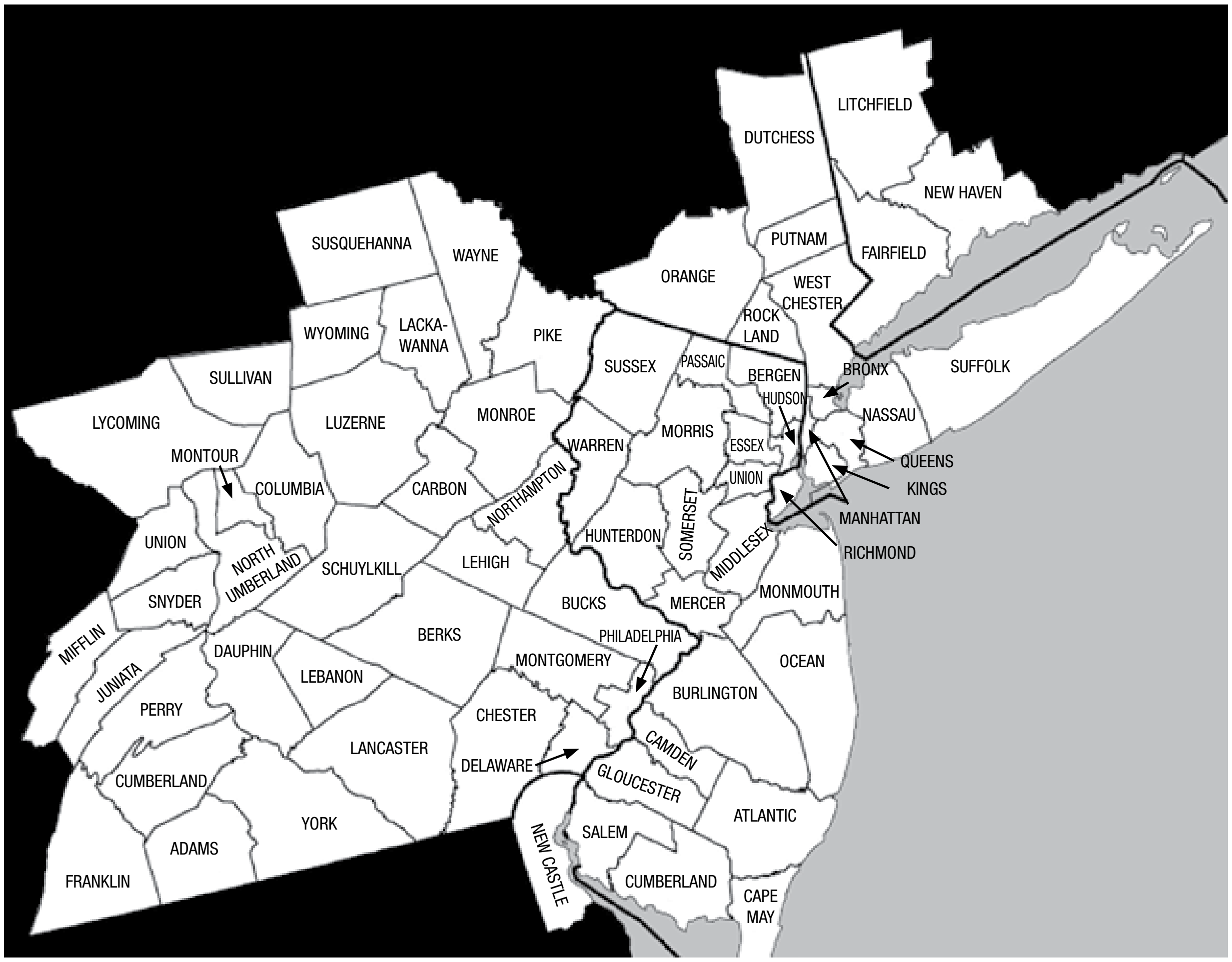
There is an explanation for this: the term is called leakage and simply means that consumers in other counties or cities actually "spill in" and shop in supermarkets, club stores, drug stores, c-stores and units operated by mass merchants in these more densely populated adjacent jurisdictions. Remember,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

Leakage, or "county-hopping," can result from a sparsity of stores in one county causing consumers to shop in a bordering county where food retailing opportunities are more available, creating a build-up of food sales in those areas. High volume retailers such as Walmart, Costco and Wegmans which operate stores in the 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. Although total food and drug sales at those traditional resort-oriented counties still exceeded 100 percent of per capita sales, revenue decreased from previous years due to COVID-19 related lockdowns and restrictions.

Another example of leakage occurred in Orange County, NY. Over the past 12 months, BJ's opened a new club store triggering sales from residents outside the middle-sized county located in the Hudson Valley of the Empire State.

The sales tailwinds created by the pandemic triggered a significant increase in business for almost every retailer in this market study. Sales in the month of March 2021 alone created an unprecedented amount of "county-hopping." Obviously, denizens who lived in a particular county not only spent more money at their local grocery stores in their home counties, but they also purchased grocery and HBC items from stores in adjacent counties, especially during the early stockpiling period.



Why are some percentages lower than others?

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

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.

Advantage Group International recently announced the appointment of **Richard Cunningham** to the role of managing director, USA. Cunningham joins the global organization, headquartered in Canada, leaders in business-to-business engagement.

Cunningham brings more than 30 years of experience in CPG, having held leadership roles at Coca-Cola, Utz Quality Foods and Wise Foods. Throughout his career, he has been instrumental in revitalizing brands by building relationships and trust with retailers to increase customer retention and brand relevance. Cunningham has spearheaded the development, communication and implementation of effective sales growth strategies and category management for food and beverages to align with retailer goals.

"Richard has a long track record of driving business performance and leading transformational teams because he understands the importance of working collaboratively to build better relationships," said John McLoughlin, CEO, Advantage Group International. "He will be instrumental in our commitment to strengthen our U.S. business while continuing to engage and deliver unparalleled service to our existing clients."

Richard Cunningham

Terry Wallace

Dana Kelly

Cunningham will be responsible for enacting the vision of establishing the U.S. as a flagship market for Advantage Group, realizing the business's full potential by generating consequential outcomes for suppliers and retailers. His immediate focus will be leveraging his extensive retail network to drive retailer engagement alongside the existing USA team.

Weis Markets recently announced the promotion of **Terry Wallace** to VP-supply chain and logistics.

In this position, Wallace oversees all aspects of the company's supply chain and distribution activities at its 1.3 million-square-foot distribution center in Milton, PA. He reports to Kurt Schertle, chief operating officer.

Prior to his promotion, Wallace was director of procurement. During his 21-year Weis Markets career, he has worked in increasingly senior distribution and procurement positions.

JOH announced that **Dana Kelly** has joined its team as an account executive.

With more than 10 years of experience growing client businesses inside CVS and other top retailers, Kelly has a wealth of in-depth industry knowledge and strategic expertise. She has a track record of significantly increasing business for her clients and customers year after year.

"We are thrilled to welcome Dana to our team," said Kevin

See **PEOPLE** on page 158

DIRECTORY OF RETAILERS

This directory includes retailers that operate stores in the Food Trade News market, which essentially 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. Annual sales and store counts included are only for this 70-county geographic area.

Adams Fairacre Farms
765 Dutchess Tnpk.
Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
FTN Area Stores: 3
FTN Area Vol.: $46.6 million

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

Ahold Delhaize
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.-RFBS: Roger Wheeler
Pres.-Peapod Digital Labs: JJ Fleeman

Albertsons Mid-Atlantic Division
75 Valley Stream Pkwy.
Malvern, PA 19355
Phone: (610) 889-4000
Web: acmemarkets.com
Pres.: Jim Perkins
SVP-Merch./Marketing: Tom Lofland
SVP-Ops.: Bill Crosby
VP-Merch./Mktg./GM-Kings/Balducci's: Jim Thatcher
VPs-Ops.: Brad Spooner, Donovan Ford,Rena Shiles, Tom McNerney
VP-HR: Monique Lanaux
Dir.-Ops: Mike Styer
DMs-Acme: Bud Corry, Chris Sanchez, Brendan Murphy, Kevin Reger, Kristan Lewis, Johnathon Simmons, Matt Juhring, Sue Voelker
GMs-S-way: Brian Caudle, Jonathan Cruz, Theresa Farello, Ed Tippett, Phil White, Lori Valenzuela
DM-Kings: Emilio Romeo
DM-Balducci's: Frank Cardosa
DM-Special Projects: Joe Hultz
Dir.-Merch.: Jay Habben-Kings/Balducci's
Sales Mgrs.-Own Brands: Anne Marie Mozzone-Acme/S-way, Mitchell Cohen-Kings/Balducci's
Sales Mgr.-Grocery: Pat Hildebrand-Acme/S-way, Antonio Acosta-Kings/ Balducci's
Sales Mgr.-GM/HHB: Kamal Persad-Acme/S-way
Sales Mgr.-Liquor: Tim Ley-Acme/S-way, John Coleman-Kings/Balducci's
Sales Mgr.-Produce: Ricardo Dimarzio-Acme/S-way, Joe Lerario-King/Balducci's
Sales Mgr.-Meat: Mike Salisbury-Acme/S-way
Sales Mgr.-Seafood: Charlie Bell-Acme/ S-way, Richard Michener-Kings/Balducci's
Sales Mgr.-Bakery: Christine Hixon-Acme/S-way, Michele Tuscano-Kings/ Balducci's
Sales Mgr.-Deli: Angie Marshall, Acme/ Sway,
Matthew Nangle, Kings/Balducci's
Sales Mgr.-Floral: Katie Vasquez-Acme/S-way, Michelle Edwards-Kings/Balducci's
Sr. Dir.-Catering: Jennifer Fouts-Kings/ Balducci's
Dir.-Marketing: Sherry Caldwell
Sr. Dir.-Finance: Randy Weist
Dir.-Loss Prevention: Randy Conway
Dir.-Construction: Shawn Dekker
Dir.-Customer Service: Marianne Nice-Trionfo
Dir.-Pharmacy: Amir Masood-Safeway, Janis Levit-Acme
Dir-HR: Sloan Nichols
Dir-Labor Rel.: Joan Williams
Dir.-Food Safety: James Walden
Dir-E-Commerce: Alicia Bell-Acme, Betsy Gavigan-Safeway
Corporate offices:
250 Parkcenter Blvd.
Boise, ID 83706
Phone: (208) 395-6200
Pres./CEO: Vivek Sankaran
Web: Albertsons.com
Primary Supplier: Direct
FTN Stores: 179 (Includes Acme, Balducci's, Kings Food Markets, Safeway)
FTN Vol.: $4.7 billion

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

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From page 12

FTN Stores: 155
FTN Vol.: $1.34 billion

Allegiance Retail Services, LLC
Foodtown
485 US Highway 1 South
Building D/Suite 420
Iselin, NJ 08830
Phone: (732) 596-6000
Web: allegianceretailservices.com
Chmn/CEO: Daniel Katz
Pres./COO: John Derderian
VP-Store Ops.: Dean Holmquist
VP-Center Store: Michael Conese
VP/CMO: Donna Zambo
VP/CFO.: Joe Fantozzi
Dir.-Deli: Steve Hungerbuhler
Sr. Dir.-MIS: Sherry Toy
Sr. Dir.-DSD & Pricing: Jeff Spector
VP-Perishables: Samer Rahman
Dir.-Produce/Floral: Kelly Davis
Dir.-Dairy/Frozen: Jeff Kluck
Sr. Dir.-Merch.: Daniel Dinkowitz
Dir.-Grocery: John Aleksandrowicz
Dir.-Advertising/Mktg.: Suzanne Cecchi
FTN Area Stores: 111
(Includes D'Agostino's, Gristedes)
FTN Area Vol.: $ 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.

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

America's Food Basket
1979 Marcus Ave., Ste. 216
New Hyde Park, NY 11042
Phone: (516) 502-2509
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Primary Supplier: UNFI
FTN Area Stores: 35 (Includes Ideal, Golden Mango, NSA)
FTN Area Vol.: $184.4 million

Associated Stores Group
99 Seaview Blvd.
Port Washington, NY 11050
Phone: (516) 256-3100
Web: shopassociated.com
Co-CEO/Co-Pres.: Joe Garcia
Co-CEO/Co-Pres: Zulema Wiscovitch
Primary Supplier:
C&S Wholesale Grocers
FTN Stores: 213
FTN Vol.: $1.9 billion
*This is the advertising and marketing arm that serves a group of independent retailers including such banners as Associated, Met and Pioneer.

Big Y
2145 Roosevelt Ave.
P.O. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
CEO/Pres.: Charles L. D'Amour
COO/VP-Sales/Merch.: Mike D'Amour
VP: Real Estate: Mathieu L. D'Amour
Primary Supplier: Bozzuto's
FTN Area Stores: 16
FTN Area Vol.: $477.5 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.: $194.8 million

C&S Independents
336 East Penn Ave.
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
Primary Supplier:

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TAKING STOCK

from page 6

work in plants and warehouses to the shrinking number of truck drivers will play a role in driving up prices."

It's going to be a lot more difficult for companies not to swallow some of these stiff increases than in the past – which means there will be a lot of direct "pass alongs" to the consumer. And coupled with price hikes will come product shortages with manufacturers struggling to find raw materials and some items already being placed on allocation.

Still, retailers will adjust as they have in the past. And while there are a lot of unknowns that lie ahead, retailers feel pretty good about their current situation. Business is still good to very good and many have benefited from the lessons of the pandemic and learned to improve their e-commerce games over the past 15 months, making their long-term omnichannel outlook positive.

And while most merchants don't want to dwell in the past, retailers (supplier and wholesalers, too) deserve a huge shout-out for their courageous and selfless efforts during the worst health crisis in a century.

As I've done for the previous 43 years, here's my take on the highest sales producers in the 70-county marketing area that *Food Trade News* covers.

ShopRite – The good news: ShopRite and its ancillary retail banners maintained their solid numero uno status in the entire region including the two largest markets in the 70-county area - Metro New York and the Delaware Valley. The mixed news was that we're seeing small chinks in the company's armor. Out-of-stock performance during the height of the pandemic was in the bottom half of the retailers we checked. And the company's second wave of new Manhattan stores (Fairway Markets) in the past two years (Gourmet Garage was acquired in 2019) has proven disappointing thus far. Additionally, parent company Wakefern's discount Price Rite division is struggling in certain areas (it is reportedly looking to potentially sell its four remaining stores in the Old Line State). Clearly, ShopRite needs to modernize some parts of its game; then again, it's tough to be too critical of an organization that features many million dollar a week stores and whose membership is comprised of some of the best independent retailers in the country.

Stop & Shop (New York Metro Div.) – One of the best years for the largest Ahold Delhaize USA brand in the past 20. Like almost every retailer, Stoppie was helped by the sales momentum of COVID-19. But there were other changes made that also paid dividends - some visible and some behind the scenes. The completion of a major remodeling program for its 51 Long Island stores helped further extend the retailer's solid lead in Nassau and Suffolk counties. But it's the work of ADUSA veteran Gordon Reid that's making a difference, too. The Scotsman took the helm in Quincy, MA in July 2019 (coming over from sister brand Giant Food) and has worked feverishly to make key personnel changes and improve what many in the industry thought was an inbred, semi-immovable culture. That's clearly changing; it's a big ship to move and progress on that scale comes in small increments but Stop & Shop is improving.

The Giant Company (TGC) – Another stellar year for the Carlisle-based ADUSA brand which really benefited from its advanced e-commerce metrics and the addition of three more stores this year including its first supermarket in Center City Philadelphia (Riverwalk). The city of Philadelphia expansion also includes three more large supermarkets in Center City as well as two additional Heirloom Market specialty stores, and another Philly unit on Cottman Avenue in "the Northeast." TGC is also building a large new e-commerce fulfillment center on Island Avenue in Philadelphia that is expected to open in Q4. TGC has assumed share of market leadership in the 8-county "Greater Philly Market" and is looking to build on that lead with its expansion effort.

Walmart – You'd think a company with the scale and clout of Walmart would have done a better job of avoiding the gaping "shelf holes" we witnessed during the first two months of the pandemic, but whether it was a supply chain issue or a labor problem, Walmart clearly missed some opportunities. Overall, it was still

TAKING STOCK continues on page 76

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C&S Wholesale Grocers
FTN Stores: 197
FTN Vol.: $807.5 million
*C&S Independents are comprised of the independent supermarkets serviced by C&S Wholesale Grocers and supplied from its Robesonia, PA *FTN* 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 Area Stores: 3
FTN Area Vol.: $62.9 million

Corrado's Market
1578 Main Ave.
Clifton, NJ 07011
Phone: (973) 340-0628
Web: corradosmarket.com
Contact: James Corrado
Primary Supplier: Direct
FTN Area Stores: 5
FTN Area Vol.: $201.6 million

Family Owned Markets
76 W. Frederick St.
Millersville, PA 17551
Phone: (717) 584-3537
Web: familyownedmarkets.com
Dir.-Marketing: Jim Kidwell
Primary Supplier: MDI
FTN Stores: 8
FTN Vol.: $153.6 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 and Yoder's Country Market.

Fine Fare Supermarkets
2330 1st Ave.
New York, NY 10035
Phone: (212) 410-1640
Web: finefaresupermarkets.com
FTN Area Area stores: 61
FTN Area Area Vol.: $386.3 million
Individual store owners are supplied by General Trading.

Food Bazaar
Div. of Bogopa Service Corp.
650 Fountain Ave.
Brooklyn, NY 11208
Phone: (718) 346-6500
Fax: (718) 228-4013
Web: myfoodbazaar.com
Pres.: Francis An
EVP: Edward Suh
Primary Supplier: Bozzuto's
FTN Area Stores: 30
FTN Area Vol.: $254.7 million

Food Lion
Div. of Ahold Delhaize USA
2110 Executive Dr.
P.O. Box 1330
Salisbury, NC 28145
Phone: (704) 633-8250
Web: foodlion.com
Pres: Meg Ham
Primary Supplier: Direct
FTN Stores: 9
FTN Vol.: $78.2 million

The Fresh Market
300 N. Greene St., Ste. 1100
Greensboro, NC 27401
Phone: (336) 272-1338
Web: thefreshmarket.com
Pres./CEO: Jason Potter
CFO: Oded Shein
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: $141.5 million

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-Ops.: Irfan Badabinga
SVP-Merch.: Tonya Herring
VP-Mktg.: Dyani Hanrahan
VP-Finance: Tony Matala
VP-HR: Robin Anderson
VP-Cat. Mgmt.-Fresh Foods: Richard Manzi
VP-Cat. Mgmt.-Non-Perishable: Diane Couchman
Dir.-Fresh Field Merch.: Cindy Volk
Dir.-Pharmacy: Paul Zvaleny
Dir.-Deli/Bakery: David Grove
Dir.-Produce/Floral: Rob Nickels
Dir.-Meat/Seafood: Bill Campbell
Dir.-Non-Perish. Field Merch.: Gregory Bibbs
Dir.-Center Store Field Merch.: Cipriano Andrade
Dir.-Edible Groc./Dairy/Frozen: Monica Simmons-Dolce
Dir.-Nonfood: Daniel Wigginton
Dir.-Merch. Planning: Frank Gallagher
Dir.-Pricing & Promotion: Erik Weenink

See **DIRECTORY** on page 32

TRADE CALENDAR

from page 2

rial Charity Golf Outing at Foxchase Golf Club in Stevens, PA. registration opens at 11:15 a.m. and the shotgun start is at 12:45 p.m., followed by dinner, prizes and raffles. For more information, contact Jim Kidwell at 717.583.3537 or jim.kidwell@familyownedmarkets.com.

September 9

The New Jersey Food Council will hold its trade relations conference at Hard Rock Hotel Casino in Atlantic City, NJ from 3:00-6:00 p.m. Honoree will be Gary Capozzi of Pepsico. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

September 9

Marcum will host its Food and Beverage Summit at Convene Conference Center in New York City. For more information, contact Flo Federman at flo.federman@marcumllc.com.

September 10

The New Jersey Food Council will hold its Curtain Closer golf outing at Seaview Golf Course in Galloway, NJ. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

September 15

Redner's Markets will host its annual GWR Memorial golf outing on several courses near its home office in Reading, PA. 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

September 19-21

The NGA Show will be held, in-person, at the recently renovated Paris Hotel and Casino in Las Vegas. For more information, go to at www.thengashow.com.

September 21

The Eastern Produce Council will host a dinner at MetLife Stadium in East Ruthordford, NJ sponsored by the Idaho Potato Commission and Litehouse Foods. Cocktails begin at 7:00 p.m. followed by a BBQ at 7:00 p.m. To register, go to easternproducecouncil.com/event-calendar.php.

September 23-25

Expo East will be held in Philadelphia. For more information, go to www.expoeast.com/en/events-education.html.

September 27-29

The Summer Fancy Food Show will be held at the Jacob Javits Center in New York City. For more information, go to www.specialtyfood.com/shows-events/summer-fancy-food-show/.

October 2

The Eastern Produce Council will host the 7th annual Joe De Lorenzo Family Apple Picking at Melick's Town Farm in Oldwick, NJ from 10:00 a.m. to noon. To register, go to easternproducecouncil.com/event-calendar.php.

October 6

The New Jersey Food Council will host its Good Government Breakfast at Forsgate Country Club in Monroe, NJ beginning at 8:30 a.m. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

October 28-30

The PMA show will be held in New Orleans. For more information, go to www.pma.com/events/freshsummitexhibitors/service-kit/future-events.

November 3

The New Jersey Food Council will host its loss prevention conference and exhibition at Forsgate Country Club in Monroe Twp., NJ beginning at 8:00 a.m. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

November 6

The 37th annual Children's Cancer Foundation gala will be held at Martin's Crosswinds in Greenbelt, MD. For more information, go to www.childrenscancerfoundation.org.

December 1-3

The NGA Show: Southeast Summit, an intimate hosted buyer/vendor gathering to address the evolving needs of grocers, will be held at the Hyatt Regency in Orlando. For more information, go to www.thengashow.com/press-release-new-nga-2021-dates.

See **TRADE CALENDAR** on page 137

FOOD TRADE NEWS MARKET STUDY: RULES & ANALYSIS

Unprecedented. That's the only word that comes to mind when describing the last 12 months. Reacting to the worst pandemic in more than a century, food retailers (wholesalers, distributors and manufacturers, too) showed tremendous courage and resilience as they tried to keep their shelves filled and their associates and customers safe.

The expense load to upgrade safety and health protocols was very costly, but the need for chains and independents to act as first responders to provide necessary essentials also paid off in consistent sales increases during our 12-month measuring period that began on April 1, 2020.

In virtually any other scenario, retailers would have been celebrating annual comp store revenue gains of 10-20 percent, but that certainly wasn't the case over the past year. Retail food leaders in all the channels we cover – supermarkets, club stores, mass merchants, drug chains and c-stores – were certainly grateful for the sales lift, but of the more than 40 executives I talked to during the course of the year, none saw the past 15 months as a reason to celebrate. They primarily saw their roles as being public servants – trying to assure and offer confidence that they were the most important component in providing consumers with their food supply. That trickled down to the millions of store associates who risked their health and welfare by working long hours on the front line while COVID-19 raged. And also a tip of the hat to the vendors who diligently kept their plants running and, in many cases, shifted their product lines to produce the items that customers most needed and wanted.

This was by far the most difficult market study we've produced since we originated the concept in 1979. The one consistent trend was that on a month-to-month sales comparison for the previous year's 12-month period, sales were up every month except in March 2021. That made data analysis even trickier because there was so much volume during the course of the year, especially in April and May 2020 when retailers were reporting sales jumps of 60-100 percent (and for most retailers the increases would have been even greater if they could have kept service levels above 85 percent).

The average annual gain for retailers in this survey was in the 12-14 percent range. But even those volume gains oscillated during the year when comparing one retailer against another - even within their own class of trade.

For example, Wegmans, which had a fine year overall, could have had a better campaign if it had been able to keep its multiple service bars, restaurants/taverns and other related prepared food areas open or operating fully. Health concerns certainly forced the uber-chain to opt out, creating lost sales opportunities in some of its most popular and differentiated areas.

Conversely, discount retailer Aldi enjoyed a very strong year capitalizing on strong in-store service levels (helped by operating its own distribution network) and providing the necessary "essentials" that consumers needed. Aldi and other small-box operators also benefited from a short, relatively easy shopping experience which consumers generally desired especially during the early stages of the pandemic.

In terms of which channels made the most sales progress during the past year, mass merchandisers led the pack, followed closely by supermarkets and club stores. Drug chains were noticeably lower (about 5 percent) and convenience stores were a notch lower than that.

As we are exiting the worst health crisis since the "Spanish Flu" Pandemic in 1918-1920, there are permanent emotional impressions that are branded on us forever. Stores will maintain many of the safety measures that were put in place at the start of COVID-19. Additionally, we've already seen significant merchandising shifts, where retailers (and in many cases, suppliers) will focus on their best-selling products. Not that line extensions and frivolous "new" items won't be offered, they just won't be offered as frequently which is something that should have happened a decade ago when the new product failure rate was already 90 percent. And from a pure "inside baseball" perspective, the shift in product balance has already begun to impact plan-o-grams and trade funding (the growth of private labels is a factor in this product gerrymandering, too).

Perhaps the biggest change that's now become permanent is the growth of e-commerce. In a bizarre way, retailers who preached their desire to become more omnichannel oriented have seen that flower bloom over the past year.

Almost every retailer in all channels helped grow their overall revenue due to utilization of their e-commerce platforms. Most merchants estimated their digital business doubled during the pandemic with sales still holding steady. Whether you have a deeply developed network like Walmart or Whole Foods (Amazon.com) and to a lesser degree Target and Ahold Delhaize USA, or your e-commerce link is simply ordering from a retailer's website and having Instacart make the last mile home delivery, e-commerce has thrived. And even those retailers that have not built or acquired extensive digital networks have also grown sales noticeably by adding a relatively simple bolt-on – curbside pickup.

So, for those of you are wondering which player is not part of this market study - the biggest non-participant is amazon.com. While we do include sales and store data from Whole Foods' physical stores and next year we will include revenue and market share info from Amazon Fresh – which opened its first East Coast store late last month and could have more than a half-dozen sites open by this time next year, grocery and HBC/GM revenue from pure amazon.com grocery are not included because we don't feel we can get accurate data to publish their sales. We have talked to more than a dozen industry experts - syndicators, consultants, retail competitors and even a couple of former amazon.com associates - but getting an accurate handle on how many grocery dollar sales "Godzilla" amassed in Bergen County, NJ is simply not doable at this point, but we'll keep trying. For what it's worth, many of those industry experts said they believe that amazon.com now commands approximately a 3 percent market share nationally for grocery and HBC/GM sales.

We have, however, included e-commerce revenue for about 98 percent of the retailers (in all channels) in this edition. That's because virtually all sales are still assembled at store level (or a related fulfillment center connected to a store). Whether it's an Instacart or Shipt delivery or a curbside pickup order, that individual store still serves as the "collection point" to pull product and assemble individual orders. The exception would be those fulfillment centers not connected to a particular store such as Kroger orders that are assembled at an Ocado warehouse (which don't yet exist in the *FTN* marketing area) or Ahold Delhaize USA's Fresh Direct business which it acquired earlier this year (however, The Giant Company's "dark" store in Lancaster, PA is included because customers can pick up their products at the fulfillment center).

We'd like to thank the many retailers who worked with us even more closely this year in attaining precise data – our goal has always been the most accurate sales and market share research available. We owe the retailers a lot.

As we've done since 1979, let's review the key individual markets in our 70-county region and and assess and analyze what's occurred over the past year. One last thing to note: while sales have increased significantly over the past year, there hasn't been a paradigm shift in market share. That's partly because the last 12 months have seen the fewest new store openings we've witnessed in our history. And when you add in that for much of the year retailers weren't really playing offense – their priority was "winning" the supply chain battle and protecting their associates and customers – market share gains were minimal, despite skyrocketing volumes.

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

ShopRite is still the dominant performer in the 15-county DelVal market, but its market share dipped slightly over the past 12 months due in part to less than average in-stock conditions during the onset of the pandemic (when compared to other retailers) and elevated competition from several other merchants. The Giant Company (TGC) added a new store and has seven others planned for the region and Acme had a very strong year fueled by achieving the best service levels of any retailer in the market. Surprisingly, Wawa's share in the $25 billion market also declined slightly as the convenience store channel as a whole didn't see the meteoric same-store sales gains as did supermarkets, club stores and mass merchants. The Delaware Valley remains a highly competitive market with TGC and fifth place Walmart, having their ramped-up e-commerce strategies, best poised to take even more share from market leader ShopRite. And in next year's study, the DelVal market will add at least four new Amazon Fresh units to keep things even more interesting.

Metro New York

Unlike the Delaware Valley, ShopRite's vulnerabilities were not as apparent in its core market (and largest metropolitan area in the country), Metro New York. The Keasbey, NJ-based retail arm of wholesale co-op Wakefern Corp., posted strong pandemic-related sales while adding seven new stores to its portfolio.

See **RULES & ANALYSIS** on page 145

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2021

A corporate chain is defined as any retailer operating more than 17 stores. All companies listed below operate 18 or more supermarkets, convenience stores, drug units or club stores (although not necessarily in this region, as some of the businesses listed below operate other stores outside of the area *Food Trade News* defines as the Mid-Atlantic market). Military commissaries, Kmart, Target and Walmart are listed as well. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable supermarket departments - as explained on page 155. Petroleum sales are not included. **Total sales of retail grocery, drugs, HBC, general merchandise and tobacco products in the Mid-Atlantic area are $109.4 billion**.

Rank	Company	Stores	2021 Sales (in millions)	2021 % of Area Market
1	ShopRite (Dearborn Mkt/Fairway/Fresh Grocer/Gourmet Garage/Price Rite)	278	$16,569.20	15.17%
2	Stop & Shop	211	$8,472.86	7.75%
3	The Giant Company (Heirloom Market)	156	$6,779.22	6.20%
4	CVS+	1,300	$6,339.00	5.80%
5	Walmart (Neighborhood Mkt/SuperCenter)	171	$5,750.10	5.26%
6	Walgreens (Duane Reade)	768	$5,022.70	4.59%
7	Costco	50	$4,753.60	4.35%
8	Albertsons (Acme/Balducci's/Kings/Safeway)	179	$4,652.65	4.25%
9	Krasdale (AIM/Bravo/Ctown/Market Fresh/Stop1/Shop Smart)	552	$4,446.10	4.07%
10	Target	168	$3,717.00	3.40%
11	BJ's Wholesale Club	78	$3,585.70	3.28%
12	Key Food (Key/Key Fresh/Food Dynasty/Food Emp/Food Univ/SuperFresh)	293	$3,359.20	3.07%
13	Wawa	534	$3,130.99	2.86%
14	Rite Aid	681	$2,804.30	2.56%
15	Whole Foods (Amazon Go)	68	$2,569.70	2.35%
16	Weis Markets	110	$2,486.54	2.27%
17	7-Eleven	1,020	$2,197.00	2.01%
18	ASG Stores (Associated/Compare/Met/Pioneer)	213	$1,897.11	1.73%
19	Wegmans	26	$1,864.40	1.70%
20	Trader Joe's	56	$1,425.50	1.30%
21	Aldi	155	$1,339.00	1.22%
22	Allegiance/Foodtown (D'Agostino's/Gristedes)	111	$1,322.01	1.21%
23	Sam's Club	23	$970.50	0.89%
24	Redner's Markets	35	$863.10	0.79%
25	C&S Independents (ShurSave)	197	$807.48	0.74%
26	King Kullen (Wild By Nature)	35	$728.18	0.67%
27	IGA	68	$618.94	0.57%
28	Price Chopper (Market 32/Tops)	19	$555.50	0.51%
29	Food Bazaar	30	$524.70	0.48%
30	Big Y	16	$477.50	0.44%
31	Sheetz	111	$444.90	0.41%
32	Stew Leonard's	6	$431.00	0.39%
33	Lidl	42	$412.10	0.38%
34	Fine Fare Supermarkets	61	$386.30	0.35%
35	Turkey Hill	238	$380.60	0.35%
36	Quick Chek	158	$369.40	0.34%
37	Save A Lot	56	$333.00	0.30%
38	Hannaford	6	$230.80	0.21%
39	Western Beef	17	$229.92	0.21%
40	McCaffrey's (Simply Fresh)	7	$226.20	0.21%
41	Corrado's Family Affair	5	$201.60	0.18%
42	Boyer's Markets	18	$194.78	0.18%
43	America's Food Basket (Golden Mango/Ideal/NSA)	35	$184.39	0.17%
44	Uncle Giuseppe's	9	$183.40	0.17%
45	Morton Williams	16	$180.35	0.16%
46	Supremo	12	$173.30	0.16%
47	Karns Prime & Fancy Foods	9	$171.00	0.16%
48	Family Owned Markets	8	$153.58	0.14%
49	The Fresh Market	10	$141.50	0.13%
50	Kmart	13	$136.50	0.12%
51	Rutter's Farm Stores	69	$132.40	0.12%
52	Grocery Outlet	19	$127.00	0.12%

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2021

53	Trade Fair	8	$116.80	0.11%
54	Tri-State Co-Op	12	$116.38	0.11%
55	Cumberland Farms	52	$108.30	0.10%
56	Giant Food	3	$106.57	0.10%
57	Great Valu	11	$106.10	0.10%
58	Royal Farm Stores	40	$104.10	0.10%
59	Circle K	46	$100.90	0.09%
60	Military Commissaries	8	$89.34	0.08%
61	Food Lion	9	$78.20	0.07%
62	Seabra's	11	$76.30	0.07%
63	Sprouts	3	$69.60	0.06%
64	MOM's Organic Market	5	$68.90	0.06%
65	Caraluzzi's	3	$62.90	0.06%
66	Heritage Dairy Stores	32	$48.10	0.04%
67	Adam's Fairacre Farms	3	$46.60	0.04%
68	Murphy's Markets	3	$44.80	0.04%
69	Sharp Shopper	4	$43.90	0.04%
70	XtraMart	16	$38.70	0.04%
71	Super Supermarket	3	$31.10	0.03%
72	Fas-Marts	17	$28.00	0.03%
73	Dash-In	10	$21.60	0.02%
74	High's/Baltimore	5	$14.90	0.01%
	GRAND TOTAL	**8,830**	**$106,975.89**	**97.79%**

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

+Stand-alone CVS and in-Target pharmacies

Source: *Food Trade News*, June 2021

Soup to Nutz

By Maria Maggio

And…they're off! Masks, that is. Just in time for Memorial Day, the traditional start of the summer season, the mask and social distancing mandates in the Mid-Atlantic region have been tossed, and this summer, there'll be dancin' in the streets," …I mean dancin' on the boardwalks all along the Jersey Shore. Does that mean the pandemic is officially over? Not a chance, but we remain optimistic that herd immunity will take hold sooner rather than later.

More importantly, this month marks the forty something year *Food Trade News* is publishing its now infamous Market Study. We all know that these past 16 months have been surreal for everyone, but for those in the food business, it has been extremely stressful and frustrating, yet in most cases, profitable. This year's study will reflect that point as we bring you the statistics and expert market share analysis from this pandemic year that you can find only in the pages of this publication. We cover all channels of retail distribution in the 70 counties in Connecticut, New York New Jersey, Pennsylvania and Delaware that make up our footprint. We also make this important issue available online throughout the year at foodtradenews.com so you have access to the most comprehensive information at your fingertips. Preparing an issue of this magnitude truly takes a group effort and a lot of time, so I offer up a resounding round of applause to our Best-Met team: **Jeff Metzger**, **Terri Maloney**, **Karen Fernandez**, **Kevin Gallagher**, **Beth Pripstein**, the E-Ink team - particularly **Jenny Jones** and **Matt Danielson** - as well as the good folks at Evergreen Printing for a job well done. Finally, to you, our readers and advertisers in print and online, a grateful thank you for your continued support of this Market Study and every one of the issues we publish, especially this past year. One thousand thanks…mille grazie!

What has 20 gas pumps, 10 electric car charging outlets, a "Beer Cave" and an identity crisis? Answer: the newest Wawa in the City of Philadelphia, which has been dubbed the "Stadium Store" due to its proximity to the South Philadelphia stadium complex. Situated at the base of the Platt Bridge on 26th Street and Penrose Avenue, Philly's newest Wawa is a much more welcoming site than the industrial car and appliance crushing eyesore that stood in its place for many years. This busy store will be manned by a team of approximately 50 associates and will add Wawa's newest food innovations (soft serve ice cream, pasta, burgers and fries) to an already ginormous menu with Wawa brand favorites, including the award-winning Wawa coffee (195 million cups sold annually), the Sizzli breakfast sandwich, Wawa's new line of specialty beverages (hot, cold, iced and frozen), the Wawa Bakery, Wawa's built-to-order hoagies (125 million sold annually) and the c-store retailer's beverage line of dairy products, juices and teas, which is how it all began back in 1902. But the big deal is that this new Philadelphia store will be the first and only Wawa in the city with beer sales, and one of six in the State of Pennsylvania. In true Wawa fashion, Wawa celebrated the new store's opening in a big way with a ribbon cutting ceremony on June 17 with VIP customers, local officials and charity partners participating. The Wawa "Welcome America!" Festival over the Fourth of July weekend was also promoted, plus there was a bonus sports tie-in - the announcement of Wawa's support for the City of Philadelphia's bid to host FIFA World Cup 2026 matches. The event featured free coffee all day, beginning with a first cup coffee toast with Philadelphia Union Captain **Alejandro Bedoya** and Wawa CEO **Chris Gheysens**. Free Philadelphia Soccer 2026 T-shirts were given out to those attending and showing their support for the city's official bid to bring the world's game to Philadelphia. A preview of an interactive exhibit was shown. "Philadelphia Soccer 2026 Pitch" at the Independence Visitor Center will launch during the "Welcome America!" Festival to encourage the public to show their support for the FIFA World Cup 2026. "Hoagies for Heroes," a popular hoagie building competition between local youth soccer teams from Eastern Pennsylvania Youth Soccer and first responders rounded out the opening day events, with the presentation of checks and trophies to Philadelphia Parks and Recs soccer programs.

But I digress. I took a ride down to visit this mega store four

See **SOUP TO NUTZ** on page 117

Delaware Valley Supermarket Leaders:

ShopRite Still Leads, But Giant Growing Fastest Among Supers In $12.9B 15-County Mkt.

- ShopRite Supers Share At 33.1%
- TGC Adds Unit, Has Strong Comps
- Acme Posts Stellar COVID Sales
- Aldi Opens 2 Discount Stores
- Save A Lot Closes 10 Sites

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	ShopRite (Fresh Grocer/PR)	83	$4,268.70	33.14%	84	$4,089.00	34.72%
2	The Giant Co. (Heirloom Mkt)	70	$3,042.07	23.62%	69	$2,750.06	23.35%
3	Albertsons (Acme)	101	$2,761.07	21.44%	100	$2,307.60	19.60%
4	Wegmans	10	$740.10	5.75%	10	$687.70	5.84%
5	Whole Foods	13	$484.90	3.76%	13	$457.80	3.89%
6	Aldi	57	$475.90	3.69%	55	$431.70	3.67%
7	Redner's Markets	10	$266.20	2.07%	10	$244.60	2.08%
8	Trader Joe's	12	$241.70	1.88%	10	$192.30	1.63%
9	McCaffrey's	7	$226.20	1.76%	7	$184.60	1.57%
10	Save A Lot	36	$224.60	1.74%	46	$269.10	2.29%
		399	**$12,731.44**	**98.85%**	**404**	**$11,614.46**	**98.63%**

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 $12.9 billion. Source: *Food Trade News*, June 2021

UFCW LOCAL 1776
KEYSTONE STATE

UNITED FOOD AND COMMERCIAL WORKERS
LOCAL 1776

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Michele Kessler, *Secretary-Treasurer*
Bellew Asfa, *Recorder*

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Delaware Valley Market Leaders:

ShopRite All-Channel Share Dips To 17%; Giant, Acme Gain Market Momentum

- Alternates Share Dips To 41.9%
- TGC Poised To Add New Supers
- Wawa Revenue Slightly Down
- Mass Merchants Share At 10.4%
- CVS Remains Drug Chain Leader

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	ShopRite (Fresh Grocer/PR)	83	$4,268.70	17.04%	84	$4,089.00	17.56%
2	The Giant Company (Heirloom Mkt)	70	$3,042.07	12.15%	69	$2,750.06	11.81%
3	Albertsons (Acme)	101	$2,761.07	11.02%	100	$2,307.60	9.91%
4	Wawa	400	$2,375.90	9.49%	398	$2,504.77	10.76%
5	Walmart (SuperCenter)	56	$1,720.10	6.87%	57	$1,591.10	6.83%
6	CVS	323	$1,586.60	6.33%	328	$1,555.10	6.68%
7	Rite Aid	260	$958.70	3.83%	261	$916.70	3.94%
8	Walgreens	159	$913.20	3.65%	168	$912.10	3.92%
9	Target	43	$882.70	3.52%	43	$762.20	3.27%
10	BJ's Wholesale Club	20	$766.20	3.06%	20	$704.70	3.03%
11	Wegmans	10	$740.10	2.96%	10	$687.70	2.95%
12	7-Eleven	265	$560.40	2.07%	258	$511.60	2.20%
13	Costco	10	$501.70	2.00%	9	$409.10	1.76%
14	Whole Foods	13	$484.90	1.94%	13	$457.80	1.97%
15	Aldi	57	$475.90	1.90%	55	$431.70	1.85%
16	Sam's Club	7	$270.90	1.08%	7	$245.00	1.05%
17	Redner's Markets	10	$266.20	1.06%	10	$244.60	1.05%
18	Trader Joe's	12	$241.70	0.97%	10	$192.30	0.83%
19	McCaffrey's	7	$226.20	0.90%	7	$184.60	0.79%
20	Save A Lot	36	$224.60	0.90%	46	$269.10	1.16%
		1,942	**$23,267.84**	**92.73%**	**1,953**	**$21,726.83**	**92.61%**

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. 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.

Total food sales for the area are: $25.0 billion. ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2021

From page 18

Dir.-Brands & Media: Kate Kowalzik
Dir.-Ext. Comms. & Comm Rels.: Felis Andrade
Dir.-Mktg. Planning & Ops.: Kurt Guinther
Dir.-Digital Loyalty & CSM: Ryan Draude
Dir.-Healthy Living: Lisa Coleman
Sales Mgrs.: Paul Maskavich, Lisa Richardson, Patrick Starliper, Josh Hardester, Illham Tarbouz, Joe Adams, Scott Belcher, Ilana Fulayter, Steve Grassi
Primary Supplier: Direct
FTN Stores: 3
FTN Vol.: $106.6 million

The Giant Company
Div. of Ahold Delhaize USA
P.O. Box 249
1149 Harrisburg Pike
Carlisle, PA17013
Phone: (717) 249-4000
Web: giantfoodstores.com
Pres.: Nicholas Bertram
SVP-Customer Experience: Glennis Harris
SVP-Omnichannel Merch.: John Ruane
VP-Fresh Merch.: Dave Lessard
VP-Center Store Merch.: Rebecca Lupfer
Div. VP-Mid-Atlantic: Sepi Burkett
Div. VP-Greater Phil.: Manuel Haro
VP-Team Experience: Matt Lutcavage
VP-Brand Experience: Matt Simon
VP-Finance: Julia Morales
Primary Distributor: C&S Wholesale Grocers/Direct
FTN Stores: 156 (Includes Heirloom Market)
FTN Vol.: $6.78 billion

Great Valu Supermarkets
8258 Richfood Rd.
Mechanicsville, VA 23116
Phone: (804) 746-6000
Web: greatvalu.com
Pimary Supplier: UNFI
FTN Stores: 11
FTN Vol.: $106.1 million
*This is the advertising and marketing arm that serves a group of independents that operate in the *FTN* marketing area and 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 Lundberg
Pres.: RJ Sheedy
Primary Supplier: Direct
FTN Stores: 19
FTN Vol.: $127.0 million

Hannaford
Div. of Delhaize America
145 Pleasant Hill Rd.
Scarborough, ME 04074
Phone: (800) 442-6049
Web: Hannaford.com
Pres.: Mike Vail
Primary Supplier: Direct
FTN Area Stores: 6
FTN Area Vol.: $230.8 million

IGA
275 Schoolhouse Rd.
Cheshire, CT 06410
Phone: (203) 272-3511
Primary Supplier: Bozzuto's
FTN Stores: 68
FTN Vol.: $618.9 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.: $171.0 million

Key Food Stores Co-op, Inc.
100 Matawan Rd., Ste. 100
Matawan, NJ 07747
Phone: (848) 202-3100
Web: keyfoods.com
Pres.: Dean Janeway
COO: George Knobloch
Primary Supplier: C&S Wholesale Grocers
FTN Area Stores: 293
FTN Area Vol.: $3.36 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,

See **DIRECTORY** on page 80

Philadelphia Supermarket Leaders:

TGC Extends Lead Over ShopRite In $10.1B Supers Region; Acme Posts Strong Sales

- TGC Opens First Center City Giant
- SR Sales Up, Share Dips Slightly
- In-Store Service Levels Boost Acme
- Wegmans Hurt By Dept. Closures
- Trader Joe's Opens New Store

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Co. (Heirloom Mkt)	70	$3,042.07	30.10%	69	$2,750.06	29.77%
2	ShopRite (Fresh Grocer/PR)	58	$2,734.90	27.06%	59	$2,639.40	28.58%
3	Albertsons (Acme)	67	$1,869.86	18.50%	67	$1,558.60	16.87%
4	Wegmans	9	$676.20	6.69%	9	$628.50	6.80%
5	Whole Foods	12	$439.80	4.35%	12	$415.60	4.50%
6	Aldi	47	$397.50	3.93%	46	$364.80	3.95%
7	Redner's Markets	10	$266.20	2.63%	10	$244.60	2.65%
8	Trader Joe's	9	$187.70	1.86%	8	$159.00	1.72%
9	Save-A-Lot	28	$180.60	1.79%	32	$198.90	2.15%
10	Weis Markets	8	$176.39	1.75%	8	$139.70	1.51%
		318	**$9,971.22**	**98.65%**	**320**	**$9,099.16**	**98.51%**

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 $10.1 billion.

Source: *Food Trade News*, June 2021

Philadelphia Market Leaders:

TGC Remains Top All-Channel Retailer In $19.1B Market; SR 2nd, Acme 3rd, Wawa 4th

- Alternates Grab 41.3 % Of Market
- TGC Unveils Philly Growth Plan
- CVS Paces All Drug Chains
- C-Stores Struggle During COVID
- Target, WM Combine For 10.5%

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Co. (Heirloom Mkt)	70	$3,042.07	15.91%	69	$2,750.06	15.44%
2	ShopRite (Price Rite)	58	$2,734.90	14.31%	59	$2,639.40	14.82%
3	Albertsons (Acme)	67	$1,869.86	9.78%	67	$1,558.60	8.75%
4	Wawa	305	$1,759.84	9.21%	303	$1,867.88	10.49%
5	CVS	259	$1,291.00	6.75%	265	$1,276.10	7.16%
6	Walmart (SuperCenter)	40	$1,247.70	6.53%	40	$1,139.80	6.40%
7	Rite Aid	222	$833.00	4.36%	223	$797.70	4.48%
8	Target	37	$763.60	3.99%	37	$660.10	3.71%
9	Wegmans	9	$676.20	3.54%	9	$628.50	3.53%
10	BJ's Wholesale Club	13	$520.70	2.72%	13	$482.90	2.71%
11	Walgreens	77	$495.40	2.59%	83	$504.00	2.83%
12	Whole Foods	12	$439.80	2.30%	12	$415.60	2.33%
13	Aldi	47	$397.50	2.08%	46	$364.80	2.05%
14	7-Eleven	185	$390.40	2.04%	179	$355.10	1.99%
15	Costco	7	$352.20	1.84%	6	$272.10	1.53%
16	Redner's Markets	10	$266.20	1.39%	10	$244.60	1.37%
17	Sam's Club	6	$241.30	1.26%	6	$218.80	1.23%
18	Trader Joe's	9	$187.70	0.98%	8	$159.00	0.89%
19	Save A Lot	28	$180.60	0.94%	32	$198.90	1.12%
20	Weis Markets	8	$176.39	0.92%	8	$139.70	0.78%
		1,469	**$17,866.36**	**93.46%**	**1,475**	**$16,673.64**	**93.39%**

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $19.1 billion.

Source: *Food Trade News*, June 2021

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

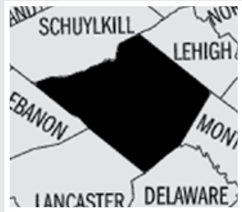
Total sales for those Pennsylvania counties included in the study are $29.96 billion

ADAMS COUNTY ($200.4 million)
(Includes Gettysburg, Littlestown)

- Population 103,009
- # of Households 39,345
- Median Income $67,253
- Under 18 .... 19.8%
- Over 65 .... 21.1%
- Female 50.8%
- White 88.7%
- Black 2.0%
- Hispanic 7.3%
- Asian 0.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Company	1	$59.44	29.66%
2	Weis Markets	2	$35.14	17.53%
3	IGA	3	$31.72	15.83%
4	Walmart	1	$20.40	10.18%
5	Sheetz	4	$16.90	8.43%
6	Rutter's Farm Stores	4	$8.30	4.14%
7	7-Eleven	3	$6.90	3.44%
8	Rite Aid	2	$5.80	2.89%
9	CVS	1	$4.90	2.45%
10	Turkey Hill	2	$3.10	1.55%
11	Royal Farm Stores	1	$2.70	1.35%
12	C&S Independents	1	$0.24	0.12%
		25	**$195.54**	**97.57%**

BERKS COUNTY ($1.4 billion)
(Includes Reading, Wyomissing)



- Population 421,164
- # of Households 154,712
- Median Income $63,728
- Under 18 .... 22.2%
- Over 65 .... 17.6%
- Female 50.8%
- White 70.3%
- Black 7.4%
- Hispanic 22.5%
- Asian 1.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Company	6	$300.58	20.92%
2	Redner's Markets	11	$278.60	19.39%
3	Weis Markets	6	$128.29	8.93%
4	Walmart (SuperCenter)	5	$118.50	8.25%
5	CVS	16	$85.40	5.94%
6	Wawa	11	$71.85	5.00%

See **PENNSYLVANIA COUNTY SHARE** on page 40

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 38

7	Rite Aid	15	$58.20	4.05%
8	Target	3	$53.70	3.74%
9	Sam's Club	1	$52.10	3.63%
10	Boyer's Markets	4	$48.88	3.40%
11	Turkey Hill	24	$39.40	2.74%
12	Krasdale (Ctown/Bravo)	4	$37.93	2.64%
13	Sheetz	10	$36.30	2.53%
14	Aldi	4	$34.80	2.42%
15	BJ's Wholesale Club	1	$22.40	1.56%
16	Grocery Outlet	2	$13.90	0.97%
17	ShopRite (Price Rite)	1	$12.10	0.84%
18	C&S Independents	10	$7.88	0.55%
19	Fine Fare Supermarkets	1	$6.90	0.48%
20	Save A Lot	1	$5.60	0.39%
21	Great Valu	1	$5.50	0.38%
22	Walgreens	1	$5.50	0.38%
23	Rutter's Farm Stores	2	$4.90	0.34%
24	Circle K	2	$4.30	0.30%
25	7-Eleven	1	$2.00	0.14%
		143	**$1,435.51**	**99.89%**

BUCKS COUNTY ($2.8 billion)
(Includes Levittown, Quakertown, Warminster)

- Population 628,270
- # of Households 238,830
- Median Income $89,139
- Under 18 .... 20.2%
- Over 65 .... 19.2%
- Female 50.9%
- White 83.3%
- Black.................................. 4.5%
- Hispanic 5.7%
- Asian.................................. 5.2%

1	The Giant Company	20	$877.40	31.12%
2	Wawa	38	$248.86	8.83%
3	Albertsons (Acme)	7	$239.49	8.49%
4	ShopRite	4	$202.30	7.18%
5	Walmart (SuperCenter)	5	$186.30	6.61%
6	CVS	31	$159.40	5.65%
7	McCaffrey's (Simply Fresh)	4	$108.70	3.86%
8	BJ's Wholesale Club	3	$97.60	3.46%
9	Target	4	$85.20	3.02%
10	Rite Aid	24	$83.70	2.97%
11	Wegmans	1	$83.60	2.97%

See **PENNSYLVANIA COUNTY SHARE** on page 42

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 40

12	7-Eleven	36	$76.80	2.72%
13	Redner's Markets	3	$76.50	2.71%
14	Walgreens	10	$60.30	2.14%
15	Aldi	6	$54.20	1.92%
16	Costco	1	$47.50	1.68%
17	Weis Markets	2	$42.68	1.51%
18	Sam's Club	1	$41.00	1.45%
19	IGA	2	$21.42	0.76%
20	Grocery Outlet	2	$13.50	0.48%
21	Tri-State Co-Op	1	$3.33	0.12%
22	Circle K	1	$2.40	0.09%
23	Turkey Hill	1	$2.10	0.07%
24	C&S Independents	2	$2.04	0.07%
		209	**$2,816.32**	**99.89%**

CARBON COUNTY ($178.9 million) (Includes Lehighton, Palmerton)

- Population 64,182
- # of Households 26,043
- Median Income $57,006
- Under 18 .... 19.2%
- Over 65 .... 21.7%
- Female 50.2%
- White 91.0%
- Black 2.3%
- Hispanic 5.3%
- Asian 0.6%

1	The Giant Company	1	$47.03	26.29%
2	Walmart (SuperCenter)	1	$30.20	16.88%
3	Redner's Markets	1	$23.60	13.19%
4	Rite Aid	4	$15.70	8.78%
5	C&S Independents (ShurSave)	3	$12.48	6.98%
6	Great Valu	1	$9.70	5.42%
7	Boyer's Markets	1	$8.58	4.80%
8	Aldi	1	$7.90	4.42%
9	Turkey Hill	3	$6.30	3.52%
10	Wawa	1	$5.59	3.12%
11	CVS	1	$4.90	2.74%
12	Tri-State Co-Op	1	$3.44	1.92%
		19	**$175.42**	**98.05%**

CHESTER COUNTY ($1.9 billion) (Includes Coatesville, West Chester)

- Population 524,999
- # of Households 190,980
- Median Income $100,214
- Under 18 .... 22.5%
- Over 65 .... 16.8%
- Female 50.8%
- White 78.8%
- Black 6.2%
- Hispanic 7.6%
- Asian 6.1%

1	The Giant Company	12	$572.23	30.42%
2	Albertsons (Acme)	7	$200.73	10.67%
3	Wawa	34	$197.98	10.52%
4	Walmart (SuperCenter)	5	$172.30	9.16%
5	Wegmans	2	$140.50	7.47%
6	CVS	27	$124.60	6.62%
7	Target	4	$98.60	5.24%
8	Rite Aid	19	$59.10	3.14%
9	Redner's Markets	2	$54.70	2.91%
10	BJ's Wholesale Club	1	$47.40	2.52%
11	Walgreens	7	$46.20	2.46%
12	Whole Foods	1	$30.10	1.60%
13	ShopRite	1	$28.10	1.49%
14	Family Owned Markets	1	$26.10	1.39%
15	Aldi	3	$23.60	1.25%
16	Turkey Hill	10	$14.90	0.79%
17	C&S Independents	6	$13.83	0.74%
18	7-Eleven	4	$8.10	0.43%
19	Grocery Outlet	1	$7.50	0.40%
20	Lidl	1	$6.40	0.34%
21	Royal Farm Stores	1	$2.80	0.15%
22	Circle K	1	$1.90	0.10%
		150	**$1,877.67**	**99.82%**

COLUMBIA COUNTY ($230.8 million) (Includes Bloomsburg)

- Population 64,964
- # of Households 26,372
- Median Income $50,550
- Under 18 .... 17.5%
- Over 65 .... 20.1%
- Female 51.9%
- White 93.0%
- Black 2.0%
- Hispanic 3.0%
- Asian 1.2%

1	The Giant Company	2	$80.75	34.99%
2	Weis Markets	3	$50.48	21.87%
3	Walmart (SuperCenter)	1	$40.90	17.72%
4	Boyer's Markets	1	$11.44	4.96%
5	Sheetz	2	$11.10	4.81%
6	CVS	2	$9.90	4.29%

See **PENNSYLVANIA COUNTY SHARE** on page 44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PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 42

7	Rite Aid	2	$9.00	3.90%
8	Aldi	1	$8.40	3.64%
9	C&S Independents	1	$4.18	1.81%
10	Turkey Hill	1	$2.00	0.87%
		16	**$228.15**	**98.85%**

CUMBERLAND COUNTY ($1.1 billion) (Includes Carlisle, Mechanicsville)

- Population 253,370
- # of Households 99,804
- Median Income $71,269
- Under 18 .... 20.2%
- Over 65 .... 18.8%
- Female 50.5%
- White 84.6%
- Black.................................. 4.7%
- Hispanic 4.3%
- Asian.................................. 4.8%

1	The Giant Company	10	$448.61	39.41%
2	Walmart (SuperCenter)	4	$113.70	9.99%
3	Weis Markets	5	$100.45	8.82%
4	Karns Prime & Fancy Foods	4	$79.00	6.94%
5	CVS	14	$64.10	5.63%
6	Wegmans	1	$59.20	5.20%
7	Sheetz	14	$53.10	4.66%
8	Rite Aid	12	$43.80	3.85%
9	BJ's Wholesale Club	1	$38.10	3.35%
10	Aldi	4	$35.40	3.11%
11	Sam's Club	1	$32.50	2.85%
12	Target	2	$32.30	2.84%
13	Military Commissaries	1	$12.52	1.10%
14	Turkey Hill	8	$12.40	1.09%
15	Rutter's Farm Stores	4	$8.10	0.71%
16	Grocery Outlet	1	$7.10	0.62%
17	7-Eleven	1	$2.40	0.21%
		87	**$1,142.78**	**100.38%***

DAUPHIN COUNTY ($1.0 billion) (Includes Harrisburg, Middletown, Millersburg)

- Population 278,299
- # of Households 112,212
- Median Income $60,715
- Under 18 .... 22.5%
- Over 65 .... 17.4%
- Female 51.5%
- White 64.5%
- Black.................................. 19.2%
- Hispanic 9.9%
- Asian.................................. 5.3%

1	The Giant Company	9	$438.40	42.89%
2	Walmart (SuperCenter)	2	$77.40	7.57%
3	Weis Markets	4	$70.09	6.86%
4	CVS	14	$62.30	6.10%
5	Karns Prime & Fancy Foods	3	$59.00	5.77%
6	Sheetz	12	$52.60	5.15%
7	Costco	1	$50.70	4.96%
8	Rite Aid	12	$39.20	3.84%
9	Sam's Club	1	$35.30	3.45%
10	Target	2	$26.90	2.63%
11	Turkey Hill	16	$19.80	1.94%
12	Aldi	2	$18.80	1.79%
13	ShopRite (Price Rite)	1	$15.60	1.53%
14	C&S Independents	8	$12.45	1.22%
15	Sharp Shopper	1	$11.30	1.11%
16	7-Eleven	5	$11.00	1.08%
17	Boyer's Markets	1	$10.66	1.04%
18	Save A Lot	1	$6.00	0.59%
19	Rutter's Farm Stores	2	$4.60	0.45%
		97	**$1,021.60**	**99.95%**

DELAWARE COUNTY ($2.3 billion) (Includes Chester, Havertown, Upper Darby)

- Population 566,747
- # of Households 207,257
- Median Income $74,477
- Under 18 .... 22.0%
- Over 65 .... 16.8%
- Female 51.9%
- White 65.6%
- Black.................................. 22.7%
- Hispanic 4.1%
- Asian.................................. 6.3%

1	The Giant Company	10	$453.44	20.01%
2	Albertsons (Acme)	12	$367.96	16.24%
3	Wawa	39	$242.74	10.71%
4	ShopRite (Fresh Grocer/PR)	6	$214.40	9.46%
5	CVS	30	$162.10	7.15%
6	Whole Foods	3	$107.50	4.74%
7	Wegmans	1	$101.60	4.48%
8	Walmart (SuperCenter)	4	$100.90	4.45%
9	Target	4	$81.60	3.60%
10	Costco	1	$70.30	3.10%
11	BJ's Wholesale Club	1	$59.60	2.63%
12	Walgreens	8	$52.40	2.31%
13	Rite Aid	18	$50.30	2.22%
14	Trader Joe's	2	$38.80	1.71%
15	7-Eleven	16	$32.40	1.43%
16	Aldi	3	$31.70	1.40%
17	C&S Independents	7	$25.82	1.14%
18	Save A Lot	4	$19.60	0.86%
19	MOM's Organic Market	1	$14.10	0.62%

See **PENNSYLVANIA COUNTY SHARE** on page 46

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 44

20	The Fresh Market	1	$12.90	0.57%
21	Royal Farm Stores	4	$11.10	0.49%
22	Grocery Outlet	1	$6.70	0.30%
23	Lidl	1	$5.90	0.26%
		177	**$2,263.86**	**99.89%**

FRANKLIN COUNTY ($459.9 million)
(Includes Chambersburg, Greencastle, Waynesboro)

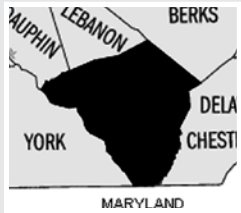
- Population 155,027
- # of Households 60,438
- Median Income $63,379
- Under 18 .... 22.1%
- Over 65 .... 20.1%
- Female 50.8%
- White 87.5%
- Black 4.2%
- Hispanic 6.1%
- Asian 1.1%

1	The Giant Company	4	$148.67	32.33%
2	Walmart (SuperCenter)	2	$79.20	17.22%
3	Weis Markets	2	$35.50	7.72%
4	Sheetz	8	$29.90	6.50%
5	BJ's Wholesale Club	1	$29.30	6.37%
6	Great Valu	2	$22.90	4.98%
7	CVS	5	$21.10	4.59%
8	Target	1	$16.20	3.52%
9	Rite Aid	4	$15.40	3.35%
10	Rutter's Farm Stores	7	$15.20	3.31%
11	Food Lion	1	$10.90	2.37%
12	Save A Lot	2	$7.80	1.70%
13	Aldi	1	$7.40	1.61%
14	Grocery Outlet	1	$6.50	1.41%
15	Walgreens	1	$5.40	1.17%
16	C&S Independents	2	$4.05	0.88%
17	Turkey Hill	1	$2.30	0.50%
		45	**$457.72**	**99.53%**

LACKAWANNA COUNTY ($750.7 million)
(Includes Scranton)

- Population 209,674
- # of Households 87,161
- Median Income $52,821
- Under 18 .... 20.5%
- Over 65 .... 20.3%
- Female 51.4%
- White 83.8%
- Black 4.2%
- Hispanic 8.4%
- Asian 3.1%

1	C&S Independents (ShurSave)	13	$134.52	17.92%
2	Walmart (SuperCenter)	2	$82.60	11.00%
3	Weis Markets	3	$74.21	9.88%
4	The Giant Company	2	$67.74	9.02%
5	Price Chopper	2	$58.37	7.77%
6	Wegmans	1	$50.90	6.78%
7	Rite Aid	13	$45.70	6.08%
8	CVS	9	$41.80	5.57%
9	ShopRite (Price Rite)	2	$45.10	5.34%
10	Sam's Club	1	$39.50	5.26%
11	Redner's Markets	1	$18.80	2.50%
12	Target	1	$15.60	2.07%
13	Turkey Hill	10	$15.20	2.02%
14	Sheetz	4	$13.80	1.84%
15	Aldi	1	$8.90	1.18%
16	IGA	1	$8.84	1.18%
17	Walgreens	1	$6.30	0.83%
		67	**$728.88**	**97.09%**



LANCASTER COUNTY ($1.7 billion)
(Includes Lancaster, Ephrata)

- Population 545,724
- # of Households 201,620
- Median Income $66,056
- Under 18 .... 23.4%
- Over 65 .... 18.4%
- Female 51.0%
- White 81.3%
- Black 5.2%
- Hispanic 11.0%
- Asian 2.5%

1	The Giant Company	13	$469.10	26.96%
2	Weis Markets	13	$275.80	15.85%
3	C&S Independents	20	$143.02	8.22%
4	Walmart (SuperCenter)	3	$128.80	7.40%
5	CVS	24	$112.50	6.47%
6	Turkey Hill	59	$87.40	5.02%
7	Family Owned Markets	4	$87.28	5.02%
8	Wegmans	1	$65.20	3.75%
9	Sheetz	16	$59.50	3.42%
10	Target	3	$54.10	3.11%
11	Whole Foods	1	$37.00	2.13%
12	Costco	1	$31.80	1.83%
13	Aldi	4	$28.50	1.64%
14	BJ's Wholesale Club	1	$25.20	1.45%
15	Grocery Outlet	4	$23.70	1.36%
16	Sharp Shopper	2	$22.90	1.32%
17	Wawa	4	$22.56	1.30%
18	Rite Aid	6	$17.20	0.99%
19	Redner's Markets	1	$14.60	0.84%
20	High's/Baltimore	4	$12.10	0.70%
21	Rutter's Farm Stores	4	$9.30	0.53%

See **PENNSYLVANIA COUNTY SHARE** on page 48

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

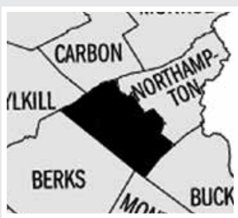
Continued from page 46

22	Lidl	1	$6.20	0.36%
23	Kmart	1	$6.10	0.35%
24	Walgreens	1	$5.30	0.30%
25	Save A Lot	1	$4.90	0.28%
26	IGA	1	$3.90	0.22%
27	Royal Farm Stores	1	$2.40	0.14%
		194	**$1,756.36**	**100.94%***

LEBANON COUNTY ($409.6 million)
(Includes Lebanon)

- Population 141,793
- # of Households 53,579
- Median Income $60,281
- Under 18 .... 22.7%
- Over 65 .... 19.9%
- Female 50.8%
- White 81.0%
- Black................................... 3.7%
- Hispanic 14.1%
- Asian................................... 1.5%

1	The Giant Company	3	$91.00	22.22%
2	Walmart (SuperCenter)	2	$82.10	20.04%
3	Weis Markets	3	$59.43	14.51%
4	C&S Independents	7	$47.55	11.61%
5	Redner's Markets	2	$35.20	8.59%
6	Rite Aid	5	$17.00	4.15%
7	CVS	4	$16.90	4.13%
8	Turkey Hill	10	$14.70	3.59%
9	Sheetz	2	$9.00	2.20%
10	America's Food Basket (Ideal)	1	$7.59	1.85%
11	Aldi	1	$6.90	1.68%
12	Save A Lot	1	$6.80	1.66%
13	Grocery Outlet	1	$6.20	1.51%
14	Rutter's Farm Stores	2	$4.80	1.17%
15	IGA	1	$3.28	0.80%
		45	**$408.45**	**99.72%**



LEHIGH COUNTY ($1.4 billion)
(Includes Allentown, Coopersburg)

- Population 369,318
- # of Households 138,714
- Median Income $63,897
- Under 18 .... 22.5%
- Over 65 .... 17.1%
- Female 51.0%
- White 62.5%
- Black................................... 9.9%
- Hispanic 26.2%
- Asian................................... 3.8%

1	The Giant Company	7	$354.83	26.24%
2	Weis Markets	8	$222.04	16.42%
3	Walmart (SuperCenter)	2	$81.80	6.05%
4	Wawa	10	$76.51	5.66%
5	Redner's Markets	3	$76.50	5.66%
6	CVS	15	$75.80	5.60%
7	Wegmans	1	$63.30	4.68%
8	Target	3	$57.50	4.25%
9	Sam's Club	1	$40.20	2.97%
10	Costco	1	$39.20	2.90%
11	Rite Aid	9	$37.40	2.77%
12	BJ's Wholesale Club	1	$36.90	2.73%
13	Whole Foods	1	$30.50	2.26%
14	Walgreens	4	$22.30	1.65%
15	7-Eleven	10	$21.70	1.60%
16	Krasdale	2	$18.93	1.40%
17	ShopRite (Price Rite)	1	$17.30	1.28%
18	Aldi	3	$15.40	1.14%
19	The The Fresh Market	1	$12.70	0.94%
20	Turkey Hill	7	$12.70	0.94%
21	Supremo	1	$8.30	0.61%
22	Great Valu	1	$7.20	0.53%
23	Grocery Outlet	1	$7.10	0.52%
24	Sheetz	1	$4.80	0.35%
25	C&S Independents	6	$4.43	0.33%
		100	**$1,345.34**	**99.48%**

LUZERNE COUNTY ($1.0 billion)
(Includes Hazelton, Wilkes-Barre)

- Population 317,417
- # of Households 128,660
- Median Income $53,473
- Under 18 .... 19.7%
- Over 65 .... 20.2%
- Female 50.5%
- White 79.3%
- Black................................... 6.6%
- Hispanic 13.8%
- Asian................................... 1.4%

1	C&S Independents (ShurSave)	22	$198.40	19.55%
2	Weis Markets	7	$161.15	15.88%
3	Walmart (SuperCenter)	3	$116.50	11.48%
4	Price Chopper	3	$77.21	7.61%
5	Rite Aid	14	$63.20	6.23%
6	CVS	14	$55.60	5.48%
7	Wegmans	1	$52.70	5.19%
8	Sam's Club	1	$46.80	4.61%
9	The Giant Company	1	$38.04	3.75%
10	Turkey Hill	23	$37.80	3.72%
11	Redner's Markets	1	$23.60	2.33%
12	Aldi	3	$23.20	2.29%
13	Sheetz	5	$22.10	2.18%

See **PENNSYLVANIA COUNTY SHARE** on page 50


NEW
ZERO SUGAR
MONSTER
ENERGY
ZERO ULTRA
ZERO SUGAR
MONSTER
ENERGY
ULTRA WATERMELON
ZERO SUGAR
MONSTER
ENERGY
ULTRA GOLD
FULL FLAVOR | ZERO SUGAR

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

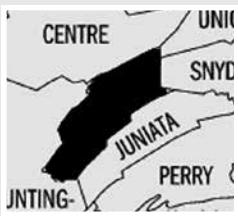
Continued from page 48

14	Walgreens	3	$18.90	1.86%
15	Boyer's Markets	1	$14.82	1.46%
16	Target	1	$14.10	1.39%
17	America's Food Basket (Ideal)	2	$11.50	1.13%
18	Kmart	1	$7.20	0.71%
19	Key Food	2	$5.70	0.56%
20	Save A Lot	1	$5.10	0.50%
21	Allegiance/Foodtown	1	$4.34	0.43%
22	IGA	1	$4.06	0.40%
		111	**$1,002.02**	**98.74%**

LYCOMING COUNTY ($417.4 million)
(Includes Hughesville, Williamsport)

- Population 113,299
- # of Households 45,608
- Median Income $54,241
- Under 18 .... 20.4%
- Over 65 .... 19.8%
- Female 51.0%
- White 90.3%
- Black 4.8%
- Hispanic 2.2%
- Asian 0.7%

1	Weis Markets	6	$154.30	36.97%
2	The Giant Company	1	$43.81	10.50%
3	Wegmans	1	$37.90	9.08%
4	Sam's Club	1	$36.90	8.84%
5	CVS	5	$33.80	8.10%
6	Walmart	1	$25.60	6.13%
7	Sheetz	5	$21.60	5.17%
8	Target	1	$18.20	4.36%
9	Rite Aid	4	$10.80	2.59%
10	Turkey Hill	5	$10.50	2.52%
11	Aldi	1	$6.90	1.65%
12	Save A Lot	1	$5.70	1.37%
13	Tri-State Co-Op	1	$4.06	0.97%
14	C&S Independents	1	$1.03	0.25%
		34	**$411.10**	**98.49%**



MIFFLIN COUNTY ($136.7 million)
(Includes Lewistown)

- Population 46,138
- # of Households 19,043
- Median Income $50,219
- Under 18 .... 22.2%
- Over 65 .... 22.1%
- Female 51.2%
- White 95.7%
- Black 0.9%
- Hispanic 1.7%
- Asian 0.7%

1	The Giant Company	2	$35.27	25.80%
2	Walmart (SuperCenter)	1	$35.20	25.75%
3	Weis Markets	1	$19.65	14.37%
4	Sheetz	3	$16.10	11.78%
5	CVS	2	$10.60	7.75%
6	Sharp Shopper	1	$9.70	7.10%
7	Aldi	1	$8.00	5.85%
8	C&S Independents	1	$0.13	0.10%
		12	**$134.65**	**98.50%**

MONROE COUNTY ($681.4 million)
(Includes Stroudsburg)

- Population 170,271
- # of Households 57,098
- Median Income $63,934
- Under 18 .... 19.4%
- Over 65 .... 17.8%
- Female 50.4%
- White 64.5%
- Black 16.4%
- Hispanic 17.0%
- Asian 2.7%

1	ShopRite	3	$157.40	23.10%
2	Weis Markets	5	$128.48	18.86%
3	The Giant Company	2	$88.95	13.05%
4	Walmart (SuperCenter)	2	$81.50	11.96%
5	CVS	11	$51.60	7.57%
6	BJ's Wholesale Club	1	$34.70	5.09%
7	Price Chopper	1	$32.52	4.77%
8	Wawa	5	$28.93	4.25%
9	Allegiance/Foodtown	1	$22.89	3.36%
10	Rite Aid	6	$19.10	2.80%
11	Target	1	$14.90	2.19%
12	Aldi	1	$9.90	1.45%
13	Great Valu	1	$7.90	1.16%
14	C&S Independents	1	$4.47	0.66%
15	Military Commissaries	1	$2.50	0.37%
16	Turkey Hill	1	$2.20	0.32%
		43	**$687.94**	**100.96%***

MONTGOMERY COUNTY ($3.9 billion)
(Includes Norristown, Pottstown)

- Population 830,915
- # of Households 316,206
- Median Income $91,546
- Under 18 .... 21.5%
- Over 65 .... 18.2%
- Female 51.4%
- White 75.0%
- Black 10.0%
- Hispanic 5.4%
- Asian 8.1%

1	The Giant Company	23	$1,040.01	26.73%
2	Wawa	52	$328.71	8.45%
3	Walmart (SuperCenter)	8	$270.40	6.95%
4	CVS	46	$227.90	5.86%

See **PENNSYLVANIA COUNTY SHARE** on page 52


THU 5-15
Chiquita


Team Green

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 50

5	Wegmans	3	$215.40	5.54%
6	ShopRite (Fresh Grocer)	4	$188.70	4.85%
7	Albertsons (Acme)	7	$186.92	4.80%
8	Target	7	$164.70	4.23%
9	Redner's Markets	5	$135.00	3.47%
10	Weis Markets	6	$133.71	3.44%
11	Whole Foods	4	$131.80	3.39%
12	Costco	3	$127.80	3.28%
13	BJ's Wholesale Club	3	$105.40	2.71%
14	Rite Aid	27	$104.80	2.69%
15	Aldi	11	$94.60	2.43%
16	Walgreens	13	$70.80	1.82%
17	7-Eleven	31	$69.30	1.78%
18	Trader Joe's	3	$56.60	1.45%
19	Sam's Club	1	$39.50	1.02%
20	IGA	3	$33.18	0.85%
21	McCaffrey's	1	$29.20	0.75%
22	Sprouts	1	$19.70	0.51%
23	The Fresh Market	1	$15.20	0.39%
24	Lidl	3	$15.00	0.39%
25	MOM's Organic Market	1	$14.80	0.38%
26	C&S Independents	4	$13.44	0.35%
27	Royal Farm Stores	4	$12.80	0.33%
28	Save A Lot	2	$10.60	0.27%
29	Turkey Hill	6	$9.50	0.24%
30	Grocery Outlet	1	$7.30	0.19%
31	Circle K	3	$6.40	0.16%
		287	**$3,879.17**	**99.69%**

MONTOUR COUNTY ($64.9 million)
(Includes Danville)

- Population 18,230
- # of Households 7,404
- Median Income $58,333
- Under 18 .... 20.6%
- Over 65 .... 21.5%
- Female 51.5%
- White 90.8%
- Black 1.8%
- Hispanic 2.9%
- Asian 3.4%

1	Weis Markets	1	$27.08	41.73%
2	The Giant Company	1	$25.85	39.83%
3	CVS	1	$4.80	7.40%
4	Sheetz	1	$4.60	7.09%
		4	**$62.33**	**96.04%**

See **PENNSYLVANIA COUNTY SHARE** on page 54

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 52

NORTHAMPTON COUNTY ($1.2 billion) (Includes Bethlehem)

- Population 305,285
- # of Households 114,185
- Median Income $70,471
- Under 18 .... 19.7%
- Over 65 .... 19.5%
- Female 50.8%
- White 75.4%
- Black.................................. 7.2%
- Hispanic 14.2%
- Asian.................................. 3.1%

1	The Giant Company	8	$370.01	31.48%
2	Wegmans	2	$134.70	11.46%
3	Weis Markets	4	$96.37	8.20%
4	CVS	17	$80.40	6.84%
5	ShopRite (Price Rite)	2	$69.10	5.88%
6	Walmart (SuperCenter)	2	$62.30	5.30%
7	Redner's Markets	2	$47.60	4.05%
8	Wawa	7	$46.74	3.98%
9	Sam's Club	1	$37.60	3.20%
10	C&S Independents	7	$36.85	3.14%
11	Rite Aid	11	$34.70	2.95%
12	Walgreens	4	$23.10	1.97%
13	Aldi	3	$19.30	1.64%
14	Krasdale	1	$18.82	1.60%
15	Target	1	$18.50	1.57%
16	Sheetz	3	$14.50	1.23%
17	Great Valu	2	$14.10	1.20%
18	Turkey Hill	8	$13.80	1.17%
19	7-Eleven	4	$8.40	0.71%
20	Grocery Outlet	1	$6.90	0.59%
21	Lidl	1	$5.80	0.49%
22	Key Food	1	$5.20	0.44%
23	IGA	1	$3.74	0.32%
		93	**$1,168.53**	**99.42%**

NORTHUMBERLAND COUNTY ($200.9 million) (Includes Sunbury)

- Population 90,843
- # of Households 39,075
- Median Income $48,671
- Under 18 .... 19.6%
- Over 65 .... 21.8%
- Female 49.7%
- White 91.7%
- Black.................................. 3.0%
- Hispanic 3.9%
- Asian.................................. 0.5%

1	Weis Markets	5	$81.05	40.34%
2	Walmart (SuperCenter)	1	$41.20	20.51%
3	CVS	6	$26.20	13.04%
4	Turkey Hill	10	$21.20	10.55%
5	Boyer's Markets	2	$19.60	9.76%
6	Sheetz	1	$4.90	2.44%
7	Rite Aid	1	$3.40	1.69%
8	C&S Independents	3	$1.32	0.66%
		29	**$198.87**	**98.99%**

PERRY COUNTY ($111.8 million) (Includes New Bloomfield)

- Population 46,272
- # of Households 18,231
- Median Income $63,718
- Under 18 .... 21.3%
- Over 65 .... 19.0%
- Female 49.4%
- White 95.0%
- Black.................................. 1.2%
- Hispanic 2.3%
- Asian.................................. 0.5%

1	The Giant Company	1	$29.27	26.18%
2	Weis Markets	1	$19.12	17.10%
3	Karns Prime & Fancy Foods	1	$16.00	14.31%
4	Tri-State Co-Op	1	$14.48	12.95%
5	Rite Aid	3	$13.40	11.99%
6	Sheetz	2	$10.40	9.30%
7	C&S Independents	5	$4.69	4.19%
8	Rutter's Farm Stores	1	$2.40	2.15%
		15	**$109.76**	**98.18%**

PHILADELPHIA CITY ($3.7 billion)

- Population 1,584,064
- # of Households 601,337
- Median Income $45,927
- Under 18 .... 21.6%
- Over 65 .... 14.0%
- Female 52.7%
- White 34.3%
- Black.................................. 43.6%
- Hispanic 15.2%
- Asian.................................. 7.8%

1	ShopRite (Fresh Grocer)	18	$784.20	20.97%
2	Albertsons (Acme)	17	$461.07	12.33%
3	CVS	62	$341.70	9.14%
4	Rite Aid	78	$316.20	8.45%
5	Target	11	$221.10	5.91%
6	Wawa	42	$203.47	5.44%
7	Walmart	5	$147.40	3.94%
8	Save A Lot	18	$134.60	3.60%
9	Walgreens	16	$123.20	3.29%
10	7-Eleven	55	$117.50	3.14%
11	BJ's Wholesale Club	2	$106.30	2.84%
12	Whole Foods	2	$100.60	2.69%
13	The Giant Company (Heirloom Mkt)	5	$98.99	2.65%
14	Aldi	11	$94.20	2.52%
15	IGA	3	$70.62	1.89%
16	Trader Joe's	2	$60.20	1.61%
17	Krasdale	18	$57.75	1.54%
18	Tri-State Co-Op	4	$57.29	1.53%
19	Sam's Club	1	$51.30	1.37%
20	Fine Fare Supermarkets	3	$48.20	1.29%
21	ASG	2	$32.45	0.87%
22	Sprouts	1	$32.10	0.86%
23	The Fresh Market	1	$16.30	0.44%
24	Lidl	2	$15.10	0.40%
25	MOM's Organic Market	1	$14.80	0.40%
26	Supremo	2	$12.80	0.34%
27	Key Food	1	$6.90	0.18%
28	C&S Independents	14	$6.41	0.17%
29	Royal Farm Stores	1	$3.10	0.08%
30	Fas-Marts	1	$1.70	0.05%
		399	**$3,737.55**	**99.93%**

See **PENNSYLVANIA COUNTY SHARE** on page 56

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 54

PIKE COUNTY ($143.2 million)
(Includes Milford)

- Population 55,809
- # of Households 22,119
- Median Income $65,928
- Under 18 .... 17.4%
- Over 65 .... 23.5%
- Female 49.3%
- White 79.6%
- Black 6.5%
- Hispanic 11.6%
- Asian 1.6%

1	Weis Markets	1	$49.21	34.36%
2	Walmart (SuperCenter)	1	$30.60	21.37%
3	Price Chopper	1	$27.36	19.11%
4	C&S Independents (ShurSave)	2	$13.58	9.48%
5	Key Food	1	$7.90	5.52%
6	Turkey Hill	3	$7.10	4.96%
7	Walgreens	1	$4.70	3.28%
		10	**$140.45**	**98.08%**

SCHUYLKILL COUNTY ($421.6 million)
(Includes Pottsville)

- Population 141,359
- # of Households 58,749
- Median Income $52,280
- Under 18 .... 19.7%
- Over 65 .... 20.7%
- Female 48.8%
- White 90.1%
- Black 3.6%
- Hispanic 5.2%
- Asian 0.6%

1	Boyer's Markets	8	$80.80	19.17%
2	Walmart (SuperCenter)	2	$79.50	18.86%
3	Redner's Markets	3	$78.40	18.60%
4	The Giant Company	1	$43.86	10.40%
5	C&S Independents	12	$40.79	9.68%
6	Weis Markets	1	$27.98	6.64%
7	Rite Aid	8	$24.90	5.91%
8	Turkey Hill	10	$15.80	3.75%
9	CVS	2	$9.80	2.32%
10	Sheetz	2	$8.40	1.99%
11	Aldi	1	$7.80	1.85%
		50	**$418.03**	**99.15%**

See PENNSYLVANIA COUNTY SHARE on page 58


Domino®
Golden
Sugar
Introducing new Domino® Golden Sugar, the less-processed sugar that consumers can use more freely for every sweetening need. Made from pure cane sugar, it works cup-for-cup just like white sugar, but has a beautiful golden color and a distinct hint of molasses flavor bakers are sure to love.
Provide consumers with Domino® Golden Sugar in time for the coming baking season. This less-processed pure cane granulated sugar is Non-GMO Project Verified and sold in 1.75 lb. and 3.5 lb. packages, ideal sizes for baking pies, cookies and cakes, or for everyday sweetening.
Domino
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LESS PROCESSED
PURE CANE GRANULATED
BAKES AND DISSOLVES LIKE WHITE SUGAR
NET WT 3.5 LB (1.59kg)
NET WT 1.75 LB (0.79kg)
Learn more at
dominsugar.com/goldensugar.
Domino Foods, Inc. is part of ASR GROUP

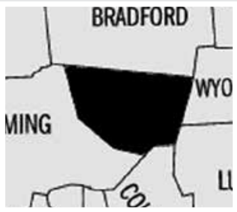
PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 56

SNYDER COUNTY ($137.4million) (Includes Middleburg)

- Population 40,372
- # of Households 14,794
- Median Income $58,997
- Under 18 .... 20.7%
- Over 65 .... 19.5%
- Female 50.4%
- White 94.9%
- Black................................... 1.4%
- Hispanic 2.0%
- Asian................................... 0.7%

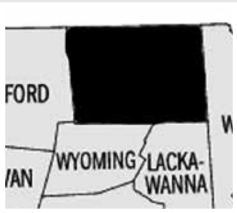
1	The Giant Company	1	$33.85	24.64%
2	Weis Markets	1	$31.56	22.97%
3	Walmart (SuperCenter)	1	$25.30	18.41%
4	Target	1	$18.10	13.17%
5	Aldi	1	$9.70	7.06%
6	CVS	2	$8.70	6.33%
7	Sheetz	1	$3.90	2.84%
8	C&S Independents	3	$2.45	1.78%
9	Turkey Hill	1	$2.20	1.60%
		12	**$135.76**	**98.81%**



SULLIVAN COUNTY ($5.2 million) (Includes Laporte)

- Population 6,066
- # of Households 2,723
- Median Income $47,407
- Under 18 .... 10.5%
- Over 65 .... 29.0%
- Female 47.7%
- White 92.6%
- Black................................... 3.9%
- Hispanic 1.8%
- Asian................................... 0.4%

1	IGA	1	$4.32	83.08%
		1	**$4.32**	**83.08%**



SUSQUEHANNA COUNTY ($37.3 million) (Includes Montrose)

- Population 40,328
- # of Households 17,235
- Median Income $54,966
- Under 18 .... 18.4%
- Over 65 .... 24.3%
- Female 49.8%
- White 96.1%
- Black................................... 0.7%
- Hispanic 1.8%
- Asian................................... 0.4%

1	Price Chopper	1	$22.70	60.86%
2	CVS	1	$4.30	11.53%
3	IGA	1	$3.54	9.49%
4	Rite Aid	1	$3.30	8.85%
5	Turkey Hill	1	$2.20	5.90%
		5	**$36.04**	**96.62%**

UNION COUNTY ($111.5 million) (Includes Lewisburg)

- Population 44,923
- # of Households 14,533
- Median Income $59,399
- Under 18 .... 17.6%
- Over 65 .... 18.6%
- Female 45.4%
- White 84.2%
- Black................................... 7.5%
- Hispanic 6.1%
- Asian................................... 1.7%

1	Weis Markets	2	$45.34	40.66%
2	Walmart (SuperCenter)	1	$40.50	36.32%
3	CVS	2	$10.40	9.33%
4	Sheetz	2	$8.10	7.26%
		7	**$104.34**	**93.58%**

WAYNE COUNTY ($168.8 million) (Includes Mawley, Honesdale)

- Population 51,361
- # of Households 18,841
- Median Income $56,096
- Under 18 .... 16.3%
- Over 65 .... 24.6%
- Female 46.9%
- White 89.9%
- Black................................... 3.7%
- Hispanic 4.9%
- Asian................................... 0.7%

1	Weis Markets	2	$61.64	36.52%
2	Walmart (SuperCenter)	1	$41.20	24.41%
3	CVS	3	$17.40	10.31%
4	IGA	1	$16.74	9.92%
5	C&S Independents (ShurSave)	3	$9.10	5.39%
6	Tri-State Co-Op	1	$8.16	4.83%
7	Rite Aid	2	$7.50	4.44%
8	Walgreens	1	$4.10	2.43%
9	Circle K	1	$2.20	1.30%
10	Turkey Hill	1	$2.10	1.24%
		16	**$170.14**	**100.79%***

WYOMING COUNTY ($70.56 million) (Includes Tunkhannock)

- Population 26,794
- # of Households 10,790
- Median Income $59,415
- Under 18 .... 19.4%
- Over 65 .... 21.9%
- Female 49.8%
- White 95.4%
- Black................................... 1.0%
- Hispanic 2.0%
- Asian................................... 0.5%

1	Walmart (SuperCenter)	1	$33.30	47.23%
2	Weis Markets	1	$19.25	27.30%
3	C&S Independents	2	$5.96	8.45%
4	CVS	1	$4.90	6.95%
5	Rite Aid	1	$4.40	6.24%
		6	**$67.81**	**96.18%**

See PENNSYLVANIA COUNTY SHARE on page 59

PENNSYLVANIA COUNTY SHARE OF MARKET: 2021

Continued from page 58

YORK COUNTY ($1.6 billion)
(Includes Hanover, Shrewsbury, York)

- Population 449,058
- # of Households 172,421
- Median Income $66,457
- Under 18 .... 22.0%
- Over 65 .... 18.0%
- Female 50.6%
- White 82.6%
- Black 7.1%
- Hispanic 8.1%
- Asian 1.5%

1	The Giant Company	10	$522.09	33.27%
2	Weis Markets	8	$206.48	13.16%
3	Walmart (SuperCenter)	6	$205.50	13.10%
4	Sam's Club	2	$94.20	6.00%
5	Rutter's Farm Stores	43	$74.80	4.77%
6	CVS	12	$57.20	3.64%
7	Target	3	$54.80	3.49%
8	Rite Aid	16	$44.30	2.82%
9	Sheetz	13	$43.30	2.76%
10	Family Owned Markets	3	$40.20	2.56%
11	Aldi	3	$25.30	1.61%
12	Turkey Hill	17	$23.90	1.52%
13	Royal Farm Stores	8	$21.50	1.37%
14	BJ's Wholesale Club	1	$20.60	1.31%
15	Grocery Outlet	3	$20.60	1.31%
16	C&S Independents	9	$20.49	1.31%
17	Karns Prime & Fancy Foods	1	$17.00	1.08%
18	Walgreens	3	$16.30	1.04%
19	ShopRite (Price Rite)	1	$14.40	0.92%
20	Great Valu	1	$13.50	0.86%
21	IGA	1	$11.70	0.75%
22	Lidl	1	$6.30	0.40%
23	Food Lion	1	$4.80	0.31%
24	Save A Lot	1	$4.40	0.28%
25	High's/Baltimore	1	$2.80	0.18%
		168	**$1,566.46**	**99.82%**

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

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

Source: *Food Trade News*, June 2021

IN REVIEW: THE GIANT COMPANY

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
PA	Adams	1	$59.44	$200.40	29.66%	1	$52.30	28.82%
PA	Berks	6	$300.58	$1,437.10	20.92%	6	$254.79	19.69%
PA	Bucks	20	$877.40	$2,819.40	31.12%	20	$792.43	30.51%
PA	Carbon	1	$47.03	$178.90	26.29%	1	$36.17	22.65%
PA	Chester	12	$572.23	$1,881.10	30.42%	12	$527.98	30.04%
PA	Columbia	2	$80.75	$230.80	34.99%	2	$67.70	32.49%
PA	Cumberland	10	$448.61	$1,138.40	39.41%	9	$396.02	39.31%
PA	Dauphin	9	$438.40	$1,022.10	42.89%	8	$377.06	40.70%
PA	Delaware	10	$453.44	$2,266.30	20.01%	10	$405.29	19.03%
PA	Franklin	4	$148.67	$459.90	32.33%	4	$124.78	30.18%
PA	Lackawanna	2	$67.74	$750.70	9.02%	2	$55.84	8.29%
PA	Lancaster	13	$469.10	$1,740.00	26.96%	12	$422.77	27.17%
PA	Lebanon	3	$91.00	$409.60	22.22%	3	$84.68	22.32%
PA	Lehigh	7	$354.83	$1,352.40	26.24%	7	$309.79	25.16%
PA	Luzerne	1	$38.04	$1,014.80	3.75%	1	$31.59	3.45%
PA	Lycoming	1	$43.81	$417.40	10.50%	1	$40.32	10.83%
PA	Mifflin	2	$35.27	$136.70	25.80%	2	$30.97	24.84%
PA	Monroe	2	$88.95	$681.40	13.05%	2	$73.84	11.96%
PA	Montgomery	23	$1,040.01	$3,891.10	26.73%	23	$939.06	26.18%
PA	Montour	1	$25.85	$64.90	39.83%	1	$21.57	37.00%
PA	Northampton	8	$370.01	$1,175.40	31.48%	8	$327.72	30.59%
PA	Perry	1	$29.27	$111.80	26.18%	1	$22.69	22.78%
PA	Philadelphia (Heirloom Mkt)	5	$98.99	$3,740.20	2.65%	4	$85.30	2.42%
PA	Schuylkill	1	$43.86	$421.60	10.40%	2	$43.99	11.64%
PA	Snyder	1	$33.85	$137.40	24.64%	1	$26.08	21.57%
PA	York	10	$522.09	$1,569.30	33.27%	10	$455.70	32.07%

PA Recap: 156 stores with sales of $6.78 billion. Total retail food sales for PA in the study: $29.99 billion. The Giant Company share of PA is 22.63%.

Mid-Atlantic Recap: 156 stores with sales of $6.78 billion annually. Mid-Atlantic retail food sales total: $109.43 billion.
The Giant Company Per Store Average: $43.46 million
( ) Indicates another banner used by the company.
Source: *Food Trade News*, June 2021

IN REVIEW: WHOLE FOODS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	5	$190.20	$3,639.70	5.23%	5	$181.30	5.36%
CT	New Haven	1	$29.10	$3,294.50	0.88%	1	$28.10	0.92%
CT Recap: 6 stores with sales of $219.3 million. Total retail food sales for CT in the study: $7.73 billion. Whole Foods share of CT is 2.84%.								
NJ	Bergen	4	$143.10	$3,350.20	4.27%	4	$136.50	4.14%
NJ	Burlington	1	$39.20	$1,723.90	2.27%	1	$37.50	2.29%
NJ	Camden	1	$30.60	$1,738.40	1.76%	1	$29.10	1.85%
NJ	Essex	3	$82.90	$2,079.90	3.99%	3	$76.50	3.81%
NJ	Hudson	1	$42.80	$1,558.20	2.75%	1	$40.60	2.75%
NJ	Mercer	1	$45.10	$1,321.90	3.41%	1	$42.20	3.33%
NJ	Middlesex	1	$34.20	$2,428.80	1.41%	1	$31.80	1.42%
NJ	Monmouth	3	$90.30	$2,533.40	3.56%	3	$86.50	3.76%
NJ	Morris	3	$99.90	$2,080.60	4.80%	3	$94.80	4.88%
NJ	Passaic	1	$34.30	$1,273.60	2.69%	0	$0.00	0.00%
NJ	Somerset	1	$31.90	$1,228.20	2.60%	1	$30.60	2.53%
NJ	Union	2	$59.20	$1,818.70	3.26%	2	$56.30	3.24%
NJ Recap: 22 stores with sales of $733.5 million. Total retail food sales for NJ in the study: $29.93 billion. Whole Foods share of NJ is 2.45%.								
NY	Brooklyn	3	$128.10	$5,119.10	2.50%	3	$120.50	2.53%
NY	Manhattan (Amazon Go)	16	$680.20	$5,607.40	12.13%	16	$605.10	12.09%
NY	Nassau	3	$114.30	$5,537.60	2.06%	2	$75.20	1.49%
NY	Suffolk	2	$80.60	$5,920.60	1.36%	2	$75.20	1.39%
NY	Westchester	4	$176.20	$3,734.30	4.72%	4	$168.20	4.79%
NY Recap: 28 stores with sales of $1.18 billion. Total retail food sales for NY in the study: $39.79 billion. Whole Foods share of NY is 2.97%.								
PA	Chester	1	$30.10	$1,881.10	1.60%	1	$28.10	1.60%
PA	Delaware	3	$107.50	$2,266.30	4.74%	3	$101.30	4.76%
PA	Lancaster	1	$37.00	$1,740.00	2.13%	1	$34.40	2.21%
PA	Lehigh	1	$30.50	$1,352.40	2.26%	1	$28.80	2.34%
PA	Montgomery	4	$131.80	$3,891.10	3.39%	4	$125.40	3.50%
PA	Philadelphia	2	$100.60	$3,740.20	2.69%	2	$94.20	2.67%
PA Recap: 12 stores with sales of $437.5 million. Total retail food sales for PA in the study: $29.99 billion. Whole Foods share of PA is 1.46%.								

Mid-Atlantic Recap: 68 stores with sales of $2.57 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Whole Foods Per Store Average: $37.79 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2021

IN REVIEW: TRADER JOE'S

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	5	$120.60	$3,639.70	3.31%	5	$111.60	3.30%
CT	New Haven	1	$20.30	$3,294.50	0.62%	1	$18.90	0.62%
CT Recap: 6 stores with sales of $140.9 million. Total retail food sales for CT in the study: $7.73 billion. Trader Joe's share of CT is 1.82%.								
DE	New Castle	2	$35.80	$1,985.80	1.80%	1	$16.20	0.88%
DE Recap: 2 stores with sales of $35.8 million. Total retail food sales for DE in the study: $1.99 billion. Trader Joe's share of DE is 1.8%.								
NJ	Bergen	3	$45.20	$3,350.20	1.35%	3	$42.70	1.29%
NJ	Burlington	1	$15.30	$1,723.90	0.89%	1	$14.70	0.90%
NJ	Camden	1	$16.80	$1,738.40	0.97%	0	$0.00	0.00%
NJ	Essex	1	$16.40	$2,079.90	0.79%	1	$15.80	0.79%
NJ	Hudson	1	$17.00	$1,558.20	1.09%	1	$16.20	1.10%
NJ	Mercer	1	$18.20	$1,321.90	1.38%	1	$17.10	1.35%
NJ	Middlesex	1	$17.30	$2,428.80	0.71%	1	$16.20	0.72%
NJ	Monmouth	2	$36.30	$2,533.40	1.43%	1	$16.90	0.73%
NJ	Morris	2	$22.10	$2,080.60	1.06%	2	$20.90	1.08%
NJ	Ocean	1	$20.10	$2,026.10	0.99%	1	$18.40	0.99%
NJ	Passaic	2	$41.30	$1,273.60	3.24%	2	$38.40	3.02%
NJ	Somerset	1	$18.50	$1,228.20	1.51%	1	$16.80	1.39%
NJ	Union	1	$18.10	$1,818.70	1.00%	1	$16.20	0.93%
NJ Recap: 18 stores with sales of $302.6 million. Total retail food sales for NJ in the study: $29.93 billion. Trader Joe's share of NJ is 1.01%.								
NY	Brooklyn	2	$78.50	$5,119.10	1.53%	2	$72.60	1.52%
NY	Manhattan	8	$292.30	$5,607.40	5.21%	7	$242.60	4.85%
NY	Nassau	5	$150.80	$5,537.60	2.72%	5	$141.60	2.80%
NY	Queens	2	$88.30	$5,444.30	1.62%	1	$51.90	1.01%
NY	Staten Island	1	$40.70	$1,584.80	2.57%	1	$38.70	2.71%
NY	Suffolk	2	$54.60	$5,920.60	0.92%	2	$50.20	0.93%
NY	Westchester	3	$85.40	$3,734.30	2.29%	3	$78.10	2.22%
NY Recap: 23 stores with sales of $790.6 million. Total retail food sales for NY in the study: $39.79 billion. Trader Joe's share of NY is 1.99%.								
PA	Delaware	2	$38.80	$2,266.30	1.71%	2	$36.10	1.69%
PA	Montgomery	3	$56.60	$3,891.10	1.45%	3	$52.50	1.46%
PA	Philadelphia	2	$60.20	$3,740.20	1.61%	2	$55.70	1.58%
PA Recap: 7 stores with sales of $155.6 million. Total retail food sales for PA in the study: $29.99 billion. Trader Joe's share of PA is 0.52%.								

Mid-Atlantic Recap: 56 stores with sales of $1.43 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion. Trader Joe's Per Store Average: $25.46 million

Source: *Food Trade News*, June 2021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IN REVIEW: SHOP RITE

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	12	$599.60	$3,639.70	16.47%	13	$571.30	16.90%
CT	Litchfield (Price Rite)	1	$44.70	$792.10	5.64%	1	$41.50	5.43%
CT	New Haven (PR/Garafalo/Grade A/Tomaquindicz)	9	$440.50	$3,294.50	13.37%	9	$414.20	13.59%
CT Recap: 22 stores with sales of $1.08 billion. Total retail food sales for CT in the study: $7.73 billion. ShopRite share of CT is 14.04%.								
DE	New Castle (Kenny)	6	$343.70	$1,985.80	17.31%	6	$324.10	17.55%
DE Recap: 6 stores with sales of $343.7 million. Total retail food sales for DE in the study: $1.99 billion. ShopRite share of DE is 17.31%.								
NJ	Atlantic (Village)	5	$336.50	$920.70	36.55%	5	$320.60	37.08%
NJ	Bergen (Price Rite/Brown/Ravitz/Zallie)	17	$1,232.30	$3,350.20	36.78%	17	$1,176.40	35.65%
NJ	Burlington (FG/Eickhoff-HFF/Maniaci/Ravitz/Saker/Somerset)	10	$537.20	$1,723.90	31.16%	10	$511.20	31.19%
NJ	Camden (Price Rite/BrownRavitz/Zallie)	9	$431.80	$1,738.40	24.84%	9	$411.70	26.17%
NJ	Cape May (Village)	2	$100.70	$534.30	18.85%	2	$96.20	19.12%
NJ	Cumberland (Bottino/Village)	4	$205.80	$575.40	35.77%	4	$194.70	35.62%
NJ	Essex (FG/Drulan/Infusino/Maniaci/Sunrise/Village)	9	$779.20	$2,079.90	37.46%	9	$738.71	36.80%
NJ	Gloucester (Ammons/Bottino/Zallie)	6	$348.20	$1,056.40	32.96%	6	$331.40	33.15%
NJ	Hudson (Inserra/Tully)	5	$433.70	$1,558.20	27.83%	5	$411.40	27.87%
NJ	Hunterdon (Colalillo/Hunterdon)	2	$150.60	$436.70	34.49%	2	$134.60	34.11%
NJ	Mercer (Saker)	6	$396.50	$1,321.90	29.99%	6	$379.40	29.96%
NJ	Middlesex (FG/SRS/Glass/Maniaci/Saker/Sitar/Village)	13	$863.00	$2,428.80	35.53%	13	$821.70	36.75%
NJ	Monmouth (Dearborn Market/Saker)	12	$747.50	$2,533.40	29.51%	12	$711.60	30.89%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	$687.10	$2,080.60	33.02%	11	$656.50	33.83%
NJ	Ocean (Perlmutter/Saker)	9	$603.20	$2,026.10	29.77%	9	$575.60	31.13%
NJ	Passaic (FG/PR/Cuellar/Infusino/Inserra/Maniaci)	6	$399.40	$1,273.60	31.36%	6	$380.10	29.93%
NJ	Somerset (Saker/Village)	7	$492.50	$1,228.20	40.10%	7	$460.30	38.05%
NJ	Sussex (SRS/North/Ronetco)	5	$327.40	$659.60	49.64%	5	$311.20	50.00%
NJ	Union (SRS/ AJS/Glass/Village)	8	$656.20	$1,818.70	36.08%	8	$621.50	35.74%
NJ	Warren (Colalillo)	4	$198.90	$435.50	45.67%	4	$189.20	45.62%
NJ Recap: 150 stores with sales of $9.93 billion. Total retail food sales for NJ in the study: $29.93 billion. ShopRite share of NJ is 33.16%.								
NY	Bronx (Village)	1	$46.30	$3,204.10	1.45%	1	$43.10	1.44%
NY	Brooklyn (Glass)	2	$156.20	$5,119.10	3.05%	2	$148.60	3.12%
NY	Dutchess (SRS)	3	$170.40	$1,017.80	16.74%	3	$160.70	17.81%
NY	Manhattan (Fairway/Gourmet Garage/Village)	7	$218.20	$5,607.40	3.89%	3	$17.50	0.35%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	$454.20	$5,537.60	8.20%	6	$434.40	8.59%
NY	Orange (SRS)	6	$318.10	$1,302.60	24.42%	3	$306.20	23.74%
NY	Putnam (SRS)	1	$52.30	$240.60	21.74%	1	$50.10	22.55%
NY	Queens (SRS)	1	$55.10	$5,444.30	1.01%	1	$52.40	1.02%
NY	Rockland (Glass/Inserra)	6	$446.20	$1,048.30	42.56%	6	$422.60	42.49%
NY	Staten Island (Mannix)	3	$351.60	$1,553.70	22.19%	3	$322.30	22.54%
NY	Suffolk (Buonadonna/Gallgher/Greenfield/Janson/Thompson)	10	$567.40	$5,920.60	9.58%	10	$538.40	9.93%
NY	Westchester (SRS/Fairway/Village)	10	$628.30	$3,734.30	16.83%	9	$578.20	16.46%
NY Recap: 56 stores with sales of $3.46 billion. Total retail food sales for NY in the study: $39.79 billion. ShopRite share of NY is 8.71%.								
PA	Berks (Price Rite)	1	$12.10	$1,437.10	0.84%	1	$11.90	0.92%
PA	Bucks (Brown/Colalillo/Cowhey)	4	$202.30	$2,819.40	7.18%	4	$191.40	7.37%
PA	Chester (KTM)	1	$28.10	$1,881.10	1.49%	1	$26.30	1.50%
PA	Dauphin (Price Rite)	1	$15.60	$1,022.10	1.53%	1	$14.70	1.59%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	6	$214.40	$2,266.30	9.46%	6	$201.60	9.47%
PA	Lackawanna (Price Rite/Bracey)	2	$45.10	$750.70	6.10%	1	$15.10	5.21%
PA	Lehigh (Price Rite)	1	$17.30	$1,352.40	1.28%	1	$16.70	1.36%
PA	Monroe (Bracey/Kinsley/Village)	3	$157.40	$681.40	23.10%	3	$151.50	24.54%
PA	Montgomery (Fresh Grocer/PriceRite/Browns/Burns/KTM II)	4	$188.70	$3,891.10	4.85%	4	$179.50	5.01%
PA	Northampton (Price Rite/Colalillo)	2	$69.10	$1,175.40	5.88%	2	$65.80	6.14%
PA	Philadelphia (FG/Ammons/Browns/Colligas/GMS/McMenamin/Zallie)	18	$784.20	$3,740.20	20.97%	18	$763.30	22.28%
PA	York (Price Rite)	1	$14.40	$1,569.30	0.92%	1	$13.10	0.92%
PA Recap: 44 stores with sales of $1.75 billion. Total retail food sales for PA in the study: $29.99 billion. ShopRite share of PA is 5.81%.								

Mid-Atlantic Recap: 278 stores with sales of $16.56 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
ShopRite Per Store Average: $59.57 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2021

IN REVIEW: ALBERTSONS MID-ATLANTIC

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield (Acme/Kings)	7	$120.67	$3,639.70	3.32%	6	$88.40	2.61%
CT Recap: 7 stores with sales of $120.67 million. Total retail food sales for CT in the study: $7.73 billion. Albertsons Mid-Atlantic share of CT is 1.56%.								
DE	New Castle (Acme/Safeway)	14	$389.70	$1,985.80	19.62%	13	$325.80	17.64%
DE Recap: 14 stores with sales of $389.7 million. Total retail food sales for DE in the study: $1.99 billion. Albertsons Mid-Atlantic share of DE is 19.62%.								
NJ	Atlantic (Acme)	4	$110.44	$920.70	12.00%	4	$89.60	10.36%
NJ	Bergen (Acme)	9	$257.17	$3,350.20	7.68%	10	$231.20	7.01%
NJ	Burlington (Acme)	7	$162.11	$1,723.90	9.40%	7	$141.60	8.64%
NJ	Camden (Acme)	6	$143.42	$1,738.40	8.25%	6	$115.20	7.32%
NJ	Cape May (Acme)	10	$229.86	$534.30	43.02%	10	$202.80	40.30%
NJ	Cumberland (Acme)	1	$24.49	$575.40	4.26%	1	$17.80	3.26%
NJ	Essex (Acme)	5	$136.18	$2,079.90	6.55%	4	$147.50	7.35%
NJ	Gloucester (Acme)	4	$108.16	$1,056.40	10.24%	4	$89.20	8.92%
NJ	Hudson (Acme)	5	$111.89	$1,558.20	7.18%	6	$123.20	8.35%
NJ	Hunterdon (Kings)	1	$14.25	$436.70	3.26%	1	$12.60	3.19%
NJ	Mercer (Acme)	2	$54.16	$1,321.90	4.10%	2	$44.80	3.54%
NJ	Middlesex (Acme)	3	$53.97	$2,428.80	2.22%	3	$43.60	1.95%
NJ	Monmouth (Acme)	5	$123.83	$2,533.40	4.89%	6	$106.70	4.63%
NJ	Morris (Acme/Kings)	10	$211.83	$2,080.60	10.18%	11	$189.40	9.76%
NJ	Ocean (Acme)	5	$120.45	$2,026.10	5.94%	5	$88.10	4.76%
NJ	Salem (Acme)	2	$68.31	$154.00	44.36%	2	$55.60	39.24%
NJ	Somerset (Acme)	2	$40.77	$1,228.20	3.32%	4	$79.40	6.56%
NJ	Sussex (Acme)	2	$53.04	$659.60	8.04%	2	$44.10	7.09%
NJ	Union (Acme/Kings)	5	$152.06	$1,818.70	8.36%	5	$121.40	6.98%
NJ	Warren (Acme)	1	$24.27	$435.50	5.57%	1	$20.20	4.87%
NJ Recap: 89 stores with sales of $2.2 billion. Total retail food sales for NJ in the study: $29.93 billion. Albertsons Mid-Atlantic share of NJ is 7.35%.								
NY	Dutchess (Acme)	2	$42.19	$1,017.80	4.15%	2	$32.80	3.63%
NY	Nassau (Acme)	1	$132.23	$5,537.60	2.39%	1	$15.70	0.31%
NY	Putnam (Acme)	3	$56.91	$240.60	23.65%	3	$51.40	23.13%
NY	Westchester (Acme/Balducci's)	13	$254.12	$3,734.30	6.81%	13	$217.80	6.20%
NY Recap: 19 stores with sales of $485.45 million. Total retail food sales for NY in the study: $39.79 billion. Albertsons Mid-Atlantic share of NY is 1.22%.								
PA	Bucks (Acme)	7	$239.49	$2,819.40	8.49%	7	$206.90	7.97%
PA	Chester (Acme)	7	$200.73	$1,881.10	10.67%	7	$165.10	9.39%
PA	Delaware (Acme)	12	$367.96	$2,266.30	16.24%	12	$309.70	14.54%
PA	Montgomery (Acme)	7	$186.92	$3,891.10	4.80%	8	$172.10	4.80%
PA	Philadelphia (Acme)	17	$461.07	$3,740.20	12.33%	16	$358.80	10.17%
PA Recap: 50 stores with sales of $1.46 billion. Total retail food sales for PA in the study: $29.99 billion. Albertsons Mid-Atlantic share of PA is 4.86%.								

Mid-Atlantic Recap: 179 stores with sales of $4.65 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Albertsons Mid-Atlantic Per Store Average: $25.99 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2021

IN REVIEW: WEIS MARKETS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
NJ	Morris	3	$38.74	$2,080.60	1.86%	3	$31.20	1.61%
NJ	Somerset	1	$22.73	$1,228.20	1.85%	1	$19.30	1.60%
NJ	Sussex	2	$46.87	$659.60	7.11%	2	$43.30	6.96%
NJ	Warren	1	$21.72	$435.50	4.99%	1	$19.50	4.70%

NJ Recap: 7 stores with sales of $ 130.06 million. Total retail food sales for NJ in the study: $29.93 billion. Weis Markets share of NJ is 0.43%.

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
PA	Adams	2	$35.14	$200.40	17.53%	2	$28.30	15.59%
PA	Berks	6	$128.29	$1,437.10	8.93%	6	$107.70	8.32%
PA	Bucks	2	$42.68	$2,819.40	1.51%	2	$29.10	1.12%
PA	Columbia	3	$50.48	$230.80	21.87%	3	$43.00	20.63%
PA	Cumberland	5	$100.45	$1,138.40	8.82%	5	$81.30	8.07%
PA	Dauphin	4	$70.09	$1,022.10	6.86%	4	$56.90	6.14%
PA	Franklin	2	$35.50	$459.90	7.72%	2	$30.40	7.35%
PA	Lackawanna	3	$74.21	$750.70	9.88%	3	$65.30	9.70%
PA	Lancaster	13	$275.80	$1,740.00	15.85%	13	$245.60	15.78%
PA	Lebanon	3	$59.43	$409.60	14.51%	3	$50.10	13.21%
PA	Lehigh	8	$222.04	$1,352.40	16.42%	8	$195.60	15.89%
PA	Luzerne	7	$161.15	$1,014.80	15.88%	7	$141.20	15.40%
PA	Lycoming	6	$154.30	$417.40	36.97%	6	$139.60	37.50%
PA	Mifflin	1	$19.65	$136.70	14.37%	1	$16.20	12.99%
PA	Monroe	5	$128.48	$681.40	18.86%	5	$105.40	17.07%
PA	Montgomery	6	$133.71	$3,891.10	3.44%	6	$110.60	3.08%
PA	Montour	1	$27.08	$64.90	41.73%	1	$24.60	42.20%
PA	Northampton	4	$96.37	$1,175.40	8.20%	4	$80.80	7.54%
PA	Northumberland	5	$81.05	$200.90	40.34%	5	$73.30	40.01%
PA	Perry	1	$19.12	$111.80	17.10%	1	$16.00	16.06%
PA	Pike	1	$49.21	$143.20	34.36%	1	$21.60	19.12%
PA	Schuylkill	1	$27.98	$421.60	6.64%	1	$21.30	5.64%
PA	Snyder	1	$31.56	$137.40	22.97%	1	$28.30	23.41%
PA	Union	2	$45.34	$111.50	40.66%	2	$41.10	39.71%
PA	Wayne	2	$61.64	$168.80	36.52%	2	$51.20	34.45%
PA	Wyoming	1	$19.25	$70.50	27.30%	1	$15.20	23.82%
PA	York	8	$206.48	$1,569.30	13.16%	8	$171.40	12.06%

PA Recap: 103 stores with sales of $2.36 billion. Total retail food sales for PA in the study: $29.99 billion. Weis Markets share of PA is 7.87%.

Mid-Atlantic Recap: 110 stores with sales of $2.49 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Weis Markets Per Store Average: $22.6 million

Source: *Food Trade News*, June 2021

Metro New York Supermarket Leaders:

ShopRite Remains Supermarket King, Stop & Shop Second In $46.9 Billion Metro Region

- **ShopRite Adds 7 New Units**
- **Stoppie Posts Strong Comps**
- **Krasdale Indies Remain Atop NYC**
- **Key Food Adds 14 Stores**
- **Acme Acquires Kings, Balducci's**

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	180	$11,770.60	25.12%	173	$10,966.51	25.37%
2	Stop & Shop	208	$8,388.30	17.90%	208	$7,934.46	18.36%
3	Krasdale	525	$4,300.17	9.18%	538	$4,015.19	9.29%
4	Key Food	288	$3,333.50	7.12%	274	$2,933.60	6.79%
5	Whole Foods (Amazon Go)	53	$2,017.30	4.31%	51	$1,807.20	4.18%
6	Albertsons (Acme/Kings)	77	$1,867.31	3.99%	81	$1,580.70	3.66%
7	ASG Stores	204	$1,836.58	3.92%	193	$1,474.30	3.41%
8	Allegiance/Foodtown (D'Ags/Gristedes)	109	$1,294.78	2.76%	108	$1,227.60	2.84%
9	Trader Joe's	44	$1,183.80	2.53%	41	$1,024.70	2.37%
10	King Kullen (Wild By Nature)	35	$728.18	1.55%	35	$655.40	1.52%
		1,723	**$36,770.52**	**78.38%**	**1,702**	**$33,619.66**	**77.78%**

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

( ) Indicates another banner used by the company.

Total supermarket sales for the area are $46.9 billion.

Source: *Food Trade News*, June 2021

Metro New York Market Leaders:

ShopRite Maintains Big Metro NY Lead Vs. All Channels; Costco Largest Alt. Operator

- Alternates Share Only 33.8%
- SR Share Of $68.2B Mkt. Is 17.2%
- Walgreens Shuts 26 Drug Stores
- WM Expands 2 Units To SCs
- Urban Units Spur Target Growth

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	180	$11,770.60	17.18%	173	$10,966.51	17.18%
2	Stop & Shop	208	$8,388.30	12.67%	208	$7,934.46	12.43%
3	Krasdale	525	$4,300.17	6.49%	538	$4,015.19	6.29%
4	Costco	37	$4,130.20	6.24%	38	$3,811.10	5.97%
5	Walgreens (Duane Reade)	588	$3,992.50	6.03%	614	$4,059.30	6.36%
6	CVS	788	$3,858.80	5.83%	717	$3,637.70	5.70%
7	Key Food	288	$3,333.50	5.03%	274	$2,933.60	4.60%
8	BJ's Wholesale Club	51	$2,612.30	3.95%	49	$2,285.90	3.58%
9	Walmart	66	$2,321.60	3.51%	66	$2,125.50	3.33%
10	Target	96	$2,317.00	3.50%	90	$1,879.30	2.94%
11	Whole Foods (Amazon Go)	53	$2,017.30	3.05%	51	$1,807.20	2.83%
12	Albertsons (Acme/Kings/Balducci's)	77	$1,867.31	2.82%	81	$1,580.70	2.48%
13	ASG Stores	204	$1,836.58	2.77%	193	$1,474.30	2.31%
14	7-Eleven	728	$1,576.70	2.96%	720	$1,465.20	2.30%
15	Allegiance/Foodtown (D'Ags/Gristedes)	109	$1,294.78	1.95%	108	$1,227.60	1.92%
16	Rite Aid	265	$1,290.60	1.79%	288	$1,314.70	2.06%
17	Trader Joe's	44	$1,183.80	1.73%	41	$1,024.70	1.61%
18	King Kullen (Wild By Nature)	35	$728.18	1.10%	35	$655.40	1.03%
19	Wegmans	8	$660.40	1.00%	7	$510.80	0.80%
20	Aldi	62	$580.90	0.88%	59	$537.80	0.84%
		4,412	**$60,661.52**	**90.71%**	**4,350**	**$55,246.96**	**86.60%**

The chart above lists the top 20 retailers in the Metro NY market that sell groceries, HBC, drugs, general merchandise and tobacco products. Vols. listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. Counties (boroughs) included are: Fairfield, Litchfield, New Haven in CT; Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union in NJ; Bronx, Dutchess, Kings/Brooklyn, Manhattan, Nassau, Orange, Putnam, Queens, Richmond/Staten Island, Rockland, Suffolk. Westchester in NY. Petroleum sales not incl.

Total food sales for the area are: $68.5 billion. ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2021

TAKING STOCK

from page 16

a very good year for the Behemoth, especially aided by a ramped-up presence and execution of its digital-driven platform which included curbside pickup and "ship to store." Last September, the world's biggest retailer added its own order and delivery portal – Walmart+. All told, these huge investments, many made before the pandemic began, have and will continue to pay huge dividends for the company. Once again, for the third consecutive year, the Arkansas merchant did not open a new single brick and mortar store, as it continues to spend heavily on e-commerce (however, it expanded two existing discount stores in Roxbury, NJ and Farmingdale, NY). Those investments were a game changer over the past 12 months and are designed to put even more distance between Walmart and the remaining retailers in all food channels.

Acme Markets – Making the most out of a minimal cap-ex budget, Acme was the best performer during the height of the pandemic of any retailer we surveyed in terms of maintaining strong in-stock levels. Not only did Acme perform well in its own backyard, but it was also among the best units in parent company Albertsons' 12-division national structure. The company's store upgrade focus continues to be on remodels although it did open the old Fresh Grocer near U of Penn last year. There was other big news to report as well: in September Acme and Safeway's Eastern division merged creating the 275 store $6 billion division Albertsons Mid-Atlantic division that is based in Malvern, PA and led by the talented, hard-working old school grinder Jim Perkins. In January, Acme acquired 27 bankrupt Kings and Balducci's stores which the Albertsons Mid-Atlantic division will fully integrate into its operations later this summer. Without a lot to work with, Acme had a very strong year.

Weis Markets – Another merchant that executed at a very high level during the first three months of the chaos and panic-buying of COVID-19. It certainly helped that Weis maintains its own warehouse (in Milton, PA) allowing the Sunbury, PA based retailer to have better control of supplying their stores. Without being flashy, the regional chain continues to modernize its once aging store fleet while also improving its technology and e-commerce platform. Already this year, the closely held public chain opened four new stores and allocated a record $135 million in cap-ex investment. CEO Jonathan Weis and COO Kurt Schertle clearly have a game plan and it's working. One move that the trade sees as very positive is the elevation of industry veteran Bob Gleeson to chief merchant.

Wegmans - The Rochester, NY-based uber retailer had a productive last 12 months, but it could have been a lot better if the retailer hadn't been forced to close or impose restrictions on several of its service departments including its soup and specialty salad bars and restaurants/pubs because of COVID-19. This necessity clearly impacted sales and some of those features won't be returning, at least in their former incarnations. Wegmans' signature play was always its stores - large food palaces that drew more customers (and higher sales) than any other food merchant in the market. While the family-owned retailer has offered a decent e-commerce platform for the past several years, its focus had been on attracting customers to its physical stores to take part in the experience. Nobody foresaw a pandemic. While Wegmans has six new stores on its books, only its soon-to-be first Delaware store in Greenville lies in the *FTN* marketing area.

Krasdale/Alpha 1 – There's the battle for Metro New York and then there's the battle for dominance with the five boroughs of New York City. And in that fierce competitive zone, one wholesaler and three marketing/advertising groups are vying to increase their presence in the $21 billion urban territory. Currently Krasdale, the sole wholesaler in the bunch, maintained its top spot in NYC on the strength of its diversified retail portfolio which includes C-Town, Bravo, AIM, Market Fresh, Shop Smart and Stop1 which operate more than 300 stores in the Bronx, Brooklyn, Manhattan, Queens and Staten Island. Other independents such as North Shore Farms and DiCicco's helped add firepower to Krasdale's portfolio. During the past year, longtime Krasdale exec Steve Silver retired and was replaced by industry veteran

TAKING STOCK continues on page 101

IN REVIEW: ASG

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	New Haven	1	$2.22	$3,294.50	0.07%	3	$2.94	0.10%
CT Recap: 1 store with sales of $2.22 million. Total retail food sales for CT in the study: $7.73 billion. ASG Stores share of CT is 0.03%.								
NJ	Bergen (Met)	3	$29.98	$3,350.20	0.89%	3	$21.14	0.64%
NJ	Burlington (Compare)	1	$2.26	$1,723.90	0.13%	1	$2.25	0.14%
NJ	Camden (Associated/Compare)	2	$15.45	$1,738.40	0.89%	2	$10.47	0.67%
NJ	Cumberland	2	$3.10	$575.40	0.54%	1	$0.31	0.06%
NJ	Essex (Met/Pioneer)	11	$38.34	$2,079.90	1.84%	11	$39.21	1.95%
NJ	Hudson (Associated/Compare/Met/Pioneer)	3	$16.22	$1,558.20	1.04%	3	$10.71	0.73%
NJ	Mercer (Compare)	2	$7.27	$1,321.90	0.55%	2	$5.74	0.45%
NJ	Monmouth (Met)	1	$3.67	$2,533.40	0.14%	0	$0.00	0.00%
NJ	Morris	1	$0.14	$2,080.60	0.01%	1	$2.78	0.14%
NJ	Ocean	2	$6.53	$2,026.10	0.32%	2	$8.02	0.43%
NJ	Passaic (Compare)	5	$34.52	$1,273.60	2.71%	4	$38.76	3.05%
NJ	Union	4	$18.23	$1,818.70	1.00%	4	$18.56	1.07%
NJ Recap: 37 stores with sales of $157.71 million. Total retail food sales for NJ in the study: $29.93 billion. ASG Stores share of NJ is 0.59%.								
NY	Bronx (Associated/Compare/Met/Pioneer)	30	$306.71	$3,204.10	9.57%	30	$266.36	8.87%
NY	Brooklyn (Associated/Compare/Met/Pioneer)	46	$458.14	$5,119.10	8.95%	44	$358.12	7.52%
NY	Manhattan (Associated/Compare/Met/Pioneer)	21	$176.69	$5,607.40	3.15%	18	$154.89	3.09%
NY	Nassau (Associated/Compare/Met/Pioneer)	18	$134.19	$5,537.60	2.42%	16	$101.19	2.00%
NY	Queens (Associated/Compare/Met/Pioneer)	23	$174.22	$5,444.30	3.20%	24	$143.67	2.80%
NY	Rockland (Associated/Compare/Met/Pioneer)	2	$12.43	$1,048.30	1.19%	3	$13.77	1.38%
NY	Staten Island (Associated/Compare/Met/Pioneer)	8	$92.05	$1,584.80	5.81%	7	$78.58	5.50%
NY	Suffolk (Associated/Compare/Met/Pioneer)	22	$314.84	$5,920.60	5.32%	17	$196.86	3.63%
NY	Westchester (Associated/Compare/Met/Pioneer)	3	$17.46	$3,734.30	0.47%	3	$18.74	0.53%
NY Recap: 173 stores with sales of $1.69 billion. Total retail food sales for NY in the study: $39.79 billion. ASG Stores share of NY is 4.24%.								
PA	Philadelphia	2	$32.45	$3,740.20	0.87%	2	$25.61	0.73%
PA Recap: 2 stores with sales of $32.45 million. Total retail food sales for PA in the study: $29.99 billion. ASG Stores share of PA is 0.11%.								

Mid-Atlantic Recap: 213 stores with sales of $1.89 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
ASG Stores Per Store Average: $8.91 million

( ) Indicates another banner used by the company.
Source: *Food Trade News*, June 2021

From page 32

Food Universe and SuperFresh. They are supplied by C&S Wholesale Grocers.

King Kullen Grocery Co.
102 Motor Pkwy., Ste. 410
Hauppauge, NY 11788
Phone: (516) 733-7100
Web: kingkullen.com
Chairman: Ronald Conklin
Pres./COO: Joseph Brown
VP-Corp. Strategy & Initiatives:
Tracey Cullen
VP-Store Ops.: Frank Vassallo
VP-Perishables: Rich Conger
VP-HR: Bob Jandovitz
VP-King Kullen Pharmacies Corp.:
Al Hesse
VP-MIS: James Carey
VP-Const./Maintenance: Stanley Mitchell
VP/Controller-Finance: Elizabeth Ostrove
Dir.-Meat/Seafood: Chris Cuttone
Dir.-Produce/Floral: Joe Schneider
Dir.-Deli: Joe Tyska
Dir.-Bakery: Tom Corcoran
Dir.-Groc./Dairy/Frozen Merch &
Procurement: Chris Lagella
Non-Food Coordinator: Marshall Irving
Sr. Cat. Mgr.-Center Store: Chris Williams
Cat. Mgr.-Grocery: Anthony Flynn
Cat. Mgr.-Dairy/Frzn/Groc.: James Mues
Floral Spec./Buyer: Holly Litts
Supply Buyer/Safety & Compliance Mgr.:
Chad Conklin
Primary Supplier: Direct/Bozzuto's
FTN Area Stores: 35
(includes Wild By Nature)
FTN Area Vol.: $728.2 million

Krasdale Foods
65 West Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Web: krasdalefoods.com
Pres./COO: Gus Lebiak
CEO: Charles Krasne
EVP/CIO: Steve Laskowitz
VP/CMO: Dennis Hickey
VP/CLO: Howard Jacobs
VP-Chief Sales Officer: Sara Marcy
VP/ Systems Development: Joe Alessi
VP/ Network Sales: Simon Barker
VP-Cust. Service: Catherine Taibi
VP: Neil Gewelb
Corp. Controller: Robert Gangemi
Dist. Center Controller: Billy Richards
VP-Chief Sales Officer: Cynthia Ramos
Dir.-Customer Service: Natalie Menns
Dist. Ctr. GM: Ike Kraemer
Dir.-Logistics: Chris Ekmekjian
Dir.-Credit: Ivette Malave
Buyers: Paul Dreizler-head buyer, Derek Morton, Janet Gioella, Mike Rios, Dominick Greco, Rizldy Castillo, Rajesh Parabdin Sandra Chavez
Primary Supplier: Krasdale Foods Inc.
FTN Area Stores: 552 (Includes AIM, Bravo, C Town, Market Fresh, Shop Smart, Stop 1)
FTN Area Vol.: $4.45 billion

Lidl U.S.
3500 S. Clark St.
Arlington, VA 22202
Phone: (571) 398-5435
Chmn: Christian Hartnagel
Pres./CEO Lidl US: Michal Lagunionek
VP-U.S.: Pavel Petkov
Dir.-U.S. Sales: Jean Christophe Chartier
Primary Supplier: Direct
FTN Stores: 42
FTN Vol.: $412.1 million

McCaffrey's Markets
2204 West Cabot Blvd.
Langhorne, PA 19047
Phone: (215) 752-9440
Web: mccaffreys.com
Pres.: James J. McCaffrey III
EVP: Jim McCaffrey IV
Primary Supplier: UNFI
FTN Area Stores: 7 (includes Simply Fresh)
FTN Area Vol.: $226.2 million

MOM's Organic Market
5566 Randolph Rd
Rockville, MD 20852
Phone: (301) 816-4944
Web: momsorganicmarket.com
CEO: Scott Nash
Primary Supplier: UNFI
FTN Stores: 5
FTN Vol.: $68.9 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 Area Stores: 16
FTN Area Vol.: $180.4 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 Area Stores: 3
FTN Area Vol.: $44.8 million

Price Chopper/Tops
461 Nott St.
Schenectady, NY 12308
Phone: (518) 355-5000
Web: pricechopper.com
CEO: Scott Grimmett
EVP-Merch., Mktg. Ops.-Price Chopper/
Market 32: Blain Bringhurst
Pres./COO-Tops Markets: John Persons
Primary Supplier: Direct
FTN Area Stores: 19 (includes Market 32)
FTN Area Vol.: $555.5 million
(At presstime, the companies had announced their intention to merge which has not yet been finalized.)

Redner's Markets Inc.
3 Quarry Rd.
Reading, PA 19605
Phone: (610) 926-3700
Web: rednersmarkets.com
Chairman: Richard Redner
Pres/CEO: Ryan Redner
COO: Gary M. Redner
VP-Procurement: Dan Eberhart
VP/General Counsel: Jason Hopp
VP-Finance: Richard Rabenold
VP-Groc. Ops.: William Wallace
VP-Perishables: Gary O'Brien
VP-HR: Robert McDonough
VP-IT: Nicholas Hidalgo
Primary Supplier: UNFI
FTN Stores: 35
FTN Vol.: $863.1 million

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

Save A Lot
400 Northwest Plaza Dr.
St. Ann, MO 63074
Phone: (314) 592-9100
Web: save-a-lot.com
CEO: Kenneth McGrath
Supplier: Direct
FTN Stores: 56
FTN Vol.: $333.0 million

Seabra's Supermarkets
574 Ferry St.
Newark, NJ 07105
Phone: (973) 491-0399
Web: seabrafoods.com
Primary Supplier:
C&S Wholesale Grocers
FTN Area Stores: 11
FTN Area Vol.: $76.3 million

Sharp Shopper
1110 Sharp Ave.
Ephrata, PA 17522
Phone: (717) 733-9555
Web: sharpshopper.net
Owners: Dennis & Bonnie Sharp
Primary Supplier: Direct
FTN Stores: 4
FTN Vol.: $43.9 million

ShopRite
5000 Riverside Dr.
Keasby, NJ 08832
Phone: (908) 527-3300
Web: shoprite.com
Chmn/CEO: Joseph Colalillo
Pres./COO: Joseph Sheridan
FTN Stores: 278 (Includes Price Rite. Fresh Grocer, Dearborn Market, Gourmet Garage, Fairway Market)
FTN Vol.: $16.57 billion
*This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. All of the ShopRite stores are independently owned. All of the Price Rite stores are corporately owned with the exception of 2 owned by Inserra and 1 owned by Ravitz, which we learned at presstime is closing.

Sprouts
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 Phillips
SVP-East: Dan Croce
Primary Supplier: Direct
FTN Stores: 3
FTN Vol.: $69.6 million

Stew Leonard's
100 Westport Ave.
Norwalk, CT 06851
Phone: (203) 847-7214
Web: stewleonards.com
Pres./CEO: Stew Leonard Jr.
VP-Purchasing: Andrew Colton
Primary Supplier: Bozzuto's
FTN Area Stores: 6
FTN Area Vol.: $431.0 million

Stop & Shop Supermarket Co.
New York Metro
Div. of Ahold USA
287 Bowman Ave.
Purchase, NY 10577
Phone: (914) 251-2800
Web stopandshop.com
Pres.: Gordon Reid
EVP-Merch: Mark Messier
VP-Non-Perishables: Kerri Aguilo
Primary Supplier:
Direct/C&S Wholesale Grocers
FTN Area Stores: 211
FTN Area Vol.: $8.47 billion

Super Supermarkets
525 Irvington Ave.
Newark, NJ 07106
Pres.: Mitchel Lopez
FTN Stores: 3
FTN Vol.: $31.1 million
Individual store owners are supplied by General Trading.

See **DIRECTORY** on page 102

Eastern Produce Council Hosts Annual 'Jersey Fresh' Cookout Sponsored by NJ Dept. Of Agriculture

The EPC's annual "Jersey Fresh" cookout, sponsored by the New Jersey Department of Agriculture (NJDA) was held recently at Demerest Farms in Hillsdale, NJ. Among those on hand were (l-r) Susan McAleavey Sarlund, EPC; Joe Atchison, NJDA; Kelly Davis, Allegiance Retail Services; Marianne Santo, Wakefern; and Douglas Fisher, NJDA.

King Kullen had a large contingent on hand for the evening, including (l-r) Ken Kann, Philip Mapp, Joe Schneider, Giovanni Porco, Jamal Khalil, Isidra Almonte, Imran Khalil and Jim Gallagher.

Louis Scagnelli (r) of Alpha 1 Marketing chats at the cookout with Thomas Cags (l) of Del Monte Foods and Mark Leone of Giorgio Fresh.

This trio features Harrison Mazer (l) and Jill Mazer (c) of F&S Produce and Morton Williams' Marc Goldman.

Tracy Simmonds (r) of Affinity Group says hello to Gina Ferraro (l) and Theresa Lowden, both with JOH.

George Moskal (c), retired from Wakefern, catches up with Tom Marolli (l) of State Garden and Jeff Young of A&J Produce.

This CA Ferolie group includes (l-r) Terri Abrams, Ernie Nitschke, Douglas Adams and Bob Pizzo.

Allan Napolitano (l) of SunTerra Produce poses for a photo with John McCann of Del Monte Fresh.

All smiles for our photographer are Tom Beaver (l) of Jersey Fruit Co-op, Peter Pascale (c) of RWJUH Somerset and Joe Atchison of NJDA.

Jim Regan (l) of RDD Associates stops to talk with Joe Schneider of King Kullen.

Debbie Norz (l), New Jersey State Board of Agriculture, and Joanne Powell (r), Delaware Valley University were certainly glad to see Al Murray, retired from NJDA.

Here we have (l-r) Peter Vessy and Karolina Sokolska of Hampton Farms; Stephen Oroszlany of Wakefern; and Rich Borchers of World Wide Sales.

Susan McAleavey Sarlund (l), EPC executive director, welcomes NJDA Secretary Douglas Fisher to the cookout.

Joe Kaszuba (l) of House Foods smiles for a photo with Affinity Group's Tracy Simmonds (c) and Bob McGowan.

This photo features (l-r) Kelly Davis, Allegiance Retail Services; Joe Kaszuba, House Foods; and Tracy Simmonds, Affinity Group.

WE WILL HELP YO
NAVIGATE THE R
MAINE
ALBANY
NEW ENGLAND
BUFFALO
RHODE ISLAND
METRO NY
PITTSBURGH/CLEVELAND
NORTH CAROLINA
AFFINITY GROUP

City of New York Supermarket Leaders:

Krasdale, Key, ASG, Allegiance Control 44.2% Of 5 Boroughs; SR Adds 4 New Stores

- **Krasdale's Indies Remain #1**
- **Key Food Up On 12 New Units**
- **ASG Gains New Ownership**
- **SR Buys 4 Manhattan Fairways**
- **Food Bazaar Opens 3**

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Krasdale	339	$2,902.22	19.54%	344	$2,690.13	19.51%
2	Key Food	219	$2,455.30	16.53%	207	$2,215.80	16.42%
3	ASG Stores	128	$1,207.81	8.13%	123	$1,001.62	8.06%
4	Stop & Shop	25	$1,116.43	7.52%	25	$1,104.11	7.71%
5	ShopRite (Gour Gar/Fairway)	14	$827.40	5.57%	10	$583.90	5.16%
6	Allegiance/Foodtown (D'Ags/Gristede)	73	$813.44	5.48%	74	$811.51	5.60%
7	Whole Foods	19	$808.30	5.44%	19	$725.60	5.47%
8	Trader Joe's	13	$499.80	3.37%	11	$405.80	3.09%
9	Food Bazaar	20	$339.40	2.29%	17	$282.80	2.27%
10	Fine Fare Supermarkets	46	$278.40	1.87%	46	$282.00	1.98%
		896	**$11,249.50**	**75.75%**	**876**	**$10,103.27**	**75.71%**

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

Total supermarket sales for the area are $14.9 billion.

Source: *Food Trade News*, June 2021

City of New York Market Leaders:

Indies Rule $21.5B Urban Region; Krasdale, Key Add Revenue, Walgreens Leads Alts.

- Alts. Still Squeezed, Share At 32.7%
- Key Food Continues Progress
- Among Alts., Drug Chains Lead
- Costco Per-Store Avg. $248M
- Target Adds 5 Urban Units

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Krasdale	339	$2,902.22	13.85%	344	$2,690.13	13.99%
2	Key Food	219	$2,455.30	11.71%	207	$2,215.80	11.52%
3	Walgreens (Duane Reade)	244	$2,018.50	9.63%	268	$2,091.30	10.87%
4	Costco	5	$1,242.10	5.93%	5	$1,132.20	5.89%
5	ASG Stores	128	$1,207.81	5.76%	123	$1,001.62	5.21%
6	Stop & Shop	25	$1,116.43	5.33%	25	$1,104.11	5.74%
7	CVS	170	$1,071.70	5.11%	166	$1,008.20	5.24%
8	ShopRite (Gour Gar/Fairway)	14	$827.40	3.95%	10	$583.90	3.04%
9	Target	27	$818.90	3.91%	22	$603.60	3.14%
10	Allegiance/Foodtown (D'Ags/Gristedes)	73	$813.44	3.88%	74	$811.51	4.22%
11	Whole Foods (Amazon Go)	19	$808.30	3.86%	19	$725.60	3.77%
12	BJ's Wholesale Club	9	$730.20	3.48%	8	$601.90	3.13%
13	Rite Aid	108	$675.40	3.22%	114	$679.90	3.53%
14	Trader Joe's	13	$499.80	2.38%	11	$405.80	2.11%
15	Food Bazaar	20	$339.40	1.62%	17	$282.80	1.47%
16	7-Eleven	141	$306.80	1.46%	140	$288.90	1.50%
17	Fine Fare Supermarkets	46	$278.40	1.33%	46	$282.00	1.47%
18	Western Beef	13	$174.62	0.83%	13	$177.80	0.92%
19	Morton Williams	15	$174.20	0.83%	16	$174.20	0.91%
20	America's Food Basket (Gld Mango/Ideal/NSA)	25	$135.10	0.64%	25	$126.70	0.66%
		1,653	**$18,596.02**	**88.72%**	**1,653**	**$16,987.97**	**88.32%**

The chart above lists the top 20 retailers in the City of New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. Counties (boroughs) included are: Bronx, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included.

( ) Indicates another banner used by the company.

Total food sales for the area are: $20.95 billion.

Source: *Food Trade News*, June 2021

Long Island Supermarket Leaders:

Stoppie Extends Lead Among Long Island Supers; Lidl Accelerates Best Market Conversions

- Remodels Help S&S Grow To 33.7%
- ShopRite's Per-Store Vol. Is Tops
- KK, Stoppie End Merger Plans
- Indies Control 20.1% Of Top 10
- Temp. Closed Units Cost Lidl

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Stop & Shop	51	$2,300.46	33.74%	51	$2,158.24	33.52%
2	ShopRite	16	$1,021.60	14.98%	16	$972.80	15.01%
3	King Kullen (Wild By Nature)	35	$728.18	10.68%	35	$655.40	10.66%
4	Krasdale	74	$502.97	7.38%	74	$459.65	7.28%
5	ASG Stores	40	$449.03	6.59%	33	$298.05	4.72%
6	Key Food	28	$414.40	6.08%	28	$350.60	5.55%
7	Lidl	16	$236.50	3.47%	20	$277.10	4.39%
8	Trader Joe's	7	$205.40	3.01%	7	$191.80	3.04%
9	Whole Foods	5	$194.90	2.86%	4	$150.40	2.38%
10	Uncle Giuseppe's	7	$128.60	1.89%	6	$105.70	1.67%
		279	**$6,182.04**	**90.66%**	**274**	**$5,619.74**	**90.12%**

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 $6.8 billion. ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2021

Long Island Market Leaders:

Remodeling Effort Boosts Stoppie's All-Channel Lead; Costco, CVS Pace Alts. In $11.5B Mkt.

- Alt. Channel Share Now At 39.8%
- Drug Chain Share at 11.7%
- Mass Merchant Share Is 9.2%
- Costco, BJ's Control 13.6%
- WM Expands Farmingdale To SC

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Stop & Shop	51	$2,300.46	20.08%	51	$2,158.24	20.60%
2	ShopRite	16	$1,021.60	8.92%	16	$972.80	9.29%
3	Costco	8	$919.20	8.02%	8	$841.80	8.03%
4	CVS	142	$765.90	6.68%	140	$729.70	6.96%
5	King Kullen (Wild By Nature)	35	$728.18	6.36%	35	$655.40	6.26%
6	BJ's Wholesale Club	11	$643.60	5.62%	11	$587.30	5.61%
7	7-Eleven	277	$607.80	5.30%	271	$564.70	5.39%
8	Walmart (Neighborhood Mkt)	12	$537.40	4.69%	12	$490.80	4.68%
9	Target	18	$513.50	4.48%	17	$420.00	4.01%
10	Krasdale	74	$502.97	4.39%	74	$459.65	4.39%
11	ASG Stores	40	$449.03	3.92%	33	$298.05	2.84%
12	Key Food	28	$414.40	3.62%	28	$350.60	3.35%
13	Walgreens (Duane Reade)	56	$354.70	3.10%	57	$344.50	3.29%
14	Lidl	16	$236.50	2.06%	20	$277.10	2.64%
15	Rite Aid	49	$215.10	1.88%	54	$221.00	2.11%
16	Trader Joe's	7	$205.40	1.79%	7	$191.80	1.83%
17	Whole Foods	5	$194.90	1.70%	4	$150.40	1.44%
18	Uncle Giuseppe's	7	$128.60	1.12%	6	$105.70	1.01%
19	Stew Leonard's	2	$106.80	0.93%	2	$98.90	0.94%
20	IGA	13	$103.81	0.91%	13	$98.78	0.94%
		867	**$10,949.85**	**95.56%**	**859**	**$10,017.22**	**95.61%**

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included.
( ) Indicates another banner used by the company.
Total food sales for the area are: $11.5 billion.
Source: *Food Trade News*, June 2021

NEW YORK COUNTY SHARE OF MARKET: 2021

Total sales for those New York counties included in the study are $39.76 billion

BRONX COUNTY ($3.2 billion)

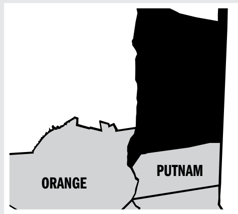
- Population 1,418,207
- # of Households 503,829
- Median Income $40,088
- Under 18 .... 24.6%
- Over 65 .... 13.3%
- Female 52.8%
- White 9.0%
- Black................................. 43.6%
- Hispanic 56.4%
- Asian................................... 4.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (Ctwn/Bravo/Shop1/MktFresh)	80	$744.13	23.22%
2	Key Food	44	$431.50	13.47%
3	ASG (Associated/Compare/Met/Pioneer)	30	$306.71	9.57%
4	Stop & Shop	5	$197.08	6.15%
5	Walgreens (Duane Reade)	27	$195.70	6.11%
6	BJ's Wholesale Club	2	$153.50	4.79%
7	Allegiance/Foodtown	10	$124.73	3.89%
8	Fine Fare Supermarkets	19	$115.20	3.60%
9	Rite Aid	18	$106.60	3.33%
10	Target	3	$90.70	2.83%
11	CVS	14	$85.20	2.66%
12	Food Bazaar	6	$82.60	2.58%
13	Western Beef	7	$72.96	2.28%
14	ShopRite	1	$46.30	1.45%
15	Kmart	2	$37.10	1.16%
16	Aldi	3	$26.70	0.83%
17	7-Eleven	8	$16.80	0.52%
18	Morton Williams	1	$7.10	0.22%
		280	**$2,840.61**	**88.66%**

BROOKLYN ($5.1 billion)

- Population 2,559,903
- # of Households 958,567
- Median Income $60,231
- Under 18 .... 22.7%
- Over 65 .... 14.4%
- Female 52.6%
- White 36.8%
- Black................................. 33.8%
- Hispanic 18.9%
- Asian................................. 12.7%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (Ctwn/Bravo/Aim/Shop1/ShopSmt/MktFrsh)	97	$804.91	15.72%
2	Key Food	66	$764.30	14.93%
3	ASG (Associated/Compare/Met/Pioneer)	46	$458.14	8.95%
4	BJ's Wholesale Club	3	$270.40	5.28%
5	Allegiance/Foodtown (Gristedes)	16	$269.86	5.27%
6	Costco	1	$252.10	4.92%
7	Walgreens (Duane Reade)	50	$241.70	4.72%
8	Rite Aid	34	$216.30	4.23%
9	Target	7	$199.60	3.90%
10	CVS	31	$197.60	3.86%
11	Stop & Shop	4	$178.44	3.49%
12	ShopRite	2	$156.20	3.05%
13	Food Bazaar	7	$151.60	2.96%
14	Whole Foods	3	$128.10	2.50%
15	Wegmans	1	$97.50	1.90%
16	Trader Joe's	2	$78.50	1.53%
17	America's Fd Basket (Golden Mango/Ideal/NSA)	15	$72.50	1.42%
18	7-Eleven	28	$59.40	1.16%
19	Fine Fare Supermarkets	7	$36.30	0.71%
20	Aldi	2	$26.80	0.52%
21	Western Beef	1	$14.10	0.28%
22	Military Commissaries	1	$12.40	0.24%
		424	**$4,686.75**	**91.55%**



DUTCHESS COUNTY ($1.0 billion)
(Includes Beacon, Hyde Park, Poughkeepsie)

- Population 294,218
- # of Households 108,413
- Median Income $81,219
- Under 18 .... 18.7%
- Over 65 .... 18.1%
- Female 50.3%
- White 70.7%
- Black................................. 12.1%
- Hispanic 12.9%
- Asian................................... 3.7%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	5	$226.34	22.24%
2	ShopRite	3	$170.40	16.74%
3	Hannaford	3	$111.30	10.94%
4	Price Chopper (Tops)	4	$93.40	9.18%
5	Walmart (SuperCenter)	1	$70.80	6.96%
6	CVS	12	$51.40	5.05%
7	Albertsons (Acme)	2	$42.19	4.15%
8	BJ's Wholesale Club	1	$40.80	4.01%
9	Sam's Club	1	$37.90	3.72%
10	Rite Aid	9	$33.70	3.31%
11	Adam's Fairacre Farms	2	$32.90	3.23%
12	Allegiance/Foodtown	2	$26.87	2.64%
13	Walgreens	4	$18.90	1.86%
14	Target	1	$18.70	1.84%
15	Aldi	1	$9.70	0.95%
16	Cumberland Farms	4	$8.90	0.87%
17	Key Food	1	$7.30	0.72%
18	IGA	2	$6.88	0.68%
19	XtraMart	1	$2.40	0.24%
20	7-Eleven	1	$2.20	0.22%
21	Circle K	1	$2.20	0.22%
		61	**$1,015.18**	**99.74%**

See **NEW YORK COUNTY SHARE** on page 89

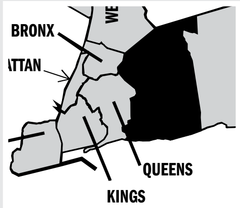
NEW YORK COUNTY SHARE OF MARKET: 2021

Continued from page 88

MANHATTAN ($5.6 billion)

- Population 1,628,706
- # of Households 759,460
- Median Income $86,553
- Under 18 .... 14.3%
- Over 65 .... 17.0%
- Female 52.6%
- White 47.2%
- Black................................. 17.8%
- Hispanic 25.6%
- Asian................................. 12.8%

1	Walgreens (Duane Reade)	99	$1,019.70	18.18%
2	Whole Foods (Amazon Go)	16	$680.20	12.13%
3	Krasdale (AIM/CTwn/Bravo/Shop1/MktFresh)	50	$422.61	7.54%
4	CVS	63	$363.20	6.48%
5	Key Food	29	$319.70	5.70%
6	Allegiance/Foodtown (D'Ags/Gristedes)	37	$306.91	5.47%
7	Target	9	$295.40	5.27%
8	Trader Joe's	8	$292.30	5.21%
9	Costco	1	$283.10	5.05%
10	ShopRite (Fairway/Gourmet Garage)	7	$218.20	3.89%
11	ASG (Associated/Compare/Met/Pioneer)	21	$176.69	3.15%
12	Rite Aid	28	$176.40	3.15%
13	Morton Williams	14	$167.10	2.98%
14	Fine Fare Supermarkets	14	$98.20	1.75%
15	7-Eleven	43	$96.80	1.73%
16	Aldi	1	$19.60	0.35%
17	Kmart	1	$17.10	0.30%
18	America's Food Basket (Ideal)	2	$16.10	0.29%
19	Western Beef	1	$16.10	0.29%
		444	**$4,985.41**	**88.91%**



NASSAU COUNTY ($5.5 billion) (Includes Great Neck, Hempstead, Mineola)

- Population 1,356,924
- # of Households 446,977
- Median Income $116,100
- Under 18 .... 21.4%
- Over 65 .... 18.2%
- Female 51.2%
- White 58.5%
- Black................................. 13.1%
- Hispanic 17.5%
- Asian................................. 10.9%

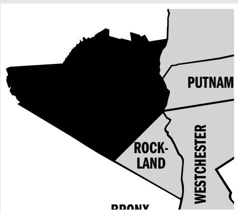
1	Stop & Shop	23	$1,013.02	18.29%
2	CVS	72	$456.50	8.24%
3	ShopRite	6	$454.20	8.20%
4	BJ's Wholesale Club	6	$365.20	6.59%
5	Costco	3	$351.70	6.35%
6	Key Food	21	$328.70	5.94%

See **NEW YORK COUNTY SHARE** on page 90

NEW YORK COUNTY SHARE OF MARKET: 2021

Continued from page 89

7	Walmart (SC/Neighborhood Mkt)	6	$300.90	5.43%
8	King Kullen (Wild By Nature)	14	$284.96	5.15%
9	Krasdale (AIM/CTwn/Bravo/Shop1/MktFresh)	30	$266.15	4.81%
10	Target	8	$245.20	4.43%
11	7-Eleven	109	$229.30	4.14%
12	Walgreens (Duane Reade)	27	$189.20	3.42%
13	Trader Joe’s	5	$150.80	2.72%
14	ASG (Associated/Compare/Met/Pioneer)	18	$134.19	2.42%
15	Albertsons (Kings)	1	$132.23	2.39%
16	Whole Foods	3	$114.30	2.06%
17	Lidl	7	$99.50	1.80%
18	Rite Aid	21	$95.90	1.73%
19	Uncle Giuseppe’s	3	$60.70	1.10%
20	Western Beef	4	$55.30	1.00%
21	Stew Leonard’s	1	$53.80	0.97%
22	Allegiance/Foodtown	5	$53.32	0.96%
23	IGA	2	$16.90	0.31%
24	America’s Food Basket (Ideal)	3	$13.20	0.24%
25	Food Bazaar	1	$12.10	0.22%
26	Aldi	1	$10.60	0.19%
27	Circle K	3	$8.70	0.16%
28	Fine Fare Supermarkets	1	$8.20	0.15%
29	Cumberland Farms	3	$6.00	0.11%
30	Military Commissaries	1	$3.62	0.07%
31	Quick Chek	1	$2.70	0.05%
		409	**$5,517.09**	**99.63%**

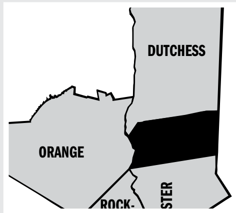


ORANGE COUNTY ($1.3 billion)
(Includes Middletown, Port Jervis, Newburgh)

- Population 384,940
- # of Households 128,016
- Median Income $79,944
- Under 18 .... 25.5%
- Over 65 .... 14.3%
- Female 49.9%
- White 62.7%
- Black 13.2%
- Hispanic 21.6%
- Asian 3.0%

1	ShopRite	6	$318.10	24.42%
2	Walmart (SuperCenter)	3	$214.50	16.47%
3	Price Chopper (Market 32)	4	$159.56	12.25%
4	Hannaford	3	$119.50	9.17%
5	Stop & Shop	3	$81.09	6.23%
6	CVS	17	$78.70	6.04%
7	BJ’s Wholesale Club	2	$71.10	5.46%
8	Target	4	$61.50	4.72%
9	Walgreens	10	$53.10	4.08%
10	Allegiance/Foodtown	2	$29.81	2.29%

11	Aldi	3	$24.50	1.88%
12	Quick Chek	8	$17.00	1.31%
13	Cumberland Farms	7	$15.80	1.21%
14	Military Commissaries	1	$15.14	1.16%
15	Rite Aid	4	$13.80	1.06%
16	Adam’s Fairacre Farms	1	$13.70	1.05%
17	Save A Lot	2	$10.50	0.81%
18	XtraMart	2	$5.90	0.45%
		82	**$1,303.30**	**100.05%***



PUTNAM COUNTY ($240.6 million)
(Includes Brewster, Carmel, Mahopac)

- Population 98,320
- # of Households 34,854
- Median Income $104,486
- Under 18 .... 19.4%
- Over 65 .... 18.0%
- Female 50.1%
- White 77.1%
- Black 3.9%
- Hispanic 16.4%
- Asian 2.3%

1	Albertsons (Acme)	3	$56.91	23.65%
2	ShopRite	1	$52.30	21.74%
3	Rite Aid	4	$49.20	20.45%
4	Price Chopper (Tops)	1	$14.90	6.19%
5	Allegiance/Foodtown	1	$13.35	5.55%
6	CVS	2	$11.90	4.95%
7	Krasdale (AIM)	1	$10.75	4.47%
8	IGA	1	$6.76	2.81%
9	America’s Food Basket (Ideal)	1	$5.10	2.12%
10	Key Food	1	$3.50	1.45%
11	XtraMart	1	$2.90	1.21%
		17	**$227.57**	**94.58%**

QUEENS COUNTY ($5.4 billion)

- Population 2,253,858
- # of Households 778,932
- Median Income $68,666
- Under 18 .... 20.0%
- Over 65 .... 16.3%
- Female 51.5%
- White 24.9%
- Black 20.7%
- Hispanic 28.2%
- Asian 26.9%

1	Krasdale (AIM/CTwn/Bravo/Shop1/MktFresh)	100	$857.40	15.75%
2	Key Food	72	$845.70	15.53%
3	Walgreens (Duane Reade)	58	$493.60	9.07%
4	Stop & Shop	11	$470.17	8.64%
5	Costco	2	$437.60	8.04%
6	CVS	42	$317.50	5.83%
7	BJ’s Wholesale Club	4	$306.30	5.63%
8	ASG (Associated/Compare/Met/Pioneer)	23	$174.22	3.20%
9	Rite Aid	25	$161.30	2.96%
10	Target	5	$153.60	2.82%

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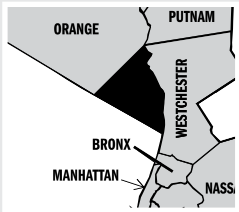
NEW YORK COUNTY SHARE OF MARKET: 2021

Continued from page 90

11	Trade Fair	8	$116.80	2.15%
12	7-Eleven	51	$109.60	2.01%
13	Food Bazaar	7	$105.20	1.93%
14	Trader Joe's	2	$88.30	1.62%
15	Allegiance/Foodtown	9	$87.16	1.60%
16	ShopRite	1	$55.10	1.01%
17	America's Food Basket (Ideal/NSA)	8	$46.50	0.85%
18	Western Beef	2	$39.84	0.73%
19	Fine Fare Supermarkets	6	$28.70	0.53%
20	IGA	2	$26.00	0.48%
21	Lidl	1	$17.10	0.31%
22	Aldi	1	$16.60	0.30%
		440	**$4,954.29**	**91.00%**



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

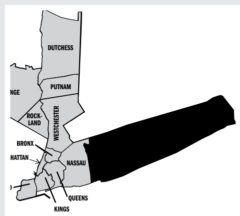
- Population 325,789
- # of Households 100,438
- Median Income $93,024
- Under 18 .... 28.4%
- Over 65 .... 15.9%
- Female 50.9%
- White 62.7%
- Black 13.1%
- Hispanic 18.4%
- Asian 6.2%

1	ShopRite	6	$446.20	42.56%
2	Costco	1	$133.80	12.76%
3	Stop & Shop	5	$132.47	12.64%
4	CVS	71	$59.30	5.66%
5	BJ's Wholesale Club	1	$44.70	4.26%
6	Walgreens	6	$42.80	4.08%
7	Target	2	$42.10	4.02%
8	Key Food	2	$32.90	3.14%
9	Krasdale (AIM/Bravo)	3	$27.14	2.59%
10	Walmart	1	$19.70	1.88%
11	7-Eleven	7	$15.40	1.47%
12	ASG (Associated/Compare/Met/Pioneer)	2	$12.43	1.19%
13	Allegiance/Foodtown	1	$11.07	1.06%
14	Aldi	1	$10.10	0.96%
15	America's Food Basket (Ideal/NSA)	1	$4.10	0.39%
16	Rite Aid	1	$4.00	0.38%
		111	**$1,038.21**	**99.04%**

STATEN ISLAND ($1.6 billion)

- Population 476,143
- # of Households 166,246
- Median Income $82,783
- Under 18 .... 21.8%
- Over 65 .... 16.7%
- Female 51.4%
- White 59.6%
- Black 11.6%
- Hispanic 18.6%
- Asian 10.9%

1	ShopRite	3	$351.60	22.19%
2	Stop & Shop	5	$270.74	17.08%
3	Costco	1	$269.30	16.99%
4	CVS	20	$108.20	6.83%
5	Key Food	8	$94.10	5.94%
6	ASG (Associated/Compare/Met/Pioneer)	8	$92.05	5.81%
7	Target	3	$79.60	5.02%
8	Krasdale (ShopSmt/MktFrsh/Stop1)	12	$73.17	4.62%
9	Walgreens (Duane Reade)	10	$67.80	4.28%
10	Trader Joe's	1	$40.70	2.57%
11	Western Beef	2	$31.62	2.00%
12	Allegiance/Foodtown	1	$24.78	1.56%
13	7-Eleven	11	$24.20	1.53%
14	Rite Aid	3	$14.80	0.93%
15	Lidl	1	$8.90	0.56%
		89	**$1,551.56**	**97.90%**



SUFFOLK COUNTY ($5.9 billion) (Includes Amityville, Riverhead, Southampton)

- Population 1,476,601
- # of Households 489,301
- Median Income $101,031
- Under 18 .... 20.9%
- Over 65 .... 17.3%
- Female 50.8%
- White 66.6%
- Black 8.8%
- Hispanic 20.2%
- Asian 4.2%

1	Stop & Shop	28	$1,287.44	21.75%
2	Costco	5	$567.50	9.59%
3	ShopRite	10	$567.40	9.58%
4	King Kullen (Wild By Nature)	21	$443.22	7.49%
5	7-Eleven	168	$378.50	6.39%
6	ASG (Associated/Compare/Met/Pioneer)	22	$314.84	5.32%
7	CVS	70	$309.40	5.23%
8	BJ's Wholesale Club	5	$278.40	4.70%
9	Target	10	$268.30	4.53%
10	Krasdale (AIM/CTwn/Bravo/Shop1/MktFresh)	44	$236.82	4.00%
11	Walmart (SuperCenter)	6	$236.50	3.99%
12	Walgreens	29	$165.50	2.80%
13	Lidl	9	$137.00	2.31%
14	Rite Aid	28	$119.20	2.01%
15	IGA	11	$86.91	1.47%
16	Key Food	7	$85.70	1.45%

See **NEW YORK COUNTY SHARE** on page 94

NEW YORK COUNTY SHARE OF MARKET: 2021

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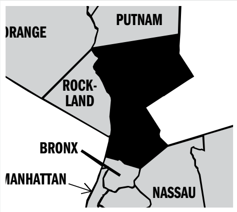
17	Whole Foods	2	$80.60	1.36%
18	Uncle Giuseppe's	4	$67.90	1.15%
19	Aldi	7	$63.70	1.08%
20	Trader Joe's	2	$54.60	0.92%
21	Stew Leonard's	1	$53.00	0.90%
22	Sam's Club	1	$43.10	0.73%
23	Kmart	2	$25.10	0.42%
24	The Fresh Market	1	$16.60	0.28%
25	Quick Chek	5	$12.30	0.21%
26	Fine Fare Supermarkets	3	$10.30	0.17%
27	Food Bazaar	1	$9.70	0.16%
28	Cumberland Farms	4	$7.80	0.13%
29	America's Food Basket (Ideal)	1	$3.00	0.05%
		507	**$5,930.33**	**100.16%***



WESTCHESTER COUNTY ($3.7 billion)
(Includes New Rochelle, White Plains, Yonkers)

- Population 967,506
- # of Households 349,292
- Median Income $96,610
- Under 18 .... 21.7%
- Over 65 .... 17.4%
- Female 51.5%
- White 52.6%
- Black 16.7%
- Hispanic 25.5%
- Asian 6.5%

1	Stop & Shop	15	$663.96	17.78%
2	ShopRite (Fairway)	10	$628.30	16.83%
3	Costco	3	$392.40	10.51%
4	CVS	58	$356.80	9.55%
5	Albertsons (Acme/Kings)	13	$254.12	6.81%
6	Krasdale (AIM/CTwn/Bravo/Shop1/MktFresh)	31	$248.92	6.67%
7	Whole Foods	4	$176.20	4.72%
8	Allegiance/Foodtown	9	$105.23	2.82%
9	Stew Leonard's	1	$104.70	2.80%
10	BJ's Wholesale Club	2	$103.70	2.78%
11	Walgreens (Duane Reade)	16	$97.50	2.61%
12	Trader Joe's	3	$85.40	2.29%
13	Target	3	$81.20	2.17%
14	Sam's Club	1	$78.80	2.11%
15	Key Food	8	$71.40	1.91%
16	Wegmans	1	$67.90	1.82%
17	Walmart	1	$39.50	1.06%
18	Uncle Giuseppe's	1	$23.20	0.62%
19	Food Bazaar	1	$22.20	0.59%
20	Rite Aid	6	$19.80	0.53%
21	ASG (Associated/Compare/Met/Pioneer)	3	$17.46	0.47%
22	7-Eleven	8	$16.90	0.45%
23	The Fresh Market	1	$16.20	0.43%
24	MOM's Organic Market	1	$12.70	0.34%
25	Kmart	1	$7.60	0.20%
26	Save A Lot	1	$5.10	0.14%
27	America's Food Basket (Ideal)	1	$4.80	0.13%
28	IGA	1	$3.22	0.09%
		204	**$3,705.21**	**99.22%**

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

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

Source: *Food Trade News*, June 2021

Metro Beat

from page 4

versity. This last one put a smile on my face as many of you had heard the unfortunate passing of **Bob Powell** back in January due to COVID complications. Allegiance Retail Services decided to name their scholarship in his memory and the recipient of the award was the son of one of Bob's best friends and co-workers **John Aleksandrowicz** or "A-to-Z" as he is affectionately known throughout the industry. Congratulations to all and well done, NJFC!

And kudos to the good folks at Wakefern Food Corp. and Price Rite as they announced the final numbers from the annual Check-Out Hunger fundraising campaign. From November through December 2020, Price Rite Marketplace stores in Connecticut, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania and Rhode Island collected $75,000 through donations at checkout for local food banks to support the fight against hunger during a year where help was needed more than ever. Since the start of the Check-Out Hunger initiative in 2002, Price Rite Marketplace has raised nearly $2 million to fight hunger in the communities its stores serve. The Price Rite Marketplace of Warwick, RI was the top fundraising store, raising more than $8,000 during the campaign. "I want to thank our customers, team members and stores for once again stepping up in the fight against hunger," said **Jim Dorey**, president of Price Rite Marketplace. "We live in very uncertain times and our donations are making a difference in the lives of countless individuals and families who may be struggling to put food on the table. " Price Rite fights food insecurity through its support of local food banks, the annual Check-Out Hunger fundraising campaign and partnership with Feed The Children. Price Rite contributes approximately $500,000 annually to local food banks and food pantries to benefit local families in need within the communities its stores serve. Well done, Jim and the entire Price Rite team!

And while we're acknowledging charitable donations and good deeds, Stop & Shop's 31st annual Food for Friends campaign raised more than $2 million for its 12 regional food bank partners to combat summer hunger in the communities it serves.

The big retailer teamed up with Knorr to collect food donations in-store for local hunger relief organizations during the campaign. The intent of the campaign was to prepare for the summer season which can be the hungriest time of year for kids. While during the school year families rely on free or reduced-priced meals at school, they have to buy more food when school is out and children are at home – creating additional financial strain and sometimes forcing them to go hungry. An annual summer donation program, Stop & Shop's Food for Friends campaign, allows customers at the grocer's more than 400 stores to donate at checkout to support food insecure families across the Northeast. "We're humbled by the incredible generosity of our customers who came out to support our Food for Friends program in its 31st year," said **Gordon Reid**, president of Stop & Shop. "The outcome of the month-long campaign not only shows the value of communities coming together, but our steadfast commitment to helping our food bank partners provide nutritious food to families in need."

Throughout May, customers who shopped in stores and online were asked if they would like to round up their total to the nearest dollar or donate an additional $1, $3 or $5, and Stop & Shop donated 100 percent of the change to regional food banks across its footprint. In addition to the in-store and online components of the campaign, customers were also able to donate non-perishable food items such as Knorr rice and pasta sides, cereals and canned goods at the Food for Friends donation bins that are located at each Stop & Shop store to benefit local hunger-relief organizations.

"Unilever's Knorr brand believes that wholesome, nutritious food should be accessible and affordable to all," said **Christina DiPietro**, Unilever team lead. "We are proud to be Stop & Shop's first manufacturer partner for their annual Food for Friends campaign helping to raise over $2 million to benefit local food banks helping to fight food insecurity in our communities." Congrats!!

Well, that will do it for now. I hope you all enjoy using and utilizing this Market Study issue. There really is no other publication in the country that does a deep dive like this one. If you have any questions or need anything from me you can reach me at 201.250.2217 or kevin@foodtradenews.com.

Hope to see you soon!!

IN REVIEW: STOP & SHOP

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	22	$887.70	$3,639.70	24.39%	22	$792.12	23.43%
CT	Litchfield	7	$263.89	$792.10	33.32%	7	$234.00	30.63%
CT	New Haven	19	$845.73	$3,294.50	25.67%	19	$749.23	24.58%
CT Recap: 48 stores with sales of $2.0 billion. Total retail food sales for CT in the study: $7.73 billion. Stop & Shop share of CT is 25.85%.								
NJ	Bergen	12	$381.96	$3,350.20	11.40%	12	$365.09	11.06%
NJ	Essex	3	$121.50	$2,079.90	5.84%	3	$114.23	5.69%
NJ	Hudson	2	$71.03	$1,558.20	4.56%	2	$62.79	4.25%
NJ	Hunterdon	1	$27.82	$436.70	6.37%	1	$24.85	6.30%
NJ	Mercer	1	$31.22	$1,321.90	2.36%	1	$30.26	2.39%
NJ	Middlesex	7	$189.75	$2,428.80	7.81%	7	$181.32	8.11%
NJ	Monmouth	6	$173.85	$2,533.40	6.86%	6	$165.55	7.19%
NJ	Morris	4	$173.82	$2,080.60	8.35%	4	$169.63	8.74%
NJ	Ocean	7	$258.47	$2,026.10	12.76%	7	$246.44	13.33%
NJ	Passaic	5	$194.38	$1,273.60	15.26%	5	$182.76	14.39%
NJ	Somerset	4	$102.35	$1,228.20	8.33%	4	$102.03	8.44%
NJ	Sussex	1	$48.82	$659.60	7.40%	1	$52.39	8.42%
NJ	Union	5	$154.30	$1,818.70	8.48%	5	$148.51	8.54%
NJ	Warren	1	$25.52	$435.50	5.86%	1	$21.28	5.13%
NJ Recap: 59 stores with sales of $1.95 billion. Total retail food sales for NJ in the study: $29.93 billion. Stop & Shop share of NJ is 6.53%.								
NY	Bronx	5	$197.08	$3,204.10	6.15%	5	$191.09	6.37%
NY	Brooklyn	4	$178.44	$5,119.10	3.49%	4	$185.14	3.89%
NY	Dutchess	5	$226.34	$1,017.80	22.24%	5	$218.72	24.23%
NY	Nassau	23	$1,013.02	$5,537.60	18.29%	23	$952.96	18.84%
NY	Orange	3	$81.09	$1,302.60	6.23%	3	$79.37	6.15%
NY	Queens	11	$470.17	$5,444.30	8.64%	11	$454.78	8.87%
NY	Rockland	5	$132.47	$1,048.30	12.64%	5	$131.73	13.24%
NY	Staten Island	5	$270.74	$1,584.80	17.08%	5	$273.10	19.10%
NY	Suffolk	28	$1,287.44	$5,920.60	21.75%	28	$1,205.28	22.24%
NY	Westchester	15	$663.96	$3,734.30	17.78%	15	$676.20	19.26%
NY Recap: 104 stores with sales of $4.52 billion. Total retail food sales for NY in the study: $39.79 billion. Stop & Shop share of NY is 11.37%.								

Mid-Atlantic Recap: 104 stores with sales of $8.47 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Stop & Shop Per Store Average: $40.16 million

Source: *Food Trade News*, June 2021

DELAWARE COUNTY SHARE OF MARKET: 2021

Total sales for the one Delaware county included in the study are $1.99 billion.

NEW CASTLE COUNTY ($1.99 billion)
(Includes New Castle, Wilmington)

- Population 558,753
- # of Households 205,829
- Median Income $73,892
- Under 18 .... 21.4%
- Over 65 .... 16.1%
- Female 51.6%
- White 56.3%
- Black 26.4%
- Hispanic 10.4%
- Asian 5.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Albertsons (Acme/Safeway)	14	$389.70	19.62%
2	ShopRite	6	$343.70	17.31%
3	Wawa	29	$227.57	11.46%
4	Walgreens	38	$197.20	9.93%
5	BJ's Wholesale Club	3	$130.40	6.57%
6	Giant Food	3	$106.57	5.37%
7	Walmart (SuperCenter)	3	$83.40	4.20%
8	Rite Aid	22	$65.10	3.28%
9	Food Lion	7	$62.50	3.15%
10	CVS	12	$54.90	2.76%
11	Target	2	$46.70	2.35%
12	Costco	1	$40.20	2.02%
13	Trader Joe's	2	$35.80	1.80%
14	7-Eleven	15	$30.20	1.52%
15	Dash-In	10	$21.60	1.09%
16	Fas-Marts	12	$18.70	0.94%
17	Aldi	2	$15.80	0.80%
18	Save A Lot	3	$15.80	0.80%
19	Royal Farm Stores	7	$15.70	0.79%
20	C&S Independents	7	$12.80	0.64%
21	Tri-State Co-Op	1	$12.48	0.63%
22	Great Valu	1	$10.60	0.53%
23	IGA	1	$7.02	0.35%
24	Lidl	1	$6.30	0.32%
25	Circle K	2	$4.10	0.21%
		204	**$1,954.84**	**98.44%**

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

Source: *Food Trade News*, June 2021

IN REVIEW: KEY FOOD

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	4	$47.00	$3,639.70	1.29%	4	$43.40	1.28%
CT	New Haven	1	$4.40	$3,294.50	0.13%	1	$4.00	0.13%
CT Recap: 5 stores with sales of $51.4 million. Total retail food sales for CT in the study: $7.73 billion. Key Food share of CT is 0.67%.								
NJ	Bergen	1	$9.80	$3,350.20	0.29%	1	$8.30	0.25%
NJ	Essex	4	$88.60	$2,079.90	4.26%	4	$70.60	3.52%
NJ	Hudson	5	$28.00	$1,558.20	1.80%	5	$26.70	1.81%
NJ	Middlesex	6	$50.20	$2,428.80	2.07%	4	$26.10	1.17%
NJ	Monmouth	1	$12.70	$2,533.40	0.50%	1	$7.80	0.34%
NJ	Passaic	4	$69.10	$1,273.60	5.43%	4	$50.30	3.96%
NJ	Somerset	1	$6.90	$1,228.20	0.56%	1	$6.10	0.50%
NJ	Union	2	$32.00	$1,818.70	1.76%	2	$22.30	1.28%
NJ Recap: 24 stores with sales of $297.3 million. Total retail food sales for NJ in the study: $29.93 billion. Key Food share of NJ is 0.99%.								
NY	Bronx	44	$431.50	$3,204.10	13.47%	39	$374.00	12.46%
NY	Brooklyn	66	$764.30	$5,119.10	14.93%	65	$652.90	13.71%
NY	Dutchess	1	$7.30	$1,017.80	0.72%	1	$6.20	0.69%
NY	Manhattan	29	$319.70	$5,607.40	5.70%	27	$341.20	6.82%
NY	Nassau	21	$328.70	$5,537.60	5.94%	21	$274.10	5.42%
NY	Putnam	1	$3.50	$240.60	1.45%	1	$2.90	1.31%
NY	Queens	72	$845.70	$5,444.30	15.53%	69	$775.60	15.12%
NY	Rockland	2	$32.90	$1,048.30	3.14%	2	$31.30	3.15%
NY	Staten Island	8	$94.10	$1,584.80	5.94%	7	$72.10	5.04%
NY	Suffolk	7	$85.70	$5,920.60	1.45%	7	$76.50	1.41%
NY	Westchester	8	$71.40	$3,734.30	1.91%	8	$61.20	1.74%
NY Recap: 259 stores with sales of $2.98 billion. Total retail food sales for NY in the study: $39.79 billion. Key Food share of NY is 7.51%.								
PA	Luzerne	2	$5.70	$1,014.80	0.56%	0	$0.00	0.00%
PA	Northampton	1	$5.20	$1,175.40	0.44%	1	$4.10	0.38%
PA	Philadelphia	1	$6.90	$3,740.20	0.18%	1	$12.10	0.34%
PA	Pike	1	$7.90	$143.20	5.52%	1	$5.80	5.13%
PA Recap: 5 stores with sales of $25.7 million. Total retail food sales for PA in the study: $29.99 billion. Key Food share of PA is 0.09%.								

Mid-Atlantic Recap: 293 stores with sales of $3.36 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion. Key Food Per Store Average: $11.46 million

Source: *Food Trade News*, June 2021

TAKING STOCK

from page 76

Gus Lebiak. The White Plains, NY distributor continues to be led by CEO Charles Krasne whose family founded Krasdale in 1908.

Key Food – Another year of sales gains that extended beyond the tailwinds of the pandemic. The Matawan, NJ co-op, founded in 1937, also added 16 new stores to its roster and increased its annual volume by approximately $400 million to $3.36 billion. Supporting such banners. Key Food, Key Fresh, Food Dynasty, Food Emporium and SuperFresh, chief executive Dean Janeway and COO George Knobloch certainly have their own style which continues to be successful, especially over the past seven years.

Associated Stores Group – After almost "losing the ranch" three years ago, Associated Supermarket Group (ASG) has really turned things around under different management, specifically Joe Garcia and Zulema Wiscovitch. While Garcia and Wiscovitch have been at ASG since 2013 and 2014 respectively, they didn't have full control of the throttle until 2018. Before that, the once proud organization was led by Bob (Clueless) Sigel and Bob (Mr. Invisible) Striano. Even Andy Unanue, principal in the PE company that owned ASG, seemed disconnected. However that changed when Garcia was named president and Wiscovitch was promoted to executive VP three years ago. Earlier this year, the duo acquired ASG (with another private equity partner). By then, the business tide had already shifted and, helped by core independent groups like Met, Associated, Pioneer and Compare and strong independents like Uncle Giuseppe's and Giunta Farms, ASG enjoyed its finest year in decades with sales increasing $380 million from the previous year.

Allegiance Retail Services – A steady, but not spectacular year for the Iselin, NJ-based marketing and advertising organization whose members control the Foodtown, Pathmark, Gristedes and D'Agostino's banners. One of Allegiance's strengths is the experience and success of its core retailers – Katz, Estevan, Shakoor - as well as the leadership of ex-Pathmark executive John Derderian who was named chief executive in 2016. Derderian also has a strong and proven leadership team to assist him and Allegiance has demonstrated that it has been successful by applying data to its marketing approach and seeking customer expansion with an eye on intelligent growth.

Acosta Agrees To Acquire Impact Sales
Ferolie, Carlin Align Under C.A. Banner

Two major brokerage deals were made during the past month and both have potential national impact.

Just before presstime, large national food broker Acosta signed a definitive agreement to acquire Impact Group, the Boise, ID-based broker that has about 20 offices across the country and focuses on the natural, specialty, ethnic and emerging brands business. It also has a significant c-store presence.

Both companies believe that this deal will provide highly complementary services, and this strategic move will expand service offerings and open new channel opportunities for clients of each organization. Acosta will provide local market proficiency and a distribution solution that gives emerging brands access to the shelves of major retail chains and enables smaller brands to thrive.

"We are excited to join forces with Impact Group, as their expertise adds dimension to Acosta's long history of growing brands and will create significant benefit for our clients," said Brian Wynne, CEO of the Jacksonville, FL-based broker. "Over the past few months, we have identified numerous parallels between our organizations in terms of the channels we support and how we work with clients, and our services complement each other well. We look forward to sharing our expertise and working together to strengthen our offerings and provide even greater value to clients. We look forward to this new chapter ahead."

"We are looking forward to joining Acosta and bringing our complementary expertise in the natural, specialty, ethnic and emerging brands categories," said Matt Buskirk,

TAKING STOCK continues on page 121

From page 80

Supremo Food Market
249 E. Front St.
Plainfield, NJ 07060
Phone: (908) 668-9114
Web: supremofoods.com
FTN Area Stores: 12
FTN Area Vol.: $173.3 million
Individual store owners are supplied by General Trading.

Trade Fair, Inc.
30-12 30th Ave.
Astoria, NY 11102
Phone: (718) 721-2437
Web: tradefairny.com
Owner: Frank Jabar
Primary Supplier: General Trading
FTN Area Stores: 8
FTN Area Vol.: $116.8 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: 56
FTN Vol.: $1.43 billion

Tri-State Co-Op
506 E. Gibbsboro Rd.
Lindenwold, NJ 08021
Phone: (856) 783-2534
Pres.: Paul Buckley
FTN Stores: 12
FTN Vol.: $116.4 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
225 Old Country Rd, North Wing, Ste. 2
Melville NY 11747
Phone: (516) 420-0126
Web: uncleg.com
Pres.: Phil Delprete
Primary Supplier: UNFI
FTN Area Stores: 9
FTN Area Vol.: $183.4 million

Wegmans Food Markets, Inc.
1500 Brooks Ave.
P.O. Box 30844
Rochester, NY 14603-0844
Phone: (585) 328-2550
Web: wegmans.com
Chmn: Danny Wegman
Pres./CEO.: Colleen Wegman
Primary Supplier: Direct
FTN Stores: 26
FTN Vol.: $1.86 billion

Weis Markets, Inc.
1000 S. 2nd St.
Sunbury, PA 17801
Phone: (570) 286-4571
Web: weismarkets.com
Chairman/Pres./CEO: Jonathan Weis
COO: Kurt Schertle
SVP/CFO/Treasurer: Michael Lockhard
SVP-Real Est./Store Dev.: Rusty Graber
SVP-HR: Jim Marcil
SVP-Operations: David Gose
SVP-Merch./Marketing: Bob Gleeson
SVP/CIO: Greg Zeh
Primary Supplier: Direct
FTN Stores: 110
FTN Vol.: $2.49 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 Area Stores: 17
FTN Area Vol.: $229.2 million

Whole Foods Market
Div. of Amazon
Mid-Atlantic Div.
5515 Security Ln., Ste. 900
Rockville, MD 20852
Phone: (301) 984-4874
Web: wholefoodsmarket.com
Reg. Pres: Scott Allshouse
Northeast Div.
Harborside 3
210 Hudson St., Ste 700l.
Jersey City, NJ 07311
Phone: (201) 567-2090
Div. Pres.: Nicole Wescoe
FTN Stores: 68
FTN $2.57 billion

DRUG STORES

CVS Caremark
One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
CEO/Pres.: Karen Lynch
Pres.-CVS Pharmacy: Neela Montgomery
FTN Stores: 1,300
FTN Vol.: $6.34 billion
*Includes both stand-alone stores and pharmacies within Target locations.

See **DIRECTORY** on page 135


FRESH CITRUS


Seafood
SHOP HEALTHY


Cheese


weis
markets

Legislative Line

100 Days Update And Moving Forward

Since taking office in January, the Biden-Harris administration has been on a mission to "Build Back Better." From the American Rescue Plan to the American Jobs Plan and now with the introduction of the American Families Plan last month, action has been taken to rescue and begin to rebuild our economy. Over the last 100 Days, we have seen containment of COVID-19, efforts to curtail hunger and provide better nutrition security, efforts to address climate change, and new initiatives to help struggling farmers and food producers. These efforts, no matter whether one is a Democrat or a Republican, have decreased food insecurity and poverty rates, increased agricultural and export opportunities, and improved critical infrastructure and business investments within the food sector. Now where are we headed?

Moving Forward

The American Rescue Plan is now shifting into higher gear by continuing to help families recover by delivering $12 billion in nutrition assistance to needy families; providing financial investment across the food supply chain including investments in farming and to producers by putting approximately $5 billion in assistance to socially disadvantaged producers; and putting nearly $700 million toward healthcare and housing assistance for rural Americans.

USDA's accomplishments in the first 100 days of the new administration have played a major role in helping to get the economy back on track, reducing hunger, and transforming America's food system with a greater focus on more resilient local and regional food production.

All of this will cost money…. lots of money. The U.S. economy still

Barry F. Scher
Policy Solutions LLC

has a long way to go. Yes, there will be roadblocks as Democrats and Republicans debate how to pay for all these initiatives. But at least the country is moving forward to rebuilding now that the pandemic is just about in our rearview mirror. Following is what the two major departments that oversee the food and farm industry – USDA and FDA – are seeking in the recently announced President's Fiscal 2022 budget. Specifically, funds requested for the food industry are as follows:

Within the president's $6 trillion request is a nearly 17 percent increase in discretionary funding for USDA. USDA has requested a total of $198.1 billion. The budget's impact upon USDA, among other things, will support a stronger nutrition safety net and request $6.7 billion for the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC) to help vulnerable families.

FDA Budget Needs

Within FDA, the agency's budget for foods and food safety would get almost $1.2 billion, up from $1.1 billion in fiscal 2021. Specifically, FDA is requesting, among other critical needs, $97 million in additional investments to fund core FDA safety programs. This includes food safety investments to support implementation of the New Era of Smarter Food Safety Blueprint that I have written about previously to reduce the number of illnesses attributed to FDA-regulated foods. There is also funding set aside to bolster support programs for maternal and infant health and nutrition.

Well, that is a quick snapshot of the first 100 plus days! Now, let us read about other news from the Hill impacting our food business.

FDA and Delis

The Food and Drug Administration (FDA) has released a new

See **LEGISLATIVE LINE** on page 160

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Total sales for those New Jersey counties included in the study are $29.23 billion

ATLANTIC COUNTY ($920.7 million)
(Includes Atlantic City, Hammonton)

- Population 263,670
- # of Households 99,850
- Median Income $62,110
- Under 18 .... 21.1%
- Over 65 .... 18.6%
- Female 51.6%
- White 56.0%
- Black 17.1%
- Hispanic 19.4%
- Asian 8.1%

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 ($3.4 billion)
(Includes Englewood, Hackensack, Ramsey)

- Population 932,202
- # of Households 339,856
- Median Income $101,144
- Under 18 .... 21.1%
- Over 65 .... 17.7%
- Female 51.4%
- White 55.1%
- Black 7.4%
- Hispanic 21.0%
- Asian 17.0%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite (Fresh Grocer/PR)	17	$1,232.30	36.78%
2	Stop & Shop	12	$381.96	11.40%
3	Albertsons (Acme/Kings)	9	$257.17	7.68%
4	CVS	46	$186.20	5.56%
5	7-Eleven	69	$152.30	4.55%
6	Whole Foods	4	$143.10	4.27%
7	Walgreens (Duane Reade)	35	$124.20	3.71%

See **NEW JERSEY COUNTY SHARE** on page 106

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Continued from page 105

8	Walmart (SuperCenter)	3	$116.20	3.47%
9	Costco	1	$111.50	3.33%
10	Wegmans	1	$109.60	3.27%
11	Target	4	$72.10	2.15%
12	BJ's Wholesale Club	2	$55.60	1.66%
13	Stew Leonard's	1	$54.50	1.63%
14	Krasdale (AIM/Bravo/CTwn/MktFrsh)	9	$51.82	1.55%
15	Trader Joe's	3	$45.20	1.35%
16	Aldi	4	$34.20	1.02%
17	Uncle Giuseppe's	1	$31.60	0.94%
18	ASG	3	$29.98	0.89%
19	Allegiance/Foodtown	3	$22.77	0.68%
20	Corrado's Family Affair	1	$22.70	0.68%
21	Quick Chek	10	$22.30	0.67%
22	Food Bazaar	1	$17.90	0.53%
23	Wawa	3	$16.84	0.50%
24	Rite Aid	3	$12.80	0.38%
25	Key Food	1	$9.80	0.29%
26	The Fresh Market	1	$7.90	0.24%
27	Kmart	1	$6.70	0.20%
28	Circle K	3	$6.10	0.18%
29	IGA	1	$3.90	0.12%
30	C&S Independents	1	$0.83	0.02%
		253	**$3,340.07**	**99.70%**

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

- Population 445,349
- # of Households 166,391
- Median Income $87,416
- Under 18 .... 20.7%
- Over 65 .... 17.4%
- Female 50.8%
- White 66.6%
- Black 18.3%
- Hispanic 8.5%
- Asian 5.4%

1	ShopRite	10	$537.20	31.16%
2	Wawa	39	$196.99	11.43%
3	Albertsons (Acme)	7	$162.11	9.40%
4	Walmart (SuperCenter)	5	$119.60	6.94%
5	CVS	22	$93.70	5.44%
6	Wegmans	1	$77.50	4.50%
7	Target	4	$68.50	3.97%
8	Rite Aid	13	$51.30	2.98%

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

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Continued from page 106

9	Costco	1	$49.10	2.85%
10	BJ's Wholesale Club	1	$45.60	2.65%
11	7-Eleven	22	$44.60	2.59%
12	Walgreens	6	$39.60	2.30%
13	Whole Foods	1	$39.20	2.27%
14	Military Commissaries	1	$38.81	2.25%
15	Murphy's Markets	2	$34.90	2.02%
16	Aldi	4	$32.40	1.88%
17	Sam's Club	1	$26.10	1.51%
18	Sprouts	1	$17.80	1.03%
19	Trader Joe's	1	$15.30	0.89%
20	Royal Farm Stores	2	$5.30	0.31%
21	IGA	1	$4.16	0.24%
22	Quick Chek	1	$2.80	0.16%
23	ASG (Compare)	1	$2.26	0.13%
24	Circle K	1	$2.10	0.12%
25	C&S Independents	1	$0.71	0.04%
		149	**$1,707.64**	**99.06%**

CAMDEN COUNTY ($1.7 billion)
(Includes Camden, Cherry Hill)

- Population 506,471
- # of Households 187,383
- Median Income $70,451
- Under 18 .... 22.6%
- Over 65 .... 16.1%
- Female 51.7%
- White 55.8%
- Black 21.6%
- Hispanic 17.6%
- Asian 6.0%

1	ShopRite (Price Rite)	9	$431.80	24.84%
2	Wawa	39	$208.84	12.01%
3	Walmart (SuperCenter)	5	$143.60	8.26%
4	Albertsons (Acme)	6	$143.42	8.25%
5	CVS	27	$127.50	7.33%
6	Rite Aid	29	$110.10	6.33%
7	Target	5	$93.70	5.39%
8	Walgreens	12	$73.80	4.25%
9	Wegmans	1	$57.60	3.31%
10	Costco	1	$57.50	3.31%
11	Aldi	7	$51.20	2.95%
12	7-Eleven	19	$37.40	2.15%
13	Whole Foods	1	$30.60	1.76%
14	Supremo	1	$26.80	1.54%

See **NEW JERSEY COUNTY SHARE** on page 108

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Continued from page 107

15	BJ's Wholesale Club	1	$24.80	1.43%
16	Trader Joe's	1	$16.80	0.97%
17	ASG (Assocated/Compare)	2	$15.45	0.89%
18	Royal Farm Stores	7	$15.30	0.88%
19	MOM's Organic Market	1	$12.50	0.72%
20	Heritage Dairy Stores	5	$11.20	0.64%
21	Save A Lot	3	$10.10	0.58%
22	Tri-State Co-Op	1	$6.97	0.40%
23	Lidl	1	$6.70	0.39%
		184	**$1,713.68**	**98.58%**

CAPE MAY COUNTY ($534.3 million) (Includes Ocean City, Wildwood)

- Population 92,039
- # of Households 40,171
- Median Income $67,074
- Under 18 .... 17.3%
- Over 65 .... 27.3%
- Female 51.3%
- White 85.0%
- Black.................................. 4.8%
- Hispanic 8.1%
- Asian.................................. 1.0%

1	Albertsons (Acme)	10	$229.86	43.02%
2	ShopRite	2	$100.70	18.85%
3	Wawa	16	$94.55	17.70%
4	CVS	10	$47.10	8.82%
5	Walmart (SuperCenter)	1	$41.80	7.82%
6	Walgreens	4	$19.80	3.71%
7	Aldi	1	$7.50	1.40%
8	Rite Aid	1	$3.60	0.67%
9	C&S Independents	1	$1.75	0.33%
		46	**$546.66**	**102.31%***

CUMBERLAND COUNTY ($575.4 million) (Includes Bridgeton, Vineland)

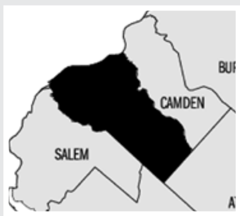
- Population 149,527
- # of Households 50,729
- Median Income $54,149
- Under 18 .... 23.7%
- Over 65 .... 15.6%
- Female 49.1%
- White 45.4%
- Black.................................. 21.9%
- Hispanic 31.8%
- Asian.................................. 1.4%

1	ShopRite	4	$205.80	35.77%
2	Walmart (SuperCenter)	3	$84.60	14.70%
3	Wawa	10	$69.22	12.03%
4	Walgreens	5	$31.20	5.42%
5	Rite Aid	8	$30.90	5.37%
6	BJ's Wholesale Club	1	$30.20	5.25%
7	Albertsons (Acme)	1	$24.49	4.26%
8	CVS	5	$21.40	3.72%
9	Target	1	$18.40	3.20%
10	Aldi	2	$12.10	2.10%
11	Krasdale (AIM/Ctown)	1	$9.69	1.68%
12	Lidl	1	$7.90	1.37%
13	Save A Lot	1	$5.30	0.92%
14	7-Eleven	2	$4.40	0.76%
15	ASG	2	$3.10	0.54%
16	Heritage Dairy Stores	1	$2.20	0.38%
		48	**$560.90**	**97.48%-**

ESSEX COUNTY ($2.1 billion) (Includes East Orange, Newark, West Caldwell)

- Population 798,975
- # of Households 285,908
- Median Income $61,510
- Under 18 .... 23.7%
- Over 65 .... 13.9%
- Female 51.9%
- White 30.2%
- Black.................................. 41.9%
- Hispanic 23.8%
- Asian.................................. 5.9%

1	ShopRite (Fresh Grocer)	9	$779.20	37.46%
2	Krasdale (Ctown/Stop1/ShopSmt/MktFrsh)	28	$278.09	13.37%
3	Walgreens	23	$144.10	6.93%
4	Albertsons (Acme/Kings)	5	$136.18	6.55%
5	Stop & Shop	3	$121.50	5.84%
6	CVS	22	$90.30	4.34%
7	Key Food	4	$88.60	4.26%
8	Whole Foods	3	$82.90	3.99%
9	7-Eleven	23	$50.60	2.43%
10	ASG (Met/Pioneer)	11	$38.34	1.84%
11	Seabra's	6	$34.70	1.67%
12	Allegiance/Foodtown	2	$29.15	1.40%
13	Corrado's Family Affair	1	$23.50	1.13%
14	Target	1	$18.00	0.87%
15	Aldi	2	$17.80	0.86%
16	Trader Joe's	1	$16.40	0.79%
17	Wawa	3	$14.40	0.69%
18	Save A Lot	2	$12.10	0.58%
19	Quick Chek	5	$11.80	0.57%
20	Rite Aid	3	$10.90	0.52%
21	Super Supermarket	1	$10.60	0.51%
22	Supremo	1	$7.80	0.38%
23	Kmart	1	$7.50	0.36%
		160	**$2,024.46**	**97.33%**



GLOUCESTER COUNTY ($1.1 billion) (Includes Paulsboro, Woodbury)

- Population 291,636
- # of Households 104,908
- Median Income $87,283
- Under 18 .... 21.6%
- Over 65 .... 16.3%
- Female 51.4%
- White 77.8%
- Black.................................. 11.2%
- Hispanic 6.7%
- Asian.................................. 3.1%

1	ShopRite	6	$348.20	32.96%

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NEW JERSEY COUNTY SHARE OF MARKET: 2021

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2	Wawa	22	$132.25	12.52%
3	Albertsons (Acme)	4	$108.16	10.24%
4	Walmart (SuperCenter)	3	$107.20	10.15%
5	Sam's Club	2	$83.40	7.89%
6	Rite Aid	14	$57.50	5.44%
7	CVS	14	$54.10	5.12%
8	Target	2	$35.40	3.35%
9	BJ's Wholesale Club	1	$34.00	3.22%
10	Heritage Dairy Stores	24	$30.90	2.93%
11	Walgreens	5	$29.10	2.75%
12	Aldi	2	$15.60	1.48%
13	Lidl	1	$6.30	0.60%
14	Save A Lot	1	$5.70	0.54%
15	7-Eleven	2	$4.30	0.41%
16	Royal Farm Stores	1	$2.70	0.26%
		104	**$1,054.81**	**99.85%**

HUDSON COUNTY ($1.6 billion)
(Includes Bayonne, Hoboken, Jersey City)

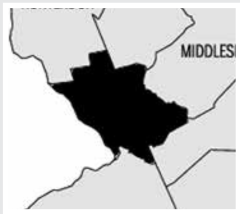
- Population 672,391
- # of Households 258,591
- Median Income $71,189
- Under 18 .... 20.3%
- Over 65 .... 12.2%
- Female 50.2%
- White 29.0%
- Black.................................. 14.8%
- Hispanic 42.7%
- Asian.................................. 16.4%

1	ShopRite	5	$433.70	27.83%
2	Walmart (SuperCenter)	4	$173.70	11.15%
3	Walgreens	23	$120.60	7.74%
4	Albertsons (Acme/Kings)	5	$111.89	7.18%
5	BJ's Wholesale Club	3	$92.60	5.94%
6	Costco	1	$71.50	4.59%
7	Stop & Shop	2	$71.03	4.56%
8	Target	2	$44.40	2.85%
9	Whole Foods	1	$42.80	2.75%
10	CVS	16	$41.80	2.68%
11	Krasdale (AIM/Ctown)	6	$41.34	2.65%
12	7-Eleven	16	$35.80	2.30%
13	Food Bazaar	2	$34.20	2.19%
14	Sam's Club	1	$29.60	1.90%
15	Supremo	1	$29.20	1.87%
16	Key Food	5	$28.00	1.80%
17	Quick Chek	9	$19.40	1.25%
18	Aldi	2	$18.20	1.17%
19	Seabra's	2	$17.90	1.15%
20	Trader Joe's	1	$17.00	1.09%
21	ASG (Associated/Met/Compare)	3	$16.22	1.04%
22	Rite Aid	3	$12.10	0.78%
23	Lidl	2	$11.80	0.76%
24	Fine Fare Supermarkets	3	$10.50	0.67%
25	Kmart	1	$8.40	0.54%
26	Wawa	1	$7.21	0.46%
27	Morton Williams	1	$6.15	0.39%
28	Allegiance/Foodtown	1	$5.39	0.35%
29	Circle K	1	$2.30	0.15%
		123	**$1,554.73**	**99.78%**

HUNTERDON COUNTY ($436.7 million)
(Includes Clinton, Flemington)

- Population 124,371
- # of Households 47,175
- Median Income $115,379
- Under 18 .... 19.1%
- Over 65 .... 19.4%
- Female 50.7%
- White 84.8%
- Black.................................. 2.7%
- Hispanic 7.0%
- Asian.................................. 4.4%

1	ShopRite	2	$150.60	34.49%
2	Walmart (SuperCenter)	2	$76.30	17.47%
3	Costco	1	$50.80	11.63%
4	Stop & Shop	1	$27.82	6.37%
5	Walgreens	4	$23.70	5.43%
6	CVS	4	$22.30	5.11%
7	BJ's Wholesale Club	1	$18.40	4.21%
8	Albertsons (Kings)	1	$14.25	3.26%
9	IGA	2	$13.78	3.16%
10	Wawa	2	$12.22	2.80%
11	Aldi	1	$7.30	1.67%
12	Rite Aid	1	$4.40	1.01%
13	7-Eleven	2	$4.20	0.96%
14	C&S Independents	2	$2.98	0.68%
15	Quick Chek	1	$2.80	0.64%
		27	**$431.85**	**98.89%**



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

- Population 367,430
- # of Households 129,936
- Median Income $81,057
- Under 18 .... 21.2%
- Over 65 .... 15.6%
- Female 51.1%
- White 48.2%
- Black.................................. 21.5%
- Hispanic 18.5%
- Asian.................................. 11.9%

1	ShopRite	6	$396.50	29.99%
2	Walmart (SuperCenter)	3	$97.60	7.38%
3	McCaffrey's	2	$88.30	6.68%
4	CVS	18	$85.30	6.45%
5	Walgreens	14	$68.30	5.17%
6	Wegmans	1	$63.90	4.83%
7	Costco	1	$58.50	4.43%

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NEW JERSEY COUNTY SHARE OF MARKET: 2021

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8	Albertsons (Acme)	2	$54.16	4.10%
9	IGA	3	$52.47	3.97%
10	Whole Foods	1	$45.10	3.41%
11	Wawa	8	$44.38	3.36%
12	Aldi	4	$35.70	2.70%
13	BJ's Wholesale Club	1	$35.20	2.66%
14	7-Eleven	16	$34.80	2.63%
15	Target	2	$31.50	2.38%
16	Stop & Shop	1	$31.22	2.36%
17	Food Bazaar	1	$26.80	2.03%
18	Trader Joe's	1	$18.20	1.38%
19	Quick Chek	5	$12.50	0.95%
20	Save A Lot	2	$11.10	0.84%
21	Rite Aid	2	$7.90	0.60%
22	Supremo	2	$7.40	0.56%
23	ASG (Compare)	2	$7.27	0.55%
24	Krasdale (Stop1)	1	$2.81	0.21%
25	C&S Independents	1	$0.68	0.05%
		100	**$1,317.59**	**99.67%**

MIDDLESEX COUNTY ($2.4 billion)
(Includes Edison, New Brunswick, Woodbridge)

- Population 825,062
- # of Households 285,005
- Median Income $89,533
- Under 18 .... 21.7%
- Over 65 .... 15.5%
- Female 50.6%
- White 41.7%
- Black 12.0%
- Hispanic 22.1%
- Asian 24.9%

1	ShopRite	13	$863.00	35.53%
2	Stop & Shop	7	$189.75	7.81%
3	Walmart (SuperCenter)	6	$142.10	5.85%
4	Walgreens	20	$136.20	5.61%
5	BJ's Wholesale Club	3	$122.50	5.04%
6	CVS	23	$110.70	4.56%
7	Target	5	$106.20	4.37%
8	Wawa	18	$91.00	3.75%
9	7-Eleven	40	$83.70	3.45%
10	Costco	2	$80.80	3.33%
11	Wegmans	1	$67.30	2.77%
12	Quick Chek	25	$60.80	2.50%
13	Aldi	8	$58.50	2.41%
14	Albertsons (Acme)	3	$53.97	2.22%

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NEW JERSEY COUNTY SHARE OF MARKET: 2021

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15	Key Food	6	$50.20	2.07%
16	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	7	$50.01	2.06%
17	Sam's Club	1	$37.20	1.53%
18	Whole Foods	1	$34.20	1.41%
19	Rite Aid	8	$26.70	1.10%
20	Trader Joe's	1	$17.30	0.71%
21	Lidl	2	$10.40	0.43%
22	Allegiance/Foodtown	1	$9.02	0.37%
23	Circle K	4	$8.50	0.35%
24	Supremo	1	$6.90	0.28%
25	Kmart	1	$6.60	0.27%
		207	**$2,423.55**	**99.78%**

MONMOUTH COUNTY ($2.5 billion) (Includes Asbury Park, Freehold, Neptune)

- Population 618,795
- # of Households 235,362
- Median Income $99,733
- Under 18 .... 20.9%
- Over 65 .... 18.2%
- Female 51.3%
- White 75.1%
- Black.................................. 7.5%
- Hispanic 11.1%
- Asian.................................. 5.6%

1	ShopRite (Dearborn Market)	12	$747.50	29.51%
2	Stop & Shop	6	$173.85	6.86%
3	Costco	3	$173.20	6.84%
4	Walgreens	26	$154.60	6.10%
5	Allegiance/Foodtown	6	$133.50	5.27%
6	CVS	27	$126.90	5.01%
7	Albertsons (Acme)	5	$123.83	4.89%
8	Walmart (SuperCenter)	3	$117.40	4.63%
9	Wegmans	2	$100.60	3.97%
10	Wawa	19	$98.59	3.89%
11	7-Eleven	42	$90.40	3.57%
12	Whole Foods	3	$90.30	3.56%
13	Target	4	$73.70	2.91%
14	BJ's Wholesale Club	2	$61.50	2.43%
15	Sam's Club	1	$57.90	2.29%
16	Quick Chek	19	$44.30	1.75%
17	Aldi	6	$42.50	1.68%
18	Trader Joe's	2	$36.30	1.43%
19	Rite Aid	6	$22.10	0.87%
20	Lidl	3	$20.80	0.82%
21	Key Food	1	$12.70	0.50%
22	Circle K	4	$8.60	0.34%
23	Krasdale	1	$8.17	0.32%
24	Fine Fare Supermarkets	1	$8.10	0.32%
25	Super Supermarket	1	$7.30	0.29%
26	Kmart	1	$7.10	0.28%
27	ASG	1	$3.67	0.14%
28	C&S Independents	1	$0.32	0.01%
		208	**$2,545.73**	**100.49%***

MORRIS COUNTY ($2.1billion) (Includes Chatham, Morris Plains, Parsippany)

- Population 491,845
- # of Households 181,884
- Median Income $115,527
- Under 18 .... 20.8%
- Over 65 .... 17.6%
- Female 50.8%
- White 70.5%
- Black.................................. 3.8%
- Hispanic 13.9%
- Asian.................................. 10.8%

1	ShopRite	11	$687.10	33.02%
2	Albertsons (Acme/Kings)	10	$211.83	10.18%
3	Stop & Shop	4	$173.82	8.35%
4	Walmart (SuperCenter)	5	$119.60	5.75%
5	Costco	2	$114.40	5.50%
6	Wegmans	1	$109.40	5.26%
7	Whole Foods	3	$99.90	4.80%
8	CVS	21	$95.20	4.58%
9	Walgreens	14	$87.80	4.22%
10	BJ's Wholesale Club	2	$76.20	3.66%
11	7-Eleven	32	$67.40	3.24%
12	Target	4	$65.60	3.15%
13	Weis Markets	3	$38.74	1.86%
14	Quick Chek	16	$35.60	1.71%
15	Corrado's Family Affair	1	$27.00	1.30%
16	Trader Joe's	2	$22.10	1.06%
17	Allegiance/Foodtown	1	$14.82	0.71%
18	Rite Aid	3	$11.20	0.54%
19	Wawa	2	$10.14	0.49%
20	Aldi	1	$7.50	0.36%
21	Military Commissaries	1	$2.46	0.12%
22	Circle K	1	$1.80	0.09%
23	ASG	1	$0.14	0.01%
		141	**$2,079.75**	**99.96%**

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NEW JERSEY COUNTY SHARE OF MARKET: 2021

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OCEAN COUNTY ($2.0 billion)
(Includes Lakehurst, Beach Island, Toms River)

- Population 607,186
- # of Households 226,160
- Median Income $70,909
- Under 18 .... 24.2%
- Over 65 .... 22.8%
- Female 51.7%
- White 84.3%
- Black 3.6%
- Hispanic 9.5%
- Asian 1.9%

1	ShopRite	9	$603.20	29.77%
2	Stop & Shop	7	$258.47	12.76%
3	Wawa	38	$206.84	10.21%
4	Walmart (SuperCenter)	5	$143.50	7.08%
5	Albertsons (Acme)	5	$120.45	5.94%
6	CVS	22	$101.70	5.02%
7	Walgreens	15	$91.60	4.52%
8	Costco	2	$89.50	4.42%
9	7-Eleven	38	$83.60	4.13%
10	BJ's Wholesale Club	2	$73.50	3.63%
11	Krasdale (Market Fresh)	7	$57.19	2.82%
12	Target	3	$48.80	2.41%
13	Rite Aid	17	$41.70	2.06%
14	Aldi	3	$28.10	1.39%
15	Quick Chek	9	$23.70	1.17%
16	Trader Joe's	1	$20.10	0.99%
17	Circle K	7	$15.10	0.75%
18	Great Valu	1	$14.70	0.73%
19	Lidl	2	$10.80	0.53%
20	Murphy's Markets	1	$9.90	0.49%
21	ASG	2	$6.53	0.32%
22	Military Commissaries	1	$1.89	0.09%
		197	**$2,050.87**	**101.22%***

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NEW JERSEY COUNTY SHARE OF MARKET: 2021

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

- Population 501,826
- # of Households 165,429
- Median Income $69,688
- Under 18 .... 23.7%
- Over 65 .... 15.0%
- Female 51.2%
- White 40.3%
- Black.................................. 14.9%
- Hispanic 42.9%
- Asian.................................. 5.7%

1	ShopRite (Fresh Grocer/PR)	6	$399.40	31.36%
2	Stop & Shop	5	$194.38	15.26%
3	Corrado's Family Affair	2	$128.40	10.08%
4	Costco	2	$95.20	7.47%
5	Walgreens	15	$88.20	6.93%
6	Key Food	4	$69.10	5.43%
7	CVS	12	$59.20	4.65%
8	Trader Joe's	2	$41.30	3.24%
9	ASG (Compare)	5	$34.52	2.71%
10	Whole Foods	1	$34.30	2.69%
11	Quick Chek	10	$23.30	1.83%
12	Allegiance/Foodtown	1	$20.94	1.64%
13	7-Eleven	13	$19.40	1.52%
14	Target	1	$18.80	1.48%
15	Aldi	2	$15.20	1.19%
16	Super Supermarket	1	$13.20	1.04%
17	Rite Aid	3	$11.00	0.86%
18	Circle K	2	$4.30	0.34%
		87	**$1,270.14**	**99.73%**

SALEM COUNTY ($154.0 million)
(Includes Pennsville, Salem)

- Population 62,385
- # of Households 23,933
- Median Income $66,842
- Under 18 .... 21.4%
- Over 65 .... 19.8%
- Female 51.0%
- White 73.4%
- Black.................................. 14.8%
- Hispanic 9.8%
- Asian.................................. 1.1%

1	Albertsons (Acme)	2	$68.31	44.36%
2	Wawa	4	$21.94	14.25%
3	Walmart	1	$20.50	13.31%
4	Walgreens	2	$11.40	7.40%
5	Rite Aid	3	$9.30	6.04%
6	Save A Lot	1	$6.20	4.03%
7	IGA	1	$4.16	2.70%
8	Heritage Dairy Stores	2	$3.80	2.47%
9	Circle K	1	$2.10	1.36%
10	C&S Independents	1	$0.31	0.20%
		18	**$148.02**	**96.12%**

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

- Population 328,934
- # of Households 118,193
- Median Income $113,611
- Under 18 .... 21.5%
- Over 65 .... 16.2%
- Female 51.1%
- White 54.8%
- Black.................................. 10.5%
- Hispanic 15.2%
- Asian.................................. 18.8%

1	ShopRite	7	$492.50	40.10%
2	Costco	2	$128.40	10.45%
3	Wegmans	1	$108.10	8.80%
4	Stop & Shop	4	$102.35	8.33%
5	Walmart (SuperCenter)	2	$45.20	3.68%
6	Albertsons (Acme/Kings)	2	$40.77	3.32%
7	CVS	11	$40.70	3.31%
8	Walgreens	9	$38.20	3.11%
9	BJ's Wholesale Club	1	$33.50	2.73%
10	Whole Foods	1	$31.90	2.60%
11	Target	2	$30.90	2.52%
12	Weis Markets	1	$22.73	1.85%
13	Quick Chek	9	$20.40	1.66%
14	Trader Joe's	1	$18.50	1.51%
15	Wawa	4	$17.42	1.42%
16	The Fresh Market	1	$11.90	0.97%
17	Fine Fare Supermarkets	2	$11.20	0.91%
18	7-Eleven	5	$10.60	0.86%
19	Rite Aid	2	$7.90	0.64%
20	Key Food	1	$6.90	0.56%
21	Royal Farm Stores	1	$3.10	0.25%
		69	**$1,223.17**	**99.59%**

SUSSEX COUNTY ($659.6 million)
(Includes Franklin, Hoptacong, Newton)

- Population 140,488
- # of Households 53,322
- Median Income $94,520
- Under 18 .... 19.4%
- Over 65 .... 18.0%
- Female 50.3%
- White 85.1%
- Black.................................... 2.7%
- Hispanic 9.2%
- Asian.................................... 2.0%

1	ShopRite	5	$327.40	49.64%
2	7-Eleven	35	$77.50	11.75%
3	Albertsons (Acme)	2	$53.04	8.04%
4	Stop & Shop	1	$48.82	7.40%

See NEW JERSEY COUNTY SHARE on page 115

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Continued from page 114

5	Weis Markets	2	$46.87	7.11%
6	Walmart (SuperCenter)	2	$40.30	6.11%
7	Quick Chek	10	$22.60	3.43%
8	Walgreens	3	$14.60	2.21%
9	CVS	3	$9.80	1.49%
10	C&S Independents	2	$7.21	1.09%
11	Rite Aid	2	$7.10	1.08%
12	Circle K	1	$2.20	0.33%
		68	**$657.44**	**99.67%**

UNION COUNTY ($1.8 billion)
(Includes Clark, Elizabeth, Springfield)

- Population 556,341
- # of Households 190,101
- Median Income $80,198
- Under 18 .... 23.3%
- Over 65 .... 14.7%
- Female 51.1%
- White 39.2%
- Black 23.8%
- Hispanic 32.8%
- Asian 5.7%

1	ShopRite	8	$656.20	36.08%
2	Stop & Shop	5	$154.30	8.48%
3	Albertsons (Acme/Kings)	5	$152.06	8.36%
4	Walgreens	17	$105.10	5.78%
5	CVS	23	$104.20	5.73%
6	BJ's Wholesale Club	2	$96.70	5.32%
7	Target	4	$75.40	4.15%
8	Supremo	3	$74.10	4.07%
9	Whole Foods	2	$59.20	3.26%
10	Costco	1	$58.30	3.21%
11	Walmart (SuperCenter)	2	$46.00	2.53%
12	Key Food	2	$32.00	1.76%
13	Food Bazaar	1	$31.70	1.74%
14	Seabra's	3	$23.70	1.30%
15	Quick Chek	10	$22.90	1.26%
16	Wawa	5	$22.76	1.25%
17	Aldi	3	$18.90	1.04%
18	ASG	4	$18.23	1.00%
19	Trader Joe's	1	$18.10	1.00%
20	Save A Lot	2	$13.40	0.74%
21	Circle K	4	$9.40	0.52%

See NEW JERSEY COUNTY SHARE on page 116

NEW JERSEY COUNTY SHARE OF MARKET: 2021

Continued from page 115

22	Lidl	1	$7.90	0.43%
23	Fine Fare Supermarkets	1	$4.50	0.25%
24	7-Eleven	2	$4.40	0.24%
		111	**$1,809.45**	**99.49%**

WARREN COUNTY ($435.5 million) (Includes Hackettstown, Phillipsburg)

- Population 105,267
- # of Households 41,587
- Median Income $81,307
- Under 18 .... 19.3%
- Over 65 .... 18.7%
- Female 51.0%
- White 80.4%
- Black 5.7%
- Hispanic 10.2%
- Asian 2.9%

1	ShopRite	4	$198.90	45.67%
2	Target	2	$37.20	8.54%
3	Walmart (SuperCenter)	1	$34.60	7.94%
4	Stop & Shop	1	$25.52	5.86%
5	Albertsons (Acme)	1	$24.27	5.57%
6	Weis Markets	1	$21.72	4.99%
7	Rite Aid	5	$21.40	4.91%
8	CVS	5	$18.30	4.20%
9	Wawa	3	$17.71	4.07%
10	Quick Chek	5	$12.20	2.80%
11	C&S Independents	5	$8.29	1.90%
12	7-Eleven	3	$7.50	1.72%
13	Walgreens	1	$5.10	1.17%
		37	**$432.71**	**99.36%**

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

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

Source: *Food Trade News,* June 2021

Soup to Nutz

from page 26

days after it opened to see what all the excitement was about. Yes, the store is big, but it is also dim with charcoal grey tiles adorning many of the walls and darker floors - there's no signature Wawa brightness. There are two seating areas and customers are allowed to drink up to two beers on the premises in those seating areas, so tailgating before games is not really an option. The Beer Cave is consumer-friendly with cans and 12 packs available, but it comes with a security guard. Ice cream is available in three areas. Soft serve behind the counter, Mini Melts in a freezer case tucked away in a corner and a three-foot freezer door toward the back of the store that housed ice cream novelties. What? There are five touch screen computers for ordering and plenty of open space for waiting. I learned that the first few days were going okay but, as with most retailers these days, they were having out-of-stock issues and logistical problems with their major supplier. Did I say retailers? Here is where the identity crisis question comes in. I left perplexed and my thought was: Wawa, what are you becoming? Fast food, c-store (but they don't sell batteries), a seller of fast-moving consumer goods (FMCGs), a packaged goods store or all of the above? Can you be everything to everyone and succeed? I don't know the answer, but I am sure it will play out over the next year or so. As for me, the jury's still out. Wawa didn't fare as well as many retailers in other channels during the peak of the pandemic, so maybe this is part of a restructuring of our sentimental favorite that's recently received national attention from HBO's limited series, "Mare of Easttown."

Retailers have not backed down from their charitable endeavors throughout the pandemic, giving to the underserved, including pets housed in shelters. Earlier this month, Weis Markets announced that its stores raised $391,000 for more than 120 local animal shelters and pet rescue organizations during its 12 annual "Paws for Pets" program. "We've worked with many of these local rescue organizations for more than a decade and know the good work they do," said **Ron Bonacci**, VP-advertising and marketing. "The generosity of our customers helps them during a time of peak demand. Since 2009, our associates have helped raise more than $2.5 million dollars in donations for pet shelters and rescue organizations near our stores. We are grateful for their continued support." Weis Markets' Roosevelt Road store in Bloomsburg, PA, was the company leader, raising $6,380 for the Animal Resource Center in neighboring Millville. Its Tannersville, PA store raised $5,838 for the Animal Welfare Society of Monroe County. The company's stores in Northeast PA, the Poconos and Northern New Jersey raised $49,350. The furbabies were most certainly appreciative.

Weis Markets continues to do more good deeds for the communities they serve. As COVID-19 continues to impact everyone's lives, the most vulnerable being children and youth, especially those in foster care. Weis Markets recently announced the successful completion of a month-long round-up at the register program to support the iFoster Hope campaign. On behalf of Weis Markets, Bonacci presented a $250,000 check to iFoster, the national nonprofit that is operating the iFoster Hope campaign. These funds will provide children and youth in foster care in the seven states Weis serves with the resources and services they most need to reach their potential. "We live and work in the communities we serve and believe in giving back to causes that help children," said Bonacci. "iFoster targets support and resources to help at risk youth live better lives. We are grateful to our customers for their support and have complemented their generosity with a corporate donation." **Serita Cox**, iFoster Co-Founder & CEO remarked, "We are so grateful to Weis Markets for launching the iFoster Hope campaign to support local children and youth in foster care and those aging out. These funds will make a real difference in the lives of foster kids in all of the communities Weis Markets serves." As I have said many times, the food industry, as a group, is among the most generous, always making in difference in the communities they serve.

It's hard to believe that it's been 10 years since the Philadelphia Wholesale Produce Market (PWPM) opened its doors at 6700 Essington Avenue. After all that time, it remains the world's largest (686,000 square foot) state-of-the-art, fully enclosed, fully refrigerated facility, providing an unbroken cold chain for the 19 perishable produce businesses that call it home. These businesses employ hundreds of people in both union and non-

See **SOUP TO NUTZ** on page 125

IN REVIEW: KRASDALE

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield (Ctown/Mkt Fresh)	6	$54.33	$3,639.70	1.49%	6	$49.88	1.48%
CT	New Haven	13	$67.22	$3,294.50	2.04%	13	$61.72	2.02%
CT Recap: 19 stores with sales of $121.6 million. Total retail food sales for CT in the study: $7.73 billion. Krasdale Foods share of CT is 1.57%.								
NJ	Bergen (Ctown)	9	$51.82	$3,350.20	1.55%	11	$58.47	1.77%
NJ	Cumberland (AIM)	1	$9.69	$575.40	1.68%	1	$8.90	1.63%
NJ	Essex (AMC/Ctown)	28	$278.09	$2,079.90	13.37%	29	$261.28	13.02%
NJ	Hudson	6	$41.34	$1,558.20	2.65%	8	$50.86	3.45%
NJ	Mercer (Stop 1)	1	$2.81	$1,321.90	0.21%	1	$2.58	0.20%
NJ	Middlesex (Market Fresh)	7	$50.01	$2,428.80	2.06%	6	$40.32	1.80%
NJ	Monmouth	1	$8.17	$2,533.40	0.32%	1	$7.50	0.33%
NJ	Ocean (Stop 1)	7	$57.19	$2,026.10	2.82%	7	$52.50	2.84%
NJ Recap: 60 stores with sales of $499.12 million. Total retail food sales for NJ in the study: $29.93 billion. Krasdale Foods share of NJ is 1.67%.								
NY	Bronx (AIM/Bravo/Ctown/Mkt Frsh/Stop1)	80	$744.13	$3,204.10	23.22%	84	$700.20	23.33%
NY	Brooklyn (AIM/Bravo/CTwn/Mkt Frsh/ShopSmt/Stop1)	97	$804.91	$5,119.10	15.72%	96	$732.28	15.38%
NY	Manhattan (AIM/Bravo/Mkt Frsh/Shop Smt/Stop1)	50	$422.61	$5,607.40	7.54%	54	$404.80	8.09%
NY	Nassau (AIM/Bravo/CTwn/Mkt Frsh/ShopSmt/Stop1)	30	$266.15	$5,537.60	4.81%	30	$241.19	4.77%
NY	Putnam (AIM)	1	$10.75	$240.60	4.47%	2	$19.74	8.88%
NY	Queens (AIM/Bravo/CTwn/Mkt Frsh/ShopSmt/Stop1)	100	$857.40	$5,444.30	15.75%	97	$776.76	15.14%
NY	Rockland (AIM/Bravo)	3	$27.14	$1,048.30	2.59%	4	$34.90	3.51%
NY	Staten Island (Mkt Frssh/Shop Smt/Stop1)	12	$73.17	$1,584.80	4.62%	13	$76.09	5.32%
NY	Suffolk (AIM/Bravo/CTwn/Mkt Frsh/ShopSmt/Stop1)	44	$236.82	$5,920.60	4.00%	44	$218.46	4.03%
NY	Westchester (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	31	$248.92	$3,734.30	6.67%	33	$228.24	6.50%
NY Recap: 448 stores with sales of $3.69 billion. Total retail food sales for NY in the study: $39.79 billion. Krasdale Foods share of NY is 9.29%.								
PA	Berks (Bravo/Ctown)	4	$37.93	$1,437.10	2.64%	4	$34.83	2.69%
PA	Lehigh (Ctown	2	$18.93	$1,352.40	1.40%	2	$17.38	1.41%
PA	Northampton	1	$18.82	$1,175.40	1.60%	1	$8.64	0.81%
PA	Philadelphia (AIM/CTwn/MktFrsh/ShopSmt/Stop1)	18	$57.75	$3,740.20	1.54%	18	$49.35	1.40%
PA Recap: 25 stores with sales of $133.43 million. Total retail food sales for PA in the study: $29.99 billion. Krasdale Foods share of PA is 0.45%.								

Mid-Atlantic Recap: 552 stores with sales of $4.45 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Krasdale Foods Per Store Average: $8.06 million

( ) Indicates another banner used by the company.
Source: *Food Trade News*, June 2021

Food Universe Opens Newest Location, A 20,000 Square Foot Unit In New Brunswick, NJ

Food Universe debuted its newest location, a 20,000 square foot unit in New Brunswick, NJ owned by Manny Reyes. On hand at the extensively renovated and remodeled store on opening day were (l-r) owner Manny Reyes and Kiury Reyes, both with Food Universe, and Tom Silverio of Key Food.

This Bimbo Bakeries trio features Abraham Llona (l), Cynthia Llona (c) and Richard Aranguera.

Goya is well represented at the grand opening by Carolina Omar (l) and Omar Reyes.

This Food Universe duo welcoming customers to the new store features Ramon Liviano (l) and Aurelio Curiel.

Happy to be part of a successful store debut are Food Universe's Felipe Azcona (l) and Manny Reyes.

On hand for the festivities were Luisa Gallego (l) of Mira International Foods and Valentina Perez of Iberria.

IN REVIEW: WEGMANS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
NJ	Bergen	1	$109.60	$3,350.20	3.27%	1	$103.50	3.14%
NJ	Burlington	1	$77.50	$1,723.90	4.50%	1	$71.40	4.36%
NJ	Camden	1	$57.60	$1,738.40	3.31%	1	$53.50	3.40%
NJ	Mercer	1	$63.90	$1,321.90	4.83%	1	$59.20	4.67%
NJ	Middlesex	1	$67.30	$2,428.80	2.77%	1	$61.70	2.76%
NJ	Monmouth	2	$100.60	$2,533.40	3.97%	2	$92.40	4.01%
NJ	Morris	1	$109.40	$2,080.60	5.26%	1	$101.70	5.24%
NJ	Somerset	1	$108.10	$1,228.20	8.80%	1	$62.30	5.15%
NJ Recap: 9 stores with sales of $694.0 million. Total retail food sales for NJ in the study: $29.93 billion. Wegmans share of NJ is 2.32%.								
NY	Brooklyn	1	$97.50	$5,119.10	1.90%	1	$89.20	1.87%
NY	Westchester	1	$67.90	$3,734.30	1.82%	0	$0.00	0.00%
NY Recap: 2 stores with sales of $165.4 million. Total retail food sales for NY in the study: $39.79 billion. Wegmans share of NY is 0.42%.								
PA	Bucks	1	$83.60	$2,819.40	2.97%	1	$77.10	2.97%
PA	Chester	2	$140.50	$1,881.10	7.47%	2	$131.30	7.47%
PA	Cumberland	1	$59.20	$1,138.40	5.20%	1	$55.70	5.53%
PA	Delaware	1	$101.60	$2,266.30	4.48%	1	$93.60	4.39%
PA	Lackawanna	1	$50.90	$750.70	6.78%	1	$46.20	6.86%
PA	Lancaster	1	$65.20	$1,740.00	3.75%	1	$59.30	3.81%
PA	Lehigh	1	$63.30	$1,352.40	4.68%	1	$58.30	4.73%
PA	Luzerne	1	$52.70	$1,014.80	5.19%	1	$48.80	5.32%
PA	Lycoming	1	$37.90	$417.40	9.08%	1	$35.80	9.62%
PA	Montgomery	3	$215.40	$3,891.10	5.54%	3	$201.60	5.62%
PA	Northampton	2	$134.70	$1,175.40	11.46%	2	$125.40	11.71%
PA Recap: 15 stores with sales of $1.01 billion. Total retail food sales for PA in the study: $29.99 billion. Wegmans share of PA is 3.35%.								

Mid-Atlantic Recap: 26 stores with sales of $1.86 billion annually. Mid-Atlantic retail food sales total: $109.43 billion.
Wegmans Per Store Average: $71.71 million

Source: *Food Trade News*, June 2021

TAKING STOCK

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president of Impact Group, who spent 26 years with Kroger before switching to the sales side of the desk eight years ago. He joined Impact in 2017. "The small and mid-size companies that dominate this space have seen explosive growth recently and we are pleased that we will be able to bring an even greater value to these clients utilizing Acosta's broad range of expanded capabilities."

The acquisition is a forward-thinking business decision for both companies, allowing them to leverage their shared commitments to strengthening and modernizing services and capabilities to help clients compete in the modern marketplace."

Impact Group, which began in 1994, has found success in providing omnichannel solutions to manufacturers. As part of the acquisition, Acosta will be integrating three of Impact Group's business units to strengthen its offerings. These units include: the sales and marketing agency that provides sales, marketing, analytics, and retail support for CPG manufacturers; the unique and specialized sales business operating at metropolitan retailers in key urban cities; and the dedicated distribution capability to help emerging brands get to market. In 2016, New York private equity firm CI Capital Partners acquired a controlling stake in Impact, whose growth has come primarily through acquiring other regional brokerages. One of those deals was in 2018, when Paramus, NJ-based food broker E.A. Berg joined forces with Impact. Today, David Berg and Michael Berg serve in key executive roles with Impact.

Acosta has also been seeking to grow since it exited Chapter 11 bankruptcy and the company was reorganized in early 2020. In early June, the big national broker acquired the CORE Group, a large foodservice broker headquartered in Chino, CA with 54 offices nationwide.

According to Acosta, the Impact deal is expected to close in July 2021, pending all necessary approvals and closing conditions.

And earlier this month, the C.A. Fortune ownership group, comprised of its managing partners, ESM Ferolie and the Carlin Group, announced that the three organizations will now work together under one banner allowing each agency to offer clients access to their collective resources across the nation.

Headquartered in Chicago, IL, C.A. Fortune was originally founded in 1983 (Carlin acquired the company in 2013 and Ferolie became an equity partner 2015) and has grown into a full-service, privately-held consumer brands agency with a national scope that works in natural, conventional, and online channels.

Its continuum of vertically-integrated services, which include sales management, a sales accelerator, marketing and branding, insights, retail activation, and digital and e-commerce services, will also be available to clients of C.A. Ferolie and C.A. Carlin.

"This is a major win for our collective agencies. Working together across our sales agency vertical tremendously deepens our regional strength in the central and eastern territories of the U.S. and complements our current industry-leading west offering," said Tyler Lowell, CEO and managing partner of C.A. Fortune. "We're very excited to move forward together as a national consumer brands powerhouse offering an unparalleled range of integrated services."

C.A. Ferolie, previously known as ESM Ferolie, which was established in 1947 and is headquartered in Montvale, NJ, offers omnichannel coverage with decades of experience in all categories, both within the food and beverage space as well as other CPG categories and uses innovative technologies and resources in what the company believes will allow it to deliver industry-leading results with a super-regional focus across the east.

"The sales channels continue to transform as conventional and natural channels are blending, in addition to the landscape becoming more distribution-agnostic, making it crucial for agencies to be nimble," said Tony Ferolie, CEO of C.A. Ferolie. "This working relationship allows our teams the opportunity to capitalize on one another's strengths and services, giving each of us access to more vertically-integrated services such as branding and e-commerce as well as seamless national coverage."

C.A. Carlin, formerly known as Carlin Group, which was started in 1962 and is based in Schaumburg, IL, is a large regional sales and marketing solutions company with a foothold in the central part of the U.S. with total trade coverage focused on grocery, drug, mass, alternative, convenience, and limited assortment.

"We're thrilled to integrate this group of top sales and marketing agencies, bolstering overall reach and capabilities for our clients," said Brad Carlin, CEO of C.A. Carlin. "By

TAKING STOCK continues on page 129

Central Pennsylvania Supermarket Leaders:

The Giant Company Now Controls 53.2% Of CPA Supermarket Biz; Weis Markets Posts Strong Sales

- TGC Adds 3, Dominance Grows
- Strong Comps Boost Weis
- C&S Indies: Fewer Units, More Sales
- Karns Remains Solid #4
- Aldi Gains With New Location

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Company	51	$2,206.58	53.22%	48	$1,936.33	53.15%
2	Weis Markets	38	$802.01	19.34%	38	$680.00	18.66%
3	C&S Independents	52	$232.49	5.61%	57	$201.23	5.52%
4	Karns Prime & Fancy Foods	9	$171.00	4.12%	9	$154.00	4.23%
5	Family Owned Markets	7	$127.48	3.07%	7	$108.70	2.98%
6	Aldi	15	$125.70	3.03%	14	$105.00	2.88%
7	Wegmans	2	$124.40	3.00%	2	$115.00	3.16%
8	Grocery Outlet	10	$64.10	1.55%	10	$62.10	1.70%
9	IGA	6	$50.60	1.22%	6	$49.40	1.36%
10	Redner's Markets	3	$49.80	1.20%	3	$44.00	1.21%
		193	**$3,954.16**	**95.36%**	**194**	**$3,455.76**	**94.85%**

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 $4.15 billion.

Source: *Food Trade News*, June 2021

Central Pennsylvania Market Leaders:

TGC Rules The Roost In $6.7 Billion Market; Weis Overtakes Walmart For Second Place In Region

- Alternates Share Dips To 35.3%
- TGC Remains All-Channel King
- WM Aided By E-Commerce Gains
- Big 3 Drug Chains: 8.1% Share
- C-Stores Control 8.5% Of Mkt.

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Company	51	$2,206.58	33.17%	48	$1,936.33	32.33%
2	Weis Markets	38	$802.01	12.06%	38	$680.00	11.35%
3	Walmart (SuperCenter)	20	$707.10	10.63%	20	$652.80	10.90%
4	CVS	74	$339.00	5.10%	72	$314.90	5.26%
5	Sheetz	71	$274.70	4.13%	68	$247.40	4.13%
6	C&S Independents	52	$232.49	3.50%	57	$201.23	3.36%
7	Rite Aid	60	$196.10	2.95%	60	$187.50	3.13%
8	Target	11	$184.30	2.77%	11	$160.30	2.68%
9	Karns Prime & Fancy Foods	9	$171.00	2.57%	9	$154.00	2.57%
10	Turkey Hill	113	$163.60	2.46%	116	$164.30	2.74%
11	Sam's Club	4	$162.00	2.44%	4	$145.70	2.43%
12	Rutter's Farm Stores	67	$127.50	1.92%	67	$120.60	2.01%
13	Family Owned Markets	7	$127.48	1.92%	7	$108.70	1.82%
14	Aldi	15	$125.70	1.89%	14	$105.00	1.75%
15	Wegmans	2	$124.40	1.87%	2	$115.00	1.92%
16	BJ's Wholesale Club	4	$113.20	1.70%	4	$102.50	1.71%
17	Costco	2	$82.50	1.24%	2	$75.20	1.26%
18	Grocery Outlet	10	$64.10	0.96%	10	$62.10	1.04%
19	IGA	6	$50.60	0.76%	6	$49.40	0.82%
20	Redner's Markets	3	$49.80	0.75%	3	$44.00	0.73%
		619	**$6,304.16**	**94.78%**	**618**	**$5,626.96**	**93.96%**

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 155. 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: $6.65 billion.

Source: *Food Trade News*, June 2021

LEMONADE
ITALIAN
Pasta Salad
"Splish" "Splash"

IN REVIEW: WALGREENS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	20	$121.70	$3,639.70	3.34%	21	$119.60	3.54%
CT	Litchfield	9	$37.30	$792.10	4.71%	9	$34.60	4.53%
CT	New Haven	23	$142.80	$3,294.50	4.33%	23	$136.50	4.48%
CT Recap: 52 stores with sales of $301.8 million. Total retail food sales for CT in the study: $7.73 billion. Walgreens share of CT is 3.97%.								
DE	New Castle	38	$197.20	$1,985.80	9.93%	40	$194.20	10.52%
DE Recap: 38 stores with sales of $197.20 million. Total retail food sales for DE in the study: $1.99 billion. Walgreens share of DE is 9.93%.								
NJ	Atlantic	15	$66.20	$920.70	7.19%	15	$63.00	7.29%
NJ	Bergen (Duane Reade)	35	$124.20	$3,350.20	3.71%	33	$197.30	5.98%
NJ	Burlington	6	$39.60	$1,723.90	2.30%	7	$40.80	2.49%
NJ	Camden	12	$73.80	$1,738.40	4.25%	13	$72.90	4.63%
NJ	Cape May	4	$19.80	$534.30	3.71%	4	$19.10	3.80%
NJ	Cumberland	5	$31.20	$575.40	5.42%	5	$29.60	5.42%
NJ	Essex	23	$144.10	$2,079.90	6.93%	24	$140.40	7.00%
NJ	Gloucester	5	$29.10	$1,056.40	2.75%	5	$27.10	2.71%
NJ	Hudson	23	$120.60	$1,558.20	7.74%	24	$117.50	7.96%
NJ	Hunterdon	4	$23.70	$436.70	5.43%	4	$21.80	5.52%
NJ	Mercer	14	$68.30	$1,321.90	5.17%	15	$69.50	5.49%
NJ	Middlesex	20	$136.20	$2,428.80	5.61%	20	$129.60	5.80%
NJ	Monmouth	26	$154.60	$2,533.40	6.10%	27	$151.30	6.57%
NJ	Morris	14	$87.80	$2,080.60	4.22%	14	$84.10	4.33%
NJ	Ocean	15	$91.60	$2,026.10	4.52%	15	$86.20	4.66%
NJ	Passaic	15	$88.20	$1,273.60	6.93%	15	$82.10	6.46%
NJ	Salem	2	$11.40	$154.00	7.40%	2	$10.90	7.69%
NJ	Somerset	9	$38.20	$1,228.20	3.11%	9	$37.20	3.08%
NJ	Sussex	3	$14.60	$659.60	2.21%	3	$14.10	2.27%
NJ	Union	17	$105.10	$1,818.70	5.78%	17	$99.60	5.73%
NJ	Warren	1	$5.10	$435.50	1.17%	1	$4.90	1.18%
NJ Recap: 268 stores with sales of $1.47 billion. Total retail food sales for NJ in the study: $29.93 billion. Walgreens share of NJ is 4.92%.								
NY	Bronx (Duane Reade)	27	$195.70	$3,204.10	6.11%	30	$198.70	6.62%
NY	Brooklyn (Duane Reade)	50	$241.70	$5,119.10	4.72%	56	$258.30	5.42%
NY	Dutchess	4	$18.90	$1,017.80	1.86%	4	$18.00	1.99%
NY	Manhattan (Dune Reade)	99	$1,019.70	$5,607.40	18.18%	107	$1,048.60	20.95%
NY	Nassau (Duane Reade)	27	$189.20	$5,537.60	3.42%	28	$186.20	3.68%
NY	Orange	10	$53.10	$1,302.60	4.08%	9	$49.10	3.81%
NY	Queens (Duane Reade)	58	$493.60	$5,444.30	9.07%	63	$512.10	9.98%
NY	Rockland	6	$42.80	$1,048.30	4.08%	5	$31.10	3.13%
NY	Staten Island (Duane Reade)	10	$67.80	$1,584.80	4.28%	12	$73.60	5.15%
NY	Suffolk	29	$165.50	$5,920.60	2.80%	29	$158.30	2.92%
NY	Westchester	16	$97.50	$3,734.30	2.61%	17	$95.20	2.71%
NY Recap: 336 stores with sales of $2.59 billion. Total retail food sales for NY in the study: $39.79 billion. Walgreens share of NY is 6.5%.								
PA	Berks	1	$5.50	$1,437.10	0.38%	1	$5.10	0.39%
PA	Bucks	10	$60.30	$2,819.40	2.14%	9	$51.80	1.99%
PA	Chester	7	$46.20	$1,881.10	2.46%	7	$43.80	2.49%
PA	Delaware	8	$52.40	$2,266.30	2.31%	9	$54.10	2.54%
PA	Franklin	1	$5.40	$459.90	1.17%	1	$5.20	1.26%
PA	Lackawanna	1	$6.30	$750.70	8.40%	1	$5.90	0.88%
PA	Lancaster	1	$5.30	$1,740.00	0.30%	1	$5.10	0.33%
PA	Lehigh	4	$22.30	$1,352.40	1.65%	4	$21.40	1.74%
PA	Luzerne	3	$18.90	$1,014.80	1.86%	3	$18.10	1.97%
PA	Montgomery	13	$70.80	$3,891.10	1.82%	14	$78.80	2.20%
PA	Northampton	4	$23.10	$1,175.40	1.97%	4	$22.00	2.05%
PA	Philadelphia	16	$123.20	$3,740.20	3.29%	19	$134.70	3.82%
PA	Pike	1	$4.70	$143.20	3.28%	1	$4.40	3.89%
PA	Wayne	1	$4.10	$168.80	2.43%	1	$3.90	2.62%
PA	York	3	$16.30	$1,569.30	1.04%	3	$15.60	1.10%
PA Recap: 74 stores with sales of $464.8 million. Total retail food sales for PA in the study: $29.99 billion. Walgreens share of PA is 4.55%.								

Mid-Atlantic Recap: 768 stores with sales of $5.02 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Walgreens Per Store Average: $6.54 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2021

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FOOD NEWS YOU CAN USE

Soup to Nutz

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union positions and donate more than two million pounds of fresh produce to local charities every year. "We are proud to pave the way as a leader in cold chain management, product safety, staging, loading, security, and recycling," said **Mark Smith**, general manager of the PWPM. "In addition to establishing the highest global standards for distributing produce, our goal is to divert as much waste from the landfill as we possibly can. Through anaerobic digestion and other environmentally friendly practices, we've reduced our waste stream by about 80 percent and continue to focus on that last 20 percent." Veteran produce vendors who were a crucial part of making the dream of the PWPM a reality had only positive comments when asked about the move. "The past 10 years have gone by in the blink of an eye," says **Tracie Levin**, general manager of M. Levin & Company, Inc. "We couldn't have asked for a better facility to showcase our produce. The bright, clean (and of course 'cool') and spacious market that has become our home has been great for the merchants and all of the customers who shop at the PWPM." **Tom Kovacevich**, president and COO of TMK Produce, agreed. "We are truly grateful for the opportunity to transact business here," he says. "There is no better arena for wholesale produce trading anywhere on earth." **John Vena**, president of John Vena Inc., said the key to planning and developing this facility was the collaborative spirit of the merchants. "We worked together and made it happen," he said. "Ten years on, that same willingness to work together continues to push us all forward." As the pandemic winds down and the world starts to open back up safely, the PWPM plans to officially celebrate this important birthday in early fall. "We want to thank everyone who helped us achieve this milestone and we look forward to serving the produce community for many years to come," says Smith. The PWPM is open to the public and serves a range of produce buyers from the home cook to national supermarket chains. Find out more at pwpm.net.

The circle of life continues as we send condolences to the family of deli industry veteran **Joseph Giuffrida**, who passed away on March 4 at the age of 90. Born in Bridgeton, NJ, Joe co-founded Freda Deli Meats with his brothers in 1956 which served the Philadelphia/Delaware Valley area for 40 years. The company and its wholly owned subsidiaries - including C.D. Moyer Company, Kohler Delicatessen Meats, Inc., and Kohler Urban Renewal Corporation - was sold to American Family Brands in 1996. The son of the late **Anthony** and **Angelina Giuffrida**, Joe was predeceased by his beloved wife of more than 60 years **Edith** and siblings **Josephine**, **Connie** and **Sam**. He is survived by his three children **James** (**Bobi**), **Dina Marie** (**Dante**) and **Joseph**; seven grandchildren; brothers **Dominic**, **John**, **Freddy** and **Matthew**; as well as many other members of a loving extended family. Rest in peace.

Taking another trip around the sun this month are: **Phil Scaduto**, Food Circus Supermarkets; **Mark Tarzwell**, Mrs. T's; **Jim Burke Sr.** and **Jim Burke Jr.**, Seafood America; **Bill Derbyshire**, Liberty Coca Cola; **Doug Clemens**, Clemens Food Group; **Tom Morrison**, Integrity Food Marketing; **Nancy Rodgers-Fluharty**, Pace Target Brokerage; **Jeff Geiges**, retired from Acme Markets; **Ralph Nagle**, Acme Markets; **Terri Maloney**, *Food World/Food Trade News'* VP and editorial director; and the publisher and fearless leader of our organization **Jeff Metzger**. Buon Compleanno a tutti!

Quote of the month: "Big change starts small." Catherine, Duchess of Cambridge

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Pandemic Creates Unprecedented Sales Increases; ShopRite, Stoppie, TGC Lead

from page 1

and newly-added Fairway Market) continued to dominate the landscape in the overall marketing area. Over the past 12 months, ShopRite added to its already dominant store base by acquiring five bankrupt Fairway Markets (four in Manhattan and one in Pelham Manor, NY) operated by Village Super Markets. The company also opened new stores in Staten Island, NY (a replacement ShopRite unit operated by the Mannix family), Moosic, PA (a new ShopRite operated by the Bracey family) and a Fresh Grocer in Cedar Grove, NJ (operated by the Maniaci family, which joined the Wakefern co-op last year). All told, the Keasbey, NJ-based merchant operated 278 stores in the region and amassed estimated annual sales of $16.57 billion.

Aided by the completion of the successful remodeling program at its 51 Long Island stores over the past 12 months, and the sales tailwinds of COVID-19, Stop & Shop enjoyed its best sales performance in many years. Operating the same 211 stores in our marketing area as last year, most of them in Metro New York, the Ahold Delhaize USA (ADUSA) brand rang up revenue of $8.47 billion, an increase of $460 million over 2020's revenue.

Moving up a notch to third-place is another ADUSA brand – The Giant Company (formerly Giant/Martin's). The Carlisle, PA-based merchant added three new stores to its roster including its first ever conventional supermarket in Center City Philadelphia (Riverwalk) on 23rd & Arch Street. Sales for the 12 months ending March 31, 2021 were $6.78 billion. The non-union operator also gained momentum over the past 12 months by elevating its e-commerce business.

Dropping a notch to fourth, CVS retained its leadership among drug chains in the market. The Woonsocket, RI-based drug chain now operates 1,300 units in the 70-county region with estimated annual sales of $6.34 billion.

Walmart once again did not open a net new store this year, but it did expand two "division one" stores - Roxbury, NJ and Farmingdale, NY - to SuperCenters. A new SuperCenter is planned for Yaphank, NY (Suffolk County) but isn't expected to open until 2023. The "Bentonville Behemoth's" increased revenue was greatly aided by its continued investment in e-commerce, expanding its curbside service, adding dozens of micro-fulfillments center (attached to their stores) and expanding its home delivery options, partially by launching a new e-commerce unit, Walmart+. Annual extrapolated food and drug sales for its 171 stores in the region are estimated at $5.75 billion, up from $5.30 billion last year.

Walgreens (Duane Reade) remained the highest per-store volume leader among all drug chains in the market. Now operating 768 stores in the $109.4 billion region, Walgreens produced estimated annual sales of $5.02 billion.

Costco opened one new store in Cherry Hill, NJ over the past year and continued to be the per- store average volume leader among all retailers in our entire market study. Comp store sales were also excellent during our measuring period. And the Issaquah, WA-based club merchant continues to produce some of the highest same store revenue numbers even as pandemic-driven sales begin to normalize. Costco's annual extrapolated annual sales are estimated at $4.75 billion at its 50 stores.

Gaining significant ground over the past year was Albertsons Mid-Atlantic division, which was newly formed in September 2020 when Acme and Safeway's-Eastern division were rolled up to create the new business unit (distribution functions were also consolidated to Albertsons mechanized warehouse in Denver, PA). In the new alignment, former Safeway-Eastern president Tom Lofland became senior VP-merchandising and marketing and Jim Perkins, who was Acme's president, remained in place with newly expanded duties. Earlier this year, Albertsons also acquired 27 Kings and Balducci's stores of which 23 stores are in the *FTN* market. Because of excellent in-stock conditions during the height of the pandemic, the new unit, particularly its Acme stores, enjoyed some of the strongest comp sales of any retailer in the survey. Sales this year for its 179 stores rose to $4.65 billion.

Ranking ninth is the leading wholesaler serving Metro New York independent retailers (that is not a co-op), Krasdale, which supplied the most stores in the market (552 – mostly in the five boroughs of New York City). Those stores rang up annual retail sales of $4.45 during the 12-month measuring period. The privately-held wholesaler supplies such independent banners as AIM, Bravo, C-Town, Market Fresh, Stop1 and Shop Smart.

And for the first time, Target cracked the top 10 in our annual market survey. The aggressive Minneapolis-based mass merchant achieved among the best comparable store sales in the entire survey and also opened six new stores, most of which were its smallish urban model. Extrapolated estimated annual sales for Target's 168 stores were $3.72 billion.

Other retailers that topped the $1 billion mark in annual sales in the region included BJ's (78 stores with extrapolated annual sales of $3.59 billion); Key Food (293 stores with annual sales of $3.36 billion); Wawa (534 stores with annual sales of $3.13 billion); Rite Aid (681 stores, estimated annual sales of $2.80 billion); Whole Foods, including Amazon Go, which operated 68 units, good for estimated annual sales of $2.57 billion; Weis Markets (110 stores, annual sales of $2.49 billion; 7-Eleven (1,020 c-stores, estimated annual volume $2.2 billion); ASG (213 stores, annual sales of $1.9 billion); Wegmans (26 stores whose estimated annual revenue was $1.86 billion); Trader Joe's (56 stores, estimated annual volume of $1.43 billion); Aldi (155 discount units whose estimated annual sales reached $1.34 billion); and Allegiance/Foodtown (111 stores with annual sales of $1.32 billion).

By class of trade, the leaders are: supermarkets – ShopRite/ Price Rite/Fresh Grocer et al (278 stores, $16.57 billion in estimated annual retail sales); clubs - Costco (50 stores, $4.75 billion in estimated extrapolated annual sales); mass - Walmart (171 stores, $5.75 billion in estimated extrapolated annual sales); drug - CVS (1,300 stores and $6.34 billion in estimated annual sales); and convenience stores - Wawa (534 stores and $3.13 billion in annual revenue).

Personnel changes over the past 12 months include Karen Lynch replacing the retired Larry Merlo as CEO of parent firm CVS Health and Neela Montgomery being named president of its drug store division. At rival Walgreens Boots Alliance, former Sam's Club and Starbucks executive Rosalind Brewer was brought in as CEO replacing veteran Stefano Pessina who became executive chairman of the board. At BJ's, Bob Eddy was

See **MARKET STUDY** on page 127

MARKET STUDY
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named chief executive following the untimely passing of Lee Delaney earlier this year. Chris Baldwin remains executive chairman. Lidl named Michal Lagunionek as its newest CEO-U.S., following the resignation of Johannes Fieber. Lagunionek becomes the fourth U.S. chief executive since the German discounter announced it planned to open stores in this country in 2015. At Krasdale, industry veteran Gus Lebiak was elevated to president and COO of the White Plains, NY-based firm, replacing the retired Steve Silver. Charles Krasne remains chairman and CEO of the family-owned company.

In industry news, as mentioned earlier, Albertsons combined its Safeway-Eastern and Acme Markets divisions into its newly created Mid-Atlantic unit which now encompasses both chains as well as the Kings and Balducci's banners. The new operating unit oversees more than 300 stores and nearly $7 billion in annual sales. And earlier this year, long-time grocery industry leaders Joe Garcia and Zulema Wiscovitch acquired control of the Associated Supermarket Group (ASG) from private equity firm AUA Private Equity Partners which is led by ex-Goya executive Andy Unanue. In February, the two largest chains based in upstate New York - Price Chopper and Top's Friendly Markets – announced they would merge in a deal that formed a new entity with approximately 300 stores and about $6.2 billion in annual sales. And way back to June 2020, Stop & Shop and King Kullen announced they would terminate their proposed merger agreement after 18 months of stalled negotiations.

Viewed as a group, the 74 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,830 stores and accrued $106.98 billion in annual sales in the *Food Trade News* marketing region, good for 97.8 percent of the region's $109.4 billion food and drug market.

NEW SUPERMARKET, CLUB STORE & MASS MERCHANT 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	Brigantine, NJ (e)
Aldi	12	Branford, CT; Fairfield, CT; Newark, DE; Rehoboth Beach, DE; Freehold, NJ; Toms River, NJ; Brooklyn, NY (Flatbush); Shirley, NY; College Twp., PA; Conshohocken, PA; Kelly Twp., PA; Warminster, PA
Amazon Fresh	26	Brookfield, CT; Bridgewater, NJ; East Brunswick, NJ; Eatontown, NJ; Hamilton Twp., NJ; Holmdel, NJ; Iselin, NJ; Lodi, NJ; Moorestown, NJ; Nutley, NJ; Old Bridge, NJ; Paramus, NJ; Woodland Park, NJ; Oceanside, NY; Plainview, NY; Ardmore, PA; Bensalem, PA; Broomall, PA; Doylestown, PA; Exton, PA; Havertown, PA; Lansdale, PA; Philadelphia, PA (2) (5th & Spring Garden; Market St.); Warrington, PA; Willow Grove, PA
America's Food Basket	2	Bethlehem, PA; Reading, PA
BJ's Wholesale Club	4	Newton, NJ; Wayne, NJ; Commack, NY; Staten Island, NY
Corrado's	1	Brick Twp., NJ
Costco	1	Patterson, NY
The Giant Company	8	Philadelphia, PA (6) (N. Broad & Spring Garden St; Cottman Ave.; S. Broad & Washington; Columbus Blvd.; Market St.-Heirloom Market; South St.-Heirloom Market); Pocono Manor, PA; Richboro, PA
Grocery Outlet	4	Hamilton, NJ; E. Norriton, PA*; Philadelphia, PA (2) (Horrter St.*; 21st & Jefferson)
Lidl	23	Bear, DE; Egg Harbor Twp., NJ*; Garwood, NJ; Gloucester, NJ; Lawrenceville, NJ*; Monroe Twp., NJ; Parsippany, NJ; Somerdale, NJ; Commack, NY; Farmingdale, NY*; Garden City Park, NY; Orangetown, NY; Queens, NY (Astoria)*; Riverhead, NY; Shirley, NY; Syosset, NY*; West Babylon, NY; Westhampton Beach, NY*; Bensalem, PA; Bristol Twp., PA Clifton Heights, PA; Hampden Twp., PA; Warminster, PA
Met Fresh	1	Philadelphia, PA (Mantua)
Redner's Markets	1	Lewes, DE (Fresh Market)
ShopRite (Price Rite)	13	Fair Lawn NJ; Jersey City, NJ; Middletown, NJ* (r); Sussex, NJ; Wall Twp., NJ*(r); Wantage, NJ; Wayne, NJ (r); Greenburgh, NY: Huntington, NY; Mt. Kisco, NY; N. Poughkeepsie, NY: Drexel Hill, PA (r); Matamoras, PA
Stop & Shop	1	Nanuet, NY (r)
Target	21	Wilmington, DE*; Kearny, NJ; Somers Point, NJ; Wall Twp, NJ; Brooklyn, NY (2) (Kings Highway*, Flatbush & Church); Lake Success, NY; Manhattan (8) (Washington Heights, Union Square, Times Square, 86th & Lexington, 23rd & 8th, 125th St., Broadway & Houston, 98th & Columbus); Port Chester, NY; Queens, NY (2) (Astoria, Long Island City); Yonkers, NY; Philadelphia, PA (Oregon Ave. & 23rd St.); Wynnewood, PA
Trader Joe's	9	Newark, DE*; Bayonne, NJ; Wayne, NJ (r); Long Island City, NY; Manhattan, NY (3) (First Ave. & E. 59th, 55th & Broadway, 125th St.); Yorktown, NY; Lower Allen Twp., PA"
Uncle Giuseppe's	1	Morris Plains, NJ
Walmart	1	Yaphank, NY (SC)
Wegmans	2	Greenville, DE; Lower Makefield, PA
Weis Markets	4	Bethlehem, PA* (r); Gap, PA* (r); Lower Macungie, PA* (r); Warminster, PA
Whole Foods	6	Jersey City, NJ; Skillman, NJ; Wayne, NJ; Woodcliff Lake, NJ; Manhattan, NY (Wall St.); Massapequa Park, NY

*store opened between 4/1/21-6/28/21
(r) - replacement stores
(e) - expansion

Source: Food Trade News, June 2021

TAKING STOCK

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creating this privately-held master brand, we can harness the regional strength of C.A. Carlin and C.A. Ferolie to further support C.A. Fortune's stable of national clients."

Carlin acquired 100 percent of C.A. Fortune eight years ago from the husband-and-wife team of Ken and Dottie Rzeszutko who acquired the company in 1983. In 2014, Ferolie merged their natural and specialty biz business into Fortune and gained co-ownership of Fortune.

The three organizations will each continue to operate under its current ownership and management structure.

However, there are broader ramifications to this deal. Both Ferolie and Carlin were original members of Beacon United, an alliance of nine regional brokerage organizations that was created in 2011 to further develop brands for manufacturers and enhance customer relationships. Additionally, the size and scale of Beacon United would have allowed the group to more efficiently obtain national syndicated data.

A lot has happened over the past decade, with only five members remaining before the C.A. Fortune deal was announced. And since the remaining members are contractually obligated by syndicator Nielsen to remain together until June 2022, Beacon United is essentially a shell company today that is likely be dissolved in a year.

The C.A. rollup/re-branding is an interesting one. Ferolie and Carlin are clearly looking ahead, anticipating further changes in the national broker grid (did I hear that Crossmark might be in play?). By putting their eggs into the C.A. Fortune basket, both Ferolie and Carlin are sending a message that they're prepared for future changes in the brokerage business by leveraging a company they already control.

And while C.A. Fortune was a national company already (albeit primarily in the specialty food arena), harnessing the firepower of two full-service brokers who operate in some of the nation's largest markets will likely create some uneasiness with the brokers who are still part of the group or recently left the Beacon United roster.

Both the Acosta and C.A. stories have future ramifications - we'll be following closely.

Amazon Fresh Opens First East Coast Store; New Locations Are Revealed

To put it bluntly, the debut late last month of the Amazon Fresh (AF) store in Franconia (Alexandria), VA, its first of dozens of expected new units expected to open in the Metro NY to DC corridor over the next 18 months, was a bit underwhelming. Of course, my view comes from somebody who's written about the industry for almost 50 years and is more analytical (and less important) than most of the 35-year-olds who visited the store on opening day.

And to be fair, the new "scan & go" Dash Cart technology that AF is utilizing is impressive, if somewhat limiting - the "smart" shopping carts are designed to hold only two paper shopping bags.

The store itself reminded me of a "poor man's" Whole Foods but with more a differentiated product mix than its big sister - conventional items like Coke, Frito-Lay, Chips Ahoy are carried that can't be found at a WFM. At 30,000 square feet with limited fresh departments (excluding produce, which was first rate), you would be hard-pressed to do all of your weekly shopping at the former Shoppers unit. The service meat, seafood and deli departments did not offer much variety and center store varied little from a typical supermarket. Prices at the store were good, certainly not deep discount but clearly following a modified EDLP format. There was little promotional signage in the store.

Amazon Fresh utilizes Whole Foods "365" private label as well as its own "Aplenty" brand (an awful name) for snack foods. The store is being supplied from WFM's perishable facility in Landover, MD and the new SpartanNash distribution center in Severn, MD.

Several sources told me that the store is averaging slightly more than $300,000 a week for its first three weeks, not bad but certainly not eye-opening. Of course, there are many in the trade who believe that the goal of Amazon Fresh is to serve as another fulfillment hub for big daddy amazon.com, and even on opening day we saw several team members assembling orders that had been digitally sourced.

The next AF store that will open in the DC area will be at the former Giant

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Allentown-Bethlehem-Easton Supermarket Leaders:

Leaders TGC, Weis Gain Share In Competitive $1.96 Billion 4-County Lehigh Valley Market

- E-Commerce Aids TGC
- Weis Posts Strong Comps
- Dept. Closures Hurt Wegmans
- ShopRite/Price Rite Steady
- No Store Count Change In Top 10

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Company	16	$771.87	39.57%	16	$673.68	38.96%
2	Weis Markets	13	$340.13	17.44%	13	$295.90	17.11%
3	ShopRite (Price Rite)	7	$285.30	14.63%	7	$271.70	15.71%
4	Wegmans	3	$198.00	10.15%	3	$183.70	10.62%
5	Redner's Markets	6	$147.70	7.57%	6	$137.30	7.94%
6	C&S Independents	21	$62.05	3.18%	23	$54.15	3.13%
7	Aldi	7	$42.60	2.18%	7	$40.10	2.32%
8	Krasdale	3	$37.75	1.94%	3	$26.02	1.50%
9	Great Valu	4	$31.00	1.59%	4	$28.50	1.65%
10	Whole Foods	1	$30.50	1.56%	1	$28.80	1.67%
		81	**$1,946.90**	**99.82%**	**83**	**$1,739.85**	**99.76%**

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 $1.95 billion.

Source: *Food Trade News*, June 2021

Allentown-Bethlehem-Easton Market Leaders:

The Giant Company Dominates All Channels In $3.1B Allentown-Bethlehem-Easton Market

- Alternates Control 33.8%
- TGC's ACV Rises To 24.6%
- WM Helped By Digital Gains
- Drug Chains Control 11.7%
- C-Stores Comprise 6.9%

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	The Giant Company	16	$771.87	24.56%	16	$673.68	23.42%
2	Weis Markets	13	$340.13	10.82%	13	$295.90	10.29%
3	ShopRite (Price Rite)	7	$285.30	9.08%	7	$271.70	9.44%
4	Walmart (SuperCenter)	6	$208.90	6.65%	6	$191.90	6.67%
5	Wegmans	3	$198.00	6.30%	3	$183.70	6.39%
6	CVS	38	$179.40	5.71%	38	$171.60	5.96%
7	Redner's Markets	6	$147.70	4.70%	6	$137.30	4.77%
8	Wawa	21	$146.55	4.66%	21	$153.76	5.34%
9	Target	6	$113.20	3.60%	6	$99.80	3.47%
10	Rite Aid	29	$109.20	3.48%	29	$104.30	3.63%
11	Sam's Club	2	$77.80	2.48%	2	$71.10	2.47%
12	C&S Independents	21	$62.05	1.97%	23	$54.15	1.88%
13	Walgreens	9	$50.50	1.61%	9	$48.30	1.68%
14	Aldi	7	$42.60	1.36%	7	$40.10	1.39%
15	Costco	1	$39.20	1.25%	1	$35.10	1.22%
16	Krasdale	3	$37.75	1.20%	3	$26.02	0.90%
17	7-Eleven	17	$37.60	1.20%	15	$31.10	1.08%
18	BJ's Wholesale Club	1	$36.90	1.17%	1	$34.10	1.19%
19	Turkey Hill	18	$32.80	1.04%	18	$31.00	1.08%
20	Great Valu	4	$31.00	0.99%	4	$28.50	0.99%
		228	**$2,948.45**	**93.83%**	**228**	**$2,683.11**	**93.55%**

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. 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 food sales for the area are: $3.1 billion.

Source: *Food Trade News*, June 2021

Northeast Pennsylvania Supermarket Leaders:

Weis Is King Among Supers In 12-County $2.3B Northeast PA Mkt.; C&S Indies Add Sales

- Weis Ups Share To 36.8%
- TGC Delivers Strong Comps
- ShopRite Adds New Moosic Unit
- COVID Fuels Unusual Gains
- Population Continues To Decline

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Weis Markets	36	$852.19	36.83%	36	$721.50	35.55%
2	C&S Independents	48	$372.56	16.10%	48	$339.96	16.75%
3	The Giant Company	9	$345.14	14.92%	9	$290.86	14.33%
4	ShopRite (Price Rite)	5	$202.50	8.75%	4	$166.60	8.21%
5	Price Chopper	7	$195.46	8.45%	7	$187.10	9.22%
6	Wegmans	3	$141.50	6.11%	3	$130.80	6.44%
7	Aldi	7	$57.30	2.48%	7	$54.70	2.69%
8	Boyer's Markets	4	$45.86	1.98%	4	$40.39	1.99%
9	Redner's Markets	2	$42.40	1.83%	2	$39.20	1.93%
10	IGA	4	$33.96	1.47%	5	$34.22	1.69%
		125	**$2,288.87**	**98.91%**	**125**	**$2,005.33**	**98.79%**

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 $2.3 billion.

Source: *Food Trade News*, June 2021

Northeast Pennsylvania Market Leaders:

Weis Extends Lead Over Walmart As Pandemic Creates Sales Tailwinds For All

- Alternates Share Flat At 37%
- Weis Is King Of All Channels
- CVS Again Paces Drug Chains
- Mass Combined Share Is 15.9%
- Out-Of-Stocks Impact Walmart

Rank	Company	2021 Stores	2021 Sales (in millions)	% of 2021 Market	2020 Stores	2020 Sales (in millions)	% of 2020 Market
1	Weis Markets	36	$852.19	22.25%	36	$721.50	20.83%
2	Walmart (SuperCenter)	14	$533.90	13.94%	14	$489.10	14.12%
3	C&S Independents	48	$372.56	9.73%	48	$339.96	9.81%
4	The Giant Company	9	$345.14	9.01%	9	$290.86	8.40%
5	CVS	54	$256.40	6.69%	55	$245.30	7.08%
6	ShopRite (Price Rite)	5	$202.50	5.25%	4	$166.60	4.81%
7	Price Chopper	7	$195.46	5.10%	7	$187.10	5.40%
8	Rite Aid	43	$163.10	4.26%	43	$154.60	4.46%
9	Wegmans	3	$141.50	3.69%	3	$130.80	3.78%
10	Sam's Club	3	$123.20	3.22%	3	$112.60	3.25%
11	Turkey Hill	54	$98.10	2.56%	58	$100.40	2.90%
12	Sheetz	20	$86.20	2.25%	17	$69.00	1.99%
13	Target	4	$62.80	1.64%	4	$56.40	1.63%
14	Aldi	7	$57.30	1.50%	7	$54.70	1.58%
15	Boyer's Markets	4	$45.86	1.20%	4	$40.39	1.17%
16	Redner's Markets	2	$42.40	1.11%	2	$39.20	1.13%
17	BJ's Wholesale Club	1	$34.70	0.91%	1	$31.90	0.92%
18	Walgreens	6	$34.00	0.89%	6	$32.30	0.93%
19	IGA	4	$33.96	0.89%	5	$34.22	0.99%
20	Wawa	5	$28.93	0.76%	5	$29.14	0.84%
		329	**$3,710.20**	**96.12%**	**331**	**$3,326.07**	**96.02%**

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 155. 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.

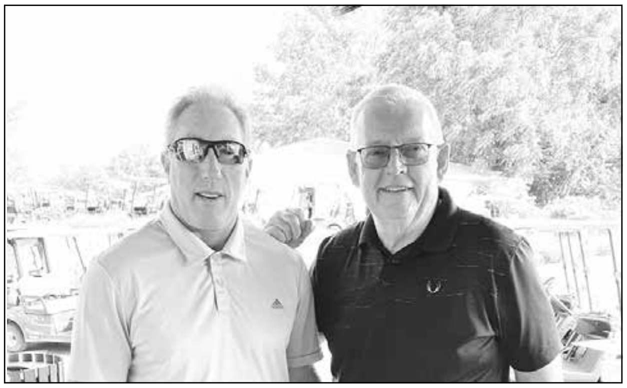
Total food sales for the area are: $3.8 billion.

Source: *Food Trade News*, June 2021

Trade Turns Out For Ravitz Family Foundation Golf Outing June 10 At Woodcrest CC In Cherry Hill, NJ

The Ravitz Family Golf Outing to benefit the retailer's family foundation was held June 10 at Woodcrest Country Club in Cherry Hill, NJ. Jason Ravitz (2nd from r) of Ravitz Family Foundation welcomes (l-r) Ryan Auld and Bob Kilpatrick of Bimbo Bakeries and Daryl Thomas of Herr Foods to the outing.

These smiles belong to (l-r) Matt Maiore, John Kozarski, Dan Bonomo, Jerry Thomas and Nick LaMonica, all with Ravitz ShopRites.



This Schmidt Baking duo features Michael Bergson (l) and John Sweeney.

Welcoming golfers to the outing are Ravitz Family Foundation's Jason Ravitz (l) and Ron Ravitz.

These bakery mavens from Liscio's Bakery are David Griggs (l) and Tom Collins.

Shawn Ravitz (c) of Ravitz ShopRites is flanked in this photo by (l-r) Brian Cunningham, Mike Eni, Brian Czaikowski and Nick Kratz, all with Dietz & Watson

Enjoying a fine day on the links are (l-r) Rick Dolan, Dena Clem and Daryl Thomas, all with Herr Foods.

These fine folks are (l-r) Annie Casserly, Coca Cola NA; Fran Horan, Herr Foods; Howard Morell, Cento; John Kozarski, Ravitz ShopRites; and Dave Snyder, Coca Cola NA.

Utz is well represented at the outing by Bill Schlosky (l) and Mark Burns.

Smiling for the *Food Trade News* photographer are Tommy Kovacevich (l) and Tony Harmon, both with TMK Produce.

This Lynmar Builders trio comprises Ed Barbazon (l), Rob Dunn (c) and Bobby Dunn.

From page 102

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: 681
FTN Vol.: $2.8 billion

Walgreens
200 Wilmot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Rosalind Brewer
FTN Stores: 768 (Includes Duane Reade)
FTN Vol.: $5.02 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: 1,020
FTN Vol.: $2.2 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: 46
FTN Vol.: $100.9 million

Cumberland Farms
Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Primary Supplier: Direct
FTN Area Stores: 52
FTN Area Vol.: $108.3 million

Dash In
Div. of The Wills Group
102 Centennial St.
La Plata, MD 20646
Phone: (301) 932-3600
Chmn/CEO: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
FTN Stores: 10
FTN Vol.: $21.6 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: 17
FTN Vol.: $28.0 million

Heritage's Dairy Stores
376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage Jr.
Prim. Supplier: Direct (Heritage Wholesale)
FTN Area Stores: 32
FTN Area Vol.: $48.1 million

High's of Baltimore, LLC
Div. of Carroll Independent Fuel Co.
2700 Loch Raven Rd.
Baltimore, MD 21218
Phone: (410) 859-3636
Web: highsstores.com
Pres.: John Phelps
Primary Supplier: Liberty
FTN Stores: 5
FTN Vol.: $14.96 million

Quick Chek Food Stores
3 Old Hwy.
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
Primary Supplier: AFI
FTN Area Stores: 158
FTN Area Vol.: $369.4 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: 40
FTN Vol.: $104.1 million

Rutter's
Div. of CHR Corp.
2295 Susquehanna Trail, Ste. C
York, PA 17404

See **DIRECTORY** on page 161

IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	3	$147.20	$3,639.70	4.04%	3	$134.30	3.97%
CT	Litchfield	1	$40.40	$792.10	5.10%	1	$36.80	4.82%
CT	New Haven	4	$178.50	$3,294.50	5.42%	4	$160.80	5.27%
CT Recap: 8 stores with sales of $366.1 million. Total retail food sales for CT in the study: $7.73 billion. BJ's Wholesale Club share of CT is 4.74%.								
DE	New Castle	3	$130.40	$1,985.80	6.57%	3	$117.10	6.34%
DE Recap: 3 stores with sales of $130.4 million. Total retail food sales for DE in the study: $1.99 billion. BJ's Wholesale Club share of DE is 6.57%.								
NJ	Atlantic	1	$31.30	$920.70	3.40%	1	$28.50	3.30%
NJ	Bergen	2	$55.60	$3,350.20	1.66%	2	$50.20	1.52%
NJ	Burlington	1	$45.60	$1,723.90	2.65%	1	$41.20	2.51%
NJ	Camden	1	$24.80	$1,738.40	1.43%	1	$30.30	1.93%
NJ	Cumberland	1	$30.20	$575.40	5.25%	1	$27.30	4.99%
NJ	Gloucester	1	$34.00	$1,056.40	3.22%	1	$30.10	3.01%
NJ	Hudson	3	$92.60	$1,558.20	5.94%	3	$83.20	5.64%
NJ	Hunterdon	1	$18.40	$436.70	4.21%	1	$17.10	4.33%
NJ	Mercer	1	$35.20	$1,321.90	2.66%	1	$31.80	2.51%
NJ	Middlesex	3	$122.50	$2,428.80	5.04%	3	$111.40	4.98%
NJ	Monmouth	2	$61.50	$2,533.40	2.43%	2	$55.80	2.42%
NJ	Morris	2	$76.20	$2,080.60	3.66%	2	$68.70	3.54%
NJ	Ocean	2	$73.50	$2,026.10	3.63%	2	$67.10	3.63%
NJ	Somerset	1	$33.50	$1,228.20	2.73%	1	$30.80	2.55%
NJ	Union	2	$96.70	$1,818.70	5.32%	2	$89.50	5.15%
NJ Recap: 24 stores with sales of $831.6 million. Total retail food sales for NJ in the study: $29.93 billion. BJ's Wholesale Club share of NJ is 2.78%.								
NY	Bronx	2	$153.50	$3,204.10	4.79%	2	$140.80	4.69%
NY	Brooklyn	3	$270.40	$5,119.10	5.28%	3	$244.60	5.14%
NY	Dutchess	1	$40.80	$1,017.80	4.01%	1	$38.50	4.27%
NY	Nassau	6	$365.20	$5,537.60	6.59%	6	$330.60	6.54%
NY	Orange	2	$71.10	$1,302.60	5.46%	1	$32.20	2.50%
NY	Queens	4	$306.30	$5,444.30	5.63%	3	$216.50	4.22%
NY	Rockland	1	$44.70	$1,048.30	4.26%	1	$41.80	4.20%
NY	Suffolk	5	$278.40	$5,920.60	4.70%	5	$256.70	4.74%
NY	Westchester	2	$103.70	$3,734.30	2.78%	2	$95.60	2.72%
NY Recap: 26 stores with sales of $1.63 billion. Total retail food sales for NY in the study: $39.79 billion. BJ's Wholesale Club share of NY is 4.11%.								
PA	Berks	1	$22.40	$1,437.10	1.56%	1	$20.90	1.62%
PA	Bucks	3	$97.60	$2,819.40	3.46%	3	$90.80	3.50%
PA	Chester	1	$47.40	$1,881.10	2.52%	1	$43.10	2.45%
PA	Cumberland	1	$38.10	$1,138.40	3.35%	1	$34.80	3.45%
PA	Delaware	1	$59.60	$2,266.30	2.63%	1	$54.90	2.58%
PA	Franklin	1	$29.30	$459.90	6.37%	1	$26.70	6.46%
PA	Lancaster	1	$25.20	$1,740.00	1.45%	1	$22.60	1.45%
PA	Lehigh	1	$36.90	$1,352.40	2.73%	1	$34.10	2.77%
PA	Monroe	1	$34.70	$681.40	5.09%	1	$31.90	5.17%
PA	Montgomery	3	$105.40	$3,891.10	2.71%	3	$94.70	2.64%
PA	Philadelphia	2	$106.30	$3,740.20	2.84%	2	$97.80	2.77%
PA	York	1	$20.60	$1,569.30	1.31%	1	$19.40	1.37%
PA Recap: 17 stores with sales of $623.5 million. Total retail food sales for PA in the study: $29.99 billion. BJ's Wholesale Club share of PA is 2.08%.								

Mid-Atlantic Recap: 78 stores with sales of $3.59 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
BJ's Wholesale Club Per Store Average: $45.97 million

Source: *Food Trade News*, June 2021

IN REVIEW: ALLEGIANCE/FOODTOWN

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Litchfield	1	$6.10	$792.10	0.77%	0	$0.00	0.00%
CT Recap: 1 store with sales of $6.1 million. Total retail food sales for CT in the study: $7.73 billion. Allegiance/Foodtown share of CT is 0.08%.								
NJ	Bergen	3	$22.77	$3,350.20	0.68%	2	$17.38	0.53%
NJ	Essex	2	$29.15	$2,079.90	1.40%	3	$26.12	1.30%
NJ	Hudson	1	$5.39	$1,558.20	0.35%	1	$4.89	0.33%
NJ	Middlesex	1	$9.02	$2,428.80	0.37%	1	$12.57	0.56%
NJ	Monmouth	6	$133.50	$2,533.40	5.27%	6	$126.40	5.49%
NJ	Morris	1	$14.82	$2,080.60	0.71%	1	$12.18	0.63%
NJ	Passaic	1	$20.94	$1,273.60	1.64%	1	$20.90	1.65%
NJ Recap: 15 stores with sales of $235.59 million. Total retail food sales for NJ in the study: $29.93 billion. Allegiance/Foodtown share of NJ is 0.79%.								
NY	Bronx	10	$124.73	$3,204.10	3.89%	10	$117.16	3.90%
NY	Brooklyn (Gristedes)	16	$269.86	$5,119.10	5.27%	14	$244.56	5.14%
NY	Dutchess	2	$26.87	$1,017.80	2.64%	2	$23.58	2.61%
NY	Manhattan (D'Ags/Gristedes)	37	$306.91	$5,607.40	5.47%	39	$319.98	6.39%
NY	Nassau	5	$53.32	$5,537.60	0.96%	5	$44.58	0.88%
NY	Orange	2	$29.81	$1,302.60	2.29%	2	$26.39	2.05%
NY	Putnam	1	$13.35	$240.60	5.55%	1	$11.86	5.34%
NY	Queens	9	$87.16	$5,444.30	1.60%	10	$109.14	2.13%
NY	Rockland	1	$11.07	$1,048.30	1.06%	1	$8.57	0.86%
NY	Staten Island	1	$24.78	$1,584.80	1.56%	1	$20.67	1.45%
NY	Westchester	9	$105.23	$3,734.30	2.82%	8	$80.67	2.30%
NY Recap: 93 stores with sales of $1.05 bllion. Total retail food sales for NY in the study: $39.79 billion. Allegiance/Foodtown share of NY is 2.65%.								
PA	Luzerne	1	$4.34	$1,014.80	0.43%	4	$13.76	1.50%
PA	Monroe	1	$22.89	$681.40	3.36%	1	$18.67	3.02%
PA Recap: 2 stores with sales of $27.23 million. Total retail food sales for PA in the study: $29.99 billion. Allegiance/Foodtown share of PA is 0.09%.								

Mid-Atlantic Recap: 111 stores with sales of $1.32 billion annually. Mid-Atlantic retail food sales total: $109.43 billion.
Allegiance/Foodtown Per Store Average: $11.91 million

( ) Indicates another banner used by the company.
Source: *Food Trade News*, June 2021

TRADE CALENDAR

from page 20

December 2

The New Jersey Food Council will hold its annual Night of Distinction at the Palace at Somerset Park in Somerset, NJ beginning at 5:30 p.m. Honorees will be Suzanne DelVecchio of QuickChek, Dan Dinkowitz of Allegiance Retail Services and Paul Patten of Wakefern. For information, call 609.392.8899 or email njfc@njfoodcouncil.com.

December 3

The Mid Atlantic Food Trade Organization will host its annual Christmas For All Kids event at Springfield Country Club in Springfield, PA. More information to come at a later date.

December 13-17

The 12th Annual New York Produce Show sponsored by the Eastern Produce Council will be held at the Javits Center and Hilton Midtown in New York City. For more information, go to easternproducecouncil.com/event-calendar.php.

March 13-15, 2022

Seafood Expo North America be held at the Boston Convention and Exposition Center. For more information, go to www.seafoodexpo.com/north-america.

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

IN REVIEW: ALDI

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	1	$11.30	$3,639.70	0.31%	1	$10.90	0.32%
CT	Litchfield	2	$24.10	$792.10	3.04%	2	$23.10	3.02%
CT	New Haven	8	$96.30	$3,294.50	2.92%	8	$92.50	3.03%
CT Recap: 11 stores with sales of $131.7 million. Total retail food sales for CT in the study: $7.73 billion. Aldi share of CT is 1.70%.								
DE	New Castle	2	$15.80	$1,985.80	0.80%	2	$15.30	0.83%
DE Recap: 2 stores with sales of $15.8 million. Total retail food sales for DE in the study: $1.99 billion. Aldi share of DE is 0.80%.								
NJ	Bergen	4	$34.20	$3,350.20	1.02%	4	$31.30	0.95%
NJ	Burlington	4	$32.40	$1,723.90	1.88%	4	$29.50	1.80%
NJ	Camden	7	$51.20	$1,738.40	2.95%	7	$50.50	3.21%
NJ	Cape May	1	$7.50	$534.30	1.40%	1	$7.20	1.43%
NJ	Cumberland	2	$12.10	$575.40	2.10%	2	$10.90	1.99%
NJ	Essex	2	$17.80	$2,079.90	0.86%	2	$17.10	0.85%
NJ	Gloucester	2	$15.60	$1,056.40	1.48%	2	$15.80	1.58%
NJ	Hudson	2	$18.20	$1,558.20	1.17%	2	$18.80	1.27%
NJ	Hunterdon	1	$7.30	$436.70	1.67%	0	$0.00	0.00%
NJ	Mercer	4	$35.70	$1,321.90	2.70%	4	$33.50	2.65%
NJ	Middlesex	8	$58.50	$2,428.80	2.41%	7	$53.40	2.39%
NJ	Monmouth	6	$42.50	$2,533.40	1.68%	6	$39.80	1.73%
NJ	Morris	1	$7.50	$2,080.60	0.36%	1	$7.20	0.37%
NJ	Ocean	3	$28.10	$2,026.10	1.39%	3	$27.20	1.47%
NJ	Passaic	2	$15.20	$1,273.60	1.19%	1	$8.10	0.64%
NJ	Union	3	$18.90	$1,818.70	1.04%	3	$18.10	1.04%
NJ Recap: 52 stores with sales of $402.7 million. Total retail food sales for NJ in the study: $29.93 billion. Aldi share of NJ is 1.35%.								
NY	Bronx	3	$26.70	$3,204.10	0.83%	3	$25.30	0.84%
NY	Brooklyn	2	$26.80	$5,119.10	0.52%	2	$25.10	0.53%
NY	Dutchess	1	$9.70	$1,017.80	0.95%	1	$9.40	1.04%
NY	Manhattan	1	$19.60	$5,607.40	0.35%	1	$19.00	0.38%
NY	Nassau	1	$10.60	$5,537.60	0.19%	1	$10.20	0.20%
NY	Orange	3	$24.50	$1,302.60	1.88%	3	$23.20	1.80%
NY	Queens	1	$16.60	$5,444.30	0.30%	1	$16.10	0.31%
NY	Rockland	1	$10.10	$1,048.30	0.96%	1	$9.60	0.97%
NY	Suffolk	7	$63.70	$5,920.60	1.08%	6	$52.40	0.97%
NY Recap: 20 stores with sales of $208.3 million. Total retail food sales for NY in the study: $39.79 billion. Aldi share of NY is 0.52%.								
PA	Berks	4	$34.80	$1,437.10	2.42%	4	$33.90	2.62%
PA	Bucks	6	$54.20	$2,819.40	1.92%	6	$50.30	1.94%
PA	Carbon	1	$7.90	$178.90	4.42%	1	$7.60	4.76%
PA	Chester	3	$23.60	$1,881.10	1.25%	3	$24.10	1.37%
PA	Columbia	1	$8.40	$230.80	3.64%	1	$8.00	3.84%
PA	Cumberland	4	$35.40	$1,138.40	3.11%	3	$20.80	2.06%
PA	Dauphin	2	$18.50	$1,022.10	1.81%	2	$17.80	1.92%
PA	Delaware	3	$31.70	$2,266.30	1.40%	3	$28.20	1.32%
PA	Franklin	1	$7.40	$459.90	1.61%	1	$7.00	1.69%
PA	Lackawanna	1	$8.90	$720.70	1.23%	1	$8.70	1.29%
PA	Lancaster	4	$28.50	$1,740.00	1.64%	4	$29.60	1.90%
PA	Lebanon	1	$6.90	$409.60	1.68%	1	$6.20	1.63%
PA	Lehigh	3	$15.40	$1,352.40	1.14%	3	$14.30	1.16%
PA	Luzerne	3	$23.20	$1,014.80	2.29%	3	$22.00	2.40%
PA	Lycoming	1	$6.90	$417.40	1.65%	1	$6.50	1.75%
PA	Mifflin	1	$8.00	$136.70	5.85%	1	$7.60	6.09%
PA	Monroe	1	$9.90	$681.40	1.45%	1	$9.50	1.54%
PA	Montgomery	11	$94.60	$3,891.10	2.43%	11	$88.50	2.47%
PA	Northampton	3	$19.30	$1,175.40	1.64%	3	$18.20	1.70%
PA	Philadelphia	11	$94.20	$3,740.20	2.52%	10	$77.90	2.21%
PA	Schuylkill	1	$7.80	$421.60	1.85%	1	$7.20	1.91%
PA	Snyder	1	$9.70	$137.40	7.06%	1	$9.30	7.69%
PA	York	3	$25.30	$1,569.30	1.61%	3	$23.60	1.66%
PA Recap: 70 stores with sales of $580.5 million. Total retail food sales for PA in the study: $29.99 billion. Aldi share of PA is 1.94%.								

Mid-Atlantic Recap: 155 stores with sales of $1.34 billion annually. Mid-Atlantic retail food sales total: $109.42 billion.
Aldi Per Store Average: $8.64 million

Source: *Food Trade News*, June 2021

TAKING STOCK

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Food store in Chevy Chase on Wisconsin Avenue, which should debut next month just about the same time the company will open its first Delaware Valley store in Warrington, PA.

And just before presstime, we learned of nearly 30 new AF locations that will reportedly open in the Mid-Atlantic.

In addition to the previously announced stores in the Philadelphia and Metro New York markets in Bensalem, PA; Havertown, PA; Philadelphia, PA (5th & Spring Garden Sts.); Warrington PA; Paramus, NJ; and Woodland Park, NJ, new AF stores are likely to open in Ardmore, PA; Broomall, PA; Doylestown, PA; Exton, PA; Lansdale, PA; Philadelphia (Market Street); Willow Grove, PA; Brookfield, CT; Bridgewater, NJ; East Brunswick, NJ; Eatontown, NJ; Hamilton Twp., NJ; Holmdel, NJ; Iselin, NJ; Lodi, NJ; Moorestown, NJ; Nutley, NJ; Old Bridge, NJ; Oceanside, NY; and Plainview, NY.

Further south, besides the already reported new sites in the DC market - Chevy Chase, MD; Gaithersburg, MD, Fairfax, VA and two locations in Washington, DC - we have discovered that new Amazon Fresh stores will likely open another store in Chevy Chase, MD (Connecticut Avenue) as well as locations in Alexandria, VA; Arlington, VA; Bailey's Crossroads, VA; Falls Church, VA; Lorton, VA; Manassas, VA; Springfield, VA; and a third DC location near Dupont Circle (all DC stores will be considerably smaller than AF's 30,000 square foot prototype).

And you can bet there's an even longer list than that.

Will one Amazon Fresh store be a serious threat to other retailers in that market? Doubtful. But stringing together 50 AF stores in the DC-NY corridor over the next five years would indeed have an impact. And when you add the total firepower of other Amazon assets (Whole Foods and amazon.com) with the possibility of "Godzilla" acquiring several regional grocery chains in the next several years, Amazon becomes the number one issue keeping other food retailers up at night.

'Round The Trade

And there's even more Amazon stuff to note: JP Morgan is reporting that "Godzilla" will surpass Walmart next year as the largest U.S. retailer. The "Behemoth's" 2020 revenue was $559 billion last year; Amazon's 2020 sales were $386 billion. JP Morgan's prediction itself isn't startling, but the rapidity of Amazon's projected growth caught me off guard. Previous reports by other analysts and research firms predicted that Amazon would become numero uno by 2024 or 2025. Now that Washington, DC attorney general Karl Racine has filed suit against the Seattle-based juggernaut for antitrust behavior claiming that Amazon imposes onerous terms with its third-party sellers that ultimately drive up prices for online shoppers everywhere, expect other states to follow. Multiple published reports indicate that Pennsylvania, Massachusetts and Connecticut are considering similar action. Sales from Amazon-approved third party sellers were $80.5 billion last year (about 21 percent of total revenue). While Amazon's sales and earnings continue to skyrocket, there's clearly a darkening cloud that hovers above the company. Those dark clouds include intense scrutiny from Congress, from the Federal Trade Commission and from labor unions. Not surprisingly, Amazon disputes the relevancy and accuracy of Racine's suit, stating that, "The DC Attorney General has it exactly backwards – sellers set their own prices for the products they offer in our store. Amazon takes pride in the fact that we offer low prices across the broadest selection, and like any store we reserve the right not to highlight offers to our customers that are not priced competitively. The relief that the AG seeks would force Amazon to feature higher prices to customers, oddly going against core objectives of the antitrust law." These will be difficult and protracted battles facing Amazon. Also, early results indicate that Amazon had a solid 'Prime Day" but its sales extravaganza did not deliver the same dynamic gains as it did last year. This year's event was held on June 21 and June 22 and tracking revealed by research firm Digital Commerce 360 indicates that total merchandise sales were $11.2 billion, up from $10.4 billion last year but way below the 45 percent revenue gain in 2020 vs. 2019. "Prime Days" was first rolled out in 2015. At rival Target, which also held its own sales promotional event – "Deal Days" – at the same time as Amazon's event, the focus was heavily food ori-

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IN REVIEW: CVS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	45	$252.80	$3,639.70	6.95%	45	$243.20	7.19%
CT	Litchfield	6	$33.90	$792.10	4.28%	7	$34.20	4.48%
CT	New Haven	39	$209.70	$3,294.50	6.37%	38	$194.80	6.39%
CT Recap: 90 stores with sales of $496.4 million. Total retail food sales for CT in the study: $7.73 billion. CVS share of CT is 6.42%.								
DE	New Castle	12	$54.90	$1,985.80	2.76%	12	$53.70	2.91%
DE Recap: 12 stores with sales of $54.9 million. Total retail food sales for DE in the study: $1.99 billion. CVS share of DE is 2.76%.								
NJ	Atlantic	15	$64.60	$920.70	7.02%	14	$57.20	6.62%
NJ	Bergen	46	$186.20	$3,350.20	5.56%	48	$187.50	5.68%
NJ	Burlington	22	$93.70	$1,723.90	5.44%	22	$90.80	5.54%
NJ	Camden	27	$127.50	$1,738.40	7.33%	28	$126.50	8.04%
NJ	Cape May	10	$47.10	$534.30	8.82%	10	$45.60	9.06%
NJ	Cumberland	5	$21.40	$575.40	3.72%	5	$20.30	3.71%
NJ	Essex	22	$90.30	$2,079.90	4.34%	22	$86.20	4.29%
NJ	Gloucester	14	$54.10	$1,056.40	5.12%	14	$52.20	5.22%
NJ	Hudson	16	$41.80	$1,558.20	2.68%	17	$42.10	2.85%
NJ	Hunterdon	4	$22.30	$436.70	5.11%	4	$20.90	5.30%
NJ	Mercer	18	$85.30	$1,321.90	6.45%	18	$81.30	6.42%
NJ	Middlesex	23	$110.70	$2,428.80	4.56%	23	$105.20	4.71%
NJ	Monmouth	27	$126.90	$2,533.40	5.01%	27	$119.30	5.18%
NJ	Morris	21	$95.20	$2,080.60	4.58%	21	$90.40	4.66%
NJ	Ocean	22	$101.70	$2,026.10	5.02%	22	$95.20	5.15%
NJ	Passaic	12	$59.20	$1,273.60	4.65%	12	$56.80	4.47%
NJ	Somerset	11	$40.70	$1,228.20	3.31%	11	$38.90	3.22%
NJ	Sussex	3	$9.80	$659.60	1.49%	3	$9.10	1.46%
NJ	Union	23	$104.20	$1,818.70	5.73%	20	$88.40	5.08%
NJ	Warren	5	$18.30	$435.50	4.20%	5	$17.70	4.27%
NJ Recap: 346 stores with sales of $1.5 billion. Total retail food sales for NJ in the study: $29.93 billion. CVS share of NJ is 5.01%.								
NY	Bronx	14	$85.20	$3,204.10	2.66%	14	$81.20	2.71%
NY	Brooklyn	31	$197.60	$5,119.10	3.86%	28	$173.40	3.64%
NY	Dutchess	12	$51.40	$1,017.80	5.05%	13	$51.10	5.66%
NY	Manhattan	63	$363.20	$5,607.40	6.48%	63	$348.70	6.97%
NY	Nassau	72	$456.50	$5,537.60	8.24%	69	$424.30	8.39%
NY	Orange	17	$78.70	$1,302.60	6.04%	14	$62.30	4.83%
NY	Putnam	2	$11.90	$240.60	4.95%	2	$11.10	5.00%
NY	Queens	42	$317.50	$5,444.30	5.83%	43	$312.80	6.10%
NY	Rockland	71	$59.30	$1,048.30	5.66%	10	$52.40	5.27%
NY	Staten Island	20	$108.20	$1,584.80	6.83%	18	$92.10	6.44%
NY	Suffolk	70	$309.40	$5,920.60	5.23%	71	$305.40	5.63%
NY	Westchester	58	$356.80	$3,734.30	9.55%	56	$331.60	9.44%
NY Recap: 472 stores with sales of $2.4 billion. Total retail food sales for NY in the study: $39.79 billion. CVS share of NY is 6.03%.								
PA	Adams	1	$4.90	$200.40	2.45%	1	$4.70	2.59%
PA	Berks	16	$85.40	$1,437.10	5.94%	16	$80.20	6.20%
PA	Bucks	31	$159.40	$2,819.40	5.65%	33	$165.20	6.36%
PA	Carbon	1	$4.90	$178.90	2.74%	1	$4.70	2.94%
PA	Chester	27	$124.60	$1,881.10	6.62%	27	$116.50	6.63%
PA	Columbia	2	$9.90	$230.80	4.29%	2	$9.50	4.56%
PA	Cumberland	14	$64.10	$1,138.40	5.63%	14	$61.30	6.08%
PA	Dauphin	14	$62.30	$1,022.10	6.10%	13	$56.10	6.06%
PA	Delaware	30	$162.10	$2,266.30	7.15%	34	$180.20	8.46%
PA	Franklin	5	$21.10	$459.90	4.59%	5	$20.20	4.89%
PA	Lackawanna	9	$41.80	$750.70	5.57%	10	$43.50	6.46%

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IN REVIEW: CVS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
PA	Lancaster	24	$112.50	$1,740.00	6.47%	22	$99.10	6.37%
PA	Lebanon	4	$16.90	$409.60	4.13%	4	$15.90	4.19%
PA	Lehigh	15	$75.80	$1,352.40	5.60%	15	$72.10	5.86%
PA	Luzerne	14	$55.60	$1,014.80	5.48%	13	$48.10	5.25%
PA	Lycoming	5	$33.80	$417.40	8.10%	5	$31.20	8.38%
PA	Mifflin	2	$10.60	$136.70	7.75%	2	$9.90	7.94%
PA	Monroe	11	$51.60	$681.40	7.57%	12	$52.00	8.42%
PA	Montgomery	46	$227.90	$3,891.10	5.86%	48	$230.40	6.42%
PA	Montour	1	$4.80	$64.90	7.40%	1	$4.60	7.89%
PA	Northampton	17	$80.40	$1,175.40	6.84%	17	$77.10	7.20%
PA	Northumberland	6	$26.20	$200.90	13.04%	6	$25.20	13.76%
PA	Philadelphia	62	$341.70	$3,740.20	9.14%	59	$314.30	8.91%
PA	Schuylkill	2	$9.80	$421.60	2.32%	2	$9.40	2.49%
PA	Snyder	2	$8.70	$137.40	6.33%	2	$8.30	6.87%
PA	Susquehanna	1	$4.30	$37.30	11.53%	1	$4.10	13.14%
PA	Union	2	$10.40	$111.50	9.33%	2	$10.10	9.76%
PA	Wayne	3	$17.40	$168.80	10.31%	3	$16.60	11.17%
PA	Wyoming	1	$4.90	$70.50	6.95%	1	$4.50	7.05%
PA	York	12	$57.20	$1,569.30	3.64%	13	$57.60	4.05%

PA Recap: 380 stores with sales of $1.89 billion. Total retail food sales for PA in the study: $29.99 billion. CVS share of PA is 6.31%.

Mid-Atlantic Recap: 1,300 stores with sales of $6.34 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
CVS Per Store Average: $4.88 million.

Source: *Food Trade News*, June 2021

IN REVIEW: WALMART

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	5	$148.80	$3,639.70	4.09%	5	$136.10	4.03%
CT	Litchfield	2	$62.30	$792.10	7.87%	2	$56.80	7.44%
CT	New Haven (SuperCenter)	9	$284.60	$3,294.50	8.64%	9	$259.20	8.50%
CT Recap: 16 stores with sales of $495.7 million. Total retail food sales for CT in the study: $7.73 billion. Walmart share of CT is 6.42%.								
DE	New Castle (SuperCenter)	3	$83.40	$1,985.80	4.20%	3	$77.30	4.19%
DE Recap: 3 stores with sales of $83.4 million. Total retail food sales for DE in the study: $1.99 billion. Walmart share of DE is 4.2%.								
NJ	Atlantic (SuperCenter)	3	$68.20	$920.70	7.41%	3	$62.50	7.23%
NJ	Bergen (SuperCenter)	3	$116.20	$3,350.20	3.47%	3	$104.80	3.18%
NJ	Burlington (SuperCenter)	5	$119.60	$1,723.90	6.94%	5	$109.60	6.69%
NJ	Camden (SuperCenter)	5	$143.60	$1,738.40	8.26%	5	$132.80	8.44%
NJ	Cape May (SuperCenter)	1	$41.80	$534.30	7.82%	1	$37.50	7.45%
NJ	Cumberland (SuperCenter)	3	$84.60	$575.40	14.70%	3	$78.20	14.31%
NJ	Gloucester (SuperCenter)	3	$107.20	$1,056.40	10.15%	3	$97.60	9.76%
NJ	Hudson (SuperCenter)	4	$173.70	$1,558.20	11.15%	4	$158.50	10.74%
NJ	Hunterdon (SuperCenter)	2	$76.30	$436.70	17.47%	2	$70.30	17.82%
NJ	Mercer (SuperCenter)	3	$97.60	$1,321.90	7.38%	4	$106.70	8.42%
NJ	Middlesex (SuperCenter)	6	$142.10	$2,428.80	5.85%	6	$130.60	5.84%
NJ	Monmouth (SuperCenter)	3	$117.40	$2,533.40	4.63%	3	$107.30	4.66%
NJ	Morris (SuperCenter)	5	$119.60	$2,080.60	5.75%	5	$110.60	5.70%
NJ	Ocean (SuperCenter)	5	$143.50	$2,026.10	7.08%	5	$132.30	7.15%
NJ	Salem	1	$20.50	$154.00	13.31%	1	$18.80	13.27%
NJ	Somerset (SuperCenter)	2	$45.20	$1,228.20	3.68%	2	$41.80	3.46%
NJ	Sussex (SuperCenter)	2	$40.30	$659.60	6.11%	2	$37.40	6.01%
NJ	Union (SuperCenter)	2	$46.00	$1,818.70	2.53%	2	$42.10	2.42%
NJ	Warren (SuperCenter)	1	$34.60	$435.50	7.94%	1	$31.70	7.64%
NJ Recap: 59 stores with sales of $1.74 billion. Total retail food sales for NJ in the study: $29.93 billion. Walmart share of NJ is 5.81%.								
NY	Dutchess (SuperCenter)	1	$70.80	$1,017.80	6.96%	1	$65.50	7.26%
NY	Nassau (Neighborhood Mkt/SC)	6	$300.90	$5,537.60	5.43%	6	$273.40	5.41%
NY	Orange (SuperCenter)	3	$214.50	$1,302.60	16.47%	3	$196.20	15.21%
NY	Rockland	1	$19.70	$1,048.30	1.88%	1	$18.80	1.89%
NY	Suffolk (SuperCenter)	6	$236.50	$5,920.60	3.99%	6	$217.40	4.01%
NY	Westchester	1	$39.50	$3,734.30	1.06%	1	$36.70	1.05%
NY Recap: 18 stores with sales of $881.9 million. Total retail food sales for NY in the study: $39.79 billion. Walmart share of NY is 2.22%.								
PA	Adams	1	$20.40	$200.40	10.18%	1	$18.90	10.41%
PA	Berks (SuperCenter)	5	$118.50	$1,437.10	8.25%	5	$108.70	8.40%
PA	Bucks (SuperCenter)	5	$186.30	$2,819.40	6.61%	5	$170.80	6.58%
PA	Carbon (SuperCenter)	1	$30.20	$178.90	16.88%	1	$27.50	17.22%
PA	Chester (SuperCenter)	5	$172.30	$1,881.10	9.16%	5	$158.10	9.00%
PA	Columbia (SuperCenter)	1	$40.90	$230.80	17.72%	1	$38.00	18.23%
PA	Cumberland (SuperCenter)	4	$113.70	$1,138.40	9.99%	4	$104.20	10.34%
PA	Dauphin (SuperCenter)	2	$77.40	$1,022.10	7.57%	2	$72.80	7.86%
PA	Delaware (SuperCenter)	4	$100.90	$2,266.30	4.45%	4	$91.60	4.30%
PA	Franklin (SuperCenter)	2	$79.20	$459.90	17.22%	2	$73.70	17.82%
PA	Lackawanna (SuperCenter)	2	$82.60	$750.70	11.00%	2	$74.80	11.11%
PA	Lancaster (SuperCenter)	3	$128.80	$1,740.00	7.40%	3	$118.70	7.63%

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PA	Lebanon (SuperCenter)	2	$82.10	$409.60	20.04%	2	$76.90	20.27%
PA	Lehigh (SuperCenter)	2	$81.80	$1,352.40	6.05%	2	$75.40	6.12%
PA	Luzerne (SuperCenter)	3	$116.50	$1,014.80	11.48%	3	$107.50	11.72%
PA	Lycoming	1	$25.60	$417.40	6.13%	1	$23.90	6.42%
PA	Mifflin (SuperCenter)	1	$35.20	$136.70	25.75%	1	$32.10	25.74%
PA	Monroe (SuperCenter)	2	$81.50	$681.40	11.96%	2	$74.90	12.13%
PA	Montgomery (SuperCenter)	8	$270.40	$3,891.10	6.95%	8	$244.60	6.82%
PA	Northampton (SuperCenter)	2	$62.30	$1,175.40	5.30%	2	$57.30	5.35%
PA	Northumberland (SuperCenter)	1	$41.20	$200.90	20.51%	1	$37.40	20.41%
PA	Philadelphia (SuperCenter)	5	$147.40	$3,740.20	3.94%	5	$134.70	3.82%
PA	Pike (SuperCenter)	1	$30.60	$143.20	21.37%	1	$28.60	25.31%
PA	Schuylkill (SuperCenter)	2	$79.50	$421.60	18.86%	2	$73.10	19.34%
PA	Snyder (SuperCenter)	1	$25.30	$137.40	18.41%	1	$22.90	18.94%
PA	Union (SuperCenter)	1	$40.50	$111.50	36.32%	1	$36.20	34.98%
PA	Wayne (SuperCenter)	1	$41.20	$168.80	24.41%	1	$37.00	24.90%
PA	Wyoming (SuperCenter)	1	$33.30	$70.50	47.23%	1	$30.80	48.28%
PA	York (SuperCenter)	6	$205.50	$1,569.30	13.10%	6	$188.60	13.27%

PA Recap: 75 stores with sales of $2.55 billion. Total retail food sales for PA in the study: $29.99 billion. Walmart share of PA is 8.52%.

Mid-Atlantic Recap: 171 stores with sales of $5.75 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Walmart Per Store Average: $66.63 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2021

IN REVIEW: TARGET

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	4	$80.20	$3,639.70	2.20%	4	$68.10	2.01%
CT	Litchfield	1	$19.60	$792.10	2.47%	1	$16.90	2.21%
CT	New Haven	6	$127.40	$3,294.50	3.87%	6	$110.60	3.63%
CT Recap: 11 stores with sales of $227.2 million. Total retail food sales for CT in the study: $7.73 billion. Target share of CT is 2.94%.								
DE	New Castle	2	$46.70	$1,985.80	2.35%	2	$40.10	2.17%
DE Recap: 2 stores with sales of $46.7 million. Total retail food sales for DE in the study: $1.99 billion. Target share of DE is 2.35%.								
NJ	Atlantic	1	$22.50	$920.70	2.44%	1	$19.50	2.26%
NJ	Bergen	4	$72.10	$3,350.20	2.15%	4	$63.20	1.92%
NJ	Burlington	4	$68.50	$1,723.90	3.97%	4	$60.10	3.67%
NJ	Camden	5	$93.70	$1,738.40	5.39%	5	$80.60	5.12%
NJ	Cumberland	1	$18.40	$575.40	3.20%	1	$15.70	2.87%
NJ	Essex	1	$18.00	$2,079.90	0.87%	1	$15.30	0.76%
NJ	Gloucester	2	$35.40	$1,056.40	3.35%	2	$30.50	3.05%
NJ	Hudson	2	$44.40	$1,558.20	2.85%	2	$38.10	2.58%
NJ	Mercer	2	$31.50	$1,321.90	2.38%	2	$26.80	2.12%
NJ	Middlesex	5	$106.20	$2,428.80	4.37%	5	$90.10	4.03%
NJ	Monmouth	4	$73.70	$2,533.40	2.91%	4	$64.70	2.81%
NJ	Morris	4	$65.60	$2,080.60	3.15%	4	$57.20	2.95%
NJ	Ocean	3	$48.80	$2,026.10	2.41%	3	$42.10	2.28%
NJ	Passaic	1	$18.80	$1,273.60	1.48%	1	$16.30	1.28%
NJ	Somerset	2	$30.90	$1,228.20	2.52%	2	$26.20	2.17%
NJ	Union	4	$75.40	$1,818.70	4.15%	4	$64.30	3.70%
NJ	Warren	2	$37.20	$435.50	8.54%	2	$32.60	7.86%
NJ Recap: 47 stores with sales of $861.1 million. Total retail food sales for NJ in the study: $29.93 billion. Target share of NJ is 2.88%.								
NY	Bronx	3	$90.70	$3,204.10	2.83%	3	$78.90	2.63%
NY	Brooklyn	7	$199.60	$5,119.10	3.90%	6	$153.40	3.22%
NY	Dutchess	1	$18.70	$1,017.80	1.84%	1	$16.20	1.80%
NY	Manhattan	9	$295.40	$5,607.40	5.27%	7	$211.20	4.22%
NY	Nassau	8	$245.20	$5,537.60	4.43%	7	$188.60	3.73%
NY	Orange	4	$61.50	$1,302.60	4.72%	4	$57.40	4.45%
NY	Queens	5	$153.60	$5,444.30	2.82%	4	$115.20	2.25%
NY	Rockland	2	$42.10	$1,048.30	4.02%	2	$36.90	3.71%
NY	Staten Island	3	$79.60	$1,584.80	5.02%	2	$44.90	3.14%
NY	Suffolk	10	$268.30	$5,920.60	4.53%	10	$231.40	4.27%
NY	Westchester	3	$81.20	$3,734.30	2.17%	3	$72.10	2.05%
NY Recap: 55 stores with sales of $1.54 billion. Total retail food sales for NY in the study: $39.76 billion. Target share of NY is 3.86%.								
PA	Berks	3	$53.70	$1,437.10	3.74%	3	$47.30	3.66%
PA	Bucks	4	$85.20	$2,819.40	3.02%	4	$73.10	2.81%
PA	Chester	4	$98.60	$1,881.10	5.24%	4	$83.80	4.77%
PA	Cumberland	2	$32.30	$1,138.40	2.84%	2	$28.20	2.80%
PA	Dauphin	2	$26.90	$1,022.10	2.63%	2	$24.50	2.64%
PA	Delaware	4	$81.60	$2,266.30	3.60%	4	$69.90	3.28%
PA	Franklin	1	$16.20	$459.90	3.52%	1	$14.70	3.56%
PA	Lackawanna	1	$15.60	$750.70	2.08%	1	$14.20	2.11%
PA	Lancaster	3	$54.10	$1,740.00	3.11%	3	$46.10	2.96%
PA	Lehigh	3	$57.50	$1,352.40	4.25%	3	$50.30	4.09%
PA	Luzerne	1	$14.10	$1,014.80	1.39%	1	$12.90	1.41%
PA	Lycoming	1	$18.20	$417.40	4.36%	1	$16.10	4.32%
PA	Monroe	1	$14.90	$681.40	2.19%	1	$13.20	2.14%
PA	Montgomery	7	$164.70	$3,891.10	4.23%	7	$144.60	4.03%
PA	Northampton	1	$18.50	$1,175.40	1.57%	1	$16.90	1.58%
PA	Philadelphia	11	$221.10	$3,740.20	5.91%	11	$190.60	5.40%
PA	Snyder	1	$18.10	$137.40	13.17%	1	$15.90	13.15%
PA	York	3	$54.80	$1,569.30	3.49%	3	$46.80	3.29%
PA Recap: 53 stores with sales of $1.05 billion. Total retail food sales for PA in the study: $29.99 billion. Target share of PA is 3.49%.								

Mid-Atlantic Recap: 168 stores with sales of $3.72 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Target Per Store Average: $22.13 million

Source: *Food Trade News*, June 2021

FOOD TRADE NEWS MARKET STUDY: RULES & ANALYSIS

from page 22

Five of those stores were Fairway Markets purchased at auction, and although the potential for those units remains high, the first year of operation proved challenging for ShopRite owner Village Super Markets. For one, of all the municipalities in our entire coverage area, Manhattan was the one jurisdiction that fared the worst (as far as in-store visits were concerned) during the height of COVID-19. And truth be told, when Village re-opened those stores that remain bannered as Fairway, many of the problems of the former bankrupt company were still apparent. However, in the larger view, ShopRite continued to shine in the densely populated suburban areas of New Jersey, New York and to a lesser degree Connecticut, where its dominant position remained fully intact. Stop & Shop also made significant progress not only by reaping the sales tailwinds related to the coronavirus but by also completing the remodeling of its 51 Long Island stores, a region where the Ahold Delhaize USA brand dominates. Last June, Stoppie and another Long Island retailer, King Kullen, called off their merger which had been lingering in "no man's land" for 18 months. In the race for control of more than 700 independents that do business in the five boroughs of New York City, the battle remains very competitive between Kradsale, Key Food, ASG and Allegiance/Foodtown.

Allentown-Bethlehem-Easton

The Lehigh Valley, an area covering four counties (Carbon, Lehigh and Northampton in PA and Warren, NJ), is a market that continues to demonstrate minimal share of market movement when viewed over a five-year span. All retailers benefited sales wise because of the effects of COVID-19 and no retailer in the top 10 opened or closed a store over the past 12 months. The Giant Company remains the dominant force in the Lehigh Valley and managed to increase its market share by more than a point this year, aided by its advanced e-commerce platform. Second-ranked Weis also had a very solid year with significant sales gains at its 13 stores and a slight market share increase. Weis' momentum should continue over the next 12 months because of new replacement store openings in Macungie, PA and Bethlehem, PA which debuted after our market study measuring period ended. When viewing the progress of other retailers in the market over the past year in the $3.1 billion market area, Target's performance also stood out with better than industry average comp stores sales gains.

Northeast Pennsylvania

Welcome to the world of Weis Markets. The Sunbury, PA-based chain has been king of its own backyard since the 1940s and shows no sign of yielding control. Comp store sales reached record levels for the regional merchant and it even gained share against its chief rival Walmart over the past 12 months. Also making sales progress are the 48 independent grocers that are supplied by wholesaler C&S' Robesonia, PA division. Those retailers include Gerrity's and independents that fly the ShurSave banner. The Northeast Pennsylvania market continues to decline in population; it remains the most rural of all the marketing areas we survey. Spread out over 12 counties, the $3.8 billion area also features more independent supermarkets and c-stores than any other in the entire Mid-Atlantic. Like many other years, there was almost no new store activity save for the new ShopRite opened last December by the Bracey family in Moosic. PA.

Central Pennsylvania

Of all the markets that we cover in the Mid-Atlantic, Northeast and parts of the Southeast, no retailer dominates its "backyard" as The Giant Company (TGC). The Carlisle, PA brand of Ahold Delhaize USA (formerly known as Giant/Martin's), again posted strong numbers in the competitive market where grocery sales reached a record $6.65 billion. Part of TGC's success in the eight-county region has been its acquisition strategy in recent years, purchasing independent grocers and closed chain stores. The retailer was also helped by its investments in e-commerce which has enabled the regional chain to become more of a balanced omnichannel operator. Remaining in second place and enjoying a very solid year was Weis Markets which took advantage of comparable strong in-stock conditions, especially in the early months of COVID-19. While many retailers over the past five years have greatly reduced or eliminated adding new stores to their portfolios (opting instead to invest in remodels or relocations of existing stores), the pandemic made expanding their store bases almost non-existent. Obviously, TGC was an exception to the rule as were c-store leader Sheetz, which added three new units and extreme value pacemaker, Aldi, which added one new discount store. In Central PA, the story remains the same: with a 21 percent share of market lead, TGC continues to rule the roost.

How We Do It?

This is the 43rd 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, 2020 through March 31, 2021.

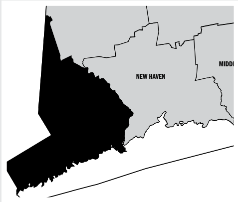
To qualify for inclusion in the study, supermarkets must operate at least two stores, and convenience stores must have at least 19 corporate units (although not necessarily all in this region). We do not include the sales of petroleum products for c-stores, club units or mass merchants, nor are we measuring 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.

See **RULES & ANALYSIS** on page 155

CONNECTICUT COUNTY SHARE OF MARKET: 2021

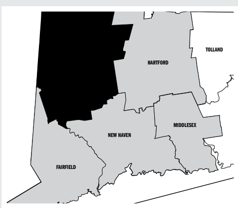
Total sales for those Connecticut counties included in the study are $7.23 billion



FAIRFIELD COUNTY ($3.7 billion)
(Includes Bridgeport, Danbury, Stamford)

- Population 943,332
- # of Households 340,189
- Median Income $95,645
- Under 18 .... 22.2%
- Over 65 .... 16.3%
- Female 51.3%
- White 60.9%
- Black.................................. 12.9%
- Hispanic 20.5%
- Asian................................... 5.9%

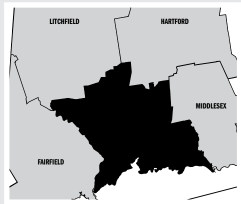
Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	22	$887.70	24.39%
2	ShopRite (Price Rite)	12	$599.60	16.47%
3	Costco	2	$279.50	7.68%
4	CVS	45	$252.80	6.95%
5	Whole Foods	5	$190.20	5.23%
6	Stew Leonard's	2	$165.00	4.53%
7	Big Y	5	$156.50	4.30%
8	Walmart	5	$148.80	4.09%
9	BJ's Wholesale Club	3	$147.20	4.04%
10	Walgreens	20	$121.70	3.34%
11	Albertsons (Acme/Balducci's/Kings)	7	$120.67	3.32%
12	Trader Joe's	5	$120.60	3.31%
13	Target	4	$80.20	2.20%
14	Caraluzzi's	3	$62.90	1.73%
15	Krasdale (Ctown/Market Fresh)	6	$54.33	1.49%
16	Key Food	4	$47.00	1.29%
17	Rite Aid	12	$35.90	0.99%
18	Food Bazaar	2	$30.70	0.84%
19	7-Eleven	9	$20.50	0.56%
20	IGA	2	$20.01	0.55%
21	Fresh Market	1	$16.70	0.46%
22	Cumberland Farms	7	$15.20	0.42%
23	Aldi	1	$11.30	0.31%
24	Save A Lot	1	$5.80	0.16%
25	Circle K	1	$2.30	0.06%
		186	**$3,593.11**	**98.72%**



LITCHFIELD COUNTY ($792.1 million)
(Includes New Milford, Torrington, Watertown)

- Population 180,333
- # of Households 74,143
- Median Income $79,906
- Under 18 .... 18.0%
- Over 65 .... 22.0%
- Female 50.5%
- White 87.4%
- Black.................................. 2.4%
- Hispanic 7.1%
- Asian................................... 2.2%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	7	$263.89	33.32%
2	IGA	10	$78.96	9.97%
3	Big Y	2	$76.80	9.70%
4	Walmart	2	$62.30	7.87%
5	ShopRite (Price Rite)	1	$44.70	5.64%
6	Price Chopper (Market 32)	1	$40.60	5.13%
7	BJ's Wholesale Club	1	$40.40	5.10%
8	Walgreens	9	$37.30	4.71%
9	CVS	6	$33.90	4.28%
10	Aldi	2	$24.10	3.04%
11	Target	1	$19.60	2.47%
12	Cumberland Farms	7	$15.70	1.98%
13	XtraMart	6	$13.90	1.75%
14	Allegiance/Foodtown	1	$6.10	0.77%
15	7-Eleven	1	$2.10	0.27%
		57	**$760.35**	**95.99%**



NEW HAVEN COUNTY ($3.3 billion)
(Includes Meriden, New Haven, Waterbury)

- Population 854,757
- # of Households 330,572
- Median Income $69,905
- Under 18 .... 20.0%
- Over 65 .... 17.9%
- Female 51.8%
- White 61.6%
- Black.................................. 15.2%
- Hispanic 19.1%
- Asian................................... 4.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	19	$845.73	25.67%
2	ShopRite (Price Rite)	9	$440.50	13.37%
3	Walmart	9	$284.60	8.64%
4	Big Y	9	$244.20	7.41%
5	Costco	2	$240.40	7.30%
6	CVS	39	$209.70	6.37%
7	BJ's Wholesale Club	4	$178.50	5.42%
8	Walgreens	23	$142.80	4.33%
9	Target	6	$127.40	3.87%
10	Aldi	8	$96.30	2.92%
11	Rite Aid	22	$80.20	2.43%
12	Krasdale (Ctown/Shop1/ShopSmt)	13	$67.22	2.04%
13	IGA	7	$61.39	1.86%
14	Cumberland Farms	20	$38.90	1.18%
15	Whole Foods	1	$29.10	0.88%
16	Price Chopper (Market 32)	1	$28.88	0.88%
17	Trader Joe's	1	$20.30	0.62%
18	Save A Lot	3	$15.20	0.46%
19	The Fresh Market	1	$15.10	0.46%
20	XtraMart	6	$13.60	0.41%
21	7-Eleven	7	$12.90	0.39%
22	Fas-Marts	4	$7.60	0.23%
23	Key Food	1	$4.40	0.13%
24	ASG Stores	1	$2.22	0.07%
		216	**$3,207.14**	**97.35%**

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

Source: *Food Trade News*, June 2021

IN REVIEW: WAWA

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
DE	New Castle	29	$227.57	$1,985.80	11.46%	29	$230.71	12.49%

DE Recap: 29 stores with sales of $227.57 million. Total retail food sales for DE in the study: $1.99 billion. Wawa share of DE is 11.46%.

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
NJ	Atlantic	26	$146.18	$920.70	15.88%	26	$148.80	17.21%
NJ	Bergen	3	$16.84	$3,350.20	0.50%	3	$18.44	0.56%
NJ	Burlington	39	$196.99	$1,723.90	11.43%	38	$207.17	12.64%
NJ	Camden	39	$208.84	$1,738.40	12.01%	39	$218.53	13.89%
NJ	Cape May	16	$94.55	$534.30	17.70%	16	$98.26	19.53%
NJ	Cumberland	10	$69.22	$575.40	12.03%	10	$71.58	13.10%
NJ	Essex	3	$14.40	$2,079.90	0.69%	1	$5.95	0.30%
NJ	Gloucester	22	$132.25	$1,056.40	12.52%	22	$141.99	14.20%
NJ	Hudson	1	$7.21	$1,558.20	0.46%	1	$8.27	0.56%
NJ	Hunterdon	2	$12.22	$436.70	2.80%	2	$12.94	3.28%
NJ	Mercer	8	$44.38	$1,321.90	3.36%	8	$51.18	4.04%
NJ	Middlesex	18	$91.00	$2,428.80	3.75%	16	$91.11	4.08%
NJ	Monmouth	19	$98.59	$2,533.40	3.89%	18	$106.62	4.63%
NJ	Morris	2	$10.14	$2,080.60	0.49%	1	$7.89	0.41%
NJ	Ocean	38	$206.84	$2,026.10	10.21%	38	$217.78	11.78%
NJ	Salem	4	$21.94	$154.00	14.25%	4	$23.42	16.53%
NJ	Somerset	4	$17.42	$1,228.20	1.42%	4	$15.39	1.27%
NJ	Union	5	$22.76	$1,818.70	1.25%	3	$16.27	0.94%
NJ	Warren	3	$17.71	$435.50	4.07%	3	$18.63	4.49%

NJ Recap: 262 stores with sales of $1.43 billion. Total retail food sales for NJ in the study: $29.93 billion. Wawa share of NJ is 0.78%.

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
PA	Berks	11	$71.85	$1,437.10	5.00%	11	$70.70	5.46%
PA	Bucks	38	$248.86	$2,819.40	8.83%	35	$249.03	9.59%
PA	Carbon	1	$5.59	$178.90	3.12%	1	$6.40	4.01%
PA	Chester	34	$197.98	$1,881.10	10.52%	34	$221.09	12.58%
PA	Delaware	39	$242.74	$2,266.30	10.71%	39	$253.21	11.89%
PA	Lancaster	4	$22.56	$1,740.00	1.30%	4	$21.21	1.36%
PA	Lehigh	10	$76.51	$1,352.40	5.66%	10	$80.22	6.52%
PA	Monroe	5	$28.93	$681.40	4.25%	5	$29.14	4.72%
PA	Montgomery	52	$328.71	$3,891.10	8.45%	50	$350.71	9.78%
PA	Northampton	7	$46.74	$1,175.40	3.98%	7	$48.51	4.53%
PA	Philadelphia	42	$203.47	$3,740.20	5.44%	46	$226.15	6.41%

PA Recap: 243 stores with sales of $1.47 billion. Total retail food sales for PA in the study: $29.99 billion. Wawa share of PA is 4.92%.

Mid-Atlantic Recap: 534 stores with sales of $3.13 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Wawa Per Store Average: $5.86 million

Source: *Food Trade News*, June 2021

IN REVIEW: SAM'S CLUB

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
NJ	Atlantic	1	$29.60	$920.70	3.21%	1	$26.20	3.03%
NJ	Burlington	1	$26.10	$1,723.90	1.51%	1	$23.80	1.45%
NJ	Gloucester	2	$83.40	$1,056.40	7.89%	2	$75.60	7.56%
NJ	Hudson	1	$29.60	$1,558.20	1.90%	1	$27.10	1.84%
NJ	Middlesex	1	$37.20	$2,428.80	1.53%	1	$34.50	1.54%
NJ	Monmouth	1	$57.90	$2,533.40	2.29%	1	$53.10	2.31%
NJ Recap: 7 stores with sales of $263.8 million. Total retail food sales for NJ in the study: $29.93 billion. Sam's Club share of NJ is 0.88%.								
NY	Dutchess	1	$37.90	$1,017.80	3.72%	1	$34.90	3.87%
NY	Suffolk	1	$43.10	$5,920.60	0.73%	1	$39.20	0.72%
NY	Westchester	1	$78.80	$3,734.30	2.11%	1	$71.20	2.03%
NY Recap: 3 stores with sales of $159.8 million. Total retail food sales for NY in the study: $39.79 billion. Sam's Club share of NY is 0.40%.								
PA	Berks	1	$52.10	$1,437.10	3.63%	1	$47.50	3.67%
PA	Bucks	1	$41.00	$2,819.40	1.45%	1	$37.10	1.43%
PA	Cumberland	1	$32.50	$1,138.40	2.85%	1	$29.10	2.89%
PA	Dauphin	1	$35.30	$1,022.10	3.45%	1	$31.90	3.44%
PA	Lackawanna	1	$39.50	$750.70	5.26%	1	$36.20	5.37%
PA	Lehigh	1	$40.20	$1,352.40	2.97%	1	$36.80	2.99%
PA	Luzerne	1	$46.80	$1,014.80	4.61%	1	$42.30	4.61%
PA	Lycoming	1	$36.90	$417.40	8.84%	1	$34.10	9.16%
PA	Montgomery	1	$39.50	$3,891.10	1.02%	1	$36.30	1.01%
PA	Northampton	1	$37.60	$1,175.40	3.20%	1	$34.30	3.20%
PA	Philadelphia	1	$51.30	$3,740.20	1.37%	1	$46.00	1.30%
PA	York	2	$94.20	$1,569.30	6.00%	2	$84.70	5.96%
PA Recap: 13 stores with sales of $546.9 million. Total retail food sales for PA in the study: $29.99 billion. Sam's Club share of PA is 1.83%.								

Mid-Atlantic Recap: 23 stores with sales of $970.5 million annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Sam's Club Per Store Average: $42.2 million

Source: *Food Trade News*, June 2021

Jack Ciattarelli Gets Republican Nod To Take On Gov. Phil Murphy in November Election

NEW JERSEY FOOD COUNCIL

By Linda Doherty, President

While many folks are just getting over presidential election fatigue, New Jersey is heading into an important gubernatorial election cycle. The Garden State is only one of two states, the other being Virginia, that hold a statewide election for governor during what is considered an off year. However, to New Jersey residents this should be considered an important election cycle as the top of the ballot is the most significant state executive position to manage the state, its financial prosperity, tax burden and standard of living.

In early June, New Jersey held its primary election. Governor Phil Murphy, a Democrat, ran unopposed and will seek a second term. In a competitive Republican primary, Jack Ciattarelli emerged as the front runner with 50 percent of the vote over several ambitious challengers. Now the showdown begins between Murphy and Jack heading into the November 2 general election.

Challenger Ciattarelli is a businessman serving as the owner and publisher of Galen Publishing, a medical publishing company. He also worked as a certified public accountant and served as an adjunct professor at Seton Hall University. He was a member of the State Legislature as an assemblyman and also on the Somerset County Board of Chosen Freeholders now known as commissioners.

Governor Murphy is a former Goldman Saks executive, former ambassador to Germany under the Obama Administration and finance chair of the Democratic National Committee. In this first term as an elected official, he had high marks for his handling of the COVID 19 crisis.

As expected, the first post primary poll was just released by Fairleigh Dickinson University days after the primary and Governor Murphy has a 15 percent lead overall, 48 percent to 33 percent over the Republican. If you break it down, suburban voters have Murphy leading 47 percent to 34 percent, urban voters by 48.5 percent to 20 percent and in rural areas 48 percent to 31 percent. Interestingly, independent voters are supporting Ciattarelli 28 percent to 23 percent.

Murphy's job approval ratings are slipping as only 50 to 39 percent agree with the job he is doing.

The challenge for Ciattarelli is name recognition as a majority of voters have no opinion of or have never heard of him. This could be a tough hill to climb so Jack, as he is being referred to on the campaign trail, has five months to make an impression and impact with voters.

Another hurdle for Ciattarelli is the current split in the Republican Party as Trump Republicans may not favor the more moderate Ciattarelli. If they decide to stay home Election Day, this creates a huge risk for a serious challenge by the Republican who will need the full support of his party and independent voters.

We continue to encourage members to use the resources available on our election center on the JerseyVotes.com website. This year, new election laws were passed allowing voters to vote by mail, vote in-person or vote up to nine days early on machine for this upcoming November election.

As both candidates hit the campaign trail and New Jersey emerges from this pandemic, we expect the race to tighten. At the moment, it appears Murphy has the clear edge as the incumbent but New Jersey always has a way of making it interesting.

IN REVIEW: COSTCO

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
CT	Fairfield	2	$279.50	$3,639.70	7.68%	2	$256.40	7.58%
CT	New Haven	2	$240.40	$3,294.50	7.30%	2	$219.70	7.21%
CT Recap: 4 stores with sales of $519.9 million. Total retail food sales for CT in the study: $7.73 billion. Costco share of CT is 6.73%.								
DE	New Castle	1	$40.20	$1,985.80	2.02%	1	$36.10	1.95%
DE Recap: 1 store with sales of $40.2 million. Total retail food sales for DE in the study: $1.99 billion. Costco share of DE is 2.02%.								
NJ	Bergen	1	$111.50	$3,350.20	3.33%	2	$129.40	3.92%
NJ	Burlington	1	$49.10	$1,723.90	2.85%	1	$44.80	2.73%
NJ	Camden	1	$57.50	$1,738.40	3.31%	0	$0.00	0.00%
NJ	Hudson	1	$71.50	$1,558.20	4.59%	1	$65.20	4.42%
NJ	Hunterdon	1	$50.80	$436.70	11.63%	1	$47.10	11.94%
NJ	Mercer	1	$58.50	$1,321.90	4.43%	1	$53.80	4.25%
NJ	Middlesex	2	$80.80	$2,428.80	3.33%	2	$77.20	3.45%
NJ	Monmouth	3	$173.20	$2,533.40	6.84%	3	$158.40	6.88%
NJ	Morris	2	$114.40	$2,080.60	5.50%	2	$104.30	5.37%
NJ	Ocean	2	$89.50	$2,026.10	4.42%	2	$83.50	4.52%
NJ	Passaic	2	$95.20	$1,273.60	7.47%	2	$87.30	6.87%
NJ	Somerset	2	$128.40	$1,228.20	10.45%	2	$117.20	9.69%
NJ	Union	1	$58.30	$1,818.70	3.21%	1	$54.10	3.11%
NJ Recap: 20 stores with sales of $1.14 billion. Total retail food sales for NJ in the study: $29.93 billion. Costco share of NJ is 0.47%.								
NY	Brooklyn	1	$252.10	$5,119.10	4.92%	1	$230.60	4.84%
NY	Manhattan	1	$283.10	$5,607.40	5.05%	1	$259.60	5.19%
NY	Nassau	3	$351.70	$5,537.60	6.35%	3	$322.60	6.38%
NY	Queens	2	$437.60	$5,444.30	8.04%	2	$397.40	7.75%
NY	Rockland	1	$133.80	$1,048.30	12.76%	1	$124.20	12.49%
NY	Staten Island	1	$269.30	$1,584.80	16.99%	1	$244.60	17.11%
NY	Suffolk	5	$567.50	$5,920.60	9.59%	5	$519.20	9.58%
NY	Westchester	3	$392.40	$3,734.30	10.51%	3	$360.20	10.26%
NY Recap: 17 stores with sales of $2.69 billion. Total retail food sales for NY in the study: $39.79 billion. Costco share of NY is 6.76%.								
PA	Bucks	1	$47.50	$2,819.40	1.68%	1	$44.60	1.72%
PA	Dauphin	1	$50.70	$1,022.10	4.96%	1	$45.30	4.89%
PA	Delaware	1	$70.30	$2,266.30	3.10%	1	$66.20	3.11%
PA	Lancaster	1	$31.80	$1,740.00	1.83%	1	$29.90	1.92%
PA	Lehigh	1	$39.20	$1,352.40	2.90%	1	$35.10	2.85%
PA	Montgomery	3	$127.80	$3,891.10	3.28%	3	$116.50	3.25%
PA Recap: 8 stores with sales of $367.3 million. Total retail food sales for PA in the study: $29.99 billion. Costco share of PA is 1.23%.								

Mid-Atlantic Recap: 50 stores with sales of $4.75 billion annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Costco Per Store Average: $95.07 million

Source: *Food Trade News*, June 2021

TAKING STOCK

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ented. One particular promotion featured a $10 gift card for customers who spend $50 or more on food and beverages while also utilizing one of the mass merchant's same-day services such as delivery via Shipt or curbside pickup. Walmart's online "happening" was a four-day affair (June 20-24). And like Target, the Behemoth's "Deals for Days" event also featured more food offerings and promotions than in the past...from Ahold Delhaize USA (ADUSA) we learned that the big retailer will have its goal of more than 85 percent of its distribution network being self-managed completed by the end of 2022. Specifically, warehouses in Bethlehem and York, PA and Chester, NY (all originally operated by C&S) as well as two newly constructed frozen food depots (in partnership with Americold) in Mountville, PA and Plainville, CT will be integrated into ADUSA's network. As reported earlier this year, ADUSA has converted procurement services for two facilities in its Freetown, MA distribution complex into its self-managed network and by the end of 2021, will open two new DCs in Mauldin, SC and Manchester, CT, as well as converting procurement services at facilities in Jessup, MD and Carlisle, PA. "This is one of the largest supply chain transformations ever undertaken in our industry," ADUSA supply chain president Chris Lewis said. "Because of the commitment of our teams and a strong ecosystem of partners, we are on track to create not only one of the biggest supply chains on the East Coast, but the most efficient and effective. We look forward to continuing to work with our partners in other Ahold Delhaize USA companies, the supplier community, our technology and operations providers, and more to continue to the transformation and optimize the network for the future." ADUSA originally announced its shift to a self-managed distribution and logistics network in late 2019 at a projected cost of $480 million. At that time, Food Lion and Hannaford (formerly Delhaize America) had already been self-distributing its groceries while Stop & Shop, The Giant Company (then Giant/Martin's) and Giant Food (from the old Ahold USA configuration) only self-supplied their stores with perishables; C&S distributed most of the chain's dry groceries and some perishables goods from a multitude of depots in the Mid-Atlantic and Northeast...another e-commerce entrepreneur, Chieh Huang, is about to cash in as his company - Boxed - is going public. Huang, who founded the membership-free online bulk item wholesaler in 2013, is merging his enterprise with PE firm Seven Oaks Acquisition Corp. in a $900 million deal that will allow them to become publicly-traded via the SPAC (Special Purpose Acquisition Company) route. SPAC deals have become more popular in the last 18 months with food broker Advantage Solutions and snack food manufacturer Utz following that same path during the last year. Chieh will remain CEO and Gary Mathews, chief executive of Seven Oaks, will become chairman of the new company to be called Boxed, Inc...FMI - the Food Industry Association has released its annual "U.S. Grocery Shopper Trends" and one of the most interesting (but not surprising) trends is that the number of online shoppers has increased to 64 percent of all adults in the U.S. The report added that 29 percent of e-commerce consumers place an order every week, or even more frequently. And the annual research paper indicates that more shoppers are utilizing mass merchants (Walmart and Target) as their primary online choice. Another emerging trend was that 58 percent of shoppers are now eating at home, certainly a byproduct of the pandemic. "Throughout the past year, American grocery consumers have developed a deeper relationship with their kitchens, increased their healthy eating consciousness, and have learned new ways to shop. We see shoppes engaging in more stock-up trips to support their at-home cooking, exercising new online shopping skills, and letting their personal concept of being well impact their food and shopping behaviors. Looking ahead, we expect many of these trends to continue," said Leslie Sarasin, FMI's CEO. I generally agree but look for the "eating at home" number to drop closer to the 50 percent mark...embarrassing leak of the month: according to *The Financial Times,* which got hold of an internal Nestle report/presentation, the world's largest food manufacturer admitted that more than 60 percent of its food and drink offerings do not meet the recognized definition of health and that some of its items will never be healthy no matter how much re-engineering is performed. Personally, that means an abrupt end to my Nerds addiction; I'm switching to Fruity Water.

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Brown Takes Helm At King Kullen; B. Kennedy, T. Cullen, Infantolino, Hesse Promoted

Joseph W. Brown

Bernard P. Kennedy

Tracey Cullen

Michael Infantolino

Albert Hesse

from page 1

King Kullen as a teenager 48 years ago, moving up the ranks to senior VP-chief merchandising officer and, most recently, executive VP of the 34-store chain (including five Wild by Nature natural and organic stores) whose store are all located on Long Island. Brown also served as president of Wild by Nature. In addition to his King Kullen responsibilities, Brown is past board president, Long Island Cares/Harry Chapin Food Bank. He resides in Centereach, NY.

Kennedy, 66, a third-generation member of King Kullen's founding family, has helped guide corporate strategy and development at the regional merchant in addition to overseeing corporate real estate and legal issues. Kennedy most recently served as senior VP-corporate and legal affairs. Beyond King Kullen, he serves on the board of directors of the Long Island Association and Providence House, has held executive positions on the boards of both Family & Children's Association and Little Flower Children and Family Services, and served as co-managing member of the Garden City, NY office of law firm Bond, Schoeneck & King. Kennedy resides in Point Lookout, NY.

"I am deeply honored to assume leadership of such an iconic Long Island company," Brown observed. "King Kullen has been a part of my life for nearly 50 years. I have witnessed many changes within the supermarket industry during that time but what has not changed is King Kullen's commitment to its associates and customers and dedication to the communities in which it operates. I look forward to guiding by these same principles and working with Bernie Kennedy and the executive team on behalf of the entire King Kullen organization."

"King Kullen has been part of the Kennedy family for three generations," Kennedy explained. "My father, Bernard, and brother, Don, held leadership positions and it is a privilege to carry on the tradition. I would like to thank the King Kullen board, congratulate Joe on his appointment to president and COO, and express my steadfast commitment to maintaining King Kullen's position as a leading regional supermarket with a proud history."

In related news, the company announced the promotions of three longtime executives following a meeting held by its board of directors earlier this month.

Tracey Cullen, 41, has been elected VP of corporate strategy and initiatives. Cullen, who previously served as VP of marketing, was also elected to the Hauppauge, NY-based retailer's board. Cullen is the great granddaughter of King Kullen founder Michael J. Cullen.

Michael Infantolino, 46, has been elected president of Wild by Nature, an independent subsidiary of King Kullen. Infantolino previously served as VP of Wild by Nature.

Albert Hesse, 65, has been elected VP of King Kullen Pharmacies Corp. Hesse most recently served as the company's director of pharmacy.

In June 2020, King Kullen and Stop & Shop canceled their proposed merger which was first announced in December 2018. Over the past decade the company has closed approximately six stores as the Long Island market has become more competitive and overstored. Estimated annual sales for the family-owned merchant are $728.1 million.

Founded in 1930 by Michael J. Cullen, King Kullen is recognized by the Smithsonian Institution as American's first supermarket.

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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 grocery and HBC/GM sales that virtually all retailers achieved during our 12-month measuring period this year, we have adjusted the extrapolated sales in those areas that mass merchants and club stores amassed.

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 104 SuperCenters in the region, two more combo stores than last year after units in Roxbury, NJ and Farmingdale, NY were expanded into Super Centers. For the 66 conventional Walmart ("division one") discount stores remaining in the market, we have increased the extrapolated percentage of grocery and HBC from 45 to 47 percent of total store sales. We continue to include 100 percent of sales at Walmart's lone Neighborhood Market store in Levittown, NY. This marks the third consecutive year that the "Bentonville Behemoth" did not open a net new store in the 70-county area.

At Target's 168 stores, six more than last year, the food/drug sales percentage has been increased from 44 to 46 percent.

The three club operators - Costco, BJ's and Sam's Club - also experienced highly skewed sales towards grocery and HBC/GM. 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" reminder: in 2016, Target sold its in-store pharmacies 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 Terri Maloney, VP-editorial director; Maria Maggio, VP-general manager of *Food Trade News*; Kevin Gallagher, VP-Metro New York and New England; Karen Fernandez, director of marketing/digital strategist; and Beth Pripstein, office and circulation manager.

And of course, as I do each year at this time, I want to say thanks to my retired partner and friend, Dick Bestany. Many moons have passed since we left New England to attempt to create trade industry journals that focused on the "inside baseball" part of the business, particularly between retailers/wholesalers and the suppliers, distributors and brokers who call on them. Dick turned 82 in late May – a reality that I find difficult to grasp.

There are also a number of other people who've contributed to this issue and to our overall success that I want to thank. Once again, a special shout out to Terri Maloney. In her 20 years as editor, she has piloted the grueling Market Study process which includes data collection (which involves hundreds of changes each year), IT through-put, pre-press coordination, proofreading and printer communication.

And our pre-press and graphics team of Jenny Jones and her boss Matt Danielson at E-Ink, who we have partnered with us 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.

This is my 48th year of reporting about the grocery industry. Wow, how times have changed over that span, especially during the past 15 months!

It's been a remarkable time in our industry – challenging, frightening, and in a strange way, redeeming.

As stated earlier, the grocery business has truly shined and set the bar extremely high during the most difficult period in its history. We're not totally out of the woods yet, but the worst effects of the pandemic appear to be behind us.

From a business perspective, food retailers as a whole have held on to a lot of the revenue gains they've achieved over the past 15 months. Even recent Q1 sales results continue to show a positive trend.

A clearer report card will be able to be viewed by the end of 2021 when students return to schoolrooms and restaurants approach their 2019 traffic counts and sales.

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

Jeff Metzger

Jeff Metzger

PER STORE AVERAGE LEADERS: 2021

Of the 74 retailers in the *Food Trade News* market study, the 20 with the highest average sales per unit are listed below

Rank	Company	Stores	2021 Sales (in millions)	Per Store Avg. (in millions)
1	Costco*	50	$4,753.60	$95.07
2	Stew Leonard's	6	$431.00	$71.83
3	Wegmans	26	$1,864.40	$71.71
4	ShopRite (PR/FG/Dborn/GG/Fway)	278	$16,561.20	$59.57
5	BJ's Wholesale Club*	78	$3,585.70	$45.97
6	The Giant Co. (Heirloom Mkt/Martin's)	156	$6,779.22	$43.46
7	Sam's Club	23	$970.50	$42.20
8	Corrado's Family Affair	5	$201.60	$40.32
9	Stop & Shop	211	$8,472.86	$40.16
10	Hannaford	6	$230.80	$38.47
11	Whole Foods (Amazon Go)	68	$2,569.70	$37.79
12	Giant Food (Super G)	3	$106.57	$35.52
13	Walmart (Neighborhood Mkt/SC)*	171	$5,750.10	$33.63
14	McCaffrey's (Simply Fresh)	7	$226.20	$32.31
15	Big Y	16	$477.50	$29.84
16	Price Chopper	19	$555.50	$29.24
17	Albertsons (Acme/Balducci's/Kings)	179	$4,652.65	$25.99
18	Trader Joe's	56	$1,425.50	$25.46
19	Redner's Markets	35	$863.10	$24.66
20	Sprouts	3	$69.60	$23.20

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

* Sales are extrapolated to include food, GM, HBC, floral, tobacco and pharmacy as explained on page 155.

Source: *Food Trade News,* June 2021

IN REVIEW: REDNER'S MARKETS

State	County	2021 Stores	2021 Sales (in millions)	2021 County Food Sales	% of 2021 County Market	2020 Stores	2020 Sales (in millions)	% of 2020 County Market
PA	Berks	11	$278.60	$1,437.10	19.39%	11	$255.70	19.76%
PA	Bucks	3	$76.50	$2,819.40	2.71%	3	$70.80	2.73%
PA	Carbon	1	$23.60	$178.90	13.19%	1	$21.50	13.46%
PA	Chester	2	$54.70	$1,881.10	2.91%	2	$49.60	2.82%
PA	Lackawanna	1	$18.80	$750.70	2.50%	1	$17.10	2.54%
PA	Lancaster	1	$14.60	$1,740.00	0.84%	1	$13.10	0.84%
PA	Lebanon	2	$35.20	$409.60	8.59%	2	$30.90	8.14%
PA	Lehigh	3	$76.50	$1,352.40	5.66%	3	$71.70	5.82%
PA	Luzerne	1	$23.60	$1,014.80	2.33%	1	$22.10	2.41%
PA	Montgomery	5	$135.00	$3,891.10	3.47%	5	$124.20	3.46%
PA	Northampton	2	$47.60	$1,175.40	4.05%	2	$44.10	4.12%
PA	Schuylkill	3	$78.40	$421.60	18.60%	3	$72.30	19.13%

PA Recap: 35 stores with sales of $863.1 million. Total retail food sales for PA in the study: $29.99 billion. Redner's Markets share of PA is 2.88%.

Mid-Atlantic Recap: 35 stores with sales of $863.1 million annually.
Mid-Atlantic retail food sales total: $109.43 billion.
Redner's Markets Per Store Average: $24.66 million

Source: *Food Trade News*, June 2021

TAKING STOCK

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Local Notes

According to the *New York Post*, there's been a shakeup at the top at D'Agostino's, which since 2016 has been controlled by entrepreneur John Catsimatidis, who also owns the Gristedes chain (the two retailers operate corporately as one unit with 27 stores in Manhattan and Brooklyn). Nick D'Agostino, who has led the 79-year-old independent for nearly 20 years, has been moved from president to vice chairman where he will focus on real estate and special projects. Red Apple Group (Gristedes' parent company) executive Christopher McGrath has been appointed interim president and Joe Parisi, who spent more than 20 years at now-defunct Kings, has been named COO of the beleaguered urban retailer…in not so surprising news, Wegmans made it official by announcing that it will not reopen any of the 12 pubs/restaurant it operated in Pennsylvania, New York and Virginia. Those eateries/drinkeries had not been operating for more than a year due to safety concerns during the pandemic. The uber-retailer noted that it will instead focus on "applying our culinary expertise to the increasing demand for fast casual meal solutions available in our stores, for pickup and through delivery." In Pennsylvania, Wegmans featured pubs in three of its stores – Collegeville, King of Prussia and Malvern. The family-owned regional chain also announced a data breach which may have exposed customers' names, home addresses, email addresses, phone numbers, loyalty cards and birth dates. However, actual password characters were not contained in its wegmans.com databases. The high-volume retailer said that a previously undisclosed configuration issue led to a situation where two of its internal cloud databases were inadvertently left open to outside access. No social security numbers were involved (Wegmans does not collect them) and no payment card or banking information was revealed. The Rochester, NY-based merchant said that the problem has been corrected and that it has taken steps to avoid a similar future occurrence…Price Rite has closed its Camden, NJ store, operated by the Ravitz family. That 43,000 square foot former Pathmark opened in 2014 and is only one of three that are owned by Wakefern members. Inserra owns the other two non-corporate Price Rites, in Garfield, NJ and Paterson, NY…Sheetz, a stellar performer in the c-store arena, later this summer will become the first convenience store retailer to accept bitcoins at all locations. The Altoona, PA based family-owned chain, with 622 c-stores in PA, MD, VA, WV, OH and NC, will work with digital payment network Flexa and its point-of-sale tech partner NCR. "Above all else, our mission at Sheetz is to continue providing our customers with the ultimate one-stop-shop where they can refuel their car and refresh their body. As a result, we are constantly innovating and exploring new offerings to truly give our customers what they want, when they want it, 24/7/365 - that includes accepting many forms of payment. We're very excited to be working with Flexa to roll out support for cryptocurrencies and other types of digital assets at our stores," said Linda Smith, payments manager for Sheetz…Bowery Farming, the Manhattan-based indoor agricultural company that grows 13 types of leafy greens, has just raised $300 million in additional funding, setting its market value at $2.3 billion. The company was founded in 2014 by current CEO Irving Fain who said the additional capital will be used to open more farms and improve its technology. In the past 18 months, Bowery Farming said its e-commerce sales have quadrupled. It has also expanded its retail presence and now services about 850 supermarkets nationally including Albertsons, Walmart, Whole Foods and Giant Food. This new round of C-series funding was led by Fidelity Management and incudes investments from such well-known names as Justin Timberlake, Natalie Portman and chef Jose Andres…German grocery delivery firm Gorillas recently made its U.S. debut choosing Brooklyn as its first target market (a tough place to begin any new venture). The company was founded 13 months ago in Berlin and its major point of differentiation from others in a very competitive field is its 10-minute delivery promise for $1.80 per delivery and no order minimum. Gorillas currently serves mores than 25 cities in Europe. Former Acme produce guru Jay Schneider, who was with the Malvern, PA-based chain for 38 years, recently joined Gorillas to head up produce. …unfortunately, we have a fresh crop of deaths to report. from the world of entertainment we lost a great actor, Ned Be-

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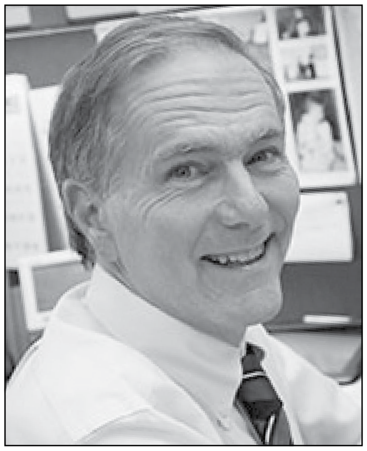
Erica Rancatore


Dan Morgan


Steve Moya


Joe Kirby


Naomi Sleeper


Derek Potter

Shea, EVP. "She has had incredible success in the industry and I'm excited to see what we're able to do together with our clients and customers."

Also joining JOH is **Erica Rancatore,** who will serve as an account executive/account manager in its Fresh Division.

Over the past 10 years, Rancatore has leveraged industry and consumer insights, analytics and competitive research to drive long-term profitable growth and brand equity for her clients.

"Erica brings a phenomenal amount of experience with her as she takes on the role of account executive/account manager," said Chris Darmody, EVP, Fresh. "She is already proving to be an incredible asset to JOH's clients and customers. Welcome to the family!"

Dan Morgan, former president and CEO of BFY Brands, Inc., will join G&S Foods, LLC as president effective July 12. Morgan, currently a member of the company's board, will then assume the position of retiring CEO Thomas Dempsey on January 1, 2022.

Dempsey will retire on December 31, 2021 but will continue to serve on the company's board of directors.

"I am pleased to have Dan Morgan join our management team as CEO," says Ed Good, chairman of the board. "Having been on the board of managers since the company was acquired in 2018, Dan is familiar with the company's operations and is comfortable with the current owners, managers, and executive team. Dan has the management skills, experience, and industry knowledge to lead the company to even greater heights in the next few years."

A snacking industry veteran with more than 30 years of CPG experience, Morgan successfully led PopCorners as president and CCO of BFY Brands, Inc. from 2015 until its acquisition by PepsiCo in 2020.

Prior to joining BFY Brands, Morgan served as chief sales officer of Snyder's-Lance, Inc. Before joining Snyder's of Hanover in 2002, Morgan co-founded and launched two successful food and snack companies, Patriot Snacks and before that, Bay State Snacks. At Patriot, he built a strong regional distribution business that he eventually sold to Snyder's of Hanover. At Bay State Snacks, he launched the Famous Amos cookie line in grocery accounts throughout Massachusetts and Rhode Island which he eventually sold to President Baking Company. Morgan began his career at The Boston Popcorn Company where he helped establish and build the company from its inception.

Morgan also served as chairman of SNAC International, the trade association for the snack food industry.

Tricia Warehime, G&S Foods board member commented, "I am so grateful for Tom's experience leadership. This wasn't easy, but over the past three years he has confidently and compassionately created a positive culture in our organization with consistent professionalism for the benefit of all our associates. We are structured and ready to grow."

Reading Bakery Systems (RBS) has announced the promotion of **Steve Moya** to manager of the RBS Science & Innovation Center. In his new role, Moya will oversee the Science & Innovation Center facility and management of staff, all customer on-site and virtual product trials, as well as research and development projects for the company.

"We're pleased to recognize Steve with this promotion. It is a direct reflection of his leadership, the valuable contributions made and his commitment to excellence. His unique blend of mechanical designer experience and process knowledge will prove to be beneficial to the success of our customers and RBS." said Travis Getz, VP of operations, RBS.

Moya, who started with RBS in 2017 as a mechanical engineering intern, had progressed into various engineering roles prior to moving to the Science & Innovation Center in 2019 as a process engineer. A proud veteran that served in the United States Army, he holds a bachelor's degree in electromechanical engineering from Pennsylvania State University.

Bill McKillop has joined Associated Supermarket Group (ASG) as DSD manager and will be reporting to Jonathan D'Onofrio. In his new position, McKillop will be responsible for advocating on behalf of ASG stores with the DSD vendor community to secure funding to maintain a competitive edge and the service levels stores deserve.

McKillop most recently worked for Best Markets and A&P prior to joining ASG and has a breadth of experience in category management.

Michael Sleeper, CEO of Imperial Distributors, recently announced three executive promotions.

Joe Kirby has been promoted to president and will oversee all company operations including supply chain, distribution and sales. Kirby joined Imperial in 2003 as a category manager and has held several positions including most recently executive vice president.

Naomi Sleeper has been promoted to executive vice president. She joined the company in 2013 and has held several positions with increased responsibility. Sleeper represents the third generation of the family to be active in the company. In her new post, she will lead the procurement, category management and e-commerce departments.

Derek Potter has been promoted to vice president of retailer sales and service. Potter began his career at Imperial in 2001 as a sales and service representative and has over the years taken on several new assignments and roles. In his new position he will be responsible for all retailer sales and service.

When announcing these promotions, Michael Sleeper said: "For several years we have been working on a leadership succession plan and I am thrilled to announce these promotions today. All three of these leaders have great strengths and collectively represent almost 50 years' experience with our company and our valued customers. Our future is bright, and I look forward to working with our team to continue to support the growth of our retailers."

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report on a study of foodborne illness risk factors in retail food store deli departments. This study is part of a 10-year initiative that examined when foodborne illness risk factors, such as employees practicing poor personal hygiene, and food safety practices, like improper handwashing, occur. An analysis of the study data showed that deli departments had the best control over ensuring no bare-hand contact with ready-to-eat foods and cooking of raw animal foods to the required temperatures. In contrast, the most common food safety behaviors and practices needing better control included ensuring employees practiced proper handwashing, holding foods requiring refrigeration at the proper temperatures, and cooling foods properly.

Foodborne illness remains a major public health concern in the U.S. causing approximately 48 million illnesses and 3,000 deaths each year and costing roughly $77.7 billion annually. For more information or to ask questions about the study, contact retailfoodpolicyteam@fda.hhs.gov.

Food Help For Seniors

USDA announced last month that the department will increase food assistance for low-income seniors by providing $37 million in additional support to the Commodity Supplemental Food Program. States will soon receive the additional funds, in addition to up to $2.6 million in administrative funds from a previous COVID relief bill.

Food aid spending, according to *Politico News*, surpassed $122 billion in 2020, a 30 percent increase in fiscal year 2020 because of the pandemic, thus setting a record amount.

But wait! Additional help is on the way to help feed Americans. Senator Cory Booker (D- NJ), the new chair of Senate agriculture's nutrition and specialty crops subcommittee, said just last month that he plans to focus on the country's food justice and nutrition problems. He cited worsening rates of obesity, diabetes, and other diet-related diseases in a Politico interview. We will be watching for new legislative initiatives to come from the former Presidential candidate as he also called for a second White House Conference on Food, Nutrition, and Health (the last such conference took place in 1969, under former President Richard Nixon). Booker also wants to create a permanent USDA specialty-crop food box program to help farmers and low-income Americans. You may recall in a prior column when I reported that the Trump administration's Farmers to Families Food Box program was cancelled due to errors and complications. All I can say is let us see how Senator Booker facilitates a proposed new Food Box program. Such a program is a good idea if it is executed properly with no grandstanding.

Beef With Beef

As you should know, the president wants to do more for the environment especially wanting the U.S. farm industry to reach net-zero greenhouse gas emissions before other nations. The problem is that his administration has yet to specifically identify how to cut the flow of methane from livestock and dairy production. Rumors have sprung up already with stories in the media about how the president wants Americans to consume less meat. Politico has reported that the meat industry is countering stating that U.S. producers are already ahead of their foreign counterparts when it comes to sustainable farming and ranching, and that more voluntary efforts are needed as opposed to legislative fixes.

One potential benefactor of all this effort to reduce greenhouse gas emissions may be the alternative protein folks who produce plant-based meat! I keep telling you to keep your eye on this plant-based meat ball!

Food Supply Chain

USDA has just closed the official comment period that sought comments on a department-wide effort to improve and reimagine the supply chains for the production, processing and distribution of agricultural commodities and food products. The next step is for USDA to prepare a report and recommendations for the food industry. Comments received and future actions taken by USDA will help the Department assess the critical factors, risks, and strategies needed to support resilient, diverse, and secure supply chains and ensure U.S. economic prosperity, and nutrition security for all Americans. So, stay tuned for further news and recommendations as the report moves on to the next stage of implementation.

New Food Allergen

Can you name the eight major food allergens? They are peanuts, tree nuts, fish, crustacean shellfish, soy, milk, eggs and wheat. They were officially named major allergens with the passage of the Food Allergen Labeling and Consumer Protection Act in 2004. Well, President Biden has signed into law the Food Allergy Safety, Treatment, Education and Research Act that now designates sesame as the ninth major food allergen. What does this mean for the retail food industry? You have until January 1, 2023, to ensure that food products sold in your stores that sesame are clearly labeled on products sold in your stores.

More Weird Things

Last month I ended my column by citing a report from Wyoming 's General Assembly allowing roadkill to be legally used for meat consumption by humans. This month is perhaps even stranger. It appears as if the Customs Border Protection Service (CBPS) at Dulles Airport reported that they found two cow dung cakes in a suitcase left behind after passengers from an Air India flight cleared a CBPS inspection station. The cow dung cakes were later destroyed. Why cow dung? Cow dung is reported to be a vital energy and cooking source in some parts of the world. Yuk!

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

FOUR SEASONS FAMILY OF COMPANIES, THE EPHRATA, PA-BASED DIVERSIFIED WHOLESALE PRODUCE organization, announced that it has started a major expansion project at its distribution center on Wabash Road. In attendance at the "construction kickoff" event for the 131,000 square foot addition are (l-r) Ilya Tlumach, GM, Earth Source; Greg Goss, VP/GM, Sunrise Transport; Jon Steffy, VP/GM, Four Seasons Produce; Nelson Longenecker, VP-business innovation, Four Seasons Family of Companies; Jason Hollinger, president and CEO, Four Seasons Family of Companies; Loretta Radanovic, CFO, Four Seasons Family of Companies; Bharath Gollapalli, director of operations, Four Seasons Family of Companies; Ralph Julius, director of HR and talent; and Rob Kartz, VP/GM, Sunrise Logistics.

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Phone: (717) 848-9827
Web: rutters.com
Pres.: Scott Hartman
Primary Supplier: Core-Mark
FTN Stores: 69
FTN Vol.: $132.4 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: 111
FTN Vol.: $444.9 million

Turkey Hill Minit Markets
Div. of EG Group
257 Centreville Rd.
Lancaster, PA 17603
Phone: (888) 200-6211
Web: turkeyhillcstores.com
Pres.: George Fournier
Primary Supplier: Core-Mark
FTN Stores: 238
FTN Vol.: $380.6 million

Wawa, Inc.
Red Roof, 260 W. Baltimore Pike
Wawa, PA 19063
Phone: (610) 358-8000
Web: wawa.com
CEO: Chris Gheysens
Primary Supplier: McLane/Direct
FTN Stores: 534
FTN Vol.: $3.13 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.: $38.7 million

WHOLESALE CLUBS

BJ's Wholesale Club
25 Research Dr.
Westborough, MA 01581
Phone: (774) 512-7400
Web: bjs.com
CEO: Bob Eddy
FTN Stores: 78
FTN Vol.: $3.59 billion (grocery/HBC only)

Costco
Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Web: costco.com
Pres. Craig Jelinek
Northeast Div. SVP/GM: Jeffrey Long
FTN Stores: 50
FTN Vol.: $4.76 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.: $970.5 million
(grocery/HBC only)

MASS MERCHANDISERS

Kmart
Div. of Transform Holdco.
3333 Beverly Rd.
Hoffman Estates, IL 60179
Phone: (847) 286-2500
Web: kmart.com
CEO: Jeremy Conlin
FTN Stores: 13
FTN Vol.: $136.5 million
(grocery/HBC only)

Target
1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
FTN Stores: 168
FTN Vol.: $3.72 billion
(grocery/HBC only)

Walmart
702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
CEO: Doug McMillon
Pres/CEO - U.S.: John Furner
FTN Stores: 171 (includes SuperCenter, Neighborhood Mkt.)
FTN Vol.: $5.75 billion
(grocery/HBC only)

TAKING STOCK

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atty, who passed away earlier this month at the age of 83. Rarely gaining the spotlight, Beatty's film career did begin with a bang with his role as insurance salesman Bobby Trippe in the great film "Deliverance" (1972). In the most memorable scene of the movie, Beatty is ordered to strip down to his undershorts and then is forced to squeal like a pig by his attacker. While "Deliverance" helped make Beatty a sought-after actor, other future roles, including in "All The President's Men" (1976) and the stellar film "Network" (1976), cemented his reputation as a first-call performer. His other notable film credits included roles in "Superman" (1978) and "Rudy" (1993). All told, Beatty appeared in more than 160 film and TV shows. He also performed in many plays…Gavin MacLeod is also dead. MacLeod began his career in the late 1950s and most often appeared in small character roles on TV. His first big break came in 1962 when he was cast as Seaman Joseph Haines, one of Quinton McHale's (Ernest Borgnine) itinerant group of misfits on a World War II PT boat in the sitcom "McHale's Navy." From there, he became a regular as head writer Murray Slaughter on the iconic "The Mary Tyler Moore Show" (1970-1976). MacLeod mainly played it straight, offsetting other more animated characters such as anchorman Ted Baxter (Ted Knight) and news director Lou Grant (Ed Asner). He finally received the full spotlight treatment in his next role as Captain Stubing on awful series "The Love Boat" (1977-1986). MacLeod, 90, appeared in 108 roles in a career that spanned nearly 60 years…"Linc" has also left us. Clarence Williams III died earlier this month at the age of 81. Williams, a fine actor whose career began in 1959, appeared in 99 film and TV roles (and several Broadway plays), will always be known by Baby Boomers as Linc Hayes, the young, cool undercover police officer in the TV series "The Mod Squad" (1968-1973). The show was the first of its genre to focus on the hippie generation and also featured newcomers Michael Cole and Peggy Lipton. However, it was Williams who stood out. His well-groomed Afro and imposing deep voice made you pay immediate attention to his character. When "The Mod Squad" ended after a five-year run, Williams found it difficult to find meaningful roles, having been typecast. However, by the early 1980s, his career was resurrected as a character actor with roles in such films as "Purple Rain" (1984); "52 Pick-Up" (1986); and "Tough Guys Don't Dance" (1987). He returned to TV in the 90s and stood out in such shows as "Against The Wall" (1994), and as Muhammad Ali's father in "Ali: An American Hero" (2000)…also passing through life's goalposts at the age of 71 was the NY Football Giants' underrated former head coach Jim Fassel. Fassel was a football lifer who began his pigskin journey as the backup quarterback on USC's undefeated championship team in 1969. His coaching career started five years later as an assistant at Fullerton Junior College. He continued to coach at the college level before joining the Giants in 1991 as offensive coordinator. He then worked for Denver, Oakland and Arizona before being named head coach of the G-Men in 1997. Fassel was named NFL "Coach of the Year" during his rookie campaign and led the Giants to the 2001 Super Bowl where they were crushed 34-7 by the Baltimore Ravens, arguably the best defensive team in league history. Fassel resigned from the Giants two years later. Here's what Giant Hall of Famer Michael Strahan said about his former coach: "He was a big part of my life. Just a great man, great coach and he will be missed. I enjoyed every minute with him as my coach and after my career when we continued to stay in touch and talk."…finally, I want to say thanks to our great team from Best-Met as well as our many readers and loyal advertisers. It's been a helluva year, but most of us can now look ahead. However, it's important to also look back and remember those we have lost or who have endured extreme hardship during the pandemic. While we are all blessed to be part of a great industry that prospered during the difficulties of the dealing with COVID-19, let's not forget those who were not as fortunate.


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HERR'S POPCORN IS SIGNIFICANTLY OUTPACING THE POPCORN SEGMENT IN PHILADELPHIA!
Herr's is up +7.0% versus total popcorn +1.9%
Source: IRI Philadelphia Multi-Outlet Dollar Sales - 52 weeks ending May 16, 2021
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