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# N Food Trade NEWS

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MARKET STUDY ISSUE

June 2023

## TAKING STOCK

by Jeff Metzger



### For Many Retailers It Was A Record Sales Year, But Current Economic Reality Has Taken Root

As one retail executive said when I told him what his company's shares of the Delaware Valley and Baltimore-Washington markets were, "It's a good thing that your 12-month measuring period ended in March, because the next 12 months are going to look much different."

He's right-in the three months since our annual measuring period concluded (March 31), sales have consistently weakened, and most retailers fear the worst is yet to come.

"As difficult as the last three years have been on humanity, a period of great sacrifice for our associates and the struggles we've all endured with supply chain disruption,

See **TAKING STOCK** on page 6

*Costco, BJ's, Walmart, Wawa Grow Share In \$118.4B Region*

## ShopRite Widens Lead Over S&S; Inflation Gives Cushion To Retailers

Mid-Atlantic retailers generally continued to produce record sales as inflation created strong economic tailwinds which have only slightly abated in the past three months. In fact, beginning in 2020 with the impact of the pandemic and then continuing in 2021 with a combination of the remaining sales effects of COVID-19 and the beginning of rampant food inflation, many retailers predicted the period from April 1, 2022 to March 2023 would have seen a slowing of economic growth. And while there were many other non-grocery

industries that experienced flat or slightly negative sales, retail food was not one of them.

For the entire year, we estimated that overall retail prices increase about 11 percent, and although the challenging supply chain disruptions of 2020 and 2021 improved, manufacturers continued to increase their wholesale pricing in a move that several retailers termed exorbitant. In fact, total retail sales in the 70-county area covering Connecticut, Delaware, New Jersey, New York and Pennsylvania, increased from \$111.8 billion to \$118.4 billion over the 12-month measuring period, the second highest rate since *Food Trade News* has published its annual sales and share of market breakouts in 1978 (only 2020's inflation rate was higher).

Here's a breakdown of the top

10 retailers in the Mid-Atlantic market.

For the 38th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage, Dearborn Market and Fairway Market) continued to dominate the landscape in the overall marketing area. As for the numbers, ShopRite and (parent company) Wakefern's other banners operated 293 stores in the region and rang up estimated annual retail sales of \$18.1 billion. A large amount of that store growth came last June when 10-store Gerrity's (Scranton/Wilkes-Barre area) became a member of Wakefern. Those stores now trade under the Fresh Grocer banner.

Given the overall revenue acceleration created by inflation, Stop

See **MARKET STUDY** on page 140



**ZALLIE FAMILY MARKETS OPENED SHOPRITE OF CENTER SQUARE** May 25 in Woolwich Twp., NJ. Welcoming guests to a party the evening before were Zallie Family Markets' Anthony Massoni (l), store manager Jim Gallagher (l) and David Zallie. More pictures are on page 95.

*Trenton Native Rose From Bagger To Become Chain's Leader*

### Former Acme Markets, Shaw's President Jablonski Dead At 72

Carl Jablonski, former president of Acme Markets and Shaw's Supermarkets, passed away earlier this month. He was 72.

Jablonski, who was president of Acme Markets from 1999-2006 and president of sister retailer Shaw's Supermarkets from 2006-2007 (both regional chains were owned by Supervalu at that time),

most recently owned the Avalon Seafood & Produce Market in Avalon, NJ and Bud's Fresh Market in Stone Harbor, NJ.

A native of Trenton, NJ, Jablonski joined Acme as a grocery bagger at the retailer's Cape May

See **JABLONSKI** on page 131

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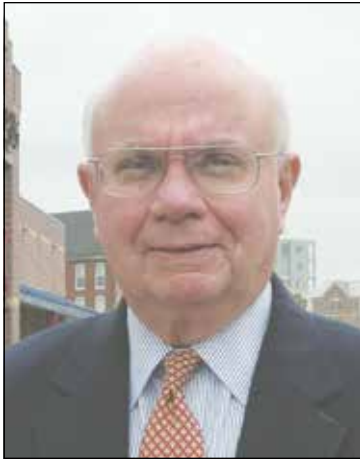


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## Dick Bestany, Co-Founder of Food World, Food Trade News Passes Away At Age 83

Dick Bestany, co-founder of Best-Met Publishing and former president of *Food World* and *Food Trade News* passed away at the age of 83 at his home in Ellicott City, MD on May 22.

Born in Fitchburg, MA, Bestany spent much of his childhood in nearby Westminister, MA before attending high school in the Boston suburb of Winchester. He graduated from Winchester High School

in 1957 and attended Boston University's School of Public Relations and Communication (now College of Communication), graduating in 1961.

During his college years, Bestany served as an intern for Boston-based The Gillette Co. and after graduating he joined the company on a full-time basis, ultimately serving as the editor of Gillette's in-house newsletter, *The Blade*.

He left Gillette in 1969 to join Boston television station WSBK (Channel 38) to gain more experience in sales. A year later, he moved to become advertising manager of the *The Griffin Report*, the regional trade paper that covered the food industry in New England. Within a year, he was promoted to VP-advertising for the company, delivering record ad revenue for the Boston-based trade newspaper.

In May 1978, Bestany and Jeff Metzger, who was serving as editor of *The Griffin Report*, had an opportunity to acquire a struggling food trade newspaper, *Food World*, in the Baltimore-Washington area. Using some of the knowledge they gained from their years in Boston, they radically changed the style (and perception) of *Food World*, which became profitable in its first year of business.

Later in 1978, they received a phone call from the owner of another regional food industry trade paper, *Food Trade News*, which was based in Philadelphia. Irv Borowsky said that he'd like to sell his only newspaper (the rest of his properties were glossy magazines) and that after studying what he'd accomplished with *Food World*, he'd like to sell *Food Trade News* to Bestany and Metzger.

"Irv, we're flattered," Bestany said, "but we just paid off our first loan and we need to take a breather for a while." Borowsky wouldn't take no for an answer and personally arranged financing for the deal through his bank.

For the next 29 years, Bestany and Metzger remained partners and friends and helped grow the business by adding a foodservice publication (*Mid-Atlantic Foodservice News*), an advertising and price verification service (*Food World Information Services*) and an annual industry reference book (*Grocery Industry Directory*) which began publishing in 1995.

Bestany retired in 2007 and became Chairman Emeritus of the company.

"There was nobody I've ever met after 50 years covering the food industry who enjoyed the business more than Dick," said Metzger. "Business and entertainment were seamlessly woven together. But when it came time to ask for the order, Dick was a master. People genuinely enjoyed him as a person and his role as a key information cog in the business also gave him tremendous credibility."

Dick Bestany leaves his wife of 59 years Kathy; daughter Cyndi and son Rick as well as three grandchildren.



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\*Source: IRI MULO+C L12WK ending 4.23.23, \*\*Source: IRI Panel Total US All Outlets L12WK ending 4.23.23



## Soup to Nutz

By Maria Maggio

It's the most wonderful time of the year over here...the 45th annual *Food Trade News* Market Study has arrived! Still the definitive word in the retail food industry, *Food Trade News* and *Food World* remain the go to publications whenever expert opinion is required. The *Food Trade News* Market Study, which covers all channels of retail distribution in 70 counties in PA, NJ, DE, NY and CT, goes where no other publication dares to go; giving you the data you need along with the in-depth analysis we know you depend on to make your business and marketing plans for the Mid-Atlantic and Northeast markets. It takes the efforts of every member of our team to produce our publications each month. The Market Study takes it to another level and everyone needs to be acknowledged and thanked. So, I offer a resounding round of applause to the Best-Met team: our publisher **Jeff Metzger**; VP/ editorial director **Terri Maloney**; my *Food Trade News* partner in sales and schmooze **Kevin Gallagher**; our circulation manager **Beth Pripstein**; **Matt Danielson** and **Jen-**

**ny Jones** at E-Ink; and the good folks at Evergreen Printing who both make us look good! And finally, to you, our readers and advertisers, a grateful and humble nod for your continued support of this Market Study and every one of the issues we publish each year. Grazie mille!

As the Zallie Family Markets prepares to celebrate 50 years in business on June 26 (more coming in our August issue), they opened not only a beautiful remodel of their Glassboro, NJ store in April, but also a ground up new store in Woolwich Township just before Memorial Day. At 87,000 square feet, this store is state of the art and includes the famous Zallie's Fresh Kitchen, which makes everything in the prepared foods section from scratch; a European style produce market; indoor and outdoor cafes; a specialty cheese and charcuterie section that features everything necessary to entertain; and a covered drive up for grocery pick up and more! It's worth the drive to see this incredible supermarket. **David Zallie** gave words of wisdom to his employees prior to the store opening basically saying that even with the tremendous product offerings, the way customers are treated will keep them coming back to shop in the store and make it the success it should be. Indeed. Congratulations to David Zallie and his team, headed up by **Anthony Massoni**, on a job well done!

Can you say charcuterie and grab and go? Is AI coming to the deli and bakery departments? That was the buzz at the International Dairy Deli Bakery Association's flagship event, IDDBA 23, held in Anaheim from June 4 to 6 (with June 4 being National Cheese Day in addition to June

being dairy month). Over 9,000 industry members were registered for the show, which reached their pre-pandemic attendees. In 2019, IDDBA set a record for attendance, so industry shows and expos are definitely back in full force. The general sessions were excellent with **Whitney Atkins**, VP of marketing for IDDBA, and **Heather Prach**, VP of education, giving valuable information to those gathered. They pointed out things we already know about inflation, but one thing stood out: we are marketing to five, yes five, different generations, from Boomers to Gen Z, and each one has its own needs. Retailers do not have an easy go of it for sure. They offered up five guiding trends for 2023: Whole heart, Health and Self, the evolution of health, emphasizing both physical and emotional wellbeing; Consumer-Defined Convenience, the ever-growing importance of ease of meal planning, shopping, preparation and cleanup is driving sales growth; ESG, Environmental, Social and Governance, ESG is rapidly moving into the spotlight; Worth the Value, inflationary pressure is tremendous — emphasizing affordability, but it is not only about price nor does the market reflect a race to the bottom; and Technology and Innovation, performance optimization through consumer-facing, in-store and supply chain technology. There was a lot to unpack in that session. I could go on for hours. New products were arranged in the center of the show according to those trends. The What's in Store section was bigger and better than ever with virtual slicing machines, robotic coffee, a bread bot, and an AI salad bar front and center. Of course,

it was standing room only for **Tom Hanks**, who was charming and funny. **Padma Lakshmi** and **Alton Brown** were also entertaining, which was a nice break from the massive amount of important and educational information thrown at us. Newly appointed IDDBA president and CEO **David Haaf**, formerly of K-VA-T, was also excellent, speaking as if he has done this job his entire life. There were also many accolades given to departing president **Mike Eardley** who is now officially retired. At the end of the show, 117,554 pounds of food donations were made to the Second Harvest Foodbank of Orange County. It took 14 semi-trucks to make the delivery. "Community, and most importantly cultivating community, is one of IDDBA's influencer pillars. We represent companies in the business to ultimately feed people. It is an honor to give back to the people

of Orange County," said Atkins. The IDDBA also partnered with the Children's Hospital of Orange County (CHOC) during the onsite Cak'ed event. In addition, IDDBA provided opportunities for area culinary students to gain insight into the industry and future careers paths through programs such as Fresh Careers. Not to be missed, IDDBA 24 will be held in Houston June 9-11.

The Ridge Scholars were announced by the Pennsylvania Food Merchants Association (PFMA) earlier this month. This year, scholarship winners earned a total of \$67,500 toward their goals in higher education. Recipients are chosen by a panel of judges who review each applicant's academic record, school, and community involvement, recommendations, and a submitted essay. "Kudos to

See **SOUP TO NUTZ**  
on page 127



**PHILABUNDANCE RECENTLY KICKED OFF ITS SUMMER LUNCHBOX** initiative that is designed to help the many kids in the region who lose access to much-needed free meals during the summer vacation. The Giant Company and Nemours Children's Health are supporting this year's program by providing breakfasts and lunches with LunchBox and Breakfast Kit meal distributions. On June 16, John Ruane (l), interim president of The Giant Company, presented \$250,000 to Philabundance CEO Loree Jones Brown to help fund the effort.



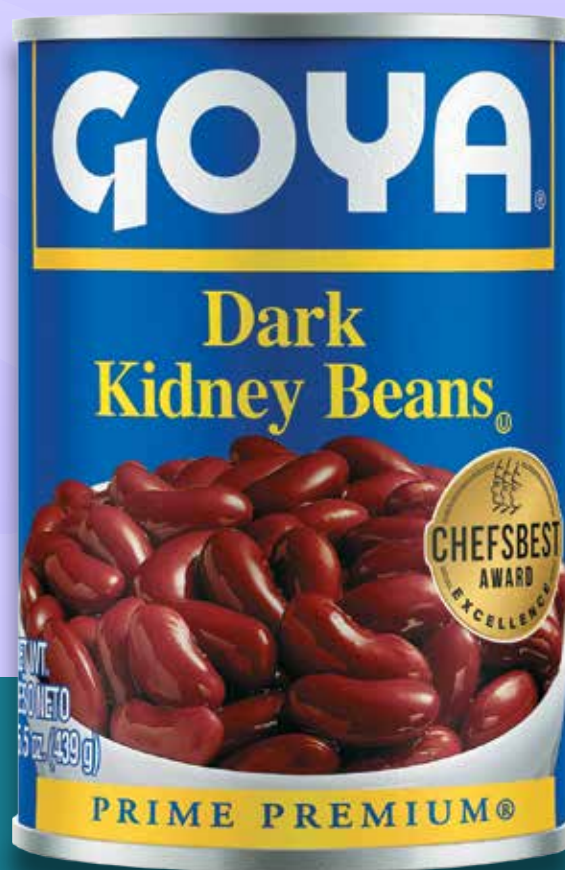
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## TAKING STOCK

from page 1

we have been very fortunate that sales have remained strong not only during the first two years of COVID, but in the ensuing nearly 18 months where inflation has provided a cushion and cover up to the challenges that retailers were facing. As a group, we've kind of accepted that supply chain issues, labor challenges and trading down were part of the new reality, but as long as sales were good, we could offset those problems. Overall sales now have dipped and will continue to decline because many Americans have hit the inflection point of affordability and the threat of a recession is closer to reality than it was six months ago. And the reduction of SNAP benefits has also impacted sales," said the owner of a strong regional group based in New Jersey.

In early June, I attended Saint Joseph's University's annual Food Industry Summit in Philadelphia, where a variety of speakers talked primarily about the growing presence of digital marketing and the state of the current economy and how it may affect consumer behavior.

One speaker, Jason Potter, senior VP and head of category leadership for service agency/broker Advantage Solutions, spoke articulately about the state of the industry. During his 45-minute presentation, one slide stood out - *CEO Confidence Measure: 87 Percent Anticipate Recession In The Next 12-18 Months.*

After talking to more than 40 retailers, suppliers and food brokers over the past six weeks, I agree with Potter - except I think he's betting on the "over." If the current trendline continues (not only from direct feedback to me but from studying recent sales and earnings results), the worse stuff could touch ground by the end of the summer with Q4 shaping up as a potential disaster zone.

And strangely enough, the one protectant that both suppliers and retailers might still be able to rely upon is continued inflation. Over the past three months the food inflation rate finally dipped to under 10 percent, a number that is still too high. Even with supply chains almost normalized from 28 months ago, many manufacturers have stubbornly refused to significantly lower wholesale prices and some of the larger CPG firms have continued to raise prices and brazenly defended their actions. To be balanced, any industry that is highly labor-intensive has faced significant internal cost increases that aren't going to diminish. The happy medium seems to be somewhere between the current (May 2023) food inflation rate of 5.8 percent and the government's

TAKING STOCK continues on page 18

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## FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2023

A corporate chain is defined as any retailer operating more than 17 stores. All companies listed below operate 18 or more supermarkets, convenience stores, drug units or club stores (although not necessarily in this region, as some of the businesses listed below operate other stores outside of the area *Food Trade News* defines as the Mid-Atlantic market). Military commissaries, Target and Walmart are listed as well. Sales for club stores, Target and Walmart are extrapolated to include comparable supermarket departments - as explained on page 154. Petroleum sales are not included. **Total sales of retail grocery, drugs, HBC, general merchandise and tobacco products in the Mid-Atlantic area are \$118.4 billion.**

Rank	Company	Stores	2023 Sales (in millions)	2023 % of Area Market
1	ShopRite (Dearborn Mkt/Fairway/Fresh Grocer/Gourmet Garage/Price Rite)	293	\$18,070.90	15.26%
2	Stop & Shop	204	\$8,182.80	6.91%
3	The Giant Co. (Heirloom Market/Martin's)	161	\$7,439.40	6.28%
4	CVS	1,240	\$6,940.70	5.86%
5	Walmart (Neighborhood Market/SuperCenter)	173	\$6,451.80	5.45%
6	Costco	50	\$5,317.90	4.49%
7	Walgreens	717	\$5,105.20	4.31%
8	Albertsons (Acme/Balducci's/Kings Food Markets)	179	\$4,830.00	4.08%
9	Target	180	\$4,627.70	3.91%
10	Wawa	564	\$4,100.63	3.46%
11	Krasdale (AIM/Bravo/C Town/Market Fresh/Shop Smart/Stop 1)	497	\$4,090.84	3.46%
12	BJ's Wholesale Club	80	\$3,987.40	3.37%
13	Key Food (Key/Key Fresh/Food Dynasty/Food Emporium/Food Universe/SuperFresh)	320	\$3,779.50	3.19%
14	Whole Foods (Amazon Fresh/Amazon Go)	77	\$2,944.40	2.49%
15	Weis Markets	111	\$2,733.34	2.31%
16	7-Eleven	980	\$2,591.80	2.19%
17	Rite Aid	592	\$2,588.60	2.19%
18	ASG (Associated/Compare/Met/Metropolitan City Market/Pioneer)	281	\$2,442.59	2.06%
19	Wegmans	27	\$2,063.70	1.74%
20	Aldi	183	\$1,736.90	1.47%
21	Trader Joe's	60	\$1,720.30	1.45%
22	Allegiance Retail Services (D'Agostino's/Foodtown/Gristede's/Morton Williams)	125	\$1,501.30	1.27%
23	Sam's Club	24	\$1,116.50	0.94%
24	Redner's Markets	34	\$884.30	0.75%
25	King Kullen (Wild By Nature)	34	\$721.30	0.61%
26	Lidl	63	\$650.30	0.55%
27	Food Bazaar	32	\$603.80	0.51%
28	Fine Fare Supermarkets (Shop Fair)	92	\$599.00	0.51%
29	IGA	62	\$580.62	0.49%
30	Northeast Grocery Inc. (Market 32/Price Chopper/Tops)	18	\$566.50	0.48%
31	C&S Independents	166	\$517.27	0.44%
32	Big Y	16	\$517.00	0.44%
33	Sheetz	116	\$499.30	0.42%
34	Turkey Hill	246	\$425.90	0.36%
35	Stew Leonard's	6	\$401.70	0.34%
36	Quick Chek	160	\$396.70	0.34%
37	Western Beef	21	\$311.10	0.26%
38	Save A Lot	49	\$306.80	0.26%
39	Hannaford	7	\$279.80	0.24%
40	America's Food Basket (Caribbean/Ideal/NSA)	43	\$244.20	0.21%
41	Uncle Giuseppe's	10	\$223.60	0.19%
42	McCaffrey's (Simply Fresh)	7	\$221.90	0.19%
43	Grocery Outlet	31	\$214.90	0.18%
44	Boyer's Markets	19	\$208.57	0.18%
45	Corrado's Family Affair	4	\$195.30	0.16%
46	Karns Prime & Fancy Foods	10	\$188.00	0.16%
47	Supremo	12	\$182.60	0.15%
48	Rutter's Farm Stores	72	\$152.60	0.13%
49	The Fresh Market	10	\$151.20	0.13%

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

# FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2023

from page 10

50	Family Owned Markets	8	\$148.86	0.13%
51	Royal Farm Stores	46	\$133.50	0.11%
52	Trade Fair	8	\$123.40	0.10%
53	Cumberland Farms	52	\$117.10	0.10%
54	Giant Food	3	\$110.60	0.09%
55	Circle K	42	\$95.50	0.08%
56	Sprouts	4	\$91.80	0.08%
57	MOM's Organic Market	6	\$88.00	0.07%
58	Caraluzzi's	4	\$84.80	0.07%
59	Military Commissaries	8	\$83.86	0.07%
60	Food Lion	9	\$83.80	0.07%
61	Seabra's	11	\$79.50	0.07%
62	Tri-State Co-Op	10	\$78.50	0.07%
63	Great Valu	5	\$60.50	0.05%
64	Adam's Fairacre Farms	3	\$49.50	0.04%
65	Heritage Dairy Stores	31	\$47.60	0.04%
66	Sharp Shopper	4	\$47.20	0.04%
67	Murphy's Markets	3	\$44.46	0.04%
68	Super Supermarket	3	\$32.70	0.03%
69	Fas-Marts	16	\$27.10	0.02%
70	Dash-In	9	\$20.60	0.02%
71	XtraMart	8	\$19.30	0.02%
72	High's/Baltimore	5	\$16.10	0.01%
<b>GRAND TOTAL</b>		<b>8,756</b>	<b>\$116,292.74</b>	<b>98.22%</b>

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

Source: Food Trade News, June 2023

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Web: Albertsons.com  
Primary Supplier: Direct  
Area Stores: 179 (Includes Acme, Balducci's, Safeway)  
Area Vol.: \$4.83 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  
Area Stores: 183  
Area Vol.: \$1.74 billion

### Allegiance Retail Services, LLC

485D US Hwy. 1 South, Ste. 420  
Iselin, NJ 08830  
Phone: (732) 596-6000  
Web: allegianceretailerservices.com  
Chmn/CEO: Louis Scaduto Jr.  
Pres./COO: John Derderian  
VP-Perishables: Dean Holmquist  
VP/CMO: Donna Zambo  
VP/CFO: Joe Fantozzi  
VP/Chief Merch. Officer: Samer Rahman  
Sr. Dir.-IT: Sherry Toy  
Sr. Dir.-DSD & Pricing: Jeff Spector  
Sr. Dir.-Omni-Channel Sales: Daniel Dinkowitz  
Sr. Dir.-Grocery: John Aleksandrowicz  
Dir.-Frozen Foods: Gene Camiolo  
Dir.-Deli/Bakery/Meal Sols.: Chris Mor-mak  
Dir.-Dairy: Ed Territo  
Dir.-Produce/Floral: Gary Roselli

See **DIRECTORY** on page 14

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# DIRECTORY OF RETAILERS

From page 12

Dir.-Store Ops.: Kevin Komisky  
Dir.-Advertising: Liz DiRoma  
Area Stores: 125 (Includes Foodtown, D'Agostino's, Gristedes, Morton Williams)  
Area Vol.: \$1.5 billion  
\*This co-op serves a group of independent retailers in the Metro New York and Philadelphia areas that are supplied by C&S.

## Alpha 1 Marketing Corp.

65 W. Red Oak Ln.  
White Plains, NY 10604  
Phone: (914) 697-5300  
Web: alpha1marketing.com  
Pres./CEO: Thatcher Krasne  
EVP: Dennis Wallin  
SVP-Groc. Merch.: Dan DiPierro  
Dir.-Govt. Relations: Mike King  
Dir.-Meat Merch.: Phil Kelly  
Dir.-Dairy/Fz. Merch.: Gary Tirpak  
Dir.-Produce Merch.: Louis Scagnelli  
Mgr.-DSD Merch.: Mike Rodriguez  
Dir.-Merch.: Primo Muñoz  
Dir.-Adv.: Chris Guzman  
\*This is the sales and merchandising arm that serves Krasdale-supplied independents.

## America's Food Basket

1979 Marcus Ave., Ste. 216  
New Hyde Park, NY 11042  
Phone: (516) 502-2509  
Web: afbasket.com  
CEO: David Siegel  
COO: Daniel Suriel  
Primary Supplier: UNFI  
Area Stores: 43 (Includes Ideal, Caribbean, NSA)  
Area Vol.: \$244.2 million

## Associated Supermarket Group

99 Seaview Blvd., Ste. 360  
Port Washington, NY 11050  
Phone: (516) 256-3100  
Web: asghq.com  
Co-CEO/Co-Pres.: Joe Garcia  
Co-CEO/Co-Pres.: Zulema Wiscovitch  
CFO: Pema Tshering  
General Counsel: Erin , Tregarthen  
SVP-Bus. Dev.: Ken Scher  
EVP-Operations: Jonathan D'Onofrio  
VP-Sales: Francisco Nieves  
VP-Marketing & CX: Michelle Mendoza  
VP-IT: Ladwina Isaac  
VP-Retail Tech.: Magdalena Desimone  
Primary Supplier: C&S Wholesale Grocers  
Area Stores: 281  
Area Vol.: \$2.44 billion  
\*This is the advertising and marketing

arm that serves a group of independent retailers including such banners as Associated, Met and Pioneer.

## Big Y

2145 Roosevelt Ave.  
P.O. Box 7840  
Springfield, MA 01102  
Phone: (413) 784-0600  
Web: bigy.com  
CEO/Pres.: Charles L. D'Amour  
COO/VP-Sales/Merch.: Mike D'Amour  
SVP-Ops., Cust. Experience: Richard D. Bossie  
VP: Real Estate: Mathieu L. D'Amour  
Primary Supplier: Bozzuto's  
Area Stores: 16  
Area Vol.: \$517.0 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  
EVP-Ops: Mike Zmitrovich  
Dir.-HR: Ann Marie Blashock  
Meat Merch.: Joseph Cutrona  
Produce Merch.: Michael Bush  
Deli/Bakery/Seafood Merch.: Mellisa

Erickson  
Non-Perishable Merch.: Jeff O'Neill  
Primary Supplier: UNFI  
Area Stores: 19  
Area Vol.: \$208.57 million

## C&S Independents

336 East Penn Ave.  
Robesonia, PA 19551  
Phone: (610) 693-3161  
Web: cswg.com  
Primary Supplier: C&S Wholesale Grocers  
Area Stores: 166  
Area Vol.: \$517.27 million  
\*C&S Independents are comprised of the independent supermarkets serviced by C&S from its Robesonia, PA 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  
Area Stores: 4  
Area Vol.: \$84.8 million

See **DIRECTORY** on page 16

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# DIRECTORY OF RETAILERS

From page 14

## Corrado's Market

1578 Main Ave.  
Clifton, NJ 07011  
Phone: (973) 340-0628  
Web: corradosmarket.com  
Contact: James Corrado  
Primary Supplier: Direct  
Area Stores: 4  
Area Vol.: \$195.3 million

## Family Owned Markets

951 Roherstown Rd., Unit 201  
Lancaster, PA 17601  
Phone: (717) 874-5152  
Web: familyownedmarkets.com  
Dir.-Marketing: Kevin Hanus  
Primary Supplier: MDI  
Area Stores: 8  
Area Vol.: \$148.86 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, Saubel's and Yoder's Country Market.

## Fine Fare Supermarkets

2330 1st Ave.  
New York, NY 10035  
Phone: (212) 410-1640  
Web: finefaresupermarkets.com

Area stores: 92 (Includes Super Fair)  
Area Vol.: \$599.0 million  
Individual store owners are supplied by General Trading.

## Food Bazaar

Div. of Bogopa Service Corp.  
650 Fountain Ave.  
Brooklyn, NY 11208  
Phone: (718) 346-6500  
Web: myfoodbazaar.com  
Pres.: Spencer An  
EVP: Edward Suh  
Primary Supplier: Bozzuto's  
Area Stores: 32  
Area Vol.: \$603.8 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  
Area Stores: 9  
Area Vol.: \$83.8 million

## The Fresh Market

Div. of Cencosud  
300 N. Greene St., Ste. 1100

Greensboro, NC 27401  
Phone: (336) 272-1338  
Web: thefreshmarket.com  
Pres./CEO: Jason Potter  
Primary Supplier: UNFI  
Area Stores: 10  
Area Vol.: \$151.2 million

## The Giant Company

Div. of Ahold Delhaize USA  
P.O. Box 249  
1149 Harrisburg Pike  
Carlisle, PA 17013  
Phone: (717) 249-4000  
Web: giantfoodstores.com  
Interim Pres.: John Ruane  
VP-Omnichannel Ops.: Daren Russ  
VP-Omnichannel Merch.-Center Store: Parag Shah  
VP-Omnichannel Fresh Merch.: Dave Lessard  
Div. VP-Mid-Atlantic: Rebecca Lupfer  
Div. VP-Greater Phil.: Tim Santoro  
VP-Team Experience: Jennifer Heinzen Krueger  
VP-Finance/Strategy: Manuel Haro  
VP-Marketing/Commercial: Joanna Crishock  
Chief of Staff/Communications: April Mock  
Chief of Staff/Dir.-Merch. Acceleration: Jennifer Scott

Primary Distributor: Direct/C&S Wholesale Grocers  
Area Stores: 161 (Includes Martin's, Heirloom Market)  
Area Vol.: \$7.44 billion

## Giant Food LLC

Div. of Ahold Delhaize USA  
8301 Professional Pl.  
Landover, MD 20785  
Phone: (301) 341-4100  
Web: giantfood.com  
Pres.: Ira Kress  
SVP-Ops.: Diane Hicks  
VP-Mktg.: Dyani Hanrahan  
VP-Finance: Tony Matala  
VP-HR: Brian Wanner  
VP-Dist.: Joe Urban  
VP-Cat. Mgmt.-Fresh Foods: Richard Manzi  
VP-Cat. Mgmt.-Non-Perishable: Diane Couchman  
Dir.-E-Comm.: Gregg Dorazio  
Dir.-Fresh Field Merch.: Dave Grove  
Dir.-Pharmacy: Paul Zvaleny  
Dir.-Deli-Bakery: Cindy Volk  
Dir.-Produce/Floral: Rob Nickels  
Dir.-Meat/Seafood: Bill Campbell  
Dir.-Non-Perish. Field Merch.: Bobbi Majors

See **DIRECTORY** on page 28

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## TAKING STOCK

from page 6

(ridiculous) projection of 2 percent.

And while it seems counterintuitive to believe that continued high prices (and other economic factors) will actually prevent significant inflation, it's been proven over the last 18 months that there seems to be enough financial security with the middle, upper middle and upper class, that the bottom won't ever fall out.

I think there's some truth to the logic although it's not the kind of secure mindset that I'd feel comfortable with especially for publicly traded companies that have to tell their shareholders that their comp sales, earnings and market value have slipped, while also preaching patience and hope. Even if it's true, Wall Street ain't buyin' that. But, as we publish our 45th annual Market Study, we can still talk about some good news. Here's my annual take on 10 of the largest retailers in the \$118.4 billion 70-county Food Trade News marketing area.

**ShopRite** - Sales-wise, it was a big year for the perennial market share leader in New York Metro and the Delaware Valley. While comp store sales were solid, parent company Wakefern's big jump came primarily from its newest member. Gerrity's, whose 10 stores are primarily located in the Scranton/Wilkes-Barre market and now trade as Fresh Grocers. New ShopRites also opened in Elmsford, NY and Huntington, NY and about half a dozen others are slated to open in the next three years. There's no question ShopRite's dominance in two of the largest markets in America will continue. However, a larger question to consider is how the Wakefern culture will evolve with the upcoming retirement of longtime president Joe Sheridan later this year and the entry of Mike Stigers, who began day-to-day leadership of the co-op on June 1.

**Stop & Shop (New York Metro Div.)** - A better year than 2022 when in-stock conditions plagued the largest Ahold Delhaize USA (ADUSA) brand. With supply chain disruptions mostly in the past and ADUSA's own self-distribution plan nearly completed, Stoppie also benefited from the inflation tailwind which helped almost all retailers. Still, the Quincy, MA-based merchant closed five stores and its comps were not as good as many of its competitors. Despite cap-ex investments surpassing \$200 million over the past few years, many of its New York Metro stores still look tired and old. More investment needs to be made for the company to take better advantage of its excellent locations so that it can more effectively compete with market leader ShopRite, which is as tough a rival as any retailer in the business.

**The Giant Company** - Much like its sister company, Stop & Shop, TGC's performance was aided by improved service levels at its stores. Same-store sales were also very good at the Carlisle, PA-based regional chain. During the past 12 months, TGC opened two new stores in the FTN marketing area and remained the market share leader in Greater Philadelphia, Central PA and in the Lehigh Valley. In August 2022, Nick Bertram resigned as president and was replaced on an interim basis by industry veteran John Ruane who has done an excellent job of leading one of ADUSA's best brands. New stores in the near future include an Heirloom Market on South Street in Philadelphia and three new Giant stores - S. Broad & Washington in Philly, Pocono Summit, PA and in Jenkintown, PA.

**Walmart** - Once again, the Behemoth did little to expand its brick-and-mortar presence in the market (in fact it closed a smallish "division one" store in Guilford, CT). However, the planet's largest merchant demonstrated that it could integrate its foundational brick-and-mortar stores with its expanding digital/online presence to produce very good comp store sales. More than a year ago, Walmart CEO Doug McMillan predicted that as inflation continued to spiral, his company would stand to gain the most business. Perhaps Walmart's IDs are not the best in the business, but they are certainly among the best. Think about how much better those numbers could be if the "Behemoth" provided better customer service/training and maintained better in-stock conditions.

**Acme Markets (Kings/Balducci's/Safeway)** - Solid, not spectacular, year for the Mid-Atlantic division of Albertsons. Once again, no new stores opened, but

TAKING STOCK continues on page 57

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# FOOD TRADE NEWS MARKET STUDY 2023: RULES & ANALYSIS

For the third consecutive year, grocery retailers in the 70-county *Food Trade News* region enjoyed record, or near record-breaking sales, primed almost exclusively by the continued high rate of inflation. A year ago, many predicted that over the ensuing 12 months price increases would mitigate as supply chains became more normalized as consumers had shown some early signs of “trading down” caution.

Fast forward to today. The economic indicators remain worrisome, trading down is continuing and the financial burden on American families, particularly ones in the most challenged economic strata, has become more difficult. Still, same store sales remain generally solid (even if the challenge to meet earnings expectations have become more difficult) and many retailers we’ve talked to in the past year believe the third and fourth quarters of 2023 might not be as burdensome as they had thought earlier this year.

Clearly, there are several factors at play. The national economy, which seems to teeter weekly between comeback and recession, may have stabilized to the point where there’s now some optimism that the bottom won’t be dropping out any time soon. Additionally, while food prices remain high (11 percent increase over the last 12 months), the multiple price increases that many manufacturers took in 2022 have diminished to some degree. Certainly not to the point where consumers are happy, but many of the top CPGs in the country have been almost gleeful in the fact that they will continue to increase prices where they feel it’s warranted (even if they’re not supply chain related). It might be counterintuitive, but those high prices are continuing to keep revenues high. And not to throw all the blame on suppliers, it’s now a forever reality that the cost (and retention) of labor remains both a significant economic and employment hurdle.

As we do every year, we try to highlight those retailers that did an exceptional job over the past year. Based on same store sales

gains, it’s no surprise that club store merchants Costco and BJ’s had exceptional years. Among discounters, big format retailer Walmart used its EDLP message to drive increased comp revenue, as did smaller box Aldi which continued to open stores (14), grow same store sales, and increase basket size. Wawa continued to be the c-store per store average leader with an exceptional year, and among niche operators, Trader Joe’s comps were well above the industry average while also opening two new units. When measuring traditional grocers, the best performer was Wegmans, which opened its first Delaware store (in Wilmington) and the independent retailers that comprise Key Food. The Matawan, NJ retail co-op added 22 new stores over the past 12 months. Moreover, on the strength of adding 10 Gerrity’s stores in Northeast PA (now Fresh Grocers) and the addition of three other net new stores, ShopRite extended its overall market share lead.

With a cushion of inflation, it was difficult to find many retailers that struggled, but there certainly was one that stood out - Amazon Fresh. Among niche grocery operators,

The three-year-old unit of Amazon announced in March that it was “pausing” store openings for its troubled smaller format conventional grocery store, Amazon Fresh (AF). The 43 stores currently operating nationally (including 12 in the Mid-Atlantic area) would remain open. But approximately 30 units under lease or construction have been shelved. The failure of AF is almost jaw-dropping. For nearly four decades, the Seattle-based firm could do little wrong with its risk-taking ventures and bold acquisitions (including paying \$13.7 billion in cash for Whole Foods Market in 2017). Observers knew that to fully compete in its diverse retail universe, Amazon needed to further bolster its brick and mortar presence and with food a big driver of revenue, the development of Amazon Fresh seemed like a logical pathway. But, after years of internal development,

Amazon delivered the equivalent of the Edsel. Creative merchandising? Nada. Disciplined store operations? Nope. Ample selection of product? Sorry. Even the intangibles of store flow and continuity are awful. It’s like Amazon’s senior leaders went into the think tank and unveiled another version of “Ishtar.”

As we’ve done since 1979, let’s review the key individual markets in our 70-county, \$118.4 billion region and assess and analyze what’s occurred over the past year.

## Delaware Valley

There’s been a change among the former “big three” in the 15-county DelVal market. While ShopRite continued to hold serve in against oncoming The Giant Company (TGC), c-store juggernaut has supplanted Acme as the third largest retailer in the \$27.7 billion trading area. Not only were comp store sales extremely healthy among almost all the retailers in the market, those merchants that opened new stores during the past 12 months realized big gains in the competitive market. Among those who did add to their store counts were: TGC, Wawa (13 net new units), Target, Wegmans and Aldi. Also adding a new store was Amazon Fresh (in Broomall, PA), but that might be the last one we see in the market for a long time if not forever.

## Metro New York

Perennial market share leader ShopRite continued to grow share while adding two net new stores in the gigantic \$73.3 billion trading area. During the past year, ShopRite posted strong comps and opened new stores in Elmsford, NY; Huntington, NY and a Gourmet Garage in Manhattan (it also closed a ShopRite in Waterbury, CT). It now controls 17.5 percent of the 26-county area and has ground against second-ranked Stop & Shop, which increased sales but not at the rate of many of its competitors. The retailer with the best comp store gains in the market was Costco

and many of its 37 club locations throughout the Metro New York area were significantly above even its already national per store average numbers. In analyzing the five boroughs that comprise the City of New York there was a change at the top of the leaderboard. Key Food and its 320 independent supermarkets now pace all merchants in all classes of trade in the gritty, unique \$22.2 billion area. Some future new store activity from Wegmans that’s likely to have an impact in their trading areas include uber-retailer’s first Long Island store (Lake Grove, NY); its first Connecticut store (Norwalk, CT); and the opening of its first Manhattan store (on Astor Place) which is slated to open later this year.

## Allentown-Bethlehem-Easton

A year of little new store activity. 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. The Giant Company (TGC) continued to pace the field, controlling nearly 25 percent of all food and drug sales in the \$3.5 billion market. Weis remains a solid second, while ShopRite, with the addition of a former Gerrity’s store in Bethlehem (now trading as a Fresh Grocer), now ranks third among all retailers in the highly competitive market which has suffered from declining population for more than a decade. Another interesting footnote: of all the marketing statistical areas (MSA) that *Food Trade News* covers, the combined share of all the alternate channel operators (non-supermarkets) is the lowest of any metro market - only 33.9 percent of total sales are garnered by mass merchants, c-stores, drug chains and club stores.

## Northeast Pennsylvania

Inflation might have helped retailers in this \$4.1 billion trading area, but it certainly had an adverse impact on consumers as

NEPA remains the most economically challenged marketing area in our entire survey. With population also in steady, significant decline, “growth” is truly a relative term. As it’s done since we began publishing market share data in 1979, Weis continued to dominate the 12-county region. This year it increased its market share from 22.17 percent to 22.6 percent, primarily on the tailwinds of inflation. The biggest news of the year was perennially strong independent Gerrity’s joining Wakefern, boosting ShopRites store count to 15 and its share from 6.4 percent to 10.8 percent. Those nine NEPA units now trade under the Fresh Grocer banner.

## Central Pennsylvania

TGC - The Giant Company - the perennial Central Pennsylvania market leader held serve and continued to dominate the landscape of the eight-county marketing area. Now controlling an impressive 33 percent of the total ACV in CPA, TGC more than doubled the share of next closest rival Weis which garnered 12.1 percent of the \$7.3 billion market. Walmart, on the strength of strong comp sales, maintained its third-place position and captured 10.8 percent of the market. Like many other markets during the pandemic era, there was very little new store movement in CPA. In fact, the top three merchants - TGC (52), Weis (38) and Walmart (20) - operated the same number of stores as last year. Retailers that did open stores over the past 12 months included Sheetz, Target, Turkey Hill and 7-Eleven.

## How We Do It?

This is the 45th 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 coun-

See **RULES & ANALYSIS**  
on page 154



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## Metro Beat

By Kevin Gallagher

Welcome to the Annual *Food Trade News* Market Study issue! As most of you are familiar with, this issue is a real undertaking which require months of research and compiling of data. We are proud to present the entire metro NY/NJ market, the Greater Philadelphia market and most of the Northeast US. I want to personally thank all of the customers, distributors, vendors and friends for your assistance in assembling this wealth of information. Just as important, I am fortunate to be working with an outstanding team here at Best-Met Publishing Company. The proficiency in organizing projects of this magnitude is unmatched in the industry. It is a team effort spearheaded by our publisher **Jeff Metzger** and guided by our VP and editorial director **Terri Maloney**. Also pulling in the same direction is VP and general manager **Maria Maggio** and our office manager and data accumulator extraordinaire **Beth Pripstein!** I'm sure you will agree after going through the following pages, that this issue is the culmination of a truly monumental team effort. Enjoy the reading and we hope you find it useful for your business.

Quite possibly one of the better charitable causes and events occurred recently at the Hackensack Golf Club in Oradell, NJ. The Friends of the Food Industry (FOFI) held its one and only fundraiser of the year (and for the first time since the start of the pandemic). FOFI honored **Christine Curtis** of C&S Wholesale Grocers and industry veterans **Bill Weimer**, **Leo Glynn**, **Terry Albanese**, **Dan Holly** and **Ray Coyle**, all recognized posthumously for

their contributions to FOFI and the food industry.

Fairway Markets' **Patrick Sheils**, who is president of the non-profit organization, shared the news that the cocktail party and dinner event, along with other donations, had raised almost \$150,000 for the cause. He added that these funds go directly to a variety of recipients whose dire situations have been brought to light by their peers and several food retail employers. **Ken Scher**, Associated Stores Group, and a board member, also added that in its mission to raise money for colleagues and friends working in the retail food industry who have severe financial troubles, the group has raised more than \$750,000 in just seven years! Credit to all of the board members of FOFI and also everyone in the industry who donated generously and made this annual event a tremendous success. I said it several years ago when this group was first formed, but I'll say it again: if you haven't attended the FOFI spring cocktail party, put it on your 2024 calendar, because it draws customers, vendors and everyone in the metro NY/NJ food industry for a terrific cause! Check out the group at [www.friendsofthefoodindustry.org](http://www.friendsofthefoodindustry.org).

Kudos to the good folks at King Kullen Grocery Co. for recently donating \$10,000 to benefit summer camp programs for disadvantaged children on Long Island. It is a tradition begun by King Kullen more than three decades ago and this year's donation will be divided evenly between Family & Children's Association (Nassau County) and Family Service League (Suffolk County). "Camp provides a stimulating and fun environment where children can learn new activities and meet other children their age," observed King Kullen president and COO **Joe Brown**. "King Kullen's gift will help fund scholarships for children whose families lack the resources for summer camp."

The New Jersey Food Council (NJFC) held its Night of Distinction in mid-May at the Palace at Somerset in Somerset, NJ. This is always one of my favorite events of the year as not only does it recognize food industry leaders with Achievement awards, but it brings together over 500 attendees in the food industry to mingle and net-

work and enjoy a fabulous evening. This year's honorees included **Nicole Davia** of Whole Foods, **Steve Henig** of Wakefern, **Jason Read** of Wawa and **Jim Perkins** of Albertsons. The introductory and acceptance speeches were terrific and congratulations to the team at NJFC and the honorees on a wonderful evening.

Best wishes to **Steve Traun**, VP-sales at Bozzuto's, as he retires from a 50-year career in the retail and wholesale food distribution business. After successful stints with Red Owl, Supervalu and Bozzuto's, Steve is ready to transition into his next career - 'Manager of Maintenance' at Angel Horses, Inc., a horse retirement sanctuary his wife founded 18 years ago. All the best in your endeavors, Steve!

Well done to the team at Allegiance Retail Services (ARS) on their recent holiday food show held at the Meadowlands Exposition center in Secaucus, NJ. By all accounts from all of the vendors and the members who were walking the event, the show delivered on all fronts. Planning for the show was spearheaded by **Samer Rahman**, (who was recently elevated to chief merchandising officer at ARS) and really delivered on all fronts. Well done to all at ARS!!

Big goings on in the Bronx as the New York state Assembly is contributing \$130 million to the \$650 million modernization of the Hunts Point Produce Market, which will make the facility more environmentally friendly and bring it into federal compliance. The New York City Economic Development Corporation (EDC) is overseeing the project with the Produce Market Cooperative and a private developer. The Hunts Point Produce Market supplies 25 percent of the city's produce, while its neighboring Hunts Point Cooperative Market — the meat market — distributes 35 percent of the city's meat each year, and the New Fulton Fish Market provides 45 percent of the city's seafood. At more than 1 million square feet and home to more than 30 merchants, the wholesale produce market, which opened in 1967, is the largest in the country. The modernization efforts will transform the market into a state-of-the-art intermodal freight facility with more than

800,000 square feet of refrigerated warehouse space and 200,000 square feet of ancillary space, according to the EDC spokesperson. The effort will bring the facility into compliance with the U.S. Food and Drug Administration's Food Safety Modernization Act by expanding the refrigerated warehouse space and pallet capacity, the spokesperson said. The facility currently uses 1,000 diesel-powered refrigerated trailer units that idle onsite as additional storage, which will be eliminated as a result of the renovation, significantly alleviating the emissions going into the community. The market's modernization will also help address the impacts of thousands of daily diesel trucks that go through residential neighborhoods in the Bronx and facilitate the implementation of heavy duty electric trucks, according to the state assembly. As part of the redevelopment, the facility will install electric vehicle freight-charging connections to support an increasing supply and demand of electric freight trucks. The design and environmental review for the project is slated to be com-

plete by September 2025, with construction expected to begin toward the end of 2025.

Congratulations to Krasdale Foods as they celebrated the completion of the largest solar energy installation in the Bronx. The project, done jointly with PowerFlex, a national provider of intelligent solar, storage and EV charging solutions for commercial customers, is located at Krasdale's distribution center in Hunts Point. The 2.7 megawatt project will share its environmental and financial benefits with the local community. Local residents can subscribe to the project and receive credits on their electricity bill for a portion of the solar energy generated. The system will generate an estimated 3.4 million kWh of solar energy per year, avoiding the carbon emissions equivalent to fully powering more than 300 U.S. homes annually. The carbon offset is also equivalent to the amount sequestered by 2,850 acres of U.S. forests per year, according to EPA estimates.

See **METRO BEAT**  
on page 154



**EARLIER THIS MONTH, LPGA AND WAKEFERN/SHOPRITE TOGETHER** presented gifts of appreciation to outgoing Wakefern CEO Joe Sheridan who will be retiring at the end of the year. The event was held earlier this month at the Hard Rock Café in Atlantic City and many LPGA golf professionals were in attendance. Included in this photo are (l-r) Sean McMenemy, McMenemy Supermarkets; Tim Ernsen, Outlyr; Sheridan; Ricki Lasky, LPGA; Karen Gozzi, Twigz56 Marketing LLC; Ranjana Choudhry and Steve Henig, Wakefern.



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# The Children's Cancer Foundation, Inc. 39th Annual Gala

November 4, 2023 | Martin's Crosswinds, Greenbelt, MD

Cancer is the leading cause of death by disease in children, while only 4% of Federal funds support pediatric cancer research. Since 1983, CCF has raised over \$42M to fund childhood cancer research, programs, and facilities.

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**EMD SALES, INC** and our vendors proudly sponsor the CCF 39th Annual Gala!



## Delaware Valley Supermarket Leaders

- ShopRite Supers Share Up To 33.2%
- Openings Boost TGC Share, Sales
- Acme Holds Serve With Solid Comps
- Aldi Adds 5 New Units
- AF Bombs In Broomall, PA

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	ShopRite (Fresh Grocer/PR)	82	\$4,646.80	33.24%	82	\$4,285.70	32.63%
2	The Giant Co. (Heirloom Market)	74	\$3,343.70	23.92%	72	\$3,111.71	23.69%
3	Albertsons (Acme)	101	\$2,899.00	20.74%	101	\$2,853.50	21.72%
4	Wegmans	11	\$834.00	5.97%	10	\$762.50	5.80%
5	Aldi	65	\$596.10	4.26%	60	\$530.70	4.04%
6	Whole Foods (Amazon Fresh)	15	\$546.00	3.91%	14	\$502.60	3.83%
7	Trader Joe's	12	\$277.00	1.98%	11	\$238.50	1.82%
8	Redner's Markets	9	\$256.70	1.84%	10	\$269.30	2.05%
9	McCaffrey's (Simply Fresh)	7	\$221.90	1.59%	7	\$219.60	1.67%
10	Save A Lot	31	\$203.10	1.45%	32	\$198.60	1.51%
		<b>407</b>	<b>\$13,824.30</b>	<b>98.89%</b>	<b>399</b>	<b>\$12,972.71</b>	<b>98.76%</b>

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

**Total supermarket sales for the area are \$14.0 billion.**

Source: *Food Trade News*, June 2023



**Brian L. String** President  
**United Food & Commercial Workers Union Local 152**  
**3120 Fire Road, Suite 201**  
**Egg Harbor Township, NJ 08234**  
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# Delaware Valley Market Leaders

- Alternates Share Grows To 42.9%
- ShopRite Comps Bolster Share
- Wawa Adds 13 C-Stores
- Drug Chains Control 12.9%
- Wegmans Opens First DE Unit

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	ShopRite (Fresh Grocer/PR)	82	\$4,646.80	16.78%	82	\$4,285.70	16.36%
2	The Giant Co.	74	\$3,343.70	12.08%	72	\$3,111.71	11.88%
3	Wawa	413	\$3,055.30	11.03%	400	\$2,587.90	9.88%
4	Albertsons (Acme)	101	\$2,899.00	10.47%	101	\$2,853.50	10.89%
5	Walmart (SuperCenter)	56	\$1,870.40	6.75%	56	\$1,793.70	6.74%
6	CVS	324	\$1,759.20	6.35%	323	\$1,673.70	6.39%
7	Target	46	\$1,113.20	4.02%	45	\$1,033.30	3.94%
8	Walgreens	152	\$943.20	3.41%	157	\$929.20	3.55%
9	Rite Aid	229	\$879.40	3.18%	249	\$928.20	3.54%
10	Wegmans	11	\$834.00	3.01%	10	\$762.50	2.91%
11	BJ's Wholesale Club	20	\$831.90	3.00%	20	\$779.40	2.97%
12	7-Eleven	250	\$596.30	1.98%	250	\$564.00	2.15%
13	Aldi	65	\$596.10	2.15%	60	\$530.70	2.03%
14	Costco	10	\$584.80	2.11%	10	\$548.60	2.09%
15	Whole Foods (Amazon Fresh)	15	\$546.00	1.97%	14	\$502.60	1.92%
16	Sam's Club	7	\$302.50	1.09%	7	\$285.40	1.09%
17	Trader Joe's	12	\$277.00	1.00%	11	\$238.50	0.91%
18	Redner's Markets	9	\$256.70	0.93%	10	\$269.30	1.03%
19	McCaffrey's (Simply Fresh)	7	\$221.90	0.80%	7	\$219.60	0.84%
20	Save A Lot	31	\$203.10	0.73%	32	\$198.60	0.76%
		<b>1,914</b>	<b>\$25,760.50</b>	<b>92.85%</b>	<b>1,916</b>	<b>\$24,096.11</b>	<b>91.86%</b>

The chart above lists the top 20 retailers in the Delaware Valley market that sell groceries, HBC, drugs, general merchandise, and tobacco products. Volumes listed include 100% of sales for supermarkets, convenience stores and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; New Castle in DE; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included.

( ) Indicates another banner used by the company.

**Total food sales for the area are: \$27.7 billion.**

Source: *Food Trade News*, June 2023

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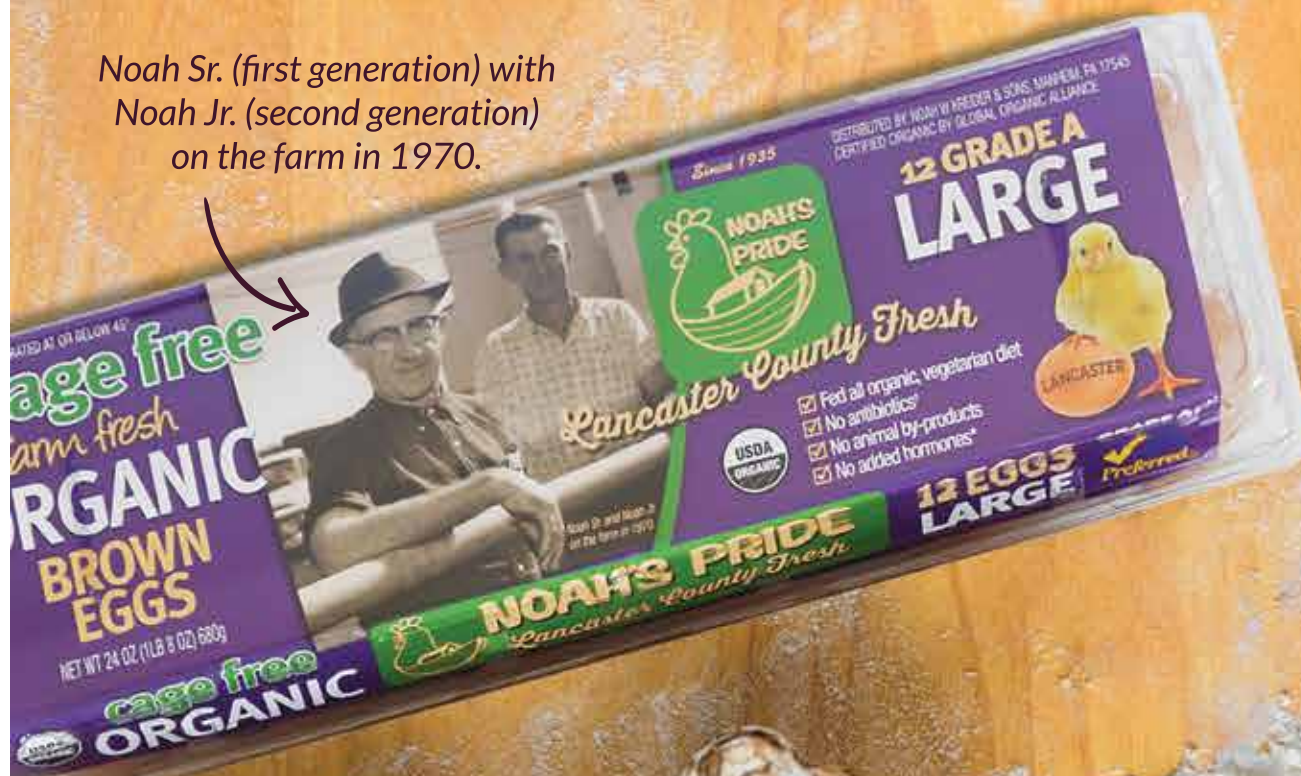
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Noah Jr. (second generation)  
on the farm in 1970.



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Manheim, PA



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# DIRECTORY OF RETAILERS

From page 16

Dir.-Center Store Field Merch.: Daniel Wigginton

Dir.-Edible Groc./Dairy/Frozen: Monica Simmons-Dolce

Dir.-Nonfood: Ashley Gray

Dir.-Merch. Planning: Frank Gallagher

Dir.-Pricing & Promotion: Erik Weenink

Dir.-Brands & Media: Kate Kowalzik

Dir.-Ext. Comms. & Comm Rels.: Felis Andrade

Dir.-Mktg. Planning & Ops.: Kurt Guinther

Dir.-Digital Loyalty & CSM: Ryan Draude

Dir.-Healthy Living: Lisa Coleman

Sales Mgrs.: Paul Maskavich, Lisa Richardson, Patrick Starliper, Robert Withers,

Joe Adams, Steve Grassi, Sonya Brown,

Norman Dichard, Jamit Singh

Primary Supplier: Direct/C&S

Wholesale Grocers

Area Stores: 3

Area Vol.: \$110.6 million

## Great Valu Supermarkets

8258 Richfood Rd.

Mechanicsville, VA 23116

Phone: (804) 746-6000

Web: greatvalu.com

Primary Supplier: UNFI

Area Stores: 5

Area Vol.: \$60.5 million

\*This is the advertising and marketing arm that serves a group of independents that operate in the marketing area.

## Grocery Outlet

5650 Hollis St.

Emeryville, CA 94608

Phone: (510) 845-1999

Web: groceryoutlet.com

Chmn.: Eric Lundberg

CEO: RJ Sheedy

Primary Supplier: Direct

Area Stores: 31

Area Vol.: \$214.9 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

Area Stores: 7

Area Vol.: \$279.8 million

## IGA

275 Schoolhouse Rd.

Cheshire, CT 06410

Phone: (203) 272-3511

Primary Supplier: Bozzuto's

Area Stores: 62

Area Vol.: \$580.62 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

Area Stores: 10

Area Vol.: \$188.0 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: UNFI

Area Stores: 320

Area Vol.: \$3.78 billion

\*This retailer-owned co-op serves as the advertising and marketing arm for a group of independent retailers in the Metro New York market, including Key Fresh, Food Dynasty, Food Emporium, Food Universe and SuperFresh.

## King Kullen Grocery Co.

102 Motor Pkwy., Ste. 410

Hauppauge, NY 11788

Phone: (516) 733-7100

Web: kingkullen.com

Chairman: James A Cullen Jr.

Pres./COO: Joseph Brown

EVP/CAO: Bernard Kennedy

Pres.-Wild By Nature: Michael Infantolino

VP-Corp. Strategy/Initiatives: Tracey Cullen

VP-Store Ops.: Frank Vassallo

VP-Perishables: Rich Conger

VP-King Kullen Pharmacies Corp.: Al Hesse

VP-Const./Maintenance: Stanley Mitchell

VP/Controller-Finance: Elizabeth Ostrove

See **DIRECTORY** on page 86

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# Philadelphia Supermarket Leaders

- TGC Maintains Market Lead
- Solid Comps Aid ShopRite
- Lofland Heading Albertsons
- 3 New Units Bolster Aldi
- TJ's Comps Among The Best

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co. (Heirloom Market)	74	\$3,343.70	30.24%	72	\$3,111.71	30.00%
2	ShopRite (Fresh Grocer/PR)	57	\$3,029.50	27.40%	57	\$2,758.60	26.60%
3	Albertsons (Acme)	67	\$1,966.40	17.78%	67	\$1,931.10	18.62%
4	Wegmans	9	\$744.60	6.73%	9	\$697.30	6.72%
5	Aldi	53	\$497.20	4.50%	50	\$452.30	4.36%
6	Whole Foods (Amazon Fresh)	14	\$497.10	4.50%	13	\$456.70	4.40%
7	Redner's Markets	9	\$256.70	2.32%	10	\$269.30	2.60%
8	Trader Joe's	9	\$215.10	1.95%	8	\$180.10	1.74%
9	Weis Markets	9	\$190.40	1.72%	9	\$205.16	1.98%
10	Save A Lot	24	\$167.10	1.51%	24	\$157.00	1.51%
		<b>325</b>	<b>\$10,907.80</b>	<b>98.64%</b>	<b>319</b>	<b>\$10,219.27</b>	<b>98.52%</b>

The chart above lists the top 10 supermarket retailers in the Philadelphia market. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company. **Total supermarket sales for the area are \$11.1 billion.**

Source: *Food Trade News*, June 2023

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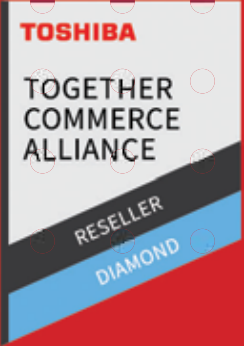
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# Philadelphia Market Leaders

- Alternates Grab 42.2% Of Market
- Leader TGC Opens 2
- Drug Stores Continue To Close
- Wawa Has Stellar Year
- Target, WM Combine For 10.8%

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co. (Heirloom Market)	74	\$3,343.70	15.77%	72	\$3,111.71	15.25%
2	ShopRite (Price Rite)	57	\$3,029.50	14.29%	57	\$2,758.60	13.52%
3	Wawa	312	\$2,277.05	10.74%	303	\$1,864.30	9.14%
4	Albertsons (Acme)	67	\$1,966.40	9.27%	67	\$1,931.10	9.46%
5	CVS	260	\$1,426.50	6.73%	259	\$1,359.90	6.66%
6	Walmart (SuperCenter)	40	\$1,369.70	6.46%	40	\$1,318.50	6.39%
7	Target	38	\$917.30	4.33%	37	\$848.10	4.16%
8	Rite Aid	193	\$755.50	3.56%	212	\$805.40	3.95%
9	Wegmans	9	\$744.60	3.51%	9	\$697.30	3.42%
10	BJ's Wholesale Club	13	\$566.70	2.67%	13	\$529.90	2.60%
11	Walgreens	71	\$500.00	2.36%	76	\$507.50	2.49%
12	Aldi	53	\$497.20	2.34%	50	\$452.30	2.22%
13	Whole Foods (Amazon Fresh)	14	\$497.10	2.34%	13	\$456.70	2.24%
14	7-Eleven	187	\$450.80	2.13%	185	\$421.80	2.07%
15	Costco	7	\$409.90	1.93%	7	\$383.90	1.88%
16	Sam's Club	6	\$268.80	1.27%	6	\$253.60	1.24%
17	Redner's Markets	9	\$256.70	1.21%	10	\$269.30	1.32%
18	Trader Joe's	9	\$215.10	1.01%	8	\$180.10	0.88%
19	Weis Markets	9	\$190.40	0.90%	9	\$205.16	1.01%
20	Save A Lot	24	\$167.10	0.79%	24	\$157.00	0.77%
		<b>1,452</b>	<b>\$19,850.05</b>	<b>93.61%</b>	<b>1,457</b>	<b>\$18,512.17</b>	<b>93.51%</b>

The chart above lists the top 20 retailers in the Philadelphia market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores, and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; Burlington, Camden and Gloucester in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

**Total food sales for the area are: \$21.2 billion.**

Source: Food Trade News, June 2023



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## PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

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

Rank	Company	Stores	Sales (in millions)	% of Market
------	---------	--------	------------------------	----------------




**ADAMS COUNTY (\$219.6 million)**  
(Includes Gettysburg, Littlestown)

- Population ..... 106,027
- # of Households ..... 39,908
- Median Income ..... \$72,492
- Under age 18 ..... 19.7%
- Over age 65 ..... 21.5%
- Female ..... 50.5%
- White ..... 88.4%
- Black ..... 2.1%
- Hispanic ..... 7.4%
- Asian ..... 0.9%

1	The Giant Co.	1	\$65.70	29.92%
2	Weis Markets	2	\$40.83	18.59%
3	IGA	3	\$31.72	14.44%
4	Walmart	1	\$23.40	10.66%
5	Sheetz	4	\$18.90	8.61%
6	Rutter's Farm Stores	4	\$9.90	4.51%
7	Rite Aid	2	\$6.20	2.82%
8	7-Eleven	2	\$5.90	2.69%
9	CVS	1	\$5.70	2.60%
10	Turkey Hill	2	\$3.70	1.68%

11	Royal Farm Stores	1	\$2.90	1.32%
		<b>23</b>	<b>\$214.85</b>	<b>97.84%</b>



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


- Population ..... 430,449
- # of Households ..... 160,065
- Median Income ..... \$69,272
- Under age 18 ..... 22.2%
- Over age 65 ..... 17.7%
- Female ..... 50.4%
- White ..... 68.7%
- Black ..... 7.9%
- Hispanic ..... 23.9%
- Asian ..... 1.6%

1	The Giant Co.	6	\$327.20	20.24%
2	Redner's Markets	11	\$294.20	18.20%
3	Weis Markets	6	\$140.29	8.68%
4	Walmart (SuperCenter)	5	\$129.30	8.00%
5	Wawa	13	\$108.35	6.70%
6	CVS	16	\$93.50	5.78%
7	Rite Aid	15	\$63.40	3.92%
8	Target	3	\$63.20	3.91%
9	Sam's Club	1	\$57.80	3.57%
10	Boyer's Markets	4	\$51.01	3.15%


See PENNSYLVANIA COUNTY SHARE on page 36

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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 34

11	Turkey Hill	24	\$40.20	2.49%
12	Krasdale (Bravo/CTown)	4	\$39.02	2.41%
13	Sheetz	10	\$35.20	2.18%
14	Aldi	4	\$32.50	2.01%
15	C&S Independents	9	\$26.30	1.63%
16	BJ's Wholesale Club	1	\$24.20	1.50%
17	Grocery Outlet	2	\$14.10	0.87%
18	ShopRite (Price Rite)	1	\$12.70	0.79%
19	7-Eleven	6	\$12.60	0.78%
20	Rutter's Farm Stores	3	\$8.10	0.50%
21	Fine Fare Supermarkets	1	\$7.20	0.45%
22	Lidl	1	\$7.20	0.45%
23	America's Food Basket	1	\$6.10	0.38%
24	Walgreens	1	\$6.10	0.38%
25	Save A Lot	1	\$5.90	0.36%
26	Circle K	2	\$4.30	0.27%
27	Royal Farm Stores	1	\$3.50	0.22%
		<b>152</b>	<b>\$1,613.47</b>	<b>99.79%</b>



## BUCKS COUNTY (\$3.1 billion) (Includes Levittown, Quakertown, Warminster)

• Population .....	645,054	• Female .....	50.5%
• # of Households .....	245,200	• White .....	82.4%
• Median Income .....	\$99,302	• Black .....	4.7%
• Under age 18 .....	20.1%	• Hispanic .....	6.1%
• Over age 65 .....	19.8%	• Asian .....	5.5%

1	The Giant Co.	21	\$955.20	30.66%
2	Wawa	41	\$319.49	10.25%
3	Albertsons (Acme)	7	\$252.20	8.09%
4	ShopRite	4	\$215.60	6.92%
5	Walmart (SuperCenter)	5	\$209.20	6.71%
6	CVS	33	\$186.20	5.98%
7	McCaffrey's (Simply Fresh)	4	\$109.00	3.50%
8	BJ's Wholesale Club	3	\$104.70	3.36%
9	Target	4	\$100.40	3.22%
10	Wegmans	1	\$92.30	2.96%
11	7-Eleven	36	\$84.20	2.70%
12	Rite Aid	22	\$77.20	2.48%
13	Aldi	7	\$68.80	2.21%
14	Walgreens	10	\$62.00	1.99%

See PENNSYLVANIA COUNTY SHARE on page 38

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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 36

15	Redner's Markets	2	\$61.80	1.98%
16	Weis Markets	3	\$60.22	1.93%
17	Costco	1	\$53.80	1.73%
18	Sam's Club	1	\$46.10	1.48%
19	IGA	1	\$17.57	0.56%
20	Grocery Outlet	2	\$13.60	0.44%
21	Whole Foods (Amazon Fresh)	1	\$9.80	0.31%
22	C&S Independents	3	\$3.76	0.12%
23	Tri-State Co-Op	1	\$3.30	0.11%
24	Circle K	1	\$2.90	0.09%
25	Turkey Hill	1	\$2.70	0.09%
		<b>215</b>	<b>\$3,112.04</b>	<b>99.88%</b>

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



## CARBON COUNTY (\$186.7 million) (Includes Lehighton, Palmerton)

- Population ..... 64,460
- # of Households ..... 26,312
- Median Income ..... \$59,289
- Under age 18 ..... 19.1%
- Over age 65 ..... 21.9%
- Female ..... 49.7%
- White ..... 89.6%
- Black ..... 2.7%
- Hispanic ..... 6.4%
- Asian ..... 0.6%

1	The Giant Co.	1	\$49.30	26.41%
2	Walmart (SuperCenter)	1	\$34.40	18.43%
3	Redner's Markets	1	\$24.70	13.23%
4	Rite Aid	4	\$16.80	9.00%
5	Great Valu	1	\$10.00	5.36%
6	Aldi	1	\$9.40	5.03%
7	Boyer's Markets	1	\$9.20	4.93%
8	Wawa	1	\$7.74	4.15%
9	Turkey Hill	3	\$6.90	3.70%
10	CVS	1	\$5.60	3.00%
11	Tri-State Co-Op	1	\$3.50	1.87%
12	C&S Independents (ShurSave)	3	\$3.32	1.78%
13	7-Eleven	1	\$2.60	1.39%
		<b>20</b>	<b>\$183.46</b>	<b>98.26%</b>



## COLUMBIA COUNTY (\$261.7 million) (Includes Bloomsburg)

- Population ..... 64,926
- # of Households ..... 25,717
- Median Income ..... \$55,572
- Under age 18 ..... 17.7%
- Over age 65 ..... 20.1%
- Female ..... 51.4%
- White ..... 92.3%
- Black ..... 2.2%
- Hispanic ..... 3.6%
- Asian ..... 1.1%

1	The Giant Co.	2	\$89.90	34.35%
2	Weis Markets	3	\$56.35	21.53%
3	Walmart (SuperCenter)	1	\$45.70	17.46%
4	Aldi	2	\$18.20	6.95%
5	Sheetz	2	\$11.90	4.55%
6	Boyer's Markets	1	\$11.70	4.47%
7	CVS	2	\$11.30	4.32%
8	Rite Aid	2	\$9.90	3.78%
9	Turkey Hill	1	\$2.40	0.92%
10	C&S Independents	2	\$2.26	0.86%
		<b>18</b>	<b>\$259.61</b>	<b>99.20%</b>



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

- Population ..... 545,823
- # of Households ..... 198,159
- Median Income ..... \$109,969
- Under age 18 ..... 22.3%
- Over age 65 ..... 17.2%
- Female ..... 50.4%
- White ..... 77.9%
- Black ..... 6.2%
- Hispanic ..... 7.7%
- Asian ..... 6.8%

1	The Giant Co.	12	\$605.40	28.78%
2	Wawa	33	\$260.60	12.39%
3	Albertsons (Acme)	7	\$215.40	10.24%

See PENNSYLVANIA COUNTY SHARE on page 40

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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

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## CUMBERLAND COUNTY (\$1.3 billion) (Includes Carlisle, Mechanicsville)

• Population .....	268,579	• Female .....	50.0%
• # of Households .....	102,532	• White .....	82.8%
• Median Income .....	\$77,001	• Black .....	5.3%
• Under age 18 .....	20.6%	• Hispanic .....	4.8%
• Over age 65 .....	18.8%	• Asian .....	5.4%

1	The Giant Co.	10	\$493.60	39.40%
2	Walmart (SuperCenter)	4	\$125.70	10.03%
3	Weis Markets	5	\$106.46	8.50%
4	Karns Prime & Fancy Foods	4	\$76.00	6.07%
5	Wegmans	1	\$61.40	4.90%
6	CVS	12	\$56.80	4.53%
7	Sheetz	14	\$55.80	4.45%
8	Rite Aid	12	\$46.50	3.71%
9	BJ's Wholesale Club	1	\$40.40	3.23%
10	Aldi	4	\$38.10	3.04%
11	Target	2	\$37.20	2.97%
12	Sam's Club	1	\$34.90	2.79%
13	Trader Joe's	1	\$19.90	1.59%
14	Grocery Outlet	2	\$14.90	1.19%
15	7-Eleven	5	\$13.10	1.05%
16	Turkey Hill	8	\$12.30	0.98%
17	Rutter's Farm Stores	5	\$11.30	0.90%
18	Military Commissaries	1	\$10.81	0.86%
		<b>92</b>	<b>\$1,255.17</b>	<b>100.2%*</b>



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

• Population .....	288,800	• Female .....	51.1%
• # of Households .....	115,703	• White .....	62.8%
• Median Income .....	\$66,480	• Black .....	19.2%
• Under age 18 .....	22.6%	• Hispanic .....	10.7%
• Over age 65 .....	17.7%	• Asian .....	6.4%

1	The Giant Co.	9	\$471.50	42.71%
2	Walmart (SuperCenter)	2	\$84.80	7.68%
3	Weis Markets	4	\$71.33	6.46%
4	CVS	13	\$65.20	5.91%
5	Karns Prime & Fancy Foods	3	\$60.00	5.43%
6	Costco	1	\$58.30	5.28%
7	Sheetz	12	\$56.40	5.11%
8	Rite Aid	12	\$43.00	3.89%
9	Sam's Club	1	\$38.80	3.51%
10	Target	2	\$31.30	2.84%
11	7-Eleven	10	\$23.90	2.16%

12	Aldi	2	\$19.80	1.79%
13	Turkey Hill	16	\$19.60	1.78%
14	ShopRite (Price Rite)	1	\$16.60	1.50%
15	Sharp Shopper	1	\$11.90	1.08%
16	Boyer's Markets	1	\$11.34	1.03%
17	Save A Lot	1	\$6.30	0.57%
18	C&S Independents	4	\$5.59	0.51%
19	Rutter's Farm Stores	2	\$4.50	0.41%
20	ASG	1	\$0.96	0.09%
		<b>98</b>	<b>\$1,101.12</b>	<b>99.74%</b>



## DELAWARE COUNTY (\$2.6 billion) (Includes Chester, Havertown, Upper Darby)

• Population .....	575,182	• Female .....	51.6%
• # of Households .....	214,252	• White .....	64.3%
• Median Income .....	\$80,398	• Black .....	23.4%
• Under age 18 .....	22.1%	• Hispanic .....	4.5%
• Over age 65 .....	17.2%	• Asian .....	6.5%

1	The Giant Co.	10	\$481.30	18.18%
2	Albertsons (Acme)	12	\$396.50	14.98%
3	ShopRite (Fresh Grocer/Price Rite)	6	\$356.70	13.48%
4	Wawa	39	\$310.36	11.72%
5	CVS	31	\$182.00	6.88%
6	Whole Foods (Amazon Fresh)	4	\$127.10	4.80%
7	Walmart (SuperCenter)	4	\$113.30	4.28%
8	Wegmans	1	\$109.80	4.15%
9	Target	4	\$95.60	3.61%
10	Costco	1	\$82.10	3.10%
11	Trader Joe's	3	\$65.60	2.48%
12	BJ's Wholesale Club	1	\$64.30	2.43%
13	Walgreens	8	\$55.00	2.08%
14	Rite Aid	18	\$53.10	2.01%
15	Aldi	4	\$46.80	1.77%
16	7-Eleven	16	\$33.20	1.25%
17	C&S Independents	5	\$26.91	1.02%
18	Save A Lot	4	\$22.80	0.86%
19	MOM's Organic Market	1	\$15.40	0.58%
20	The Fresh Market	1	\$13.80	0.52%
21	Lidl	2	\$13.40	0.51%
22	Royal Farm Stores	4	\$12.10	0.46%
23	Grocery Outlet	1	\$6.10	0.23%
		<b>180</b>	<b>\$2,683.27</b>	<b>101.37%*</b>

See PENNSYLVANIA COUNTY SHARE on page 42

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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 40



## FRANKLIN COUNTY (\$480.2 million) (Includes Chambersburg, Greencastle, Waynesboro)

• Population .....	156,902	• Female .....	50.7%
• # of Households .....	61,854	• White .....	86.5%
• Median Income .....	\$66,329	• Black .....	4.4%
• Under age 18 .....	22.0%	• Hispanic .....	6.7%
• Over age 65 .....	20.1%	• Asian .....	1.1%

1	The Giant Co. (Martin's)	4	\$163.80	34.11%
2	Walmart (SuperCenter)	2	\$86.10	17.93%
3	Weis Markets	2	\$38.24	7.96%
4	Sheetz	8	\$33.10	6.89%
5	BJ's Wholesale Club	1	\$31.20	6.50%
6	CVS	5	\$23.10	4.81%
7	Target	1	\$18.60	3.87%
8	Rite Aid	4	\$16.50	3.44%
9	Rutter's Farm Stores	7	\$16.10	3.35%
10	Food Lion	1	\$11.40	2.37%
11	Aldi	1	\$8.10	1.69%
12	Save A Lot	2	\$8.00	1.67%
13	Grocery Outlet	1	\$7.10	1.48%
14	C&S Independents	5	\$6.92	1.44%
15	Walgreens	1	\$6.30	1.31%
16	Turkey Hill	1	\$2.60	0.54%
		<b>46</b>	<b>\$477.16</b>	<b>99.37%</b>

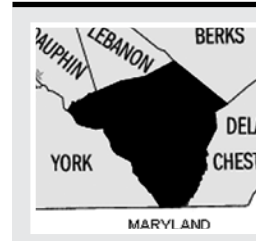


## LACKAWANNA COUNTY (\$783.8 million) (Includes Scranton)

• Population .....	215,615	• Female .....	51.0%
• # of Households .....	87,217	• White .....	82.1%
• Median Income .....	\$58,366	• Black .....	4.8%
• Under age 18 .....	20.6%	• Hispanic .....	9.5%
• Over age 65 .....	20.3%	• Asian .....	3.2%

1	ShopRite (Fresh Grocer/Price Rite)	7	\$147.60	18.83%
2	Walmart (SuperCenter)	2	\$92.90	11.85%
3	Weis Markets	3	\$84.09	10.73%
4	The Giant Co.	2	\$77.90	9.94%
5	Northeast Grocery (Price Chopper)	2	\$61.30	7.82%
6	Wegmans	1	\$53.60	6.84%
7	CVS	9	\$46.10	5.88%
8	Sam's Club	1	\$45.40	5.79%
9	Rite Aid	12	\$44.80	5.72%
10	Sheetz	6	\$26.30	3.36%
11	Turkey Hill	11	\$19.90	2.54%
12	Redner's Markets	1	\$19.20	2.45%
13	Target	1	\$18.30	2.33%

14	C&S Independents	12	\$17.04	2.17%
15	Aldi	1	\$10.30	1.31%
16	IGA	1	\$8.42	1.07%
17	Walgreens	1	\$7.50	0.96%
		<b>73</b>	<b>\$780.65</b>	<b>99.60%</b>



## LANCASTER COUNTY (\$1.9 billion) (Includes Lancaster, Ephrata)

• Population .....	556,629	• Female .....	50.7%
• # of Households .....	207,291	• White .....	80.5%
• Median Income .....	\$73,688	• Black .....	5.5%
• Under age 18 .....	23.3%	• Hispanic .....	11.5%
• Over age 65 .....	18.8%	• Asian .....	2.7%

1	The Giant Co.	14	\$518.90	27.46%
2	Weis Markets	13	\$315.94	16.72%
3	Walmart (SuperCenter)	3	\$145.40	7.69%
4	CVS	24	\$121.20	6.41%
5	Turkey Hill	63	\$103.80	5.49%
6	C&S Independents	23	\$88.61	4.69%
7	Family Owned Markets	4	\$88.26	4.67%
8	Wegmans	1	\$69.00	3.65%
9	Sheetz	17	\$68.70	3.64%
10	Target	3	\$62.40	3.30%
11	Whole Foods	1	\$39.10	2.07%
12	Costco	1	\$35.40	1.87%
13	Aldi	4	\$35.20	1.86%
14	Wawa	4	\$29.28	1.55%
15	BJ's Wholesale Club	1	\$26.80	1.42%
16	Sharp Shopper	2	\$24.90	1.32%
17	Grocery Outlet	4	\$24.30	1.29%
18	Rite Aid	6	\$18.10	0.96%
19	Redner's Markets	1	\$15.30	0.81%
20	High's/Baltimore	4	\$12.80	0.68%
21	Rutter's Farm Stores	5	\$11.80	0.62%
22	7-Eleven	4	\$8.30	0.44%
23	Lidl	1	\$6.90	0.37%
24	Walgreens	1	\$5.80	0.31%
25	Save A Lot	1	\$4.90	0.26%
26	IGA	1	\$4.43	0.23%
27	Royal Farm Stores	1	\$2.50	0.13%
		<b>207</b>	<b>\$1,888.02</b>	<b>99.90%</b>

See PENNSYLVANIA COUNTY SHARE on page 44

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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

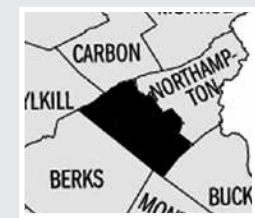
Continued from page 42



## LEBANON COUNTY (\$487.6 million) (Includes Lebanon)

• Population .....	26,581	• Female .....	50.4%
• # of Households .....	10,389	• White .....	49.2%
• Median Income .....	\$35,609	• Black .....	4.0%
• Under age 18 .....	25.0%	• Hispanic .....	44.1%
• Over age 65 .....	14.4%	• Asian .....	1.1%

1	The Giant Co.	3	\$97.10	19.91%
2	Walmart (SuperCenter)	2	\$91.30	18.72%
3	Weis Markets	3	\$68.34	14.02%
4	C&S Independents	6	\$54.21	11.12%
5	Redner's Markets	2	\$37.10	7.61%
6	CVS	5	\$23.80	4.88%
7	Turkey Hill	11	\$19.20	3.94%
8	Target	1	\$18.90	3.88%
9	Rite Aid	5	\$17.90	3.67%
10	ShopRite (Price Rite)	1	\$14.30	2.93%
11	Grocery Outlet	2	\$11.10	2.28%
12	Sheetz	2	\$9.10	1.87%
13	America's Food Basket	1	\$7.80	1.60%
14	Aldi	1	\$7.70	1.58%
15	Save A Lot	1	\$6.60	1.35%
16	Rutter's Farm Stores	2	\$4.80	0.98%
17	7-Eleven	1	\$2.60	0.53%
		<b>49</b>	<b>\$491.25</b>	<b>100.87%*</b>



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

• Population .....	376,317	• Female .....	50.7%
• # of Households .....	141,775	• White .....	60.4%
• Median Income .....	\$69,440	• Black .....	10.7%
• Under age 18 .....	22.7%	• Hispanic .....	28.0%
• Over age 65 .....	17.1%	• Asian .....	3.9%

1	The Giant Co.	7	\$388.40	25.23%
2	Weis Markets	8	\$267.09	17.35%
3	Wawa	12	\$110.11	7.15%
4	Walmart (SuperCenter)	2	\$91.10	5.92%
5	CVS	15	\$82.80	5.38%
6	Redner's Markets	3	\$79.40	5.16%
7	Wegmans	1	\$68.90	4.48%
8	Target	3	\$67.20	4.37%
9	Costco	1	\$45.30	2.94%
10	Sam's Club	1	\$43.60	2.83%
11	BJ's Wholesale Club	1	\$41.10	2.67%
12	Rite Aid	8	\$38.80	2.52%

13	Whole Foods	1	\$32.30	2.10%
14	Aldi	4	\$24.90	1.62%
15	7-Eleven	11	\$24.30	1.58%
16	Walgreens	4	\$23.90	1.55%
17	Krasdale	2	\$19.47	1.26%
18	ShopRite (Price Rite)	1	\$17.80	1.16%
19	C&S Independents	6	\$16.58	1.08%
20	The Fresh Market	1	\$13.50	0.88%
21	Grocery Outlet	2	\$13.50	0.88%
22	Turkey Hill	7	\$12.40	0.81%
23	Supremo	1	\$8.90	0.58%
24	Sheetz	1	\$4.20	0.27%
		<b>103</b>	<b>\$1,535.55</b>	<b>99.75%</b>



## LUZERNE COUNTY (\$998.9 million) (Includes Hazelton, Wilkes-Barre)

• Population .....	326,369	• Female .....	50.1%
• # of Households .....	131,556	• White .....	76.6%
• Median Income .....	\$56,334	• Black .....	7.5%
• Under age 18 .....	20.2%	• Hispanic .....	16.0%
• Over age 65 .....	19.9%	• Asian .....	1.5%

1	Weis Markets	7	\$176.16	17.64%
2	Walmart (SuperCenter)	3	\$134.50	13.46%
3	Northeast Grocery (Price Chopper)	3	\$81.90	8.20%
4	ShopRite (Fresh Grocer)	4	\$67.40	6.75%
5	CVS	15	\$65.60	6.57%
6	Rite Aid	13	\$63.70	6.38%
7	C&S Independents	11	\$59.70	5.98%
8	Wegmans	1	\$57.60	5.77%
9	Sam's Club	1	\$52.50	5.26%
10	The Giant Co.	1	\$47.10	4.72%
11	Turkey Hill	23	\$42.30	4.23%
12	Sheetz	6	\$27.30	2.73%
13	Aldi	3	\$24.90	2.49%
14	Redner's Markets	1	\$24.20	2.42%
15	Target	1	\$16.80	1.68%
16	Boyer's Markets	1	\$13.78	1.38%
17	Walgreens	2	\$13.70	1.37%
18	America's Food Basket (Ideal)	2	\$11.90	1.19%
19	Key Food	2	\$7.40	0.74%
20	7-Eleven	1	\$3.20	0.32%
21	IGA	1	\$3.19	0.32%
		<b>102</b>	<b>\$994.83</b>	<b>99.59%</b>

See PENNSYLVANIA COUNTY SHARE on page 46




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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 44



## LYCOMING COUNTY (\$459.8 million) (Includes Hughesville, Williamsport)

• Population .....	113,104	• Female .....	50.8%
• # of Households .....	45,504	• White .....	89.6%
• Median Income .....	\$58,177	• Black .....	5.1%
• Under age 18 .....	20.7%	• Hispanic .....	2.3%
• Over age 65 .....	20.1%	• Asian .....	0.8%

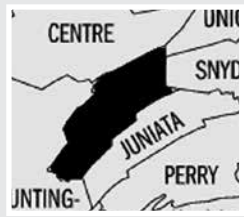
1	Weis Markets	6	\$174.50	37.95%
2	The Giant Co.	1	\$46.80	10.18%
3	Sam's Club	1	\$41.60	9.05%
4	Wegmans	1	\$40.10	8.72%
5	CVS	5	\$35.30	7.68%
6	Walmart	1	\$29.70	6.46%
7	Sheetz	5	\$23.90	5.20%
8	Target	1	\$20.90	4.55%
9	Rite Aid	4	\$11.90	2.59%
10	Turkey Hill	5	\$11.30	2.46%
11	Aldi	1	\$7.80	1.70%
12	Save A Lot	1	\$6.30	1.37%
13	Tri-State Co-Op	1	\$3.60	0.78%
14	C&S Independents	0	\$0.00	0.00%
		<b>33</b>	<b>\$453.70</b>	<b>98.67%</b>



## MONROE COUNTY (\$752.8 million) (Includes Stroudsburg)

• Population .....	167,198	• Female .....	49.9%
• # of Households .....	59,208	• White .....	62.6%
• Median Income .....	\$72,679	• Black .....	17.2%
• Under age 18 .....	19.5%	• Hispanic .....	18.3%
• Over age 65 .....	18.5%	• Asian .....	2.7%

1	ShopRite	3	\$170.60	22.66%
2	Weis Markets	5	\$132.79	17.64%
3	The Giant Co.	2	\$100.30	13.32%
4	Walmart (SuperCenter)	2	\$91.80	12.19%
5	CVS	11	\$55.20	7.33%
6	Wawa	6	\$39.32	5.22%
7	BJ's Wholesale Club	1	\$38.10	5.06%
8	Northeast Grocery (Price Chopper)	1	\$34.00	4.52%
9	Aldi	2	\$23.90	3.17%
10	Allegiance (Foodtown)	1	\$22.30	2.96%
11	Rite Aid	5	\$17.20	2.28%
12	Target	1	\$17.20	2.28%
13	Turkey Hill	3	\$7.70	1.02%
14	Sheetz	1	\$4.80	0.64%
15	Military Commissaries	1	\$2.10	0.28%
16	C&S Independents	1	\$1.44	0.19%
		<b>46</b>	<b>\$758.75</b>	<b>100.79%*</b>



## MIFFLIN COUNTY (\$151.1 million) (Includes Lewistown)

• Population .....	45,988	• Female .....	50.7%
• # of Households .....	18,641	• White .....	95.4%
• Median Income .....	\$54,738	• Black .....	1.0%
• Under age 18 .....	22.7%	• Hispanic .....	1.9%
• Over age 65 .....	21.8%	• Asian .....	0.6%

1	The Giant Co.	2	\$39.40	26.08%
2	Walmart (SuperCenter)	1	\$39.20	25.94%
3	Weis Markets	1	\$22.24	14.72%
4	Sheetz	3	\$17.00	11.25%
5	CVS	2	\$11.60	7.68%
6	Sharp Shopper	1	\$10.40	6.88%
7	Aldi	1	\$8.90	5.89%
		<b>11</b>	<b>\$148.74</b>	<b>98.44%</b>



## MONTGOMERY COUNTY (\$4.2 billion) (Includes Norristown, Pottstown)

• Population .....	864,683	• Female .....	51.0%
• # of Households .....	327,065	• White .....	74.0%
• Median Income .....	\$99,361	• Black .....	10.3%
• Under age 18 .....	21.4%	• Hispanic .....	5.8%
• Over age 65 .....	18.3%	• Asian .....	2.7%

1	The Giant Co.	23	\$1,083.50	25.64%
2	Wawa	54	\$419.47	9.93%
3	Walmart (SuperCenter)	8	\$279.80	6.62%
4	CVS	47	\$255.70	6.05%
5	Wegmans	3	\$238.60	5.65%
6	Target	8	\$212.60	5.03%
7	Albertsons (Acme)	7	\$204.50	4.84%
8	ShopRite (Fresh Grocer)	4	\$200.60	4.75%
9	Costco	3	\$148.60	3.52%
10	Whole Foods	4	\$142.40	3.37%
11	Redner's Markets	5	\$138.70	3.28%
12	Weis Markets	6	\$130.18	3.08%
13	BJ's Wholesale Club	3	\$115.40	2.73%
14	Aldi	12	\$111.60	2.64%

See PENNSYLVANIA COUNTY SHARE on page 48



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## PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 46

15	Rite Aid	23	\$94.20	2.23%
16	Walgreens	12	\$74.10	1.75%
17	7-Eleven	30	\$70.90	1.68%
18	Sam's Club	1	\$45.30	1.07%
19	Trader Joe's	2	\$44.10	1.04%
20	IGA	3	\$34.06	0.81%
21	McCaffrey's	1	\$31.50	0.75%
22	Lidl	4	\$23.60	0.56%
23	Sprouts	1	\$20.30	0.48%
24	Royal Farm Stores	5	\$16.20	0.38%
25	The Fresh Market	1	\$16.10	0.38%
26	MOM's Organic Market	1	\$15.90	0.38%
27	Grocery Outlet	2	\$15.20	0.36%
28	Save A Lot	2	\$11.60	0.27%
29	Turkey Hill	6	\$9.70	0.23%
30	Circle K	3	\$6.50	0.15%
31	C&S Independents	3	\$1.32	0.03%
		<b>287</b>	<b>\$4,212.23</b>	<b>99.68%</b>



### MONTOUR COUNTY (\$69.1 million) (Includes Danville)

• Population .....	18,091	• Female .....	50.8%
• # of Households .....	7,476	• White .....	89.9%
• Median Income .....	\$64,858	• Black .....	2.3%
• Under age 18 .....	20.5%	• Hispanic .....	2.9%
• Over age 65 .....	22.0%	• Asian .....	3.6%

1	Weis Markets	1	\$29.94	43.33%
2	The Giant Co.	1	\$28.20	40.81%
3	Sheetz	1	\$5.20	7.53%
4	CVS	1	\$5.10	7.38%
		<b>4</b>	<b>\$68.44</b>	<b>99.04%</b>



### NORTHAMPTON COUNTY (\$1.3 billion) (Includes Bethlehem)

• Population .....	318,526	• Female .....	50.4%
• # of Households .....	119,208	• White .....	73.7%
• Median Income .....	\$77,103	• Black .....	7.8%
• Under age 18 .....	19.6%	• Hispanic .....	15.3%
• Over age 65 .....	19.8%	• Asian .....	3.2%

1	The Giant Co.	8	\$402.60	31.94%
2	Wegmans	2	\$147.60	11.71%

See PENNSYLVANIA COUNTY SHARE on page 50



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### **North Carolina Office**

3404 W. Wendover Ave. Ste. D  
Greensboro, NC 27407-1524  
Phone: (336) 763-3868 • Fax: (336) 763-6769

# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 48

3	Weis Markets	4	\$103.24	8.19%
4	ShopRite (Price Rite/Fresh Grocer)	3	\$92.10	7.31%
5	CVS	17	\$89.20	7.08%
6	Walmart (SuperCenter)	2	\$69.10	5.48%
7	Wawa	8	\$67.74	5.37%
8	Redner's Markets	2	\$51.20	4.06%
9	Sam's Club	1	\$41.80	3.32%
10	Rite Aid	10	\$33.00	2.62%
11	Target	1	\$21.70	1.72%
12	Aldi	3	\$20.80	1.65%
13	Walgreens	3	\$20.80	1.65%
14	Krasdale	2	\$19.36	1.54%
15	Sheetz	3	\$15.80	1.25%
16	Turkey Hill	8	\$14.90	1.18%
17	C&S Independents	7	\$11.82	0.94%
18	7-Eleven	2	\$7.10	0.56%
19	Grocery Outlet	1	\$6.90	0.55%
20	Lidl	1	\$6.80	0.54%
21	America's Food Basket	1	\$6.00	0.48%
22	Key Food	1	\$4.50	0.36%
		<b>90</b>	<b>\$1,254.06</b>	<b>99.49%</b>



## NORTHUMBERLAND COUNTY (\$229.4 million) (Includes Sunbury)

- Population ..... 90,133
- # of Households ..... 37,369
- Median Income ..... \$51,005
- Under age 18 ..... 19.7%
- Over age 65 ..... 21.9%
- Female ..... 49.2%
- White ..... 91.0%
- Black ..... 3.3%
- Hispanic ..... 4.5%
- Asian ..... 0.5%

1	Weis Markets	4	\$87.29	38.05%
2	Walmart (SuperCenter)	1	\$46.80	20.40%
3	CVS	5	\$24.00	10.46%
4	Turkey Hill	10	\$23.10	10.07%
5	Boyer's Markets	2	\$20.80	9.07%
6	Aldi	1	\$10.00	4.36%
7	Sheetz	1	\$5.50	2.40%
8	Tri-State Co-Op	1	\$4.80	2.09%
9	Rite Aid	1	\$4.10	1.79%
10	C&S Independents	3	\$1.30	0.57%
		<b>29</b>	<b>\$227.69</b>	<b>99.25%</b>



## PERRY COUNTY \$143.8 million (Includes New Bloomfield)

- Population ..... 46,114
- # of Households ..... 17,823
- Median Income ..... \$72,922
- Under age 18 ..... 21.2%
- Over age 65 ..... 19.8%
- Female ..... 49.0%
- White ..... 94.6%
- Black ..... 1.4%
- Hispanic ..... 2.4%
- Asian ..... 0.5%

1	The Giant Co.	1	\$32.20	22.39%
2	Karns Prime & Fancy Foods	2	\$32.00	22.25%
3	C&S Independents	6	\$29.21	20.31%
4	Weis Markets	1	\$20.75	14.43%
5	Rite Aid	3	\$14.20	9.87%
6	Sheetz	2	\$11.60	8.07%
7	Rutter's Farm Stores	1	\$2.90	2.02%
		<b>16</b>	<b>\$142.86</b>	<b>99.35%</b>



## PHILADELPHIA CITY (\$4.1 billion)

- Population ..... 1,567,258
- # of Households ..... 646,608
- Median Income ..... \$52,649
- Under age 18 ..... 21.6%
- Over age 65 ..... 14.4%
- Female ..... 52.5%
- White ..... 33.7%
- Black ..... 43.6%
- Hispanic ..... 15.9%
- Asian ..... 8.0%

1	ShopRite (Fresh Grocer)	18	\$830.60	20.10%
2	Albertsons (Acme)	17	\$466.90	11.30%
3	CVS	57	\$348.70	8.44%
4	Rite Aid	70	\$302.50	7.32%
5	Wawa	42	\$277.79	6.72%
6	Target	11	\$259.60	6.28%
7	The Giant Co. (Heirloom Market)	8	\$218.30	5.28%
8	Walmart	5	\$163.90	3.97%
9	7-Eleven	53	\$125.20	3.03%
10	BJ's Wholesale Club	2	\$117.60	2.85%
11	Walgreens	13	\$114.40	2.77%
12	Save A Lot	14	\$111.40	2.70%
13	Whole Foods	2	\$111.30	2.69%
14	Aldi	12	\$109.40	2.65%
15	Trader Joe's	2	\$68.90	1.67%
16	IGA	3	\$59.28	1.43%
17	Sam's Club	1	\$56.90	1.38%
18	ASG (Juniata Supermarket)	2	\$56.83	1.38%
19	Fine Fare Supermarkets	3	\$51.40	1.24%
20	Tri-State Co-Op	3	\$47.00	1.14%
21	Grocery Outlet	5	\$35.60	0.86%
22	Sprouts	1	\$33.80	0.82%
23	C&S Independents	12	\$30.66	0.74%

See PENNSYLVANIA COUNTY SHARE on page 52

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President & COO  
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## PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

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24	Krasdale	13	\$27.65	0.67%
25	Lidl	2	\$20.10	0.49%
26	The Fresh Market	1	\$17.80	0.43%
27	MOM's Organic Market	1	\$16.10	0.39%
28	Supremo	2	\$13.80	0.33%
29	Royal Farm Stores	1	\$3.60	0.09%
30	Fas-Marts	1	\$1.90	0.05%
		<b>377</b>	<b>\$4,098.91</b>	<b>99.21%</b>



### PIKE COUNTY (\$198.2 million) (Includes Milford)

• Population .....	60,558	• Female .....	49.0%
• # of Households .....	23,351	• White .....	78.7%
• Median Income .....	\$71,360	• Black .....	6.9%
• Under age 18 .....	17.4%	• Hispanic .....	12.2%
• Over age 65 .....	23.5%	• Asian .....	1.7%

1	ShopRite	1	\$62.30	31.43%
2	Weis Markets	2	\$57.82	29.17%
3	Walmart (SuperCenter)	1	\$34.10	17.20%
4	Northeast Grocery Inc. (Price Chopper)	1	\$29.10	

14.68%

5	Turkey Hill	3	\$8.10	4.09%
6	Key Food	1	\$6.20	3.13%
7	Walgreens	1	\$5.50	2.77%
8	C&S Independents	2	\$2.06	1.04%
		<b>12</b>	<b>\$205.18</b>	<b>103.52%*</b>



### SCHUYLKILL COUNTY (\$456.1 million) (Includes Pottsville)

• Population .....	143,104	• Female .....	48.3%
• # of Households .....	56,763	• White .....	88.3%
• Median Income .....	\$57,785	• Black .....	4.2%
• Under age 18 .....	20.0%	• Hispanic .....	6.7%
• Over age 65 .....	20.7%	• Asian .....	0.6%

1	Boyer's Markets	9	\$90.74	19.89%
2	Walmart (SuperCenter)	2	\$89.80	19.69%
3	Redner's Markets	3	\$82.30	18.04%
4	The Giant Co.	1	\$49.00	10.74%
5	C&S Independents	11	\$39.90	8.75%
6	Weis Markets	1	\$31.20	6.84%

See PENNSYLVANIA COUNTY SHARE on page 54

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\*Source: IRI 52 week ending Jan 1, 2023



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# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 52

7	Rite Aid	8	\$26.80	5.88%
8	Turkey Hill	10	\$11.10	2.43%
9	CVS	2	\$10.60	2.32%
10	Aldi	1	\$9.20	2.02%
11	Sheetz	2	\$8.30	1.82%
12	7-Eleven	1	\$3.10	0.68%
		<b>51</b>	<b>\$452.04</b>	<b>99.11%</b>



## SNYDER COUNTY \$165.8 million (Includes Middleburg)

• Population .....	39,652	• Female .....	50.1%
• # of Households .....	14,373	• White .....	94.6%
• Median Income .....	\$62,951	• Black .....	1.6%
• Under age 18 .....	20.6%	• Hispanic .....	2.5%
• Over age 65 .....	19.8%	• Asian .....	0.7%

1	The Giant Co.	1	\$36.20	21.83%
2	Weis Markets	1	\$35.06	21.15%
3	Walmart (SuperCenter)	1	\$29.30	17.67%
4	Target	1	\$21.10	12.73%
5	C&S Independents	2	\$14.10	8.50%
6	Aldi	1	\$10.90	6.57%
7	CVS	2	\$9.60	5.79%
8	Sheetz	1	\$4.30	2.59%
9	Turkey Hill	1	\$2.80	1.69%
		<b>11</b>	<b>\$163.36</b>	<b>98.53%</b>



## SULLIVAN COUNTY (\$5.4 million) (Includes Laporte)

• Population .....	5,855	• Female .....	47.8%
• # of Households .....	2,398	• White .....	92.6%
• Median Income .....	\$54,074	• Black .....	3.3%
• Under age 18 .....	10.3%	• Hispanic .....	2.2%
• Over age 65 .....	29.6%	• Asian .....	0.5%

Multi-store retailers do not operate in this county.



## SUSQUEHANNA COUNTY (\$39.7 million) (Includes Montrose)

• Population .....	38,074	• Female .....	49.4%
• # of Households .....	15,430	• White .....	95.7%
• Median Income .....	\$59,391	• Black .....	0.8%
• Under age 18 .....	18.8%	• Hispanic .....	2.0%
• Over age 65 .....	24.6%	• Asian .....	0.4%

1	Northeast Grocery Inc. (Price Chopper)	1	\$23.20	58.44%
2	CVS	1	\$4.90	12.34%
3	Rite Aid	1	\$3.90	9.82%
4	IGA	1	\$3.74	9.42%

5	Turkey Hill	1	\$2.90	7.30%
		<b>5</b>	<b>\$38.64</b>	<b>97.33%</b>



## UNION COUNTY (\$125.7 million) (Includes Lewisburg)

• Population .....	42,744	• Female .....	45.5%
• # of Households .....	13,880	• White .....	84.1%
• Median Income .....	\$61,807	• Black .....	7.5%
• Under age 18 .....	17.7%	• Hispanic .....	6.3%
• Over age 65 .....	18.7%	• Asian .....	1.6%

1	Weis Markets	2	\$48.76	38.79%
2	Walmart (SuperCenter)	1	\$45.20	35.96%
3	CVS	2	\$11.00	8.75%
4	Sheetz	2	\$8.90	7.08%
5	Aldi	1	\$8.10	6.44%
		<b>8</b>	<b>\$121.96</b>	<b>97.02%</b>



## WAYNE COUNTY (\$167.4 million) (Includes Mawley, Honesdale)

• Population .....	51,173	• Female .....	46.6%
• # of Households .....	19,379	• White .....	89.3%
• Median Income .....	\$56,744	• Black .....	3.7%
• Under age 18 .....	16.2%	• Hispanic .....	5.2%
• Over age 65 .....	24.8%	• Asian .....	0.8%

1	Weis Markets	2	\$66.72	39.86%
2	Walmart (SuperCenter)	1	\$45.90	27.42%
3	CVS	3	\$18.90	11.29%
4	IGA	1	\$15.34	9.16%
5	Rite Aid	2	\$8.20	4.90%
6	Walgreens	1	\$4.90	2.93%
7	Tri-State Co-Op	1	\$3.10	1.85%
8	C&S Independents	3	\$2.99	1.79%
9	Turkey Hill	1	\$2.90	1.73%
		<b>15</b>	<b>\$168.95</b>	<b>100.93%*</b>



## WYOMING COUNTY (\$79.1 million) (Includes Tunkhannock)

• Population .....	26,014	• Female .....	49.6%
• # of Households .....	10,600	• White .....	94.7%
• Median Income .....	\$62,795	• Black .....	1.2%
• Under age 18 .....	19.4%	• Hispanic .....	2.3%
• Over age 65 .....	22.4%	• Asian .....	0.5%


1	Walmart (SuperCenter)	1	\$36.80	46.52%
2	Weis Markets	1	\$19.39	24.51%
3	Aldi	1	\$7.60	9.61%
4	CVS	1	\$5.60	7.08%
5	Rite Aid	1	\$4.90	6.19%

See PENNSYLVANIA COUNTY SHARE on page 55

# PENNSYLVANIA COUNTY SHARE OF MARKET: 2023

Continued from page 54

6	C&S Independents	2	\$2.02	2.55%
		<b>7</b>	<b>\$76.31</b>	<b>96.47%</b>



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

- Population ..... 461,058
- # of Households ..... 176,428
- Median Income ..... \$72,543
- Under age 18 ..... 21.9%
- Over age 65 ..... 18.3%
- Female ..... 50.2%
- White ..... 81.4%
- Black ..... 7.5%
- Hispanic ..... 8.9%
- Asian ..... 1.6%

1	The Giant Co.	10	\$570.00	32.91%
2	Walmart (SuperCenter)	6	\$229.40	13.25%
3	Weis Markets	8	\$224.99	12.99%
4	Sam's Club	2	\$105.10	6.07%
5	Rutter's Farm Stores	43	\$79.60	4.60%
6	Target	3	\$62.10	3.59%
7	CVS	12	\$61.10	3.53%
8	Rite Aid	16	\$47.10	2.72%
9	Sheetz	13	\$47.00	2.71%
10	Family Owned Markets	3	\$37.55	2.17%
11	C&S Independents	5	\$34.17	1.97%

12	Aldi	3	\$27.20	1.57%
13	Turkey Hill	17	\$26.10	1.51%
14	Royal Farm Stores	8	\$22.40	1.29%
15	BJ's Wholesale Club	1	\$22.30	1.29%
16	Grocery Outlet	3	\$22.20	1.28%
17	Karns Prime & Fancy Foods	1	\$20.00	1.15%
18	Walgreens	3	\$17.50	1.01%
19	ShopRite (Price Rite)	1	\$14.80	0.85%
20	Great Valu	1	\$13.60	0.79%
21	7-Eleven	4	\$13.40	0.77%
22	IGA	1	\$11.50	0.66%
23	Lidl	1	\$7.10	0.41%
24	Food Lion	1	\$5.20	0.30%
25	Save A Lot	1	\$4.40	0.25%
26	High's/Baltimore	1	\$3.30	0.19%
27	ASG Stores	1	\$1.63	0.09%
		<b>169</b>	<b>\$1,730.74</b>	<b>99.94%</b>

( ) 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 2023

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# IN REVIEW: THE GIANT COMPANY

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
PA	Adams	1	\$65.70	\$219.60	29.92%	1	\$62.03	28.84%
PA	Berks	6	\$327.20	\$1,616.80	20.24%	6	\$310.53	20.53%
PA	Bucks	21	\$955.20	\$3,115.70	30.66%	20	\$875.81	29.58%
PA	Carbon	1	\$49.30	\$186.70	26.41%	1	\$47.91	25.58%
PA	Chester	12	\$605.40	\$2,103.40	28.78%	12	\$577.42	28.88%
PA	Columbia	2	\$89.90	\$261.70	34.35%	2	\$84.92	33.35%
PA	Cumberland	10	\$493.60	\$1,252.70	39.40%	10	\$472.87	39.19%
PA	Dauphin	9	\$471.50	\$1,104.00	42.71%	9	\$454.73	42.61%
PA	Delaware	10	\$481.30	\$2,647.10	18.18%	10	\$458.65	19.65%
PA	Franklin (Martin's)	4	\$163.80	\$480.20	34.11%	4	\$156.58	34.35%
PA	Lackawanna	2	\$77.90	\$783.80	9.94%	2	\$74.14	9.76%
PA	Lancaster	14	\$518.90	\$1,889.90	27.46%	14	\$494.13	26.67%
PA	Lebanon	3	\$97.10	\$487.60	19.91%	3	\$93.96	21.41%
PA	Lehigh	7	\$388.40	\$1,539.40	25.23%	7	\$369.33	25.27%
PA	Luzerne	1	\$47.10	\$998.90	4.72%	1	\$46.91	4.47%
PA	Lycoming	1	\$46.80	\$459.80	10.18%	1	\$44.66	10.11%
PA	Mifflin	2	\$39.40	\$151.10	26.08%	2	\$37.20	26.05%
PA	Monroe	2	\$100.30	\$752.80	13.32%	2	\$95.10	13.08%
PA	Montgomery	23	\$1,083.50	\$4,225.60	25.64%	23	\$1,030.69	25.53%
PA	Montour	1	\$28.20	\$69.10	40.81%	1	\$26.95	38.56%
PA	Northampton	8	\$402.60	\$1,260.50	31.94%	8	\$383.67	31.72%
PA	Perry	1	\$32.20	\$143.80	22.39%	1	\$30.44	26.45%
PA	Philadelphia (Heirloom Market)	8	\$218.30	\$4,131.50	5.28%	7	\$169.14	4.59%
PA	Schuylkill	1	\$49.00	\$456.10	10.74%	1	\$46.70	10.67%
PA	Snyder	1	\$36.20	\$165.80	21.83%	1	\$34.83	23.28%
PA	York	10	\$570.60	\$1,731.80	32.95%	10	\$545.24	33.19%

**PA Recap: 161 stores with sales of \$7.44 billion. Total retail food sales for PA in the study: \$33.08 billion. The Giant Co. share of PA is 22.49%.**

**Mid-Atlantic Recap: 161 stores with sales of \$7.44 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**The Giant Co. Per Store Average: \$46.21 million** ( ) Indicates another banner used by the company.

Source: Food Trade News, June 2023

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# TAKING STOCK

from page 18

comparable store revenue gains were in line with other merchants in the 70-county region. Last month, the large operating unit saw a leadership change at the top - popular and talented president Jim Perkins was moved to corporate headquarters in Boise, ID to lead a potential new company (SpinCo) that would encompass stores not sold after divestiture and veteran executive Tom Lofland, who headed Safeway-Eastern for more than two years, was named to replace Perkins. Don't expect many (or any) store divestitures in PA, DE, NJ, NY or CT as a result of the Kroger-Albertsons merger agreement, which is still a "toss up" to gain FTC approval. However, if the deal is consummated, Kroger's pledge to invest more than \$1 billion into Albertsons stores would be heartily welcomed.

**Weis Markets** - Steady as she blows, the Sunbury, PA-based regional chain continued to produce very good ID sales and maintain leadership in its core Northeast PA market while also solidifying its second place standing in Central PA and in the Lehigh Valley. In 2023, Weis will spend a record \$160 million in capital investment which includes plans to open five new stores (all in Maryland and Delaware) and remodel several others. Other subtle but important changes included deploying C&S Wholesale to aid with supply as steady growth over the past five years created a need for more warehouse space. Weis also remains one of the few regional retailers that doesn't feel threatened to sell because of increasing competition and/or family succession issues.

**Wawa** - One of the best performers in the entire retail market study. Not only were comp store sales excellent, but the perennial c-store leader also opened 20 new units including its 1,000th store in Oaklyn, NJ in April. The Wawa, PA-based merchant also announced it will be expanding into new states - Alabama, Georgia, Indiana, Kentucky, North Carolina, Ohio and Tennessee - over the next few years. No retailer suffered more than Wawa during the pandemic and no retailer has rebounded as strongly since.

**Wegmans** - After struggling through the early part of COVID when many service departments had to be closed or modified, the Rochester, NY uber-retailer has hit its stride once again. Comp store sales were very strong and the high-volume regional chain's share was bolstered by the opening of its first store in Delaware (in the Greenville section of Wilmington). Over the next three years, the expansion pipeline will produce openings in Manhattan (later this year); Lake Grove, NY (its first Long Island store); Norwalk, CT (its first store in the Nutmeg State); and in Lower Makefield Twp., PA. One of Wegmans' hidden strengths is that, despite the labor issues that impact all food retailers, the family-owned retailer has done an excellent job of executing and maintaining a high level of customer service at store level.

**New York Metro Independents (Allegiance Retail Services, Associated Stores Group, Key Food, Krasdale)** - There's been a change at the top of the leaderboard among retailers that do business in the five boroughs of New York City. Independent grocers under the Key Food (and related) banners have displaced Krasdale as the leading merchant in the nearly \$20 billion marketing area (however in the broader view, encompassing the entire \$73 billion 26-county New York Metro market, Krasdale's annual sales still outpace Key's). In fact, fueled by even higher than median inflation nationally, virtually all independent retailers in the Bronx, Brooklyn, Manhattan, Queens and Staten Island experienced strong ID sales. However, that was partially offset by the level of external shrink that made NYC the worst marketing area in the country for theft. As a group, the retailers serviced by wholesalers Krasdale and General Trading and service organizations Key Food, Associated Supermarket Group (ASG) and Allegiance now account for more than 50 percent of supermarket sales in NYC. For the new market leader Key Food, market share growth came from strong comp sales from its independent members and the addition of eight new stores in the five boroughs. Among supermarkets, Key now commands 17 percent of the five-borough business. Krasdale's drop to number two came primarily from the loss of 34 independent stores in NYC. The White Plains, NY-based distributor, which has been owned by the Krasne family since 1908, now services 286 independent merchants in the five boroughs, many of which trade under the names C-Town, Bravo, AIM, Market Fresh,

TAKING STOCK continues on page 74

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# IN REVIEW: WHOLE FOODS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	5	\$203.40	\$3,857.80	5.27%	5	\$193.70	5.24%
CT	New Haven	1	\$32.10	\$3,533.50	0.91%	1	\$30.60	0.90%
<b>CT Recap: 6 stores with sales of \$235.5 million. Total retail food sales for CT in the study: \$8.16 billion. Whole Foods share of CT is 2.89%.</b>								
NJ	Bergen (Amazon Fresh)	5	\$166.20	\$3,612.30	4.60%	4	\$148.20	4.34%
NJ	Burlington	1	\$42.10	\$1,935.90	2.17%	1	\$39.90	2.18%
NJ	Camden	1	\$32.20	\$1,882.50	1.71%	1	\$30.90	1.69%
NJ	Essex	3	\$88.60	\$2,302.40	3.85%	3	\$83.50	3.88%
NJ	Hudson	1	\$46.30	\$1,755.60	2.64%	1	\$43.90	2.71%
NJ	Mercer	1	\$48.90	\$1,376.80	3.55%	1	\$45.90	3.36%
NJ	Middlesex	1	\$36.50	\$2,768.00	1.32%	1	\$34.80	1.39%
NJ	Monmouth	3	\$97.10	\$2,755.80	3.52%	3	\$91.20	3.51%
NJ	Morris	3	\$109.40	\$2,248.90	4.86%	3	\$101.10	4.75%
NJ	Passaic	1	\$36.50	\$1,474.70	2.48%	1	\$34.80	2.60%
NJ	Somerset	1	\$34.80	\$1,336.50	2.60%	1	\$33.70	2.67%
NJ	Union	2	\$64.00	\$2,066.90	3.10%	2	\$61.20	3.13%
<b>NJ Recap: 23 stores with sales of \$802.6 million. Total retail food sales for NJ in the study: \$32.77 billion. Whole Foods share of NJ is 2.45%.</b>								
NY	Brooklyn	3	\$140.40	\$5,406.20	2.60%	3	\$131.70	2.56%
NY	Manhattan (Amazon Go)	20	\$783.60	\$6,014.30	13.03%	19	\$735.60	12.98%
NY	Nassau (Amazon Fresh)	5	\$208.30	\$5,855.90	3.56%	4	\$158.70	2.91%
NY	Suffolk	2	\$86.10	\$6,393.70	1.35%	2	\$82.30	1.38%
NY	Westchester	4	\$193.70	\$3,882.40	4.99%	4	\$181.40	5.01%
<b>NY Recap: 34 stores with sales of \$1.41 billion. Total retail food sales for NY in the study: \$42.15 billion. Whole Foods share of NY is 3.35%.</b>								
PA	Bucks (Amazon Fresh)	1	\$9.80	\$3,115.70	0.31%	1	\$9.40	0.32%
PA	Chester	1	\$32.20	\$2,103.40	1.53%	1	\$30.70	1.54%
PA	Delaware (Amazon Fresh)	4	\$127.10	\$2,647.10	4.80%	3	\$109.20	4.68%
PA	Lancaster	1	\$39.10	\$1,889.90	2.07%	1	\$37.30	2.01%
PA	Lehigh	1	\$32.30	\$1,539.40	2.10%	1	\$30.90	2.11%
PA	Montgomery	4	\$142.40	\$4,225.60	3.37%	4	\$133.90	3.32%
PA	Philadelphia	2	\$111.30	\$4,131.50	2.69%	2	\$102.70	2.79%

**PA Recap: 14 stores with sales of \$494.2 million. Total retail food sales for PA in the study: \$33.08 billion. Whole Foods share of PA is 1.49%.**

**Mid-Atlantic Recap: 77 stores with sales of \$2.94 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**Whole Foods Per Store Average: \$38.24 million** ( ) Indicates another banner used by the company.

Source: Food Trade News, June 2023



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# TRADE CALENDAR

## July 10

Key Food will host its annual golf outing to benefit the Morris Levine Key Food Stores Foundation at Pine Hollow Country Club in East Norwich, NY, Mill River Club in Oyster Bay, NY and Muttowtown Club in East Norwich, NY. For more information, contact Allison Rubino at arubino@keyfoods.com.

## July 10-11

Weis Markets will hold its annual golf outing at several area courses near the company's Sunbury, PA headquarters.

## July 16-17

Ahold Delhaize USA's annual charity golf outing will be held in Hershey, PA.

## July 17

Krasdale will host its annual golf outing at Lake Success golf club in Lake Success, Long Island. For more information contact Bridget Maloney at 914.697.5393 or bridgetm@alpha1marketing.com.

## July 24

The New Jersey Food Council

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

## July 25

The National Supermarket Association CARES scholarship award ceremony will be held at Terrace on the Park in Flushing, NY. For more information, call 718.747.2859 or email Denise.Diaz@nsaglobal.org.

## August 3 - NEW DATE

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

## August 7

CIFI will host its annual golf outing at The Engineers Club in Roslyn Harbor, Long Island. For more information contact Jim Gorman at [jgorman@caferolie.com](mailto:jgorman@caferolie.com).

## August 8-9

Bozzuto's will host its two-day 2023 Merchandising Marketplace at Foxwoods Resort in Mashantucket, CT. To register, go to [\[show.bozzutos.info\]\(http://show.bozzutos.info\). For additional information, contact Don Anthony at 203.250.5651 or \[danthony@bozzutos.com\]\(mailto:danthony@bozzutos.com\).](http://food-</a></p></div><div data-bbox=)

## August 8-9

C&S will hold its Robesonia division selling show at the Lancaster Marriott at Penn Square.

## August 8-9

UNFI will hold its 2023 conventional winter show at the Minneapolis Convention Center. For more information, go to [www.unfi.com/shows-events](http://www.unfi.com/shows-events).

## August 8-10

FMI Fresh Forward – Envisioning Tomorrow's Fresh Foods at Retail – will be held in Denver. This is currently a "save-the-date" event, but you can find more information at [www.fmi.org](http://www.fmi.org).

## August 15-16

C&S will hold its East Coast/Davidson division selling show at Mohegan Sun.

## August 16

The Food Industry Alliance will host its first Upstate golf event at Edison Golf Club in Rexford, NY beginning with registration at 10:00 a.m. followed by a shotgun start at 11:30 a.m. For more information, contact Laura Mastrianni at [laura@fiany.com](mailto:laura@fiany.com).

## August 23

UNFI will hold its 2023 fresh specialty show at Fort Mason Festival Pavilion in San Francisco. For more information, go to [www.unfi.com/shows-events](http://www.unfi.com/shows-events).

## August 28

The National Supermarket Association Golf Classic will be held at North Hills Country Club in Manhasset, NY. For more information, call 718.747.2859 or email Denise.Diaz@nsaglobal.org.

## August 30

NSA's Florida Chapter will hold its DSD Trade Show at Seminole Hard Rock Casino, Hollywood, FL. For information contact Daniela Roman at 305.340.1094 or [nsa-florida@nsaflorida.org](mailto:nsa-florida@nsaflorida.org).

## September 7

The Marcum NYC Food & Beverage Summit will be held at the Convene in New York City. For more information, contact Flo Federman at 631.414.4299 or [flo.federman@marcumllp.com](mailto:federman@marcumllp.com).

## September 13

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

## September 19

Eastern Produce Council's fall dinner, sponsored by the Idaho Potato Commission and Zespri, will be held at Met Life Stadium in East Rutherford, NJ. For more information, go to [www.eastern-producecouncil.com](http://www.eastern-producecouncil.com).

## September 20-23

Expo East will be held at the Pennsylvania Convention Center in Philadelphia. For more information, go to [www.expoeast.com/en/exhibitor-resources/exhibit-2023](http://www.expoeast.com/en/exhibitor-resources/exhibit-2023).

See **TRADE CALENDAR** on page 155

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## IN REVIEW: WEIS MARKETS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
NJ	Morris	3	\$35.35	\$2,248.90	1.57%	3	\$33.67	1.58%
NJ	Somerset	1	\$19.91	\$1,336.50	1.49%	1	\$19.61	1.56%
NJ	Sussex	2	\$46.25	\$585.60	7.90%	2	\$45.04	7.18%
NJ	Warren	1	\$21.63	\$499.70	4.33%	1	\$20.27	4.40%

**NJ Recap: 7 stores with sales of \$123.14 million. Total retail food sales for NJ in the study: \$32.77 billion. Weis Markets share of NJ is 0.38%.**

PA	Adams	2	\$40.82	\$219.60	18.59%	2	\$43.16	20.07%
PA	Berks	6	\$140.29	\$1,616.80	8.68%	6	\$145.69	9.63%
PA	Bucks	3	\$60.22	\$3,115.70	1.93%	3	\$70.60	2.38%
PA	Columbia	3	\$56.35	\$261.70	21.53%	3	\$56.73	22.28%
PA	Cumberland	5	\$106.46	\$1,252.70	8.50%	5	\$109.96	9.11%
PA	Dauphin	4	\$71.33	\$1,104.00	6.46%	4	\$71.75	6.72%
PA	Franklin	2	\$38.24	\$480.20	7.96%	2	\$36.22	7.94%
PA	Lackawanna	3	\$84.09	\$783.80	10.73%	3	\$78.90	10.38%
PA	Lancaster	13	\$315.94	\$1,889.90	16.72%	13	\$308.27	16.64%
PA	Lebanon	3	\$68.34	\$487.60	14.02%	3	\$65.55	14.94%
PA	Lehigh	8	\$267.09	\$1,539.40	17.35%	8	\$270.39	18.50%
PA	Luzerne	7	\$176.16	\$998.90	17.64%	7	\$165.62	15.80%
PA	Lycoming	6	\$174.50	\$459.80	37.95%	6	\$166.39	37.67%
PA	Mifflin	1	\$22.24	\$151.10	14.72%	1	\$20.52	14.37%
PA	Monroe	5	\$132.79	\$752.80	17.64%	5	\$134.22	18.47%
PA	Montgomery	6	\$130.18	\$4,225.60	3.08%	6	\$134.56	3.33%
PA	Montour	1	\$29.94	\$69.10	43.33%	1	\$32.86	47.01%
PA	Northampton	4	\$103.24	\$1,260.50	8.19%	4	\$101.63	8.40%
PA	Northumberland	4	\$87.29	\$229.40	38.05%	4	\$88.11	38.80%
PA	Perry	1	\$20.75	\$143.80	14.43%	1	\$19.46	16.91%
PA	Pike	2	\$57.82	\$198.20	29.17%	2	\$53.69	27.28%
PA	Schuylkill	1	\$31.20	\$456.10	6.84%	1	\$29.21	6.67%
PA	Snyder	1	\$35.06	\$165.80	21.15%	1	\$37.14	24.83%
PA	Union	2	\$48.76	\$125.70	38.79%	2	\$49.41	42.71%
PA	Wayne	2	\$66.72	\$167.40	39.86%	2	\$61.86	36.39%
PA	Wyoming	1	\$19.39	\$79.10	24.51%	1	\$18.53	25.81%
PA	York	8	\$224.99	\$1,731.80	12.99%	8	\$218.54	13.30%

**PA Recap: 104 stores with sales of \$2.61 billion. Total retail food sales for PA in the study: \$33.08 billion. Weis Markets share of PA is 7.89%.**

**Mid-Atlantic Recap: 111 stores with sales of \$2.73 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Weis Markets Per Store Average: \$24.62 million**

Source: *Food Trade News*, June 2023



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# IN REVIEW: ALBERTSONS MID-ATLANTIC

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield (Acme/Balducci's/Kings)	7	\$132.80	\$3,857.80	3.44%	7	\$127.60	3.45%

**CT Recap: 7 stores with sales of \$132.8 million. Total retail food sales for CT in the study: \$8.16 billion. Albertsons share of CT is 1.63%.**

DE	New Castle (Acme/Safeway)	14	\$413.90	\$2,234.10	18.53%	14	\$413.40	19.82%
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**DE Recap: 14 stores with sales of \$413.9 million. Total retail food sales for DE in the study: \$2.23 billion. Albertsons share of DE is 18.53%.**

NJ	Atlantic (Acme)	4	\$112.10	\$1,004.10	11.16%	4	\$110.90	11.85%
NJ	Bergen (Acme)	9	\$289.80	\$3,612.30	8.02%	9	\$275.30	8.07%
NJ	Burlington (Acme)	7	\$165.90	\$1,935.90	8.57%	7	\$163.40	8.91%
NJ	Camden (Acme)	6	\$150.90	\$1,882.50	8.02%	6	\$146.80	8.05%
NJ	Cape May (Acme)	10	\$234.80	\$582.20	40.33%	10	\$232.40	41.72%
NJ	Cumberland (Acme)	1	\$26.70	\$650.80	4.10%	1	\$25.40	4.20%
NJ	Essex (Acme)	5	\$141.60	\$2,302.40	6.15%	5	\$138.20	6.42%
NJ	Gloucester (Acme)	4	\$114.10	\$1,163.40	9.81%	4	\$110.40	9.94%
NJ	Hudson (Acme)	5	\$123.40	\$1,755.60	7.03%	5	\$119.10	7.36%
NJ	Hunterdon (Kings)	1	\$15.20	\$469.70	3.24%	1	\$14.90	3.34%
NJ	Mercer (Acme)	2	\$57.80	\$1,376.80	4.20%	2	\$55.20	4.04%
NJ	Middlesex (Acme)	3	\$60.10	\$2,768.00	2.17%	3	\$55.00	2.20%
NJ	Monmouth (Acme)	5	\$129.60	\$2,755.80	4.70%	5	\$124.90	4.81%
NJ	Morris (Acme/Kings)	10	\$221.60	\$2,248.90	9.85%	10	\$213.40	10.02%
NJ	Ocean (Acme)	5	\$126.50	\$2,132.80	5.93%	5	\$121.30	5.80%
NJ	Salem (Acme)	2	\$72.10	\$168.10	42.89%	2	\$70.20	42.94%
NJ	Somerset (Acme)	2	\$43.40	\$1,336.50	3.25%	2	\$41.80	3.32%
NJ	Sussex (Acme)	2	\$56.70	\$585.60	9.68%	2	\$54.20	8.64%
NJ	Union (Acme/Kings)	5	\$168.40	\$2,066.90	8.15%	5	\$161.70	8.28%
NJ	Warren (Acme)	1	\$26.10	\$499.70	5.22%	1	\$25.20	5.48%

**NJ Recap: 89 stores with sales of \$2.34 billion. Total retail food sales for NJ in the study: \$32.77 billion. Albertsons share of NJ is 7.13%.**

NY	Dutchess (Acme)	2	\$48.20	\$1,109.60	4.34%	2	\$45.60	4.34%
NY	Nassau (Kings)	1	\$14.10	\$5,855.90	0.24%	1	\$14.10	0.26%
NY	Putnam (Acme)	3	\$64.10	\$292.20	21.94%	3	\$60.50	25.12%
NY	Westchester (Acme/Balducci's)	13	\$284.60	\$3,882.40	7.33%	13	\$272.20	7.52%

**NY Recap: 19 stores with sales of \$411.0 million. Total retail food sales for NY in the study: \$42.15 billion. Albertsons share of NY is 0.98%.**

PA	Bucks (Acme)	7	\$252.20	\$3,115.70	8.09%	7	\$249.60	8.43%
PA	Chester (Acme)	7	\$215.40	\$2,103.40	10.24%	7	\$211.60	10.58%
PA	Delaware (Acme)	12	\$396.50	\$2,647.10	14.98%	12	\$389.20	16.67%
PA	Montgomery (Acme)	7	\$204.50	\$4,225.60	4.84%	7	\$197.30	4.89%
PA	Philadelphia (Acme)	17	\$466.90	\$4,131.50	11.30%	17	\$462.80	12.56%

**PA Recap: 50 stores with sales of \$1.54 billion. Total retail food sales for PA in the study: \$33.08 billion. Albertsons share of PA is 4.64%.**

**Mid-Atlantic Recap: 179 stores with sales of \$4.83 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Albertsons Per Store Average: \$26.98 million** ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2023

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# IN REVIEW: SHOPRITE

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	13	\$684.10	\$3,857.80	17.73%	13	\$652.50	17.66%
CT	Litchfield (Price Rite)	1	\$16.00	\$769.40	2.08%	1	\$15.40	2.08%
CT	New Haven (PR/Garafalo/Grade A/Tomaquindicz)	8	\$435.60	\$3,533.50	12.33%	9	\$448.70	13.15%
<b>CT Recap: 22 stores with sales of \$1.14 billion. Total retail food sales for CT in the study: \$8.16 billion. ShopRite share of CT is 13.92%.</b>								
DE	New Castle (Kenny)	6	\$342.40	\$2,234.10	15.33%	6	\$326.20	15.64%
<b>DE Recap: 6 stores with sales of \$342.4 million. Total retail food sales for DE in the study: \$2.23 billion. ShopRite share of DE is 15.64%.</b>								
NJ	Atlantic (Village)	5	\$361.50	\$1,004.10	36.00%	5	\$341.20	36.45%
NJ	Bergen (Price Rite/Clare/Glass/Inserra/Maniaci)	18	\$1,330.40	\$3,612.30	36.83%	18	\$1,278.20	37.47%
NJ	Burlington (FG/Eickhoff-HFF/Maniaci/Ravitz/Saker/Somerset)	10	\$573.40	\$1,935.90	29.62%	10	\$545.30	29.74%
NJ	Camden (Brown/Ravitz/Zallie)	8	\$452.60	\$1,882.50	24.04%	8	\$430.70	23.61%
NJ	Cape May (Village)	2	\$103.20	\$582.20	17.73%	2	\$98.20	17.63%
NJ	Cumberland (Bottino/Village)	4	\$224.40	\$650.80	34.48%	4	\$206.80	34.22%
NJ	Essex (FG/Drulan/Infusino/LoCurcio/Maniaci/Sunrise/Village)	10	\$886.70	\$2,302.40	38.51%	10	\$842.60	39.15%
NJ	Gloucester (Ammons/Bottino/Zallie)	6	\$369.80	\$1,163.40	31.79%	6	\$351.70	31.65%
NJ	Hudson (Inserra/LoCurcio)	5	\$458.90	\$1,755.60	26.14%	5	\$436.90	27.00%
NJ	Hunterdon (Colalillo)	2	\$162.10	\$469.70	34.51%	2	\$153.50	34.39%
NJ	Mercer (Saker)	6	\$423.70	\$1,376.80	30.77%	6	\$401.20	29.33%
NJ	Middlesex (FG/SRS/Glass/Maniaci/Saker/Sitar/Village)	13	\$914.40	\$2,768.00	33.03%	13	\$869.20	34.69%
NJ	Monmouth (Dearborn Market/Saker)	12	\$792.30	\$2,755.80	28.75%	12	\$754.30	29.03%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	\$712.80	\$2,248.90	31.70%	11	\$681.60	32.02%
NJ	Ocean (Saker)	9	\$640.60	\$2,132.80	30.04%	9	\$611.50	29.26%
NJ	Passaic (FG/PR/Cuellar/Infusino/Inserra/Maniaci)	7	\$471.60	\$1,474.70	31.98%	7	\$449.60	33.60%
NJ	Somerset (Saker/Village)	7	\$521.30	\$1,336.50	39.00%	7	\$496.80	39.43%
NJ	Sussex (Ronetco)	4	\$304.90	\$585.60	52.07%	4	\$289.60	46.17%
NJ	Union (SRS/AJS/Glass/Village)	8	\$696.70	\$2,066.90	33.71%	8	\$664.50	34.01%
NJ	Warren Colalillo/Ronetco/Village)	4	\$212.50	\$499.70	42.53%	4	\$203.50	44.22%
<b>NJ Recap: 151 stores with sales of \$10.61 billion. Total retail food sales for NJ in the study: \$32.77 billion. ShopRite share of NJ is 32.39%.</b>								
NY	Bronx (Village)	1	\$49.20	\$3,440.60	1.43%	1	\$46.90	1.49%
NY	Brooklyn (Glass)	2	\$167.30	\$5,406.20	3.09%	2	\$158.10	3.07%
NY	Dutchess (SRS)	4	\$229.10	\$1,109.60	20.65%	4	\$217.50	20.69%
NY	Manhattan (Fairway/Gourmet Garage/Village)	8	\$253.30	\$6,014.30	4.21%	7	\$230.70	4.07%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	\$492.10	\$5,855.90	8.40%	6	\$468.20	8.57%
NY	Orange (SRS)	5	\$300.60	\$1,348.50	22.29%	5	\$285.40	21.35%
NY	Putnam (SRS)	1	\$54.30	\$292.20	18.58%	1	\$52.70	21.89%
NY	Queens (SRS)	1	\$58.70	\$5,644.20	1.04%	1	\$55.80	1.03%
NY	Rockland (Glass/Inserra)	5	\$404.30	\$1,090.20	37.08%	5	\$385.70	38.35%
NY	Staten Island (Mannix)	3	\$372.40	\$1,671.40	22.28%	3	\$356.90	22.42%
NY	Suffolk (Buonadonna/Gallagher/Greenfield/Janson/Thompson)	11	\$649.30	\$6,393.70	10.16%	10	\$574.80	9.64%
NY	Westchester (SRS/Fairway/Village)	11	\$698.50	\$3,882.40	17.99%	10	\$638.50	17.64%
<b>NY Recap: 58 stores with sales of \$3.73 billion. Total retail food sales for NY in the study: \$42.15 billion. ShopRite share of NY is 8.85%.</b>								
PA	Berks (Price Rite)	1	\$12.70	\$1,616.80	0.79%	1	\$12.10	0.80%
PA	Bucks (Brown/Colalillo/Cowhey)	4	\$215.60	\$3,115.70	6.92%	4	\$204.10	6.89%
PA	Chester (KTM)	1	\$30.20	\$2,103.40	1.44%	1	\$28.40	1.42%
PA	Dauphin (Price Rite)	1	\$16.60	\$1,104.00	1.50%	1	\$15.70	1.47%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	6	\$356.70	\$2,647.10	13.48%	6	\$216.80	9.29%
PA	Lackawanna (Price Rite/Fresh Grocer/Bracey/Gerrity)	7	\$147.60	\$783.80	18.83%	2	\$39.60	5.21%
PA	Lebanon (Price Rite)	1	\$14.30	\$487.60	2.93%	1	\$13.70	3.12%
PA	Lehigh (Price Rite)	1	\$17.80	\$1,539.40	1.16%	1	\$17.10	1.17%
PA	Luzerne (Fresh Grocer/Gerrity)	4	\$67.40	\$998.90	6.75%	0	\$0.00	0.00%
PA	Monroe (Bracey/Kinsley/Village)	3	\$170.60	\$752.80	22.66%	3	\$161.70	22.25%
PA	Montgomery (Fresh Grocer/Price Rite/Brown/Burns/KTM II)	4	\$200.60	\$4,225.60	4.75%	4	\$190.80	4.73%
PA	Northampton (Fresh Grocer/Price Rite/Colalillo/Gerrity)	3	\$92.10	\$1,260.50	7.31%	2	\$69.90	5.78%
PA	Philadelphia (FG/Ammon/Brown/Colligas/GMS/McMenamin/Zallie)	18	\$830.60	\$4,131.50	20.10%	18	\$790.80	21.46%
PA	Pike (SRS)	1	\$62.30	\$198.20	31.43%	1	\$58.90	29.93%
PA	York (Price Rite)	1	\$14.80	\$1,731.80	0.85%	1	\$14.30	0.87%
<b>PA Recap: 56 stores with sales of \$2.25 billion. Total retail food sales for PA in the study: \$33.08 billion. ShopRite share of PA is 6.8%.</b>								

**Mid-Atlantic Recap: 293 stores with sales of \$18.07 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**ShopRite Per Store Average: \$61.68 million** ( ) Indicates another banner used by the company.

Source: Food Trade News, June 2023



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# IN REVIEW: ASG

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2023 Stores	2023 Sales (in millions)	% of 2023 County Market
CT	Fairfield	1	\$2.96	\$3,857.80	0.08%	0	\$0.00	0.00%
CT	New Haven	2	\$11.71	\$3,533.50	0.33%	2	\$7.30	0.21%

**CT Recap: 3 stores with sales of \$14.67 million. Total retail food sales for CT in the study: \$8.16 billion. ASG share of CT is 0.18%.**

NJ	Bergen	5	\$25.39	\$3,612.30	0.70%	5	\$28.93	0.85%
NJ	Burlington	1	\$3.46	\$1,935.90	0.18%	1	\$2.92	0.16%
NJ	Camden	2	\$21.31	\$1,882.50	1.13%	2	\$20.30	1.11%
NJ	Cumberland	1	\$3.13	\$650.80	0.48%	1	\$0.03	0.00%
NJ	Essex	9	\$37.38	\$2,302.40	1.62%	9	\$47.59	2.21%
NJ	Hudson	4	\$19.72	\$1,755.60	1.12%	3	\$16.98	1.05%
NJ	Mercer	3	\$17.42	\$1,376.80	1.27%	3	\$16.79	1.23%
NJ	Middlesex	2	\$112.71	\$2,768.00	4.07%	0	\$0.00	0.00%
NJ	Monmouth	6	\$22.23	\$2,755.80	0.81%	5	\$17.30	0.67%
NJ	Morris	1	\$6.62	\$2,248.90	0.29%	1	\$8.43	0.40%
NJ	Ocean	2	\$4.96	\$2,132.80	0.23%	2	\$7.04	0.34%
NJ	Passaic	3	\$10.64	\$1,474.70	0.72%	4	\$11.67	0.87%
NJ	Union	5	\$11.06	\$2,066.90	0.54%	5	\$20.62	1.06%

**NJ Recap: 44 stores with sales of \$296.03 million. Total retail food sales for NJ in the study: \$32.77 billion. ASG share of NJ is 0.90%.**

NY	Bronx	45	\$491.03	\$3,440.60	14.27%	35	\$351.30	11.19%
NY	Brooklyn	59	\$548.41	\$5,406.20	10.14%	51	\$497.47	9.65%
NY	Manhattan	28	\$201.67	\$6,014.30	3.35%	24	\$175.65	3.10%
NY	Nassau	26	\$157.97	\$5,855.90	2.70%	19	\$116.90	2.14%
NY	Queens	33	\$215.08	\$5,644.20	3.81%	26	\$187.30	3.46%
NY	Rockland	2	\$12.06	\$1,090.20	1.11%	2	\$14.49	1.44%
NY	Staten Island	10	\$116.65	\$1,671.40	6.98%	8	\$94.56	5.94%
NY	Suffolk	23	\$315.72	\$6,393.70	4.94%	20	\$280.71	4.71%
NY	Westchester	4	\$13.87	\$3,882.40	0.36%	2	\$11.33	0.31%

**NY Recap: 230 stores with sales of \$2.07 billion. Total retail food sales for NY in the study: \$42.15 billion. ASG share of NY is 4.92%.**

PA	Dauphin	1	\$0.97	\$1,104.00	0.09%	0	\$0.00	0.00%
PA	Philadelphia	2	\$56.83	\$4,131.50	1.38%	1	\$27.33	0.74%
PA	York	1	\$1.63	\$1,731.80	0.09%	0	\$0.00	0.00%

**PA Recap: 4 stores with sales of \$59.43 million. Total retail food sales for PA in the study: \$33.08 billion. ASG share of PA is 0.18%.**

**Mid-Atlantic Recap: 281 stores with sales of \$2.44 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**ASG Per Store Average: \$8.69 million**

Source: Food Trade News, June 2023

## IN REVIEW: SAM'S CLUB

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
NJ	Atlantic	1	\$33.70	\$1,004.10	3.36%	1	\$31.80	3.40%
NJ	Burlington	1	\$28.80	\$1,935.90	1.49%	1	\$27.20	1.48%
NJ	Gloucester	2	\$91.70	\$1,163.40	7.88%	2	\$86.50	7.79%
NJ	Hudson	1	\$33.90	\$1,755.60	1.93%	1	\$31.30	1.93%
NJ	Middlesex	1	\$32.00	\$2,768.00	1.16%	1	\$30.10	1.20%
NJ	Monmouth	1	\$66.50	\$2,755.80	2.41%	1	\$61.20	2.36%
NJ	Union/NJ	1	\$51.60	\$2,066.90	2.50%	0	\$0.00	0.00%

**NJ Recap: 8 stores with sales of \$338.2 million. Total retail food sales for NJ in the study: \$32.77 billion. Sam's Club share of NJ is 1.03%.**

NY	Dutchess	1	\$42.30	\$1,109.60	3.81%	1	\$39.90	3.80%
NY	Suffolk	1	\$38.40	\$6,393.70	0.60%	1	\$35.70	0.60%
NY	Westchester	1	\$87.50	\$3,882.40	2.25%	1	\$82.30	2.27%

**NY Recap: 3 stores with sales of \$168.2 million. Total retail food sales for NY in the study: \$42.15 billion. Sam's Club share of NY is 0.40%.**

PA	Berks	1	\$57.80	\$1,616.80	3.57%	1	\$54.60	3.61%
PA	Bucks	1	\$46.10	\$3,115.70	1.48%	1	\$43.80	1.48%
PA	Cumberland	1	\$34.90	\$1,252.70	2.79%	1	\$33.20	2.75%
PA	Dauphin	1	\$38.80	\$1,104.00	3.51%	1	\$36.10	3.38%
PA	Lackawanna	1	\$45.40	\$783.80	5.79%	1	\$42.10	5.54%
PA	Lehigh	1	\$43.60	\$1,539.40	2.83%	1	\$41.80	2.86%
PA	Luzerne	1	\$52.50	\$998.90	5.26%	1	\$49.50	4.72%
PA	Lycoming	1	\$41.60	\$459.80	9.05%	1	\$38.90	8.81%
PA	Montgomery	1	\$45.30	\$4,225.60	1.07%	1	\$42.30	1.05%
PA	Northampton	1	\$41.80	\$1,260.50	3.32%	1	\$39.50	3.27%
PA	Philadelphia	1	\$56.90	\$4,131.50	1.38%	1	\$53.80	1.46%
PA	York	2	\$105.40	\$1,731.80	6.09%	2	\$99.30	6.04%

**PA Recap: 13 stores with sales of 610.1 million. Total retail food sales for PA in the study: \$33.08 billion. Sam's Club share of PA is 1.84%.**

**Mid-Atlantic Recap: 24 stores with sales of \$1.12 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**Sam's Club Per Store Average: \$46.52 million**

Source: Food Trade News, June 2023

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27.9 CM X 15.2 CM) TOTAL 48.13 SQ. FT.

# Metro New York Supermarket Leaders

- ShopRite Adds 2, Widens Lead
- Stop & Shop Closes 5
- Krasdale Holds Third Place
- Key Food Has Big Year
- ASG Adds 47 Indies

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	184	\$12,595.40	25.73%	182	\$11,962.60	26.05%
2	Stop & Shop	201	\$8,098.30	16.54%	206	\$7,925.99	17.26%
3	Krasdale	474	\$3,972.48	8.11%	507	\$3,806.37	8.29%
4	Key Food	316	\$3,761.40	7.68%	294	\$3,353.40	7.30%
5	ASG Stores	270	\$2,337.84	4.78%	223	\$1,895.57	4.13%
6	Whole Foods (Amazon Go/Fresh)	60	\$2,327.00	4.75%	57	\$2,146.40	4.67%
7	Albertsons (Acme/Balducci/Kings)	77	\$1,904.90	3.89%	77	\$1,824.90	3.97%
8	Allegance (FT/D'Ag/Grist/Mrtn Wms)	124	\$1,479.00	3.02%	109	\$1,219.70	2.66%
9	Trader Joe's	47	\$1,423.40	2.91%	46	\$1,301.20	2.83%
10	Aldi	75	\$769.40	1.57%	70	\$681.00	1.48%
		<b>1,828</b>	<b>\$38,669.12</b>	<b>78.99%</b>	<b>1,771</b>	<b>\$36,117.13</b>	<b>78.65%</b>

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

Total supermarket sales for the area are **\$47.0 billion**.

Source: *Food Trade News*, June 2023



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# Metro New York Market Leaders

- Alts. Share Continues To Dip
- ShopRite Widens ACV Lead
- Drug Chains Shut 51 Stores
- Clubs Per-Store Avgs. Are Huge
- Aldi Grows With 5 New Units

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	184	\$12,595.40	17.48%	182	\$11,962.60	17.15%
2	Stop & Shop	201	\$8,098.30	11.24%	206	\$7,925.99	11.09%
3	Costco	37	\$4,594.10	6.38%	37	\$4,362.20	6.16%
4	CVS	728	\$4,212.50	5.85%	727	\$4,034.20	5.83%
5	Walgreens (Duane Reade)	546	\$4,044.50	5.61%	563	\$3,997.70	5.78%
6	Krasdale	474	\$3,972.48	5.51%	507	\$3,806.37	5.50%
7	Key Food	316	\$3,761.40	5.22%	294	\$3,353.40	4.85%
8	Target	104	\$2,893.70	4.02%	101	\$2,690.20	3.89%
9	Walmart	68	\$2,668.30	3.70%	69	\$2,556.00	3.69%
10	BJ's Wholesale Club	53	\$2,631.40	3.65%	51	\$2,641.00	3.82%
11	ASG Stores	270	\$2,337.84	3.24%	223	\$1,895.57	2.74%
12	Whole Foods (Amazon Go)	60	\$2,327.00	3.23%	57	\$2,146.40	3.10%
13	Albertsons (Acme/Balducci's/Kings)	77	\$1,904.90	2.64%	77	\$1,824.90	2.64%
14	7-Eleven	681	\$1,754.00	2.37%	689	\$1,660.90	2.40%
15	Allegiance (FT/D'Ags/Gris/Mrtn Wms)	124	\$1,479.00	2.05%	109	\$1,219.70	1.76%
16	Trader Joe's	47	\$1,423.40	1.98%	46	\$1,301.20	1.88%
17	Rite Aid	212	\$1,135.50	1.58%	247	\$1,249.50	1.81%
18	Aldi	75	\$769.40	1.07%	70	\$681.00	0.98%
19	Wegmans	8	\$731.50	1.02%	8	\$682.30	0.99%
20	King Kullen (Wild By Nature)	34	\$721.30	1.00%	34	\$687.54	0.99%
		<b>4,299</b>	<b>\$64,055.92</b>	<b>87.67%</b>	<b>4,297</b>	<b>\$60,678.67</b>	<b>87.58%</b>

The chart above lists the top 20 retailers in the Metro New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties (boroughs) included are: Fairfield, Litchfield and New Haven in CT; Bergen, Essex, Hudson, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex and Union in NJ; Bronx, Dutchess, Kings/Brooklyn, Manhattan, Nassau, Orange, Putnam, Queens, Richmond/Staten Island, Rockland, Suffolk and Westchester in NY.

**Total food sales for the area are: \$73.3 billion.** ( ) Indicates another banner used by the company. Petroleum sales are not included.

Source: Food Trade News, June 2023

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# TAKING STOCK

from page 57

Smart Shop and Stop1 as well as growing multi-store independents such as North Shore Farms and DiCicco's. It was another excellent year for ASG, which in 2021 was acquired by industry veterans Joe Garcia and Zulema Wiscovitch. The new owners have changed the course of the Port Washington, NY-based retail services firm for the better and, along with its strong core banners of Met, Associated and Pioneer, it has also added high-volume fresh specialist Uncle Giuseppe's and strong regional independent Western Beef to its customer base in recent years. Allegiance Retail Services remained a significant factor in the competitive Big Apple battle, especially in Manhattan where Gristedes and D'Agostino's have significant market shares. During the past year it also added 16 Morton Williams stores (14 units in Manhattan) to its client list, bolstering its share of market in NYC's most affluent borough.

**Amazon Fresh** - Not among the market leaders, but still worth noting. Despite opening new stores in Broomall, PA; Paramus, NJ; and Oceanside, NY, this turkey will never fly. A trainwreck from the beginning, CEO Andy Jassy's "pause" announcement on future Amazon Fresh openings, seems more like a precursor for a death sentence.

## FMI's CEO Leslie Sarasin Updates Members About Industry's Challenges And How To Deal With Them

Updating the FMI - The Food Industry Association's "Imperative Issues" report issued earlier this year as part of her "State of the Industry" address earlier this month, CEO Leslie Sarasin listed six key issues facing the grocery industry.

The popular and talented trade association leader noted that accelerating technology was the most vital and the linchpin to the industry successfully making headway to the other five challenges.

According to the data released in "Imperative Issues," 88 percent of the retailers, wholesalers and manufacturers who responded to FMI's survey said that labor shortages and workforce challenges remained their biggest concern. Sarasin said FMI is currently working with Junior Achievement to aid with recruitment needs and is also exploring non-traditional labor options to maintain but "also lead in the fast-paced changes taking place in our industry on a daily basis."

Ranking second among all categories was supply chain disruption at 85 percent; however that number has likely diminished since the data was collected in 2022 when services levels hovered in the 70-80 percent range. Sarasin explained that resolving supply chain issues is a complex challenge that often involves factors beyond the control of industry leaders. Some of those indirect challenges include inflation, input costs, labor policy, wages and e-commerce. Sarasin urged industry executives to "seek bigger solutions that re-establish supply chain equilibrium, build more flexibility and agility into the system and help 'future proof' the food supply chain if we're to restore consumer confidence in it."

While categories such as rising ESG (Environmental, Social and Corporate Governance) expectations and evolving consumer behaviors ranked relatively low (at only 15 and 13 percent) from those respondents who considered those issues as a "top two" priority, Sarasin believed they did have a significant enough impact to be relevant. Among ESG concerns that ranked highest were continuing efforts to reduce food waste and associated shrink; fighting food insecurity and hunger; and navigating values-based social responsibility.

As consumer behavior continues to shift even as the pandemic has diminished, industry leaders listed retaining high levels of in-home meal consumption, improving omnichannel shopping experiences and addressing consumer demand for transparency as important areas of focus.

Similarly, accelerating technology transformation ranked low as a top priority among those polled (8 percent), but Sarasin believed it was central to all of the association's future efforts.

"In short, technology will transform the food industry. It will revise the financial structure of our society, dramatically alter labor requirements, eliminate redundancies in business practices and offer new forms of risk management," said Sarasin, who has been FMI's chief executive for nearly 15 years. "And you'll note that accelerating technology sits at the very center of all the other imperative issues. It touches and impacts

**TAKING STOCK** continues on page 81



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# IN REVIEW: ALLEGIANCE RETAIL SERVICES

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Litchfield (Foodtown)	1	\$4.90	\$769.40	0.64%	1	\$5.10	0.69%
<b>CT Recap: 1 store with sales of \$4.9 million. Total retail food sales for CT in the study: \$8.16 billion. Allegiance Retail Services share of CT is 0.06%.</b>								
NJ	Bergen (Foodtown)	2	\$21.60	\$3,612.30	0.60%	2	\$20.80	0.61%
NJ	Essex (Foodtown)	3	\$34.20	\$2,302.40	1.49%	3	\$33.60	1.56%
NJ	Hudson (Foodtown)	2	\$22.10	\$1,755.60	1.26%	1	\$5.30	0.33%
NJ	Monmouth (Foodtown)	5	\$113.80	\$2,755.80	4.13%	6	\$125.90	4.84%
NJ	Morris (Foodtown)	1	\$13.20	\$2,248.90	0.59%	1	\$13.00	0.61%
NJ	Passaic (Foodtown)	1	\$19.30	\$1,474.70	1.31%	1	\$19.50	1.46%
<b>NJ Recap: 14 stores with sales of \$242.2 million. Total retail food sales for NJ in the study: \$32.77 billion. Allegiance Retail Services share of NJ is 0.68%.</b>								
NY	Bronx (Foodtown/Morton Williams)	11	\$136.90	\$3,440.60	3.98%	10	\$119.50	3.80%
NY	Brooklyn (Foodtown/Gristede's)	18	\$266.40	\$5,406.20	4.93%	17	\$261.50	5.07%
NY	Dutchess (Foodtown)	2	\$27.90	\$1,109.60	2.51%	2	\$26.00	2.47%
NY	Manhattan (FT/D'Ags/Grist/Mrtn Wms)	51	\$518.10	\$6,014.30	8.61%	38	\$289.20	5.10%
NY	Nassau (Foodtown)	5	\$46.80	\$5,855.90	0.80%	5	\$48.80	0.89%
NY	Orange (Foodtown)	2	\$34.20	\$1,348.50	2.54%	2	\$32.60	2.44%
NY	Putnam (Foodtown)	1	\$11.90	\$292.20	4.07%	1	\$12.00	4.98%
NY	Queens (Foodtown)	8	\$81.50	\$5,644.20	1.44%	8	\$80.10	1.48%
NY	Rockland (Foodtown)	1	\$10.90	\$1,090.20	1.00%	1	\$10.30	1.02%
NY	Staten Island (Foodtown)	2	\$28.00	\$1,671.40	1.68%	2	\$28.40	1.78%
NY	Westchester (Foodtown)	8	\$87.30	\$3,882.40	2.25%	8	\$88.10	2.43%
<b>NY Recap: 109 stores with sales of \$1.25 billion. Total retail food sales for NY in the study: \$42.15 billion. Allegiance Retail Services share of NY is 2.97%.</b>								
PA	Luzerne (Foodtown)	0	\$0.00	\$998.90	0.00%	1	\$3.90	0.37%
PA	Monroe (Foodtown)	1	\$22.30	\$752.80	2.96%	1	\$21.70	2.99%
<b>PA Recap: 1 store with sales of \$22.3 million. Total retail food sales for PA in the study: \$33.08 billion. Allegiance Retail Services share of PA is 0.07%.</b>								

**Mid-Atlantic Recap: 125 stores with sales of 1.5 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**Allegiance Retail Services Per Store Average: \$12.01 million**

( ) Indicates another banner used by the company.

Source: Food Trade News, June 2023

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# City of New York Supermarket Leaders

- Key Is New 5-Borough Leader
- Krasdale Now 2nd Among Supers
- New Customers Boost ASG
- Allegiance Gains In Manhattan
- Stop & Shop Closes 3

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Key Food	231	\$2,609.60	17.01%	223	\$2,456.90	16.91%
2	Krasdale	286	\$2,225.47	14.50%	320	\$2,489.60	17.13%
3	ASG Stores	175	\$1,572.84	10.25%	144	\$1,306.28	8.99%
4	Allegiance (FT/D'Ag/Grist/Mrtn Wms)	90	\$1,030.90	6.72%	75	\$778.70	5.36%
5	Stop & Shop	22	\$1,008.60	6.57%	25	\$1,036.27	7.13%
6	Whole Foods (Amazon Go)	23	\$924.00	6.02%	22	\$867.30	5.97%
7	ShopRite (Gourmet Garage/Fairway)	15	\$900.90	5.87%	14	\$848.40	5.84%
8	Trader Joe's	15	\$613.80	4.00%	15	\$574.80	3.96%
9	Fine Fare Supermarkets (Shop Fair)	72	\$420.80	1.96%	38	\$237.40	1.63%
10	Food Bazaar	22	\$406.50	2.65%	19	\$336.80	2.32%
		<b>952</b>	<b>\$11,738.11</b>	<b>76.49%</b>	<b>895</b>	<b>\$10,932.45</b>	<b>75.23%</b>

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

Total supermarket sales for the area are \$15.3 billion.

Source: Food Trade News, June 2023



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# City of New York Market Leaders

- Alts. Share Dips To 33.2%
- Key Food Is New NYC King
- Costco, Target Post Best Comps
- Walgreens Fades On Closings
- Target Adds 2 New Units

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Key Food	231	\$2,609.60	11.77%	225	\$2,482.90	11.53%
2	Krasdale	286	\$2,525.47	11.39%	320	\$2,489.60	11.41%
3	Walgreens (Duane Reade)	216	\$1,955.20	8.82%	232	\$1,991.70	9.50%
4	ASG Stores	175	\$1,572.84	7.09%	144	\$1,306.28	6.23%
5	Costco	5	\$1,469.30	6.63%	5	\$1,451.50	6.52%
6	CVS	171	\$1,175.30	5.30%	168	\$1,104.10	5.26%
7	Target	34	\$1,163.00	5.24%	32	\$1,071.20	5.11%
8	Allegiance (FT/D'Ag/Grist/Mrtn Wms)	90	\$1,030.90	4.65%	75	\$778.70	3.71%
9	Stop & Shop	22	\$1,008.60	4.55%	25	\$1,036.27	4.94%
10	Whole Foods (Amazon Go)	23	\$924.00	4.17%	22	\$867.30	4.14%
11	ShopRite (Fairway/Gourmet Garage)	15	\$900.90	4.06%	14	\$848.40	4.05%
12	BJ's Wholesale Club	9	\$797.30	3.60%	9	\$746.30	3.56%
13	Trader Joe's	15	\$613.80	2.77%	15	\$574.80	2.74%
14	Rite Aid	68	\$515.80	2.33%	95	\$623.50	2.97%
15	Fine Fare Supermarkets (Shop Fair)	72	\$420.80	1.96%	38	\$237.40	1.13%
16	Food Bazaar	22	\$406.50	1.83%	19	\$336.80	1.61%
17	7-Eleven	106	\$281.40	1.27%	130	\$305.00	1.45%
18	Western Beef	17	\$252.60	1.14%	17	\$239.50	1.14%
19	America's Food Basket (Carrib/Ideal/NSA)	30	\$175.30	0.79%	26	\$146.40	0.70%
20	Aldi	9	\$130.90	0.59%	8	\$108.30	0.52%
		<b>1617</b>	<b>\$19,954.21</b>	<b>89.98%</b>	<b>1619</b>	<b>\$18,745.95</b>	<b>89.41%</b>

The chart above lists the top 20 retailers in the City of New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties (boroughs) included are: Bronx, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: \$22.2 billion.

Source: Food Trade News, June 2023

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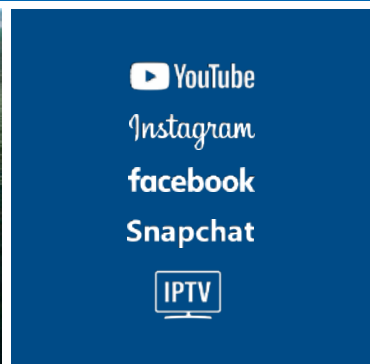
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\*Data is from IRI Total U.S. Period ending April 23, 2023

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# TAKING STOCK

from page 74

all five of the other concerns.”

She urged individual and industry leaders from all segments to begin to think bigger. “...It’s time for us to consider moving beyond problem solving and maintenance with its focus on repair and fixing and dare to dream larger and explore alternative solutions and opportunities not yet envisioned.”

This is why we like Leslie so much – she’s bright, she’s candid and she can deliver a serious message with a touch of Southern charm.

## ‘Round The Trade

UNFI has announced a job trimming and internal restructuring after posting a disappointing third quarter. While overall sales were up 3.7 percent to \$7.5 billion, net income plummeted 89 percent compared to Q3 in fiscal 2022. The Providence, RI-based distributor said that a reduction in inflation as well as increased shrink created lower profits. Within days, UNFI said it would reduce staff by 150 associates (mostly management slots) and realign its operating structure from four divisions to three – East, Central and West. Kelly Sosa will become region president-East and manage a territory that stretches from Maine to Florida and as far west as Tennessee. She will have oversight of 22 distribution centers. Sosa was most recently president of the wholesaler’s former Atlantic division. “These changes are a step in our transformation plan. The regional realignment will decrease layers of administrative management, increase leaders’ span of geographic responsibility, better align us to serve customers with less complexity, and support faster decision making. These changes are also intended to make our company more efficient and more profitable,” said UNFI CEO Sandy Douglas...Just when you might be thinking that the FTC may be backing off its tenacious anti-business stance comes word earlier this month that the agency is seeking both a temporary restraining order and an injunction after suing to block Microsoft’s proposed \$69 billion takeover effort of game developer Activision. The FTC voted to block the proposed acquisition several months ago, but now has taken the formal step of litigation because it believes that the two companies may consummate the deal at any time. Last month, the heavy hand of chairwoman Lina Khan arose again as the liberal-leaning agency voted to block a proposed \$27.8 billion deal by pharma giant Amgen to purchase another pharmaceutical firm Horizon Therapeutics. This, too, is likely to end up being challenged in court by both firms. Of course, those rulings only heighten the negative perception that a Kroger-Albertsons merger will get approved. If Khan and her acolytes reject the deal, I’m not certain that both retailers can afford another 18-24 months of litigation to seek the result they want. And even if Khan and her sycophants approve the deal, how many stores might have to be shed to make it palpable for both parties?...in a rarity, Wegmans will be closing a store due to underperformance. The Rochester, NY-based family-owned regional chain said it would close its Natick, MA location later this summer. The store opened in 2018 inside the Natick Mall. At 134,000 square feet, the former JC Penney location was one of the high-volume merchant’s largest stores. The announcement shouldn’t be that surprising since the success rate of supermarkets succeeding in traditional shopping malls has typically been so low that very few food retailers even attempt such an effort. But this is Wegmans, with its ability to crank out sales of \$1.5+ million a week in a large footprint almost a given. The demographics in the Natick-Framingham area are great and Wegmans’ five other stores in Massachusetts are all performing at high levels. But some age-old truths do not evolve with the times... BJ’s Wholesale Club has added Steven Ortega and C. Marie Robinson to its board. Ortega is chairman of the board of Leslie’s, Inc., a publicly-traded pool and spa care company, and Robinson currently serves as executive VP and chief supply chain officer for foodservice distributor Sysco. She previously worked for retailers Walmart, Smart & Final and A&P (we won’t hold that against her)...former Ahold Delhaize USA CEO Kevin Holt has been named a director of Canada’s largest retailer, Loblaws. Also joining the Toronto-based chain’s board is Shelley Broader whose career also has a Delhaize America connection – she was CEO of Sweetbay Supermarkets (later sold to Bi-Lo whose Carolina stores are now owned by ADUSA) and began her career at Hannaford (now also part of ADUSA). More ADUSA news: Rom Kosla, who joined the big retailer in 2021 as executive VP-chief information officer for its Retail Business Services unit, is leaving. He will join Hewlett Packard in a similar role. At presstime, Kosla’s successor has not yet

TAKING STOCK continues on page 99



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# Long Island Supermarket Leaders

- Stoppie Dominant, Share Slipping
- Huntington Unit Boosts ShopRite
- KK Still 3rd With Solid Comps
- Lidl Makes Gains, Opens 3
- ASG Adds 10 In Nassau/Suffolk

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Stop & Shop	50	\$2,220.00	31.07%	51	\$2,178.59	32.67%
2	ShopRite	17	\$1,141.40	15.98%	16	\$1,043.00	15.64%
3	King Kullen (Wild By Nature)	34	\$721.30	10.10%	34	\$687.54	10.31%
4	Krasdale	80	\$551.16	7.71%	73	\$466.69	7.00%
5	ASG Stores	49	\$473.69	6.63%	39	\$397.61	5.96%
6	Key Food	29	\$387.10	5.42%	29	\$385.00	5.77%
7	Lidl	23	\$342.20	4.79%	20	\$283.80	4.26%
8	Whole Foods (Amazon Fresh)	7	\$294.40	4.12%	6	\$240.00	3.61%
9	Trader Joe's	7	\$232.90	3.26%	7	\$216.80	3.25%
10	Uncle Giuseppe's	7	\$141.10	1.97%	7	\$132.50	1.99%
		<b>303</b>	<b>\$6,505.25</b>	<b>91.05%</b>	<b>282</b>	<b>\$6,032.53</b>	<b>90.47%</b>

The chart above lists the top 10 supermarket retailers in the Long Island market. Counties included are: Nassau and Suffolk in NY. ( ) Indicates another banner used by the company. Petroleum sales are not included. **Total supermarket sales for the area are \$7.1 billion.**

Source: Food Trade News, June 2023

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## Long Island Market Leaders

- Alternate Channel Flat At 41.8%
- Stoppie Still Dominates
- Costco Avg. Volume Off The Chart
- Target, Walmart Control 9.9%
- Drug Share Declines, Now At 11.5%

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Stop & Shop	50	\$2,220.00	18.12%	51	\$2,178.59	18.48%
2	ShopRite	16	\$1,141.40	9.32%	17	\$1,043.00	9.13%
3	Costco	8	\$998.10	8.15%	8	\$937.80	8.21%
4	CVS	139	\$803.90	6.56%	140	\$771.50	6.75%
5	BJ's Wholesale Club	12	\$758.60	6.19%	12	\$699.80	6.12%
6	7-Eleven	274	\$732.00	5.98%	279	\$677.00	5.92%
7	King Kullen (Wild By Nature)	34	\$721.30	5.89%	34	\$687.54	6.02%
8	Walmart (Neighborhood Market)	13	\$656.00	5.36%	13	\$621.90	5.44%
9	Target	18	\$561.30	4.58%	18	\$531.40	4.65%
10	Krasdale	80	\$551.16	4.50%	73	\$466.69	4.08%
11	ASG Stores	49	\$473.69	3.87%	39	\$397.61	3.48%
12	Key Food	29	\$399.70	3.26%	29	\$385.00	3.37%
13	Walgreens (Duane Reade)	56	\$394.80	3.22%	56	\$378.00	3.31%
14	Whole Foods (Amazon Fresh)	7	\$294.40	2.40%	6	\$241.00	2.11%
15	Trader Joe's	7	\$232.90	1.90%	7	\$216.80	1.90%
16	Rite Aid	45	\$215.90	1.76%	48	\$220.00	1.93%
17	Lidl	15	\$213.70	1.74%	20	\$283.80	2.48%
18	Uncle Giuseppe's	7	\$141.10	1.15%	7	\$132.50	1.16%
19	Aldi	12	\$109.20	0.89%	10	\$91.90	0.79%
20	IGA	13	\$99.71	0.81%	13	\$100.36	0.88%
		<b>885</b>	<b>\$11,718.86</b>	<b>95.67%</b>	<b>880</b>	<b>\$11,062.19</b>	<b>95.60%</b>

The chart above lists the top 20 retailers in the Long Island market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: **\$12.2 billion.**

Source: Food Trade News, June 2023



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## DIRECTORY OF RETAILERS

From page 28

VP-Accounting: James Leary  
Dir.-HR: Carolann Maroney  
Dir.-Meat/Seafood: Chris Cuttone  
Dir.-Produce/Floral: Joe Schneider  
Dir.-Deli: Joe Tyska  
Dir.-Bakery: Tom Corcoran  
Dir.-Groc./Dairy/Frozen Merch & Procurement: Chris La Bella  
Non-Food Coordinator: Marshall Irving  
Sr. Cat. Mgr.-Center Store: Chris Williams  
Cat. Mgr.-Grocery: Anthony Flynn  
Cat. Mgr.-Dairy/Fz./Groc.: James Mues  
Floral Buyer: Holly Litts  
Primary Supplier: Direct/Bozzuto's  
Area Stores: 34 (includes Wild By Nature)  
Area Vol.: \$721.3 million

### Krasdale Foods

65 West Red Oak Ln.  
White Plains, NY 10604  
Phone: (914) 697-5300  
Web: krasdalefoods.com  
Chmn./CEO: Charles Krasne  
Pres./COO: Gus Lebiak  
EVP/CIO: Steve Laskowitz  
VP/CMO: Dennis Hickey  
VP/CLO: Howard Jacobs  
VP/CFO: Tom Cunningham  
VP/Chief Sales Officer: Cynthia Ramos

VP-IT: Sara Marcy  
VP Systems Dev.: Joe Alessi  
VP Network Ent.: Simon Barker  
VP: Catherine Taibi  
VP: Neil Gewelb  
Corp. Controller: Rob Gangemi  
Dist. Ctr. Controller: Billy Richards  
Dir. Customer Service: Natalie Menns  
Dist. Ctr. GM: Ike Kraemer  
Dir. Logistics: Chris Ekmekjian  
Corp Dir HR: Bernie Patton  
Dir. Credit: Ivette Malave  
Procurement Mgr.: Paul Dreizler  
Buyers: Rizaldy Castillo, Mike Rios, Derek Morton, Sandra Chavez  
Primary Supplier: Krasdale Foods Inc.  
Area Stores: 497 (Includes AIM, Bravo, C Town, Market Fresh, Shop Smart, Stop 1)  
Area Vol.: \$4.09 billion

### Lidl U.S.

3500 S. Clark St.  
Arlington, VA 22202  
Phone: (571) 398-5435  
Web: lidl.com  
Pres./CEO Lidl US: Michal Lagunioneck  
VP-U.S. Operations: Pavel Petkov  
Primary Supplier: Direct  
Area Stores: 63  
Area Vol.: \$650.3 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  
Area Stores: 7 (includes Simply Fresh)  
Area Vol.: \$221.9 million

### MOM's Organic Market

5566 Randolph Rd  
Rockville, MD 20852  
Phone: (301) 816-4944  
Web: momsorganicmarket.com  
CEO: Scott Nash  
Primary Supplier: UNFI  
Area Stores: 6  
Area Vol.: \$88.0 million

### Murphy's Markets

381 Medford Tabernacle Rd.  
Tabernacle, NJ 08088  
Phone: (609) 268-8380  
Web: murphysmarkets.com  
Pres.: Ron S. Murphy  
VP: Ron H. Murphy  
Dir.-Operations: Steve Carney  
Primary Supplier: UNFI  
Area Stores: 3  
Area Vol.: \$44.46 million

### Northeast Grocery, Inc.

461 Nott St.  
Schenectady, NY 12308  
Phone: (518) 355-5000  
Web: pricechopper.com  
CEO: Frank Curci  
Pres.-Price Chopper/Market 32: Blaine Bringham  
Pres.-Tops Markets: John Persons  
Primary Supplier: C&S Wholesale Grocers  
Area Stores: 18 (includes Tops, Price Chopper, Market 32)  
Area Vol.: \$566.5 million

### 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

See **DIRECTORY** on page 102

EST. 1964

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## Friends Of The Food Industry Honors Christine Curtis Of C&S At Annual Fundraiser In Oradell, NJ

The Friends of the Food Industry (FOFI) held its annual fundraising event May 18 at the Hackensack Golf Club in Oradell, NJ. The evening's main honoree was Christine Curtis (3rd from l) of C&S Wholesale Grocers, who is joined here by (l-r) Gary Rosenthal and Doug Parker, JOH; Jack Shakoor, Jack's Foodtown; John Aleksandrowicz, Allegiance Retail Services; and Bob Jordan, US Salt.



John Ruane (l) of The Giant Co. chats at the event with Jimmy Ostling of Ostling & Associates.

Bob Weinmann (r) of RDD Associates says hello to Tomas Silverio (l) and Rich French of Key Food.



These smiles belong to (l-r) Dennis Hickey, Krasdale Foods; Jenn Carson, Alpha 1 Marketing; Matt Avallone, Heartland Food Products; and John Burzumato, Krasdale Foods.



Nick Maniaci (l) of Nicholas Markets smiles for a photo with Julianna Coriddi of C.A. Ferolie.



Dan Berube (c) of ASG is flanked in this photo by Crossmark's Scott Kirkpatrick (l) and David Deo.



Joe Fantozzi (r) of Allegiance Retail Services chats with Fred D'Agostino (l) and Sal D'Agostino of World Wide Sales.



These fine folks are (l-r) Rob Thatford, Bozzuto's; Gary Tirkpak, Krasdale Foods; Charlie Gambino, Clark Printing; Jonathan D'Onofrio, ASG; and Samantha Klarer, C&S.



This ASG trio includes Roberto Scalia (l), Michelle Mendoza (c) and Bill McKillop.



These RDD Associates team members gathering for a photo are (l-r) Larry Rosenstein, Jerry Heller, Mike Huberfeld, Vin Reddy, Chris Vuono, Bob Cignarella, Deb Kultzow, Bob Weinmann and Mitch Cohen.



Here we have (l-r) Bill Height, HP Hood; Vin Reddy and Larry Rosenstein, RDD Associates; Daisy Colon and Ken Scher, ASG.



Charlie Moore (l) of Fresh Direct chats with Jeremy Hyland of Advantage Solutions.



These industry vets are Larry Torres (l) of Barilla USA, John Aleksandrowicz (c) of Allegiance Retail Services and Mike Casey of Casey Communications.

# NEW YORK COUNTY SHARE OF MARKET: 2023

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

Rank	Company	Stores	Sales (in millions)	% of Market
<b>BRONX COUNTY (\$3.4 billion)</b>				
<ul style="list-style-type: none"> <li>Population ..... 1,379,946</li> <li># of Households ..... 521,340</li> <li>Median Income ..... \$43,726</li> <li>Under age 18 ..... 24.5%</li> <li>Over age 65 ..... 14.0%</li> <li>Female ..... 52.6%</li> <li>White ..... 9.0%</li> <li>Black ..... 43.8%</li> <li>Hispanic ..... 56.4%</li> <li>Asian ..... 4.7%</li> </ul>				
1	Krasdale (CTwn/Bravo/Stop1/MktFrsh)	63	\$619.89	18.02%
2	Key Food	53	\$544.70	15.83%
3	ASG (Associated/Compare/Met/Pioneer)	45	\$491.03	14.27%
4	Stop & Shop	5	\$205.00	5.96%
5	Walgreens (Duane Reade)	23	\$183.70	5.34%
6	BJ's Wholesale Club	2	\$167.20	4.86%
7	Allegiance (Foodtown)	11	\$136.90	3.98%
8	Fine Fare Supermarkets (Shop Fair)	19	\$124.70	3.62%
9	Target	4	\$124.10	3.61%
10	CVS	13	\$88.20	2.56%
11	Rite Aid	11	\$79.50	2.31%
12	Western Beef	7	\$75.60	2.20%
13	Food Bazaar	5	\$75.20	2.19%
14	ShopRite	1	\$49.20	1.43%
15	Aldi	3	\$30.50	0.89%
16	7-Eleven	6	\$15.10	0.44%
		<b>271</b>	<b>\$3,010.52</b>	<b>87.50%</b>

Rank	Company	Stores	Sales (in millions)	% of Market
<b>BROOKLYN (\$5.4 billion)</b>				
<ul style="list-style-type: none"> <li>Population ..... 2,590,516</li> <li># of Households ..... 985,108</li> <li>Median Income ..... \$67,753</li> <li>Under age 18 ..... 22.7%</li> <li>Over age 65 ..... 15.1%</li> <li>Female ..... 52.4%</li> <li>White ..... 37.0%</li> <li>Black ..... 33.3%</li> <li>Hispanic ..... 18.8%</li> <li>Asian ..... 12.9%</li> </ul>				
1	Key Food	70	\$795.30	14.71%
2	Krasdale (CTwn/Bravo/AIM/Stop1/ShpSmt/MktFrsh)	83	\$716.62	13.26%
3	ASG (Associated/Compare/Met/Pioneer)	59	\$548.41	10.14%
4	BJ's Wholesale Club	3	\$298.40	5.52%
5	Costco	1	\$296.50	5.48%
6	Allegiance (Foodtown/Gristedes)	18	\$266.40	4.93%
7	Target	7	\$234.50	4.34%
8	Walgreens (Duane Reade)	44	\$229.50	4.25%
9	CVS	31	\$211.80	3.92%
10	Rite Aid	26	\$183.30	3.39%

11	Food Bazaar	8	\$182.10	3.37%
12	ShopRite	2	\$167.30	3.09%
13	Stop & Shop	3	\$143.50	2.65%
14	Whole Foods	3	\$140.40	2.60%
15	Trader Joe's	3	\$116.50	2.15%
16	Wegmans	1	\$107.20	1.98%
17	America's Food Basket (Caribbean/Idea/NSA)	19	\$101.20	1.87%
18	Fine Fare Supermarkets (Shop Fair)	18	\$99.20	1.83%
19	7-Eleven	17	\$42.80	0.79%
20	Aldi	3	\$42.80	0.79%
21	Western Beef	3	\$41.90	0.78%
22	Military Commissaries	1	\$10.99	0.20%
		<b>423</b>	<b>\$4,976.62</b>	<b>92.05%</b>

Rank	Company	Stores	Sales (in millions)	% of Market
<b>DUTCHESS COUNTY (\$1.1 billion)</b> (Includes Beacon, Hyde Park, Poughkeepsie)				
<ul style="list-style-type: none"> <li>Population ..... 297,545</li> <li># of Households ..... 111,735</li> <li>Median Income ..... \$87,112</li> <li>Under age 18 ..... 18.4%</li> <li>Over age 65 ..... 18.5%</li> <li>Female ..... 49.9%</li> <li>White ..... 69.7%</li> <li>Black ..... 12.3%</li> <li>Hispanic ..... 13.8%</li> <li>Asian ..... 3.7%</li> </ul>				
1	ShopRite	4	\$229.10	20.65%
2	Stop & Shop	4	\$218.20	19.66%
3	Hannaford	3	\$119.40	10.76%
4	Walmart (SuperCenter)	1	\$78.30	7.06%
5	Northeast Grocery (Price Chopper/Tops)	3	\$76.20	6.87%
6	CVS	13	\$68.40	6.16%
7	Albertsons (Kings)	2	\$48.20	4.34%
8	BJ's Wholesale Club	1	\$43.90	3.96%
9	Sam's Club	1	\$42.30	3.81%
10	Adam's Fairacre Farms	2	\$35.10	3.16%
11	Rite Aid	8	\$32.10	2.89%
12	Allegiance (Foodtown)	2	\$27.90	2.51%
13	Target	1	\$22.20	2.00%
14	Walgreens	4	\$20.90	1.88%
15	Aldi	1	\$10.90	0.98%
16	Cumberland Farms	4	\$9.60	0.87%
17	Key Food	1	\$7.20	0.65%
18	IGA	2	\$7.02	0.63%
19	XtraMart	1	\$2.70	0.24%
20	7-Eleven	1	\$2.60	0.23%
21	Circle K	1	\$2.50	0.23%
		<b>60</b>	<b>\$1,104.72</b>	<b>99.56%</b>

See NEW YORK COUNTY SHARE on page 89

## NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 88

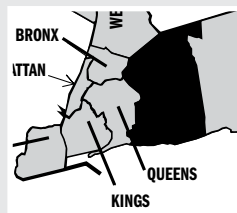


### MANHATTAN (\$6.0 billion)

• Population .....	1,596,273	• Female .....	52.4%
• # of Households .....	767,213	• White .....	45.8%
• Median Income .....	\$93,956	• Black .....	18.5%
• Under age 18 .....	14.7%	• Hispanic .....	26.4%
• Over age 65 .....	18.3%	• Asian .....	13.0%

1	Walgreens (Duane Reade)	89	\$994.60	16.54%
2	Whole Foods (Amazon Go)	20	\$783.60	13.03%
3	Allegiance (FT/D'Ag/Gristedes/Morton Wms)	51	\$518.10	8.61%
4	Target	14	\$474.50	7.89%
5	CVS	65	\$406.50	6.76%
6	Krasdale	47	\$369.66	6.15%
7	Key Food	29	\$355.90	5.92%
8	Trader Joe's	9	\$352.30	5.86%
9	Costco	1	\$334.60	5.56%
10	ShopRite (Fairway/Gourmet Garage)	8	\$253.30	4.21%
11	ASG (Associated/Compare/Met/Pioneer)	28	\$201.67	3.35%
12	Fine Fare Supermarkets (Shop Fair)	23	\$152.40	2.53%

13	7-Eleven	35	\$98.50	1.64%
14	Rite Aid	7	\$85.20	1.42%
15	Aldi	1	\$21.90	0.36%
16	Food Bazaar	1	\$17.80	0.30%
17	Western Beef	1	\$17.10	0.28%
18	America's Food Basket	2	\$16.80	0.28%
19	Lidl	1	\$8.40	0.14%
		<b>432</b>	<b>\$5,462.83</b>	<b>90.83%</b>



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

• Population .....	1,383,726	• Female .....	50.8%
• # of Households .....	453,576	• White .....	57.4%
• Median Income .....	\$126,576	• Black .....	13.1%
• Under age 18 .....	21.5%	• Hispanic .....	17.6%
• Over age 65 .....	18.4%	• Asian .....	11.9%

1	Stop & Shop	23	\$987.60	16.87%
2	ShopRite	6	\$492.10	8.40%
3	CVS	71	\$482.30	8.24%
4	Costco	3	\$416.50	7.11%
5	BJ's Wholesale Club	6	\$405.20	6.92%

See NEW YORK COUNTY SHARE on page 90



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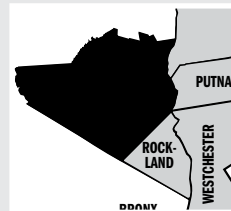
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## NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 89

6	Walmart (SC/Neighborhood Mkt)	6	\$334.50	5.71%
7	Key Food	22	\$313.20	5.35%
8	King Kullen (Wild By Nature)	14	\$310.60	5.30%
9	Target	8	\$283.30	4.84%
10	7-Eleven	106	\$261.50	4.47%
11	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	28	\$255.98	4.37%
12	Walgreens (Duane Reade)	27	\$212.50	3.63%
13	Whole Foods (Amazon Fresh)	5	\$208.30	3.56%
14	Trader Joe's	5	\$171.10	2.92%
15	ASG (Associated/Compare/Met/Pioneer)	26	\$157.97	2.70%
16	Lidl	8	\$128.50	2.19%
17	Rite Aid	19	\$94.20	1.61%
18	Uncle Giuseppe's	3	\$66.50	1.14%
19	Western Beef	4	\$58.50	1.00%
20	Stew Leonard's	1	\$50.90	0.87%
21	Allegiance (Foodtown)	5	\$46.80	0.80%
22	Aldi	2	\$20.80	0.36%
23	IGA	2	\$16.64	0.28%
24	Albertsons (Kings)	1	\$14.10	0.24%

25	America's Food Basket (Ideal)	3	\$13.70	0.23%
26	Food Bazaar	1	\$12.80	0.22%
27	Fine Fare Supermarkets	1	\$6.40	0.11%
28	Circle K	1	\$4.20	0.07%
29	Military Commissaries	1	\$3.33	0.06%
30	Quick Chek	1	\$3.20	0.05%
31	Cumberland Farms	1	\$2.80	0.05%
		<b>410</b>	<b>\$5,836.02</b>	<b>99.66%</b>



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

• Population .....	405,941	• Female .....	49.6%
• # of Households .....	132,880	• White .....	612.1%
• Median Income .....	\$85,640	• Black .....	13.9%
• Under age 18 .....	25.6%	• Hispanic .....	22.6%
• Over age 65 .....	14.5%	• Asian .....	3.1%

1	ShopRite	5	\$300.60	22.29%
2	Walmart (SuperCenter)	3	\$240.00	17.80%
3	Northeast Grocery (Price Chopper/Mkt 32)	4	\$173.20	12.84%
4	Hannaford	4	\$160.40	11.89%
5	CVS	17	\$89.80	6.66%

See NEW YORK COUNTY SHARE on page 91

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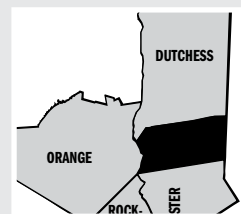


House Foods  
"the original plant based protein"

## NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 90

6	Stop & Shop	3	\$78.50	5.82%
7	BJ's Wholesale Club	2	\$75.10	5.57%
8	Target	4	\$71.10	5.27%
9	Walgreens	8	\$47.40	3.52%
10	Allegiance (Foodtown)	2	\$34.20	2.54%
11	Aldi	3	\$27.80	2.06%
12	Cumberland Farms	8	\$22.10	1.64%
13	Quick Chek	8	\$18.80	1.39%
14	Rite Aid	4	\$16.30	1.21%
15	Adam's Fairacre Farms	1	\$14.40	1.07%
16	Military Commissaries	1	\$13.38	0.99%
17	Save A Lot	2	\$11.60	0.86%
18	7-Eleven	2	\$6.40	0.47%
		<b>81</b>	<b>\$1,401.08</b>	<b>103.9%*</b>



### PUTNAM COUNTY (\$292.2 million) (Includes Brewster, Carmel, Mahopac)

• Population .....	98,045	• Female .....	49.6%
• # of Households .....	34,651	• White .....	75.3%
• Median Income .....	\$111,617	• Black .....	4.5%
• Under age 18 .....	19.2%	• Hispanic .....	17.7%
• Over age 65 .....	18.6%	• Asian .....	2.4%

1	Albertsons (Acme)	3	\$64.10	21.94%
2	ShopRite	1	\$54.30	18.58%
3	Rite Aid	4	\$52.70	18.04%
4	Stop & Shop	1	\$39.20	13.42%
5	Northeast Grocery (Tops)	1	\$15.60	5.34%
6	Krasdale (AIM)	2	\$15.13	5.18%
7	CVS	2	\$12.90	4.41%
8	Allegiance (Foodtown)	1	\$11.90	4.07%
9	IGA	1	\$5.98	2.05%
10	America's Food Basket (Ideal)	1	\$5.40	1.85%
11	Key Food	1	\$3.20	1.10%
		<b>18</b>	<b>\$280.41</b>	<b>95.97%</b>

See NEW YORK COUNTY SHARE on page 92

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# Pomì

# NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 91

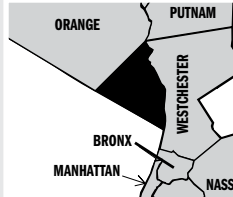


**QUEENS COUNTY (\$5.6 billion)**

- Population ..... 2,278,029
- # of Households ..... 807,468
- Median Income ..... \$75,886
- Under age 18 ..... 20.0%
- Over age 65 ..... 17.4%
- Female ..... 51.1%
- White ..... 24.5%
- Black ..... 20.7%
- Hispanic ..... 28.1%
- Asian ..... 27.3%

1	Key Food	72	\$839.80	14.88%
2	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	85	\$765.44	13.56%
3	Costco	2	\$519.50	9.20%
4	Walgreens (Duane Read)	50	\$474.60	8.41%
5	Stop & Shop	9	\$397.50	7.04%
6	CVS	43	\$356.50	6.32%
7	BJ's Wholesale Club	4	\$331.70	5.88%
8	Target	6	\$239.50	4.24%
9	ASG (Associated/Compare/Met/Pioneer)	33	\$215.08	3.81%
10	Rite Aid	22	\$156.60	2.77%
11	Food Bazaar	8	\$131.40	2.33%
12	Trade Fair	8	\$123.40	2.19%
13	7-Eleven	38	\$98.70	1.75%

14	Trader Joe's	2	\$98.50	1.75%
15	Western Beef	4	\$83.30	1.48%
16	Allegiance (Foodtown)	8	\$81.50	1.44%
17	Fine Fare Supermarkets (Shop Fair)	13	\$69.20	1.23%
18	ShopRite	1	\$58.70	1.04%
19	America's Food Basket (Ideal/NSA)	8	\$49.20	0.87%
20	Aldi	2	\$35.70	0.63%
21	IGA	2	\$26.00	0.46%
22	Lidl	1	\$19.10	0.34%
		<b>421</b>	<b>\$5,170.92</b>	<b>91.61%</b>



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

- Population ..... 339,022
- # of Households ..... 102,161
- Median Income ..... \$99,707
- Under age 18 ..... 29.2%
- Over age 65 ..... 15.7%
- Female ..... 50.6%
- White ..... 62.7%
- Black ..... 12.9%
- Hispanic ..... 18.8%
- Asian ..... 6.2%

1	ShopRite	5	\$404.30	37.08%
2	Costco	1	\$151.30	13.88%
3	Stop & Shop	4	\$119.20	10.93%

See NEW YORK COUNTY SHARE on page 93

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mwaldon@empirefoodmarketing.com



### Mid-Atlantic Region

PO Box 268  
Middletown, PA 17057  
Contact:  
Peter Sosik  
President - Mid-Atlantic  
717-657-5702  
fax 717-657-7939  
psosik@empirefoodmarketing.com

## NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 92

4	Key Food	5	\$74.60	6.84%
5	CVS	12	\$70.20	6.44%
6	BJ's Wholesale Club	1	\$48.50	4.45%
7	Target	2	\$45.90	4.21%
8	Walgreens	5	\$42.50	3.90%
9	Krasdale (AIM/Bravo)	3	\$27.91	2.56%
10	Aldi	2	\$23.10	2.12%
11	Walmart	1	\$22.10	2.03%
12	7-Eleven	8	\$19.90	1.83%
13	ASG (Associated/Compare/Met/Pioneer)	2	\$12.06	1.11%
14	Allegiance (Foodtown)	1	\$10.90	1.00%
15	Rite Aid	1	\$4.90	0.45%
16	America's Food Basket (Ideal/NSA)	1	\$4.40	0.40%
		<b>54</b>	<b>\$1,081.77</b>	<b>99.23%</b>



### STATEN ISLAND (\$1.7 billion)

• Population .....	49,133	• Female .....	51.1%
• # of Households .....	169,528	• White .....	58.3%
• Median Income .....	\$89,427	• Black.....	11.6%
• Under age 18.....	21.7%	• Hispanic .....	18.7%
• Over age 65.....	17.0%	• Asian.....	12.3%

1	ShopRite	3	\$372.40	22.28%
2	Costco	1	\$318.70	19.07%
3	Stop & Shop	5	\$262.60	15.71%
4	ASG (Associated/Compare/Met/Pioneer)	10	\$116.65	6.98%
5	CVS	19	\$112.30	6.72%
6	Target	3	\$90.40	5.41%
7	Key Food	7	\$73.90	4.42%
8	Walgreens (Duane Reade)	10	\$72.80	4.36%
9	Krasdale (ShopSmt/MktFresh/Stop1)	8	\$53.86	3.22%
10	Trader Joe's	1	\$46.50	2.78%
11	Western Beef	2	\$34.70	2.08%
12	Allegiance (Foodtown)	2	\$28.00	1.68%
13	7-Eleven	10	\$26.30	1.57%
14	Rite Aid	2	\$11.20	0.67%

See NEW YORK COUNTY SHARE on page 94

Your Solution for Perishables



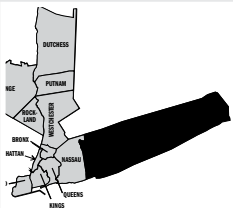
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# NEW YORK COUNTY SHARE OF MARKET: 2023

Continued from page 93

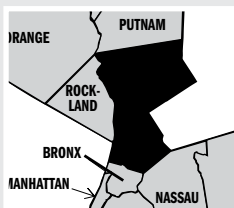
15	Lidl	1	\$10.60	0.63%
16	America's Food Basket	1	\$8.10	0.48%
		<b>85</b>	<b>\$1,639.01</b>	<b>98.06%</b>



**SUFFOLK COUNTY (\$6.4 billion)**  
(Includes Amityville, Riverhead, Southampton)

- Population ..... 1,525,465
- # of Households ..... 505,564
- Median Income ..... \$111,660
- Under age 18 ..... 20.7%
- Over age 65 ..... 17.6%
- Female ..... 50.4%
- White ..... 65.7%
- Black ..... 9.0%
- Hispanic ..... 20.7%
- Asian ..... 4.4%

1	Stop & Shop	27	\$1,232.40	19.28%
2	ShopRite	11	\$649.30	10.16%
3	Costco	5	\$581.60	9.10%
4	7-Eleven	168	\$470.50	7.36%
5	King Kullen (Wild By Nature)	20	\$410.70	6.42%
6	BJ's Wholesale Club	6	\$353.40	5.53%
7	CVS	68	\$321.60	5.03%
8	Walmart (SuperCenter)	7	\$321.50	5.03%
9	ASG (Associated/Compare/Met/Pioneer)	23	\$315.72	4.94%
10	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	52	\$295.18	4.62%
11	Target	10	\$278.00	4.35%
12	Lidl	15	\$213.70	3.34%
13	Walgreens	29	\$182.30	2.85%
14	Rite Aid	26	\$121.70	1.90%
15	Aldi	10	\$88.40	1.38%
16	Key Food	7	\$86.50	1.35%
17	Whole Foods	2	\$86.10	1.35%
18	IGA	11	\$83.07	1.30%
19	Uncle Giuseppe's	4	\$74.60	1.17%
20	Trader Joe's	2	\$61.80	0.97%
21	Stew Leonard's	1	\$47.60	0.74%
22	Fine Fare Supermarkets	5	\$38.70	0.61%
23	Sam's Club	1	\$38.40	0.60%
24	Fresh Market	1	\$18.10	0.28%
25	Quick Chek	5	\$12.60	0.20%
26	Food Bazaar	1	\$10.20	0.16%
27	Cumberland Farms	4	\$7.60	0.12%
28	America's Food Basket (Ideal)	1	\$3.20	0.05%
		<b>522</b>	<b>\$6,404.47</b>	<b>100.17%*</b>



**WESTCHESTER COUNTY (\$3.9 billion)**  
(Includes New Rochelle, White Plains, Yonkers)

- Population ..... 990,247
- # of Households ..... 364,413
- Median Income ..... \$105,387
- Under age 18 ..... 21.4%
- Over age 65 ..... 17.8%
- Female ..... 51.2%
- White ..... 52.4%
- Black ..... 16.7%
- Hispanic ..... 25.9%
- Asian ..... 6.6%

1	ShopRite	11	\$698.50	17.99%
2	Stop & Shop	14	\$612.70	15.78%
3	CVS	56	\$376.50	9.70%
4	Costco	3	\$322.10	8.30%
5	Albertsons (Acme/Balducci's)	13	\$284.60	7.33%
6	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	32	\$265.21	6.83%
7	Whole Foods	4	\$193.70	4.99%
8	BJ's Wholesale Club	3	\$161.50	4.16%
9	Trader Joe's	4	\$127.50	3.28%
10	Target	4	\$112.50	2.90%
11	Stew Leonard's	1	\$96.30	2.48%
12	Walgreens (Duane Reade)	14	\$91.80	2.36%
13	Sam's Club	1	\$87.50	2.25%
14	Allegiance (Foodtown)	8	\$87.30	2.25%
15	Wegmans	1	\$77.80	2.00%
16	Key Food	8	\$60.00	1.55%
17	Walmart	1	\$41.20	1.06%
18	7-Eleven	12	\$36.50	0.94%
19	Uncle Giuseppe's	1	\$25.20	0.65%
20	Food Bazaar	1	\$23.20	0.60%
21	Fresh Market	1	\$17.00	0.44%
22	Rite Aid	5	\$16.80	0.43%
23	ASG (Associated/Compare/Met/Pioneer)	4	\$13.87	0.36%
24	MOM's Organic Market	1	\$13.40	0.35%
25	America's Food Basket (Ideal)	2	\$10.30	0.27%
26	Fine Fare Supermarkets (Shop Fair)	1	\$6.80	0.18%
27	Save A Lot	1	\$5.50	0.14%
		<b>207</b>	<b>\$3,865.28</b>	<b>99.56%</b>

( ) 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 2023

# Zallie Family Markets Opens Newest Store, ShopRite Of Center Square, In Woolwich Twp., NJ On May 25

Zallie Family Markets opened ShopRite of Center Square May 25 in Woolwich Twp., NJ. David Zallie (r) of Zallie's Family Markets is joined here by Carol Stanton (l) and Dr. John Stanton of Saint Joseph's University's department of food marketing.



Chris Kenny (c) of Kenny ShopRites checks out the new Zallie's store with Wakefern's (l-r) Eric Bischoff, Mario Sciarra, Erinson Rosario and John Amaral.

UFCW Local 152 is represented at the party by Brian String (l) and Carmine DelVicario.



Attending the opening-even celebration from Wakefern were (l-r) Tom Paragham, Emmy Hume and Ross Farnsworth.



These folks are (l-r) Domenic Botto Jr. and Domenic Botto Sr. of Botto's Sausage; David Zallie and Giuliana Zallie, Zallie's Family Markets; and Vince Botto, Botto's Sausage.



Tom Mariano (c) of Zallie's Family Markets is flanked in this photo by Kurt Swanson (l) and Joe Teti of Amoroso Baking.



Ready to serve customers at the new Center Square ShopRite store are Nick Wolfe (l), Chef Kim Alvarez (c) and Leah Tomaziefski, Zallie's Family Markets.



On hand to celebrate the new store, which took six years to go from plan to final product, were (l-r) Craig Frederick, current mayor of Woolwich Twp.; David Zallie, Zallie's Family Markets; Jordan Schlump and Vernon Marino, the two previous Woolwich Twp. mayors prior to Frederick.



Dan Riff (r) of Frito Lay congratulates Zallie's Family Markets' (l-r) Ron Walker, Anthony Massoni and Mike Ross on the new store.



This Zallie's Family Markets' trio includes (l-r) Ron Bonacci, store manager at Glassboro ShopRite; Chris Calvert; and Mike Basher, store manager at Knorr Street.

## IN REVIEW: STOP & SHOP

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	22	\$848.30	\$3,857.80	21.99%	22	\$827.13	22.39%
CT	Litchfield	7	\$260.20	\$769.40	33.82%	7	\$247.73	33.50%
CT	New Haven	19	\$901.50	\$3,533.50	25.51%	19	\$855.74	25.08%

**CT Recap: 48 stores with sales of \$2.01 billion. Total retail food sales for CT in the study: \$8.16 billion. Stop & Shop share of CT is 24.63%.**

NJ	Bergen	11	\$340.70	\$3,612.30	9.43%	12	\$351.57	10.31%
NJ	Essex	3	\$125.70	\$2,302.40	5.46%	3	\$120.10	5.58%
NJ	Hudson	2	\$69.20	\$1,755.60	3.94%	2	\$66.55	4.11%
NJ	Hunterdon	1	\$27.60	\$469.70	5.88%	1	\$26.29	5.89%
NJ	Mercer	1	\$31.20	\$1,376.80	2.27%	1	\$30.16	2.20%
NJ	Middlesex	6	\$167.50	\$2,768.00	6.05%	7	\$172.87	6.90%
NJ	Monmouth	7	\$168.30	\$2,755.80	6.11%	7	\$155.28	5.98%
NJ	Morris	4	\$169.20	\$2,248.90	7.52%	4	\$160.62	7.55%
NJ	Ocean	7	\$255.30	\$2,132.80	11.97%	7	\$240.09	11.49%
NJ	Passaic	5	\$187.50	\$1,474.70	12.71%	5	\$178.32	13.33%
NJ	Somerset	4	\$102.40	\$1,336.50	7.66%	4	\$98.64	7.83%
NJ	Sussex	1	\$49.90	\$585.60	8.52%	1	\$47.22	7.53%
NJ	Union	5	\$156.20	\$2,066.90	7.56%	5	\$147.10	7.53%
NJ	Warren	1	\$25.70	\$499.70	5.14%	1	\$24.14	5.25%

**NJ Recap: 58 stores with sales of \$1.88 billion. Total retail food sales for NJ in the study: \$32.77 billion. Stop & Shop share of NJ is 5.73%.**

NY	Bronx	5	\$205.00	\$3,440.60	5.96%	5	\$195.07	6.21%
NY	Brooklyn	3	\$143.50	\$5,406.20	2.65%	4	\$174.76	3.39%
NY	Dutchess	4	\$218.20	\$1,109.60	19.66%	4	\$211.49	20.12%
NY	Nassau	23	\$987.60	\$5,855.90	16.87%	23	\$949.42	17.38%
NY	Orange	3	\$78.50	\$1,348.50	5.82%	3	\$75.84	5.67%
NY	Putnam	1	\$39.20	\$292.20	13.42%	1	\$38.70	16.07%
NY	Queens	9	\$397.50	\$5,644.20	7.04%	10	\$416.61	7.69%
NY	Rockland	4	\$119.20	\$1,090.20	10.93%	4	\$113.08	11.24%
NY	Staten Island	5	\$262.60	\$1,671.40	15.71%	5	\$249.83	15.69%
NY	Suffolk	27	\$1,232.40	\$6,393.70	19.28%	28	\$1,229.17	20.60%
NY	Westchester	14	\$612.70	\$3,882.40	15.78%	14	\$603.06	16.66%

**NY Recap: 98 stores with sales of \$4.3 billion. Total retail food sales for NY in the study: \$42.15 billion. Stop & Shop share of NY is 10.19%.**

**Mid-Atlantic Recap: 204 stores with sales of \$8.18 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Stop & Shop Per Store Average: \$40.1 million**

Source: *Food Trade News*, June 2023

## PEOPLE

Albertsons Mid-Atlantic executive **Jay Habben** has been named senior VP-merchandising and marketing for the Malvern, PA-based division. He will report to division president Tom Lofland.

Habben first joined Albertsons in 1994 in its Seattle division and spent much of his Albertsons career on the West Coast and Midwest. He relocated to the East Coast in 2015 when he became Safeway's assistant sales and merchandising manager for produce. In 2020, when the new Mid-Atlantic division was created, he moved to Malvern as sales and merchandising manager for special projects. Over the past two years, Habben served as merchandising and marketing lead for Kings and Balducci's (which Albertsons acquired in early 2021) and has been director of merchandising for the division since October 2021.

"Jay played an instrumental role in facilitating the seamless merger between Acme and Safeway Eastern. His leadership, agility and

commitment were fundamental to this integration process," said Lofland. "Additionally, Jay has been instrumental in leading Kings and Balducci's through a system conversion and source of supply change. His attention to detail and planning made this one of the smoothest transitions in our company."

Wakefern recently announced the appointment of **Parul Aggarwal**, CPA as vice president and controller for Wakefern Financial Services. She will report to Wakefern CFO Neil Falcone.

Aggarwal will oversee accounting operations, payroll, tax and compliance for Wakefern Financial Services. She will also head external financial reporting, including quarterly consolidations and financial statements, annual audited financial statements and compliance.

Prior to joining Wakefern Aggarwal served as senior finance manager of Mondelēz International, leading numerous finan-



**Jay Habben**



**Parul Aggarwal**



**Seny Taveras**

cial functions in support of the U.S. business. She also previously served as lead marketing of finance at Reckitt Benckiser, led financial reporting at General Mills Canada, and presided as corporate controller and financial planning and analysis lead at Kellogg's Canada.

Aggarwal holds a master's in MBA in Finance from the Centre for Management Development

in India and received a bachelor of commerce degree from Delhi University. She received her CPA from Chartered Professional Accountants of Canada (CPA Canada) in Toronto.

**Seny Taveras J.D.** has been appointed executive director of the National Supermarket Association (NSA), an association that represents owners of approxi-

mately 600 independent supermarkets in the New York metro area and other cities throughout the East Coast, it was announced by the national president of the NSA Samuel Collado.

In making the announcement, Collado noted: I am confident that with Seny Taveras strong leadership skills, her corporate

See **PEOPLE**  
on page 143

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## DELAWARE COUNTY SHARE OF MARKET: 2023

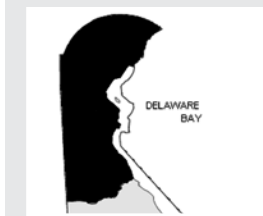
Total sales for the one Delaware county included in the study are \$2.23 billion.

Rank	Company	Stores	Sales (in millions)	% of Market
1	Albertsons (Acme/Safeway)	14	\$413.90	18.53%
2	ShopRite	6	\$342.40	15.33%
3	Wawa	30	\$282.70	12.65%
4	Walgreens	38	\$207.40	9.28%
5	BJ's Wholesale Club	3	\$140.60	6.29%
6	Super G	3	\$110.60	4.95%
7	Target	3	\$82.80	3.71%
8	Wegmans	1	\$80.30	3.59%
9	Walmart (SuperCenter)	3	\$80.20	3.59%

10	Food Lion	7	\$67.20	3.01%
11	CVS	13	\$65.70	2.94%
12	Rite Aid	21	\$62.50	2.80%
13	Costco	1	\$47.20	2.11%
14	Trader Joe's	2	\$40.20	1.80%
15	7-Eleven	15	\$32.80	1.47%
16	Aldi	3	\$24.90	1.11%
17	Royal Farm Stores	8	\$21.60	0.97%
18	Dash-In	9	\$20.60	0.92%
19	Sprouts	1	\$19.20	0.86%
20	Fas-Marts	11	\$17.10	0.77%
21	Great Valu	1	\$10.90	0.49%
22	Save A Lot	2	\$9.50	0.43%
23	IGA	1	\$7.02	0.31%
24	Lidl	1	\$6.90	0.31%
25	C&S Independents	6	\$4.96	0.22%
26	Circle K	2	\$4.30	0.19%
		<b>205</b>	<b>\$2,203.48</b>	<b>98.63%</b>

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

Source: Food Trade News, June 2023



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

• Population .....	575,494	• Female .....	51.3%
• # of Households .....	218,002	• White .....	54.8%
• Median Income .....	\$78,428	• Black .....	27.2%
• Under age 18 .....	21.3%	• Hispanic .....	11.0%
• Over age 65 .....	16.6%	• Asian .....	6.0%

# PALERMO DESSERTS

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## SAVE ROOM FOR DESSERT

# TAKING STOCK

from page 81

been named. One more Ahold Delhaize-related note – according to CEO Frans Mueller in an interview with *Reuters*, the large Dutch merchant is about 50 percent of the way to meeting its target to grow sales from outside its grocery stores to 1 billion euros (\$1.08 billion) by 2025. Muller said the new revenue stream to keep food prices lower as inflation continues to impact consumers in the U.S. and Europe. “What we generate on retail media revenue, we will reinvest in our business to make sure that consumers can afford themselves healthy and sustainable products,” Muller noted. “We have to work very hard together, with retail and manufacturing, to keep costs down.” Ahold Delhaize entered the retail media game a bit late, giving already dominant revenue leaders Amazon and Walmart a big head start. Ahold Delhaize’s target of reaching 1 billion euros in the next 18 months is a modest one when you consider Amazon garnered a whopping \$11.6 billion from its retail ad business (Amazon Advertising) in its recently completed fourth quarter alone...more Wegmans stuff: the Virginia Supreme Court has rejected a request made by Wegmans to reconsider an earlier decision that found that local residents had the right to challenge local authorizations of the regional chain’s plans to construct a 1 million square foot distribution center in Hanover County, VA which was approved by the county’s board of supervisors in 2020. Last month’s ruling offered no explanation of its decision, and what impact it will have on the new warehouse is unclear since the DC is almost finished and could begin operations later this summer. However, the Supreme Court’s decision means the case will be sent back to a lower court for further review. So, there could be further delays...things keep getting worse for Chesapeake, VA-based Dollar General stores, which over the past six months has replaced most of its senior management team and overhauled its board of directors. In its recently completed Q1, the discounter’s net earnings dropped to \$299 million compared to \$536 million in the corresponding period last year. That sent the company’s stock spinning down to its current level of \$143 per share (it was \$172 per share 11 months ago). And while Dollar Tree’s OSHA violations aren’t as rampant as competitor Dollar General, OSHA continues to find stores that violate its health and safety codes (more than 300 violations in the past six years). It was recently fined \$98,219 for a repeat violation at its Pewaukee, WI store...Roche Bros.’ Wander Rezende and Giant Food’s Sean Conlon have been named winners (two of four) in FMI’s 2023 Store Manager Awards. Rezende, who currently manages the upscale retailer’s Mashpee, MA supermarket and has been a store manager for Roche Bros. for nearly 24 years, won in the category of retailers that operate 1-49 stores. Conlon was named by the trade association as the industry’s best manager for retailers that operate between 500 and 199 stores. Each winner receives \$1,000 and a crystal award. Conlon currently manages the Giant on Jeff Davis Highway in Fredericksburg, VA. A tip of the hat to both hard-working men...and a location not too far from Fredericksburg, VA will be the first “pit stop” for Buc-ees, the Lake Jackson-TX based convenience store chain which is known for its “bigness.” Its first Virginia store, to be located adjacent to Interstate 64 in New Kent, will be 75,000 square feet in size, offer parking for 650 vehicles and feature multiple EV chargers. Its women’s restroom reportedly will have 36 stalls. The New Kent location is expected to open in 2025...now that the Ocado-driven Kroger fulfillment center in Frederick, MD is open, sister retailer Harris Teeter has expanded home delivery into the Baltimore metro area and plans to add other Maryland zip codes in the coming months. Currently, about 30,000 items from the 350,000 square foot Frederick facility are available through HT’s website or app...the “too politically correct” police might be visiting Kraft Heinz soon. One of the greatest names in the history of branding – the Wienermobile – has been replaced by a fleet of “Frankmobiles” after more than 80 years. Kraft Heinz said the name change was made to celebrate the company’s new recipe for its 100% Beef Frank line.

## Local Notes

Albertsons made an excellent choice in naming Jay Habben as its new senior VP-merchandising and marketing for the Mid-Atlantic division. Jay is highly intelligent with an advanced level of street smarts and a very hard worker. Since he’s worked closely with newly named division president Tom Lofland for several years (when Tom held the chief merchant role), the transition should be seamless...eye-opener of the month: New York City’s app-based food delivery workers are slated to make a minimum

**TAKING STOCK** continues on page 115



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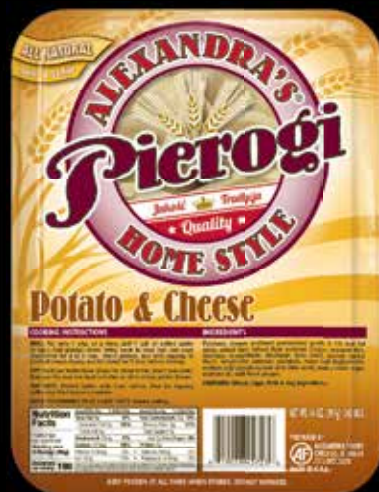
## IN REVIEW: KEY FOOD

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	4	\$59.20	\$3,857.80	1.53%	4	\$52.20	1.41%
CT	New Haven	2	\$34.10	\$3,533.50	0.97%	0	\$0.00	0.00%
<b>CT Recap: 6 stores with sales of \$93.3 million. Total retail food sales for CT in the study: \$8.16 billion. Key Food share of CT is 1.14%.</b>								
NJ	Bergen	3	\$32.50	\$3,612.30	0.90%	1	\$8.00	0.23%
NJ	Essex	9	\$171.10	\$2,302.40	7.43%	4	\$98.40	4.57%
NJ	Hudson	4	\$28.50	\$1,755.60	1.62%	4	\$25.30	1.56%
NJ	Middlesex	7	\$65.60	\$2,768.00	2.37%	7	\$60.20	2.40%
NJ	Monmouth	1	\$12.10	\$2,755.80	0.44%	1	\$11.20	0.43%
NJ	Passaic	7	\$122.80	\$1,474.70	8.33%	5	\$96.50	7.21%
NJ	Somerset	1	\$9.20	\$1,336.50	0.69%	1	\$7.90	0.63%
NJ	Union	3	\$72.00	\$2,066.90	3.48%	3	\$42.00	2.15%
<b>NJ Recap: 35 stores with sales of \$513.8 million. Total retail food sales for NJ in the study: \$32.77 billion. Key Food share of NJ is 1.57%.</b>								
NY	Bronx	53	\$544.70	\$3,440.60	15.83%	48	\$478.40	15.23%
NY	Brooklyn	70	\$795.30	\$5,406.20	14.71%	67	\$747.00	14.49%
NY	Dutchess	1	\$7.20	\$1,109.60	0.65%	1	\$6.90	0.66%
NY	Manhattan	29	\$355.90	\$6,014.30	5.92%	30	\$359.90	6.35%
NY	Nassau	22	\$313.20	\$5,855.90	5.35%	22	\$300.80	5.51%
NY	Putnam	1	\$3.20	\$292.20	1.10%	1	\$3.10	1.29%
NY	Queens	72	\$839.80	\$5,644.20	14.88%	70	\$785.40	14.50%
NY	Rockland	5	\$74.60	\$1,090.20	6.84%	2	\$39.10	3.89%
NY	Staten Island	7	\$73.90	\$1,671.40	4.42%	8	\$86.20	5.41%
NY	Suffolk	7	\$86.50	\$6,393.70	1.35%	7	\$84.20	1.41%
NY	Westchester	8	\$60.00	\$3,882.40	1.55%	8	\$60.70	1.68%
<b>NY Recap: 275 stores with sales of \$3.15 billion. Total retail food sales for NY in the study: \$42.15 billion. Key Food share of NY is 7.48%.</b>								
PA	Luzerne	2	\$7.40	\$998.90	0.74%	2	\$6.40	0.61%
PA	Northampton	1	\$4.50	\$1,260.50	0.36%	1	\$5.10	0.42%
PA	Pike	1	\$6.20	\$198.20	3.13%	1	\$6.40	3.25%
<b>PA Recap: 4 stores with sales of \$18.1 million. Total retail food sales for PA in the study: \$33.08 billion. Key Food share of PA is 0.05%.</b>								

**Mid-Atlantic Recap: 320 stores with sales of \$3.78 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion. Key Food Per Store Average: \$11.81 million**

Source: Food Trade News, June 2023

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# DIRECTORY OF RETAILERS

From page 86

Primary Supplier: UNFI  
Area Stores: 34  
Area Vol.: \$884.3 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: Leon Bergmann  
Supplier: Direct  
Area Stores: 49  
Area Vol.: \$306.8 million

## Seabra's Supermarkets

574 Ferry St.  
Newark, NJ 07105  
Phone: (973) 491-0399

Web: seabrafoods.com  
Primary Supplier: C&S Wholesale Grocers  
Area Stores: 11  
Area Vol.: \$79.5 million

## Sharp Shopper

1110 Sharp Ave.  
Ephrata, PA 17522  
Phone: (717) 733-9555  
Web: sharpshopper.net  
Owners: Dennis & Bonnie Sharp  
Primary Supplier: Direct  
Area Stores: 4  
Area Vol.: \$47.2 million

## ShopRite

5000 Riverside Dr.  
Keasby, NJ 08832  
Phone: (908) 527-3300  
Web: shoprite.com  
Chmn.: Joseph Colalillo  
Pres.: Mike Stigers  
Area Stores: 293 (Includes Price Rite, Fresh Grocer, Dearborn Market, Gourmet Garage, Fairway)  
Area Vol.: \$18.07 billion  
\*This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. All of the ShopRite, Fresh Grocer, Gourmet Garage, Fairway Market and Dearborn Market stores are independently owned. Most

of the Price Rite stores are corporately owned.

## Sprouts

5455 E. High St., Ste. 111  
Phoenix, AZ 85054  
Phone: (480) 814-8016  
Web: sprouts.com  
CEO: Jack Sinclair  
CFO: Lawrence "Chip" Malloy  
Pres./COO: Nick Konat  
Chief Store Operations Officer: Dan Sanders  
Chief Fresh Merch. Officer: Scott Neal  
SVP/CMO: Gil Phillips  
SVP-Chief Forager.: Kim Coffin  
SVP-Supply Chain: Joe Hurley  
SVP-East: Dan Croce  
Primary Supplier: Direct/Kehe  
Area Stores: 4  
Area Vol.: \$91.8 million

## Stew Leonard's

100 Westport Ave.  
Norwalk, CT 06851  
Phone: (203) 847-7214  
Web: stewleonards.com  
Pres./CEO: Stew Leonard Jr.  
Primary Supplier: Bozzuto's/Direct  
Area Stores: 6  
Area Vol.: \$401.7 million

## Stop & Shop Supermarket Co.

Div. of Ahold USA  
Corporate Office  
1385 Hancock St.  
Quincy, MA 02169  
Phone: (800) 767-7772  
NY Division Office  
101 Market Street East  
Nanuet, NY 10954  
Phone: (845) 624-3264  
Web: stopandshop.com  
Pres.: Gordon Reid  
EVP-Operations: Dean Wilkinson  
SVP-Marketing & Omnichannel: Karen Mitchell  
SVP-Strategy/Real Estate: Sean Spillane  
SVP-Finance: Mary Lynn Phillips  
SVP-Fresh: Peter Poutre  
SVP-Non Perishable: Jeff Dichele  
Primary Supplier: Direct  
Area Stores: 204  
Area Vol.: \$8.18 billion

## Super Supermarkets

525 Irvington Ave.  
Newark, NJ 07106  
Pres.: Mitchel Lopez  
Area Stores: 3  
Area Vol.: \$32.7 million  
Individual store owners are supplied by General Trading.

See **DIRECTORY** on page 106

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# International Dairy Deli Bakery Association's Flagship Show – IDDBA 2023 – Held June 4-6 At Anaheim

The International Dairy Deli Bakery Association (IDDBA) held its flagship IDDBA 2023 earlier this month at the Anaheim Convention Center. Among those traveling from the *Food Trade News* marketing area were (l-r) Shane Young and Michelle Steele, Albertsons Mid-Atlantic; Enrico Piraino DePalo Foods; Sara Long, Albertsons; Joseph Piraino and Thomas Piraino, DePalo Foods.



These fine folks are (l-r) Wayne Spurlock, Jamie Wichlacz, Fred Hoefferle, Sean Moran and Monica Spaulding of Belgioioso and Chris Vuono and Bob Weinmann of RDD Associates.

Joe Mitchell (r) of AJ Letizio Sales & Marketing says hello to Stop & Shop's (l-r) Karen Jorge, Kelly Martinez and Tiffany Taylor.



Here we have (l-r) Colleen Potts, Pace Target Brokerage; Christine Hixon, Albertsons Mid-Atlantic; Nancy Rodgers-Fluharty, Page Target Brokerage; Julie Kester, Albertsons Mid-Atlantic; Joe Pace III, Pace Target Brokerage; Ken Goodwin, Benson's Baking.



Checking things out in Anaheim are (l-r) Sam Fisher and Taylor Miller of Kroger and Queso Mama, Allen Lydick and Frank Sidari of Chairmans Foods.



Handling business at the show for Inspired Foods are Mitch DeMatteo (l) and Robert Crenshaw.



These gentlemen from Fratelli Beretta are Michael Romines (l), Simone Bocchini (c) and Alberto Beretta.



All smiles for our camera are Harvest Food Group's (l-r) Brian Roney, Brandon Schmidt and Blake Zimmerman.



On hand from Saint's Joseph's University were Alexa Agovino (l), James Partner (c) and Michelle Santos.



Jeff Harrell (l) of C&S smiles for a photo with Taylor Grissing of Dietz & Watson.



Among those attending were (l-r) Patrick Considine, LaClare Creamery; Amy Loss, Bill Bruachle and Katie Niles, Wegmans; and Alex Coenen, LaClare Creamery.



Handling business at the show for Wawa are Scott Drozdowski (l), Jerome Hunsinger (c) and Becky Pfister.



This Grocery Outlet trio features Tonya Rice (l), Lori Kunkle (c) and Michele Rosenthal.

# Convention Center As Retailers, Suppliers And Others Attend To Learn What's New In Fresh

The International Dairy Deli Bakery's flagship show – IDDBA 2023 - was held earlier this month at the Anaheim Convention Center. Traveling west from the Baltimore market were B. Green's Jim Marciniak (l) and Joanne Fischer.



These fine folks are (l-r) Cynthia Volk and Erin Koller, Giant Food; Carrie Todd, Hormel; Lisa Podesta-Coombs, Allan Perkins, Scott Holbrook and Jeff Hodge, JOH.

In the Martin's Famous Potato Rolls booth, our camera spotted Todd Bixby (l), Katie Henry (c) and Dennis Wenrick.



This Taylor Farms group shot includes (l-r) Jennifer Watts, Ryan Stearle, Ed St. Clair, Kent Ford, Dan Ferraiolo and Michelle Story.



Dan McShain (c) of Affinity Group is flanked in this photo by Chris Kirby (l) and Jason Smith of Ithaca Hummus.



Checking out IDDBA 2023 from JOH were Joe Navitsky (l), Kelly D'Amico (c) and Chris Darmody.



This Amoroso Baking foursome features (l-r) Colin Ringwalt, Dave Deola, Jesse Amoroso and Len Amoroso.



These gentlemen are Dietz & Watson's Michael Eni (l), Louis Eni (c) and CJ Eni.



Michael Romines (2nd from r) of Fratelli Beretta catches up with (l-r) Geoff Mason, Michael Hughes and Bill Sando of Hughes Sales.



Utz is well represented at the show by Callie Neiderer (l) and Gary Friedman.



This CA Team photo features (l-r) Steve Demirjian, Eric Jordan, Elizabeth Hinsien, John Lewis, Travis Hubbard, Charles Woods, Rusty McDaniel, Lauri McKenna, Ernie Vespolo and Janell Stone.



Lidl's Katie Rock (r) is joined here by Lane Gordon (l) and Adam Michael of Mama Mancini's.



Mike Eardley (l), retiring IDDBA president, says hello to Justine Giordano (c) and Gary Leesman of Vincent Giordano Corp.

# DIRECTORY OF RETAILERS

From page 102

## Supremo Food Market

249 E. Front St.  
Plainfield, NJ 07060  
Phone: (908) 668-9114  
Web: supremofoods.com  
Area Stores: 12  
Area Vol.: \$182.6 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  
Area Stores: 8  
Area Vol.: \$123.4 million

## Trader Joe's

East Coast Div.  
160 Federal St., 12th Fl.  
Phone: (857) 400-3400  
Web: traderjoes.com  
Chmn./CEO: Bryan Palbaum  
Pres.: John Basalone  
Supplier: Direct  
Area Stores: 60  
Area Vol.: \$1.72 billion

## Tri-State Co-Op

506 E. Gibbsboro Rd.  
Lindenwold, NJ 08021  
Phone: (856) 783-2534  
Pres.: Paul Buckley  
Primary Supplier: UNFI  
Area Stores: 10  
Area Vol.: \$78.5 million  
\*This is the marketing office for several smaller independent retailers operating in Maryland, Pennsylvania and New Jersey.

## Uncle Giuseppe's

225 Old Country Rd., North Wing, Ste. 2  
Melville NY 11747  
Phone: (516) 420-0126  
Web: uncleg.com  
Pres.: Phil DelPrete  
Primary Supplier: UNFI  
Area Stores: 10  
Area Vol.: \$223.6 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

Area Stores: 27  
Area Vol.: \$2.06 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 Estate/Store Dev.: Rusty Graber  
SVP-HR: Jim Marcil  
SVP-Operations: David Gose  
SVP-Merch./Marketing: Bob Gleeson  
SVP/CIO: Greg Zeh  
Primary Supplier: Direct  
Area Stores: 111  
Area Vol.: \$2.73 billion

## Western Beef Supermarkets

47-05 Metropolitan Ave.  
Ridgewood, NY 11385  
Phone: (718) 417-3770  
Web: westernbeef.com  
Pres.: Peter Castellana III  
Primary Supplier: C&S Wholesale Grocers  
Area Stores: 21  
Area Vol.: \$311.1 million

## Whole Foods Market

Div. of Amazon  
Northeast Div.  
Harborside 3  
210 Hudson St., Ste 700L  
Jersey City, NJ 07311  
Phone: (201) 567-2090  
Div. Pres.: Nicole Davia  
Area Stores: 77 (includes Amazon Fresh/Amazon Go)  
Area Vol.: \$2.94 billion

## DRUG STORES

### CVS Caremark

One CVS Dr.  
Woonsocket, RI 02895  
Phone: (401) 765-1500  
Web: cvs.com  
CEO/Pres.: Karen Lynch  
Co-Pres.-CVS Pharmacy: Michelle Peluso, Prem Shah  
Area Stores: 1,240  
Area Vol.: \$6.94 billion  
\*Includes both stand-alone stores and pharmacies within Target locations.

### Rite Aid

30 Hunter Ln.  
Camp Hill, PA 17011

See **DIRECTORY** on page 107



## C-Stores • Retail • Foodservice



Contact: Lauren Tummarello 609-226-6414 • Frank Tummarello, Jr. 609-513-3833

## DIRECTORY OF RETAILERS

From page 106

PO. Box 3165  
Harrisburg, PA 17105  
Phone: (717) 761-2633  
Web: riteaid.com  
Interim CEO: Elizabeth "Busy" Burr  
Area Stores: 592  
Area Vol.: \$2.59 billion

### Walgreens

200 Wilmot Rd.  
Deerfield, IL 60015  
Phone: (847) 940-2500  
Web: walgreens.com  
CEO: Rosalind Brewer  
Area Stores: 717 (Includes Duane  
Reade)  
Area Vol.: \$5.11 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  
Area Stores: 980  
Area Vol.: \$2.59 billion

#### Circle K Convenience Stores, Inc.

*Div. of Couche-Tard*  
935 E. Tallamadge Ave.  
Akron, OH 44310  
Phone: (330) 630-6300  
1100 Situs Court, Ste 100  
Raleigh, NC 27606  
Phone: (919) 774-6700  
Web: circlek.com  
Pres./CEO Brian P Hannasch  
Area Stores: 42  
Area Vol.: \$95.5 million

#### Cumberland Farms

*Div. of EG Group*  
165 Flanders Rd.  
Westborough, MA 01581  
Phone: (508) 366-4445  
Web: cumberlandfarms.com  
Pres.: George Fournier  
Primary Supplier: Direct  
Area Stores: 52  
Area Vol.: \$117.1 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

Area Stores: 9  
Area Vol.: \$20.6 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  
Area Stores: 16  
Area Vol.: \$27.1 million

#### Heritage's Dairy Stores

376 Jessup Rd.  
Thorofare, NJ 08086  
Phone: (856) 845-2855  
Web: heritages.com  
Pres.: Skeeter Heritage Jr.  
Prim. Supplier: Direct (Heritage Whole-  
sale)  
Area Stores: 31  
Area Vol.: \$47.6 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  
Area Stores: 5  
Area Vol.: \$16.1 million

#### Quick Chek Food Stores

*Div. of Murphy USA*  
3 Old Hwy. 28  
Whitehouse Station, NJ 08889-0600  
Phone: (908) 534-2200  
Web: quickchek.com  
CEO-Murphy USA: Andrew Clyde  
Primary Supplier: AFI  
Area Stores: 160  
Area Vol.: \$396.7 million

#### Royal Farms

3611 Roland Ave.  
Baltimore, MD 21211  
Phone: (410) 889-0200  
Web: royalfarms.com  
Pres.: John Kemp  
Primary Supplier: Cooper Booth  
Area Stores: 46  
Area Vol.: \$133.5 million

#### Rutter's

*Div. of CHR Corp.*  
2295 Susquehanna Trail, Ste. C  
York, PA 17404  
Phone: (717) 848-9827

See **DIRECTORY** on page 151

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# Independent Retailers, Vendors Head To Meadowlands Exposition Center In

Allegiance Retail Services held its holiday show June 1 at the Meadowlands Expo Center in Secaucus, NJ. John Derderian (r) of Allegiance Retail Services welcomes John Estevez of Estevez Family Foodtown.



These fine folks are (l-r) Brian Hubbard, Novel Products; Steve Schwartz and Orlando Olave, Morton Williams; Mike Tarloff and Damaris Hernandez, C&S.



Dan Okin (l) of Porky Products chats with Bill Estevez of Estevez Family Foodtown.



Here we have (l-r) Chris Johnson and Dave Tomalo, Jack's Foodtown; Dave Williams, RDD Associates; Thomas O'Brien, Jack's Foodtown; Jim Regan, RDD Associates; and Scott Landry, Jack's Foodtown.



Alexia Conciatori (c) of Allegiance Retail Services is flanked in this photo by Joe Paravati Sr. (l) and Angelo Ciminera of A&J Foodtown.



Foodtown's Albert Tirado (l) says hello to Eva Kohn (c) and John Polizano of CBA Industries.



Tony Dineen (r) of Bimbo Bakeries smiles for a photo with (l-r) Andres Pena, Eddy Fernandez, Jose Ferreira, Jason Ferreira, Frank Fernandez, Donny Javez and Marcos Patino, all with Ferreira Foodtowns.



Taking a break from a busy show to smile for our camera are Mike Muha (l) of Northeast Food Marketing, Adam Shapiro (c) of Green Way Markets and Donato Metta of Nebraskaland.



In the Fresh Pro booth, our camera spotted (l-r) Brad Ehert, Jose Troya, Amaury Reyes, Mark Antoch and Joe Granata of Fresh Pro, along with Ken Brickel of Allegiance Retail Services.



Dean Holmquist (l) of Allegiance Retail Services says hello to John Rota of PSK Foodtown.



These industry vets are (l-r) Mike Luckie, JOH; Burr McDermott, Kayem; Victor Colello, Morton Williams; and Gary Berg, Allegiance Retail Services.



Samer Rahman (c) of Allegiance Retail Services smiles for a photo with Daniel Romanoff (l) of Nebraskaland and Steve Sloan of Morton Williams.



These gentlemen are (l-r) Joe Fantozzi, Allegiance Retail Services; Adam Shapiro, Green Way Markets; Pedro Aponte and Jeff Anastasia, Utz.

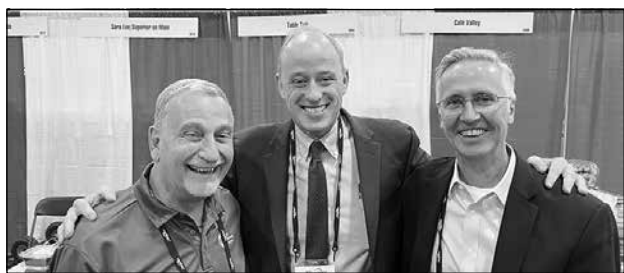


John Aleksandrewicz (l) of Allegiance Retail Services chats with Maria Alvarez of DiMartino Gruppo.



Allegiance Retail Services' Christine Moramak (l) spends some time at the show with Robert Crenshaw of Inspired Foods.

# Secaucus, NJ On June 1 For Allegiance Retail Services Holiday Food Show



All smiles for our photographer are (l-r) Carmen Addeo of C&S, Ed Hunt of PSK Foodtown and Dean Holmquist of Allegiance Retail Services.



Fred Hoefflerle (c) of BelGioioso is joined here by RDD Associates' Art Scher (l) and Chris Vuono.



Joe Fantozzi (l) of Allegiance Retail Services smiles for a photo with AI Spinazzola of RDD Associates.



Susan Sarlund (r) of the New York Apple Association stops to chat with Christine Fries (l) and Joe Atchison of the New Jersey Department of Agriculture.



All smiles for our camera are (l-r) Chris Soper, Aspire Bakeries; Nancy Rodgers Fluharty, Pace Target Brokerage; Jimmy Tanico, Sprout Creek Bakery; Eddie Trapani, PSK Foodtown; Colleen Potts and Jackie Moranec, Pace Target Brokerage.



Tracy Simmonds (l) of Affinity Group chats at the show with Jamie Failing of Taylor Farms.



This foursome features (l-r) Paola Lankiewicz, Nebraskaland; Gary Berg, Allegiance Retail Services; Victor Colello, Morton Williams; and John Baxter, Phillips Foods.



Making their way to the Meadowlands Expo Center earlier this month were (l-r) Greg Baumann, Letia Childs and Chip Talbert, Liberty Coca-Cola; John Paravati Sr., Foodtown of New Rochelle; and Angelo Ciminera, A&J.



Zak Romanoff (l) of Omni Food Sales says hello to Corey Schor of Palermo Bakery.



This duo features Greg McCann (l) of Advantage Solutions and Ed McKavanaugh of Allegiance Retail Services.



This group includes (l-r) Ivan Colberg and Davis Rosario of PSK Foodtown, Mark McFadden of Allegiance Retail Services and James Canty of PSK Foodtown.



Karen Kantz (c) of Allegiance Retail Services is joined here by Acosta's Marion Todd (l) and AK Edojah.



Joe Andreo (r) of Land O' Lakes smiles for a photo with Goya's (l-r) Steve Rodriguez, Franciso Breten, Ruben Martinez and Esmerlyn Canela.



These show-goers are (l-r) Dylan Dowd and Tom Down, Lagniappe Foods; Noah Katz, PSK Foodtown; Candy Rodriguez and Gary Berg, Allegiance Retail Services.



These gentlemen attending the Allegiance Retail Services show are Ray Aguila (l) of LaFlor Spices and Roger Dat of Glacier Point Distributors.

# Saint Joseph's University Holds 16th Annual Food Industry Summit At Mandeville Hall In Philly



Saint Joseph's University (SJU) held its 16th annual Food Industry Summit last month at Mandeville Hall on the school's campus in Philadelphia. Among the day's guest speakers and organizers were (l-r) Dr. John Stanton, SJU food marketing professor; Denny Belcastro, Kimberly Clark; Sarah Hofstetter, Profitero; Wayne Shurts, Stater Bros. board member; Mike Marzano, SJU food marketing professor; Bryan Gildenberg and Peter VS Bond, co-hosts of "The CPG Guys" podcast.



Also guest speaking was Wakefern's Steve Henig (c), who is joined here by Prakash Shan (l) of McCormick and Mike Marzano, SJU professor of food marketing.



George Latella (c), SJU professor of food marketing, smiles for a photo with Larry Walker (l) of Balford Foods and David Catalana of Cumberland Dairy.



Paul Brauer (r) of Brown's ShopRite chats at the summit with Mark Tarzwell (l) and LeeAnn Smulligan, both with Mrs. T's.



John Karamatsoukas (l) of Original Philadelphia Cheesesteak Co. says hello to Dr. John Stanton, SJU professor of food marketing.



These smiles belong to (l-r) Larry Walker, Balford Foods; Don DiJulia, retired SJU athletic director; Dr. Richard George, food industry consultant and former SJU professor of food marketing; and Dr. John Stanton, SJU professor of food marketing.

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

The annual Ravitz Family Foundation Golf Outing was held June 15 at Scotland Run Golf Club in Williamstown, NJ. Ravitz ShopRite's Brett Ravitz (2nd from r) welcomes (l-r) Jim Rock, Herr Foods; Bob Kilpatrick, Bimbo Bakeries; Fran Dolan, Herr Foods; and Jim Madanci, Miller's ShopRites.



These smiles belong to Ravitz ShopRite's (standing l-r) Matt Malone and Skip Kozarski; (seated) Kevin Morgan, Jason Ravitz and Jerry Thomas.



On hand from Liberty Coke were Abi DiColli (l), Rob Rokosky (c) and Corey Hilson.



These snack mavens are (l-r) Rich Sisca and Dan Holder of Little Debbie and Mark Burns and Bill Schlosky of Utz.



Smiling for our photographer are Jeff Sullins (l) and Rob Dunn (c) of Lynmar Builders and Chris Vadino of Cold Technology.



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# New Jersey Food Council Hosts 2023 Night Of Distinction In Somerset, NJ Honoring Wawa's

The New Jersey Food Council (NJFC) held its 2023 Night of Distinction at The Palace at Somerset Park in Somerset, NJ. NJFC chairman Andrew Kent (l) of Glass Gardens ShopRite and NJFC president Linda Doherty (r) join honorees (2nd from l-r) Wawa's Jason Read, Wakefern's Steve Henig, Albertsons' Jim Perkins and Whole Foods' Nicole Davia.



These folks are (seated l-r) Joe Kaszuba, House Foods USA; Joe Padovano; (standing l-r) Pat Fasano, Tony Dineen, Pat Sullivan, Sean Bruno, Marlene Sidhu and Matt Lipowski, all with Bimbo Bakeries.

This Albertsons Mid-Atlantic group includes (l-r) Mike Styer, Jay Habben, Jonathan Cruz, Tom Lofland and Brad Spooner.



Smiling for the *Food Trade News* camera from Murphy's Markets are (l-r) Steve and Maria Carney and Ali and Ron H. Murphy.



Tom Cormier (2nd from r) of RBS catches up with Stop & Shop's (l-r) Julie Montone, Ryan Rios, Evan Hershowitz, John Encke and Liz Chace-Marino.



This Bozzuto's trio features Robin Rowe (l), Sean Desmond (c) and Kenny Hom.



Krasdale Foods is well represented at the outing by (l-r) Howie Kent, Michael King, Gus Lebiak, Cynthia Ramos and Dennis Hickey.



Ernest Benson (l) of Liberty Coca-Cola chats with Peter Contino of Weis Markets.



Joe Colalillo (l) of ShopRite of Hunterdon County chats with Kevin McDonnell of Price Rite.



Wawa's Jason Read (c) is flanked in this photo by Steve Buchinski (l) and Mark Schreiber of Utz.



These fine folks are (l-r) John Bock, Herr Foods; Andrew Kent, Glass Gardens ShopRite; Jim Rock, Nick Cortese and Fran Dolan, Herr Foods; and Irv Glass, Glass Gardens ShopRite.



Making their way to The Palace at Somerset are (l-r) Gary Rosenthal, JOH; Dennis Hickey, Krasdale Foods; Bob Jordan, US Salt; and Debbie Pregiato, Advantage Solutions.



This Albertsons Mid-Atlantic duo features Arthur Goncalves (l) and Frank Cardoso.

## Jason Read, Wakefern's Steve Henig, Albertsons' Jim Perkins, Whole Foods' Nicole Davia

These industry vets are (l-r) Howie Kent of Krasdale Foods, Eva Kohn of CBA Industries and Jonathan D'Orsi of ShopRite of Carteret.



Price Rite's Kevin McDonnell (2nd from l) smiles for a photo with Wakefern's (l-r) Michael Day, Bill Mayo, Joe Sheridan, Steve Henig, Paul Paton, Thomas Roy, Alison Berger and Michael Criscuolo.

Matt Juhring (l) of Albertsons Mid-Atlantic poses for a photo with Bob Kilpatrick of Bimbo Bakeries.



These gentlemen from General Trading are Jose Sanchez (l) and Jonathan Abad.



Food Trade News' Kevin Gallagher (l) chats at the NJFC outing with Mary Ellen Peppard (c) of NJFC and Tom Cormier of RBS.



These Albertsons Mid-Atlantic folks are (l-r) Marianne Nice-Trionfo, Brad Spooner, Jennifer Lahotski and Kristan Lewis.



This JOH photo features (l-r) Gary Rosenthal, Doug Parker, Paul Colatrioano, TJ Manning, Patti Herrick, Rich Martin, Harry Helmstetter and Dan McKernan.



Among those in attendance at the NJFC gala were (l-r) Lawrence Inserra III, Inserra Supermarkets; Linda Doherty, NJFC; Mike Tarloff, C&S; and Wayne Pesce, CFA.



On hand from Crossmark were (l-r) Jay Bern, David Deo, Scott Kirkpatrick and Sal Millone.



Here we have (l-r) Sho Islam, Middlesex County government; Howard Dorman, Mazars; Steve Lee, Groc; Damon Riccio, Wildfare; and Tom Cormier, RBS.



These smiles belong to Gary Rosenthal (l) of JOH, Paul Paton (c) of Wakefern and Dennis Hickey of Krasdale Foods.



Jim Perkins (l) of Albertson Mid-Atlantic smiles for a photo with Joe Colalillo of ShopRite of Hunterdon.




These smiles belong to (l-r) Joe Colalillo, ShopRite of Hunterdon; Ranjana Choudhry and Joe Sheridan, Wakefern; Eva Kohn, CBA Industries; and Kelli Schaefer-McSpirit, Wakefern.

## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Total sales for those New Jersey counties included in the study are \$32.77 billion

Rank	Company	Stores	Sales (in millions)	% of Market
------	---------	--------	---------------------	-------------




**ATLANTIC COUNTY (\$1.0 billion)**  
(Includes Atlantic City, Hammonton)

- Population ..... 275,638
- # of Households ..... 105,277
- Median Income ..... \$66,473
- Under age 18 ..... 20.9%
- Over age 65 ..... 19.3%
- Female ..... 51.2%
- White ..... 55.5%
- Black ..... 17.1%
- Hispanic ..... 19.9%
- Asian ..... 8.0%

1	ShopRite	5	\$361.50	36.00%
2	Wawa	28	\$187.60	18.68%
3	Albertsons (Acme)	4	\$112.10	11.16%
4	CVS	14	\$69.20	6.89%
5	Walgreens	14	\$67.50	6.72%
6	Walmart (SuperCenter)	3	\$63.50	6.32%
7	Target	2	\$54.60	5.44%
8	BJ's Wholesale Club	1	\$34.10	3.40%
9	Sam's Club	1	\$33.70	3.36%
10	7-Eleven	8	\$15.40	1.53%
11	IGA	1	\$9.10	0.91%

12	Royal Farm Stores	3	\$9.10	0.91%
13	Aldi	1	\$8.80	0.88%
14	Lidl	1	\$7.80	0.78%
15	Tri-State Co-Op	1	\$6.60	0.66%
16	Rite Aid	1	\$5.40	0.54%
17	Save A Lot	1	\$4.90	0.49%
18	Circle K	2	\$3.90	0.39%
		<b>91</b>	<b>\$1,054.80</b>	<b>105.05%*</b>



**BERGEN COUNTY (\$3.6 billion)**  
(Includes Englewood, Hackensack, Ramsey)

- Population ..... 952,997
- # of Households ..... 348,674
- Median Income ..... \$109,497
- Under age 18 ..... 21.0%
- Over age 65 ..... 17.8%
- Female ..... 51.0%
- White ..... 53.6%
- Black ..... 7.6%
- Hispanic ..... 22.0%
- Asian ..... 17.4%

1	ShopRite (Fresh Grocer/PR)	18	\$1,330.40	36.83%
2	Stop & Shop	11	\$340.70	9.43%
3	Albertsons (Acme/Kings)	9	\$289.80	8.02%
4	CVS	47	\$209.60	5.80%
5	Whole Foods (Amazon Fresh)	5	\$166.20	4.60%

See NEW JERSEY COUNTY SHARE on page 116

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# TAKING STOCK

from page 99

of \$17.96 per hour plus tips effective July 12. That number will increase to \$19.96 an hour by 2025. So, if you want your groceries or restaurant food delivered by Instacart, DoorDash, Grubhub or Uber Eats, expect to pay more. Perhaps considerably more. Ah, the hidden costs of online marketing!...according to a new study from the Center for an Urban Future, New York City has not recovered from the massive retail job losses that occurred during COVID. The research group noted that since February 2020, NYC has lost 37,800 jobs in all retail-related fields. On a national basis, the overall private employment sector has almost fully recovered (down only 0.8 percent). More specifically, the report also noted that working remotely contributed to significant national job losses as did online shopping, a bigger factor in the Big Apple than in any market in the country...also from the five boroughs: the *New York Post* reports that NYC retailers are furious about a bill that would ban the use of facial recognition technology unless they get written approval from their customers. The newly proposed legislation, which is still in committee, is seen by some approving legislators as a way to stop racial profiling and also as a defense against the overbearing James Dolan, owner of Madison Square Garden, who has used the technology to bar certain attorneys (who have criticized or litigated against Dolan) from entering any of his Manhattan venues including the Beacon Theater and Radio City Music Hall. Grocery retailers, which have been besieged by shoplifters since the pandemic began, say that facial recognition technology has been effective in slowing down shoplifting. In 2022, the NYPD reported that only 327 people accounted for 6,600 such arrests, a whopping 30 percent of the total of shoplifting arrests in the city. The *Post* reports that 30-40 percent of all independent retailers are using some form of the technology...Laura Karet, who abruptly left her post as CEO of Pittsburgh-based regional grocery chain Giant Eagle in March, has joined the board of convenience store retailer Arko Corp. Arko, based in Richmond, sells wholesale fuel and also operates approximately 1,800 c-stores under such banners as Fas Mart, Shore Stop and Jiffi Food Markets...from the obituary desk this month we have several deaths to report, including two retailers who had an impact on the grocery business. Carl Jablonski, former president of Acme Markets who also served as top dog on New England-based Shaw's Supermarkets, has passed away at the age of 72. One of the great characters in the biz, Carl led Acme during a challenging period when the corporate Albertsons organization was led by the inept Larry "The Milkman" Johnson before it was sold to Supervalu in 2006, whose CEO was the clueless (about retail) Jeff Noddle. With limited cap-ex at his disposal and an aging store base to contend with, Carl managed to lift the morale of the associates and establish an excellent rapport with the vendors, especially suppliers and distributors who were based in the Delaware Valley. What's often overlooked about Carl's larger-than-life persona was that he was an excellent operator who knew the "ins" and "outs" of operating a store and was largely admired by Acme associates for his candor and sense of humor. He showed those "operational chops" at the Avalon Seafood & Produce Markets and Bud's Fresh Market on the Jersey Shore, two stores that he opened after he left chain retailing. I've met many interesting people in my 50-year journey in this business, but few were as entertaining and spontaneous as Carl Jablonski. I'll miss his energy, his big smile and ability to captivate people. Another retailer with a totally different personality than Jablonski has also left us. Tom Smith, former Food Lion CEO, has passed away at the age of 81. Smith started working for the Salisbury, NC retailer as a bagger (when it was known as Food Town) in the early 1960s while attending Catawba College. After graduating, he joined Del Monte for six years as a sales rep before returning to the retailer in 1970 as a buyer. Smith worked closely with founder Ralph Ketner and when Ketner retired as CEO in 1981, Smith became president and COO. In 1986, he was promoted to CEO of the fast-growing retailer, which by that time had grown to nearly 500 stores with sales approaching \$5 billion annually. Smith remained chief executive until 1999 until he stepped down, noting, "After nearly 30 years of hard work, it is time to retire and give the company a management team to lead it into the next millennium. I can think of no better time to make these changes than the present, as Food Lion is in excellent shape, financially and operationally." When he retired at the age of 57, Food Lion operated nearly 1,000 stores and employed more than 100,000 associates. I met Tom Smith many times in the 1980s and 1990s - he was truly a country gentlemen who acted with humility and grace and possessed a strong work ethic with a lot of street smarts...Pasquale Caputo,

TAKING STOCK continues on page 135

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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 114

6	7-Eleven	68	\$164.20	4.55%
7	Costco	1	\$130.80	3.62%
8	Walmart (SuperCenter)	3	\$126.60	3.50%
9	Wegmans	1	\$120.40	3.33%
10	Walgreens	32	\$119.70	3.31%
11	Target	4	\$85.80	2.38%
12	BJ's Wholesale Club	2	\$60.10	1.66%
13	Stew Leonard's	1	\$54.50	1.51%
14	Trader Joe's	3	\$51.60	1.43%
15	Krasdale (AIM/Bravo/CTown/MktFrsh)	8	\$50.36	1.39%
16	Aldi	5	\$42.90	1.19%
17	Uncle Giuseppe's	1	\$34.00	0.94%
18	Key Food	3	\$32.50	0.90%
19	Wawa	4	\$26.48	0.73%
20	ASG	5	\$25.39	0.70%
21	Lidl	3	\$25.30	0.70%
22	Quick Chek	10	\$24.60	0.68%
23	Allegiance (Foodtown)	2	\$21.60	0.60%
24	Food Bazaar	1	\$18.90	0.52%

25	Rite Aid	4	\$17.70	0.49%
26	MOM's Organic Market	1	\$13.90	0.38%
27	Fresh Market	1	\$8.40	0.23%
28	Circle K	3	\$6.60	0.18%
29	IGA	1	\$4.42	0.12%
		<b>257</b>	<b>\$3,603.45</b>	<b>99.76%</b>



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

• Population .....	466,103	• Female .....	50.5%
• # of Households .....	172,400	• White .....	65.1%
• Median Income .....	\$95,935	• Black .....	18.7%
• Under age 18 .....	20.6%	• Hispanic .....	9.2%
• Over age 65 .....	17.7%	• Asian .....	6.2%

1	ShopRite	10	\$573.40	29.62%
2	Wawa	40	\$254.54	13.15%
3	Albertsons (Acme)	7	\$165.90	8.57%
4	Walmart (SuperCenter)	5	\$131.50	6.79%
5	CVS	23	\$107.20	5.54%
6	Wegmans	1	\$84.20	4.35%
7	Target	4	\$81.30	4.20%
8	Costco	1	\$58.10	3.00%

See NEW JERSEY COUNTY SHARE on page 117



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 116

9	Aldi	5	\$51.60	2.67%
10	7-Eleven	22	\$49.70	2.57%
11	BJ's Wholesale Club	1	\$49.70	2.57%
12	Rite Aid	11	\$47.40	2.45%
13	Walgreens	6	\$43.20	2.23%
14	Whole Foods	1	\$42.10	2.17%
15	Military Commissaries	1	\$39.28	2.03%
16	Murphy's Markets	2	\$34.76	1.80%
17	Sam's Club	1	\$28.80	1.49%
18	Sprouts	1	\$18.50	0.96%
19	Trader Joe's	1	\$17.00	0.88%
20	Lidl	2	\$15.70	0.81%
21	Grocery Outlet	1	\$7.70	0.40%
22	Royal Farm Stores	2	\$5.70	0.29%
23	IGA	1	\$4.16	0.21%
24	ASG (Compare)	1	\$3.46	0.18%
25	Quick Chek	1	\$3.30	0.17%
26	Circle K	1	\$2.50	0.13%
		<b>152</b>	<b>\$1,920.70</b>	<b>99.21%</b>

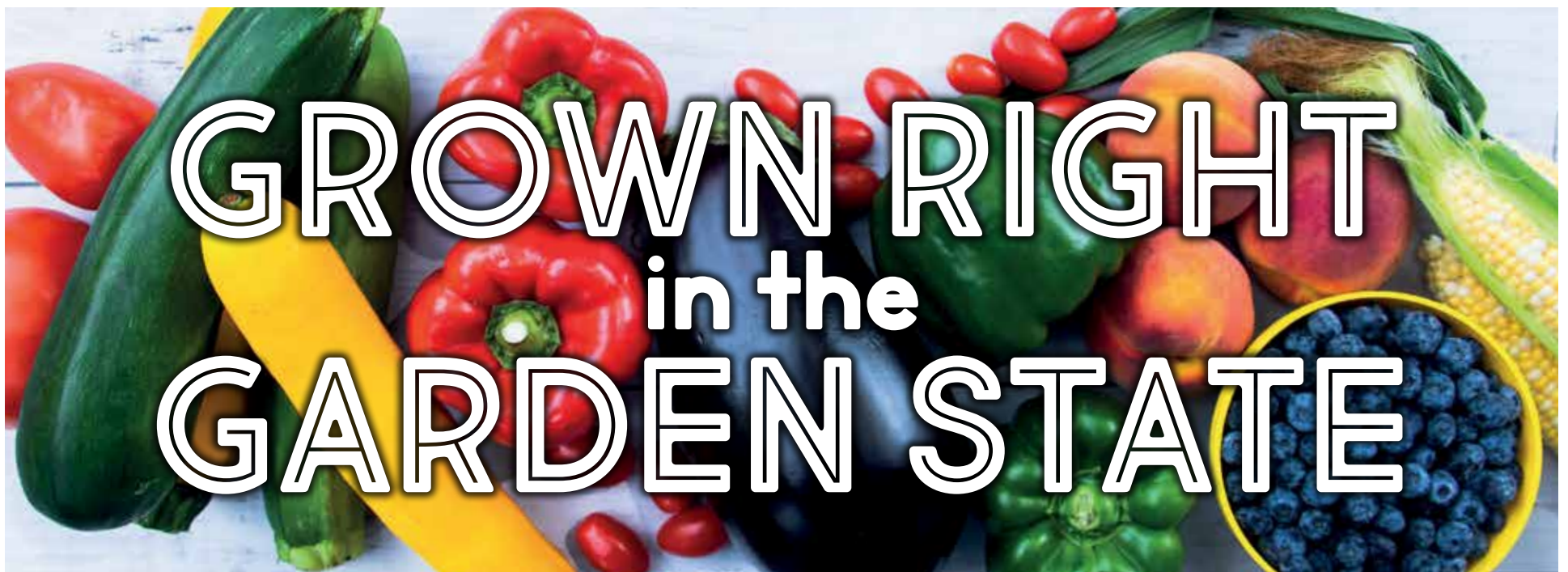


### CAMDEN COUNTY (\$1.9 billion) (Includes Camden, Cherry Hill)

• Population .....	524,907	• Female .....	51.5%
• # of Households .....	196,939	• White .....	54.5%
• Median Income .....	\$75,485	• Black .....	22.0%
• Under age 18 .....	22.7%	• Hispanic .....	18.5%
• Over age 65 .....	16.3%	• Asian .....	6.2%

1	ShopRite	8	\$452.60	24.04%
2	Wawa	40	\$264.74	14.06%
3	Walmart (SuperCenter)	5	\$159.90	8.49%
4	Albertsons (Acme)	6	\$150.90	8.02%
5	CVS	27	\$144.50	7.68%
6	Target	5	\$110.70	5.88%
7	Rite Aid	22	\$84.70	4.50%
8	Walgreens	10	\$68.40	3.63%
9	Costco	1	\$67.30	3.58%
10	Wegmans	1	\$62.20	3.30%
11	Aldi	7	\$55.10	2.93%
12	7-Eleven	14	\$39.80	2.11%
13	Whole Foods	1	\$32.20	1.71%
14	Supremo	1	\$28.10	1.49%
15	BJ's Wholesale Club	1	\$27.20	1.44%

See NEW JERSEY COUNTY SHARE on page 118



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 117

16	ASG (Associated/Compare)	2	\$21.31	1.13%
17	Royal Farm Stores	8	\$19.60	1.04%
18	Trader Joe's	1	\$19.50	1.04%
19	Save A Lot	3	\$15.80	0.84%
20	MOM's Organic Market	1	\$13.30	0.71%
21	Heritage Dairy Stores	4	\$9.60	0.51%
22	Lidl	1	\$7.10	0.38%
23	Tri-State Co-Op	1	\$6.60	0.35%
		<b>170</b>	<b>\$1,861.15</b>	<b>98.87%</b>

4	CVS	10	\$56.80	9.76%
5	Walmart (SuperCenter)	1	\$46.10	7.92%
6	Walgreens	4	\$19.00	3.26%
7	C&S Independents	1	\$10.68	1.83%
8	Aldi	1	\$8.40	1.44%
9	Rite Aid	1	\$3.70	0.64%
		<b>46</b>	<b>\$593.97</b>	<b>102.02%*</b>



### CUMBERLAND COUNTY (\$650.8 million) (Includes Bridgeton, Vineland)

- Population ..... 151,356
- # of Households ..... 51,873
- Median Income ..... \$58,397
- Under age 18 ..... 24.2%
- Over age 65 ..... 15.9%
- Female ..... 49.0%
- White ..... 44.3%
- Black ..... 22.4%
- Hispanic ..... 33.0%
- Asian ..... 1.5%

1	ShopRite	4	\$224.40	34.48%
2	Walmart (SuperCenter)	3	\$95.20	14.63%
3	Wawa	11	\$90.07	13.84%
4	Walgreens	5	\$36.10	5.55%
5	BJ's Wholesale Club	1	\$32.30	4.96%
6	Rite Aid	7	\$28.50	4.38%
7	Albertsons (Acme)	1	\$26.70	4.10%

See NEW JERSEY COUNTY SHARE on page 119



### CAPE MAY COUNTY (\$582.2 million) (Includes Ocean City, Wildwood)

- Population ..... 95,634
- # of Households ..... 41,971
- Median Income ..... \$76,237
- Under age 18 ..... 17.3%
- Over age 65 ..... 28.2%
- Female ..... 51.1%
- White ..... 84.8%
- Black ..... 4.8%
- Hispanic ..... 8.4%
- Asian ..... 1.0%

1	Albertsons (Acme)	10	\$234.80	40.33%
2	Wawa	16	\$111.29	19.12%
3	ShopRite	2	\$103.20	17.73%



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 118

8	CVS	5	\$24.90	3.83%
9	Aldi	3	\$22.00	3.38%
10	Target	1	\$21.90	3.37%
11	Krasdale (AIM/CTown)	1	\$9.97	1.53%
12	Lidl	1	\$8.80	1.35%
13	Save A Lot	1	\$5.20	0.80%
14	7-Eleven	2	\$4.60	0.71%
15	ASG	1	\$3.13	0.48%
16	Heritage Dairy Stores	1	\$2.20	0.34%
		<b>48</b>	<b>\$635.97</b>	<b>97.72%</b>

3	Key Food	9	\$171.10	7.43%
4	Walgreens	22	\$149.90	6.51%
5	Albertsons (Acme/Kings)	5	\$141.60	6.15%
6	Stop & Shop	3	\$125.70	5.46%
7	CVS	22	\$95.60	4.15%
8	Whole Foods	3	\$88.60	3.85%
9	7-Eleven	24	\$58.60	2.55%
10	ASG (AIM/Pioneer)	9	\$37.38	1.62%
11	Seabra's	6	\$36.20	1.57%
12	Allegiance (Foodtown)	3	\$34.20	1.49%
13	Corrado's Family Affair	1	\$25.50	1.11%
14	Wawa	4	\$22.18	0.96%
15	Target	1	\$21.40	0.93%
16	Trader Joe's	1	\$19.10	0.83%
17	Aldi	2	\$16.90	0.73%
18	Quick Chek	5	\$12.60	0.55%
19	Rite Aid	3	\$11.90	0.52%
20	Save A Lot	2	\$11.50	0.50%
21	Super Supermarket	1	\$10.90	0.47%
22	Lidl	1	\$8.50	0.37%



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

• Population .....	849,477	• Female .....	51.5%
• # of Households .....	307,613	• White .....	29.8%
• Median Income .....	\$67,826	• Black .....	41.6%
• Under age 18 .....	23.7%	• Hispanic .....	24.3%
• Over age 65 .....	14.2%	• Asian .....	6.3%

1	ShopRite (Fresh Grocer)	10	\$886.70	38.51%
2	Krasdale (CTown/Stop1/ShopSmt/MktFrsh)	28	\$268.33	11.65%

See NEW JERSEY COUNTY SHARE on page 120



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 119

23	Supremo	1	\$7.90	0.34%
		<b>166</b>	<b>\$2,262.29</b>	<b>98.26%</b>

11	Walgreens	5	\$29.10	2.50%
12	Aldi	2	\$17.50	1.50%
13	Lidl	1	\$7.20	0.62%
14	Save A Lot	1	\$5.50	0.47%
15	7-Eleven	2	\$5.30	0.46%
16	Royal Farm Stores	1	\$3.20	0.28%
		<b>104</b>	<b>\$1,159.66</b>	<b>99.68%</b>



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

• Population .....	306,601	• Female .....	51.5%
• # of Households .....	109,290	• White .....	76.5%
• Median Income .....	\$93,208	• Black .....	11.8%
• Under age 18 .....	21.5%	• Hispanic .....	7.4%
• Over age 65 .....	16.7%	• Asian .....	3.2%



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

• Population .....	703,366	• Female .....	50.0%
• # of Households .....	282,832	• White .....	28.4%
• Median Income .....	\$79,795	• Black .....	15.2%
• Under age 18 .....	20.4%	• Hispanic .....	42.5%
• Over age 65 .....	12.6%	• Asian .....	16.8%

1	ShopRite	6	\$369.80	31.79%
2	Wawa	23	\$170.06	14.62%
3	Walmart (SuperCenter)	3	\$120.50	10.36%
4	Albertsons (Acme)	4	\$114.10	9.81%
5	Sam's Club	2	\$91.70	7.88%
6	CVS	15	\$65.70	5.65%
7	Rite Aid	12	\$50.20	4.31%
8	Target	2	\$41.20	3.54%
9	BJ's Wholesale Club	1	\$36.80	3.16%
10	Heritage Dairy Stores	24	\$31.80	2.73%

1	ShopRite	5	\$458.90	26.14%
2	Walmart (SuperCenter)	4	\$195.60	11.14%
3	Walgreens (Duane Reade)	23	\$131.50	7.49%
4	Albertsons (Acme/Kings)	5	\$123.40	7.03%
5	BJ's Wholesale Club	3	\$99.70	5.68%
6	Krasdale (AIM/CTown)	11	\$86.62	4.93%

See NEW JERSEY COUNTY SHARE on page 121



# EXPERTLY CRAFTED FOR MORE SAUCE HOLD

## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 120

7	Costco	1	\$82.70	4.71%
8	CVS	17	\$71.20	4.06%
9	Stop & Shop	2	\$69.20	3.94%
10	Target	2	\$52.50	2.99%
11	Whole Foods	1	\$46.30	2.64%
12	7-Eleven	16	\$40.80	2.32%
13	Food Bazaar	2	\$36.80	2.10%
14	Sam's Club	1	\$33.90	1.93%
15	Supremo	1	\$30.40	1.73%
16	Key Food	4	\$28.50	1.62%
17	Allegiance (Foodtown/Morton Williams)	2	\$22.10	1.26%
18	Aldi	2	\$21.10	1.20%
19	ASG (Associated/Met/Compare)	4	\$19.72	1.12%
20	Trader Joe's	1	\$19.60	1.12%
21	Seabra's	2	\$18.80	1.07%
22	Quick Chek	8	\$18.40	1.05%
23	Lidl	2	\$13.60	0.77%
24	Fine Fare Supermarkets	3	\$10.90	0.62%
25	Rite Aid	2	\$9.30	0.53%

26	Wawa	1	\$8.78	0.50%
27	Circle K	1	\$2.50	0.14%
		<b>126</b>	<b>\$1,752.82</b>	<b>99.84%</b>



### HUNTERDON COUNTY (\$469.7 million) (Includes Clinton, Flemington)

• Population .....	129,777	• Female .....	50.3%
• # of Households .....	48,975	• White .....	83.1%
• Median Income .....	\$123,373	• Black .....	3.3%
• Under age 18 .....	18.8%	• Hispanic .....	7.8%
• Over age 65 .....	20.1%	• Asian .....	4.8%

1	ShopRite	2	\$162.10	34.51%
2	Walmart (SuperCenter)	2	\$83.80	17.84%
3	Costco	1	\$58.80	12.52%
4	Stop & Shop	1	\$27.60	5.88%
5	Walgreens	4	\$25.80	5.49%
6	CVS	4	\$23.20	4.94%
7	BJ's Wholesale Club	1	\$20.60	4.39%
8	Wawa	2	\$15.55	3.31%
9	Albertsons (Kings)	1	\$15.20	3.24%
10	IGA	2	\$13.78	2.93%
11	Quick Chek	2	\$6.50	1.38%

See NEW JERSEY COUNTY SHARE on page 122



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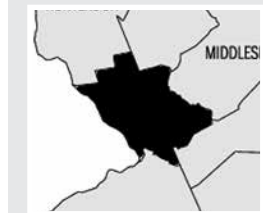
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**TOMRA**

# NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 121

12	Rite Aid	1	\$4.90	1.04%
13	7-Eleven	2	\$4.60	0.98%
14	C&S Independents	2	\$0.78	0.17%
		<b>27</b>	<b>\$463.21</b>	<b>98.62%</b>



## MERCER COUNTY (\$1.4 billion) Includes Princeton, Trenton

• Population .....	380,688	• Female .....	50.8%
• # of Households .....	137,114	• White .....	46.7%
• Median Income .....	\$85,687	• Black .....	21.6%
• Under age 18 .....	21.2%	• Hispanic .....	19.4%
• Over age 65 .....	16.0%	• Asian .....	12.6%

1	ShopRite	6	\$423.70	30.77%
2	Walmart (SuperCenter)	3	\$108.50	7.88%
3	CVS	18	\$92.90	6.75%
4	McCaffrey's	2	\$81.40	5.91%
5	Walgreens	14	\$74.70	5.43%
6	Costco	1	\$68.90	5.00%
7	Wawa	10	\$62.61	4.55%
8	Albertsons (Acme)	2	\$57.80	4.20%

9	Whole Foods	1	\$48.90	3.55%
10	IGA	3	\$47.26	3.43%
11	BJ's Wholesale Club	1	\$37.60	2.73%
12	Target	2	\$36.60	2.66%
13	Aldi	4	\$34.80	2.53%
14	Stop & Shop	1	\$31.20	2.27%
15	Food Bazaar	1	\$28.20	2.05%
16	7-Eleven	12	\$27.90	2.03%
17	Trader Joe's	1	\$21.70	1.58%
18	ASG (Compare)	3	\$17.42	1.27%
19	Quick Chek	6	\$17.10	1.24%
20	Save A Lot	2	\$10.30	0.75%
21	Wegmans	1	\$9.10	0.66%
22	Rite Aid	2	\$8.70	0.63%
23	Lidl	1	\$8.10	0.59%
24	Supremo	2	\$7.90	0.57%
25	Grocery Outlet	1	\$7.10	0.52%
26	Krasdale (Stop1)	1	\$2.89	0.21%
		<b>101</b>	<b>\$1,373.28</b>	<b>99.74%</b>

See NEW JERSEY COUNTY SHARE on page 123



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 122



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

• Population .....	861,418	• Female .....	50.2%
• # of Households .....	299,455	• White .....	39.9%
• Median Income .....	\$96,883	• Black .....	12.5%
• Under age 18 .....	21.6%	• Hispanic .....	22.7%
• Over age 65 .....	15.9%	• Asian .....	25.7%

1	ShopRite	13	\$914.40	33.03%
2	Walmart (SuperCenter)	7	\$185.70	6.71%
3	Stop & Shop	6	\$167.50	6.05%
4	Walgreens	19	\$143.40	5.18%
5	BJ's Wholesale Club	3	\$134.20	4.85%
6	CVS	24	\$128.80	4.65%
7	Wawa	20	\$125.40	4.53%
8	Target	5	\$125.10	4.52%
9	ASG	2	\$112.71	4.07%
10	Costco	2	\$93.60	3.38%
11	7-Eleven	40	\$89.50	3.23%
12	Wegmans	1	\$69.00	2.49%
13	Key Food	7	\$65.60	2.37%
14	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	7	\$65.55	2.37%

15	Aldi	8	\$64.30	2.32%
16	Albertsons (Acme)	3	\$60.10	2.17%
17	Quick Chek	23	\$54.90	1.98%
18	Whole Foods	1	\$36.50	1.32%
19	Sam's Club	1	\$32.00	1.16%
20	Rite Aid	6	\$21.80	0.79%
21	Trader Joe's	1	\$19.40	0.70%
22	Lidl	2	\$11.80	0.43%
23	Circle K	4	\$8.30	0.30%
24	Supremo	1	\$7.40	0.27%
25	Fine Fare Supermarkets	1	\$7.10	0.26%
		<b>207</b>	<b>\$2,744.06</b>	<b>99.14%</b>



### MONMOUTH COUNTY (\$2.8 billion) (Includes Asbury Park, Freehold, Neptune)

• Population .....	644,098	• Female .....	51.0%
• # of Households .....	245,569	• White .....	74.9%
• Median Income .....	\$110,356	• Black .....	7.3%
• Under age 18 .....	20.8%	• Hispanic .....	11.4%
• Over age 65 .....	18.7%	• Asian .....	5.7%

1	ShopRite (Dearborn Market)	12	\$792.30	28.75%
2	Costco	3	\$202.80	7.36%

See NEW JERSEY COUNTY SHARE on page 124

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# NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 123

3	Stop & Shop	7	\$168.30	6.11%
4	Walgreens	25	\$162.40	5.89%
5	CVS	28	\$139.70	5.07%
6	Wawa	21	\$135.53	4.92%
7	Walmart (SuperCenter)	3	\$130.50	4.74%
8	Albertsons (Acme)	5	\$129.60	4.70%
9	Allegiance (Foodtown)	5	\$113.80	4.13%
10	Wegmans	2	\$110.70	4.02%
11	Whole Foods	3	\$97.10	3.52%
12	7-Eleven	42	\$93.60	3.40%
13	Target	4	\$85.80	3.11%
14	Sam's Club	1	\$66.50	2.41%
15	BJ's Wholesale Club	2	\$65.60	2.38%
16	Aldi	7	\$55.70	2.02%
17	Trader Joe's	2	\$42.10	1.53%
18	Quick Chek	17	\$39.50	1.43%
19	Rite Aid	6	\$26.10	0.95%
20	ASG	6	\$22.23	0.81%
21	Lidl	3	\$19.80	0.72%
22	Krasdale	2	\$18.49	0.67%
23	Key Food	1	\$12.10	0.44%
24	Circle K	5	\$10.70	0.39%
25	Fine Fare Supermarkets	1	\$8.60	0.31%
26	Super Supermarket	1	\$7.90	0.29%
27	Grocery Outlet	1	\$7.40	0.27%
		<b>215</b>	<b>\$2,764.85</b>	<b>100.33%*</b>


11	Target	4	\$78.90	3.51%
12	Quick Chek	17	\$37.20	1.65%
13	Weis Markets	3	\$35.35	1.57%
14	7-Eleven	15	\$32.80	1.46%
15	Corrado's Family Affair	1	\$29.60	1.32%
16	Trader Joe's	2	\$25.20	1.12%
17	Wawa	4	\$23.45	1.04%
18	Uncle Giuseppe's	1	\$23.30	1.04%
19	Allegiance (Foodtown)	1	\$13.20	0.59%
20	Rite Aid	3	\$10.80	0.48%
21	Aldi	1	\$8.10	0.36%
22	ASG	1	\$6.62	0.29%
23	Military Commissaries	1	\$1.98	0.09%
24	Circle K	1	\$1.90	0.08%
		<b>130</b>	<b>\$2,247.30</b>	<b>99.93%</b>



**OCEAN COUNTY (\$2.1 billion)**  
(Includes Lakehurst, Beach Island, Toms River)

- Population ..... 655,735
- # of Households ..... 237,729
- Median Income ..... \$76,644
- Under age 18 ..... 24.8%
- Over age 65 ..... 22.4%
- Female ..... 51.3%
- White ..... 83.7%
- Black ..... 3.8%
- Hispanic ..... 9.8%
- Asian ..... 2.0%

1	ShopRite	9	\$640.60	30.04%
2	Stop & Shop	7	\$255.30	11.97%
3	Wawa	38	\$252.93	11.86%
4	Walmart (SuperCenter)	5	\$159.50	7.48%
5	Albertsons (Acme)	5	\$126.50	5.93%
6	CVS	22	\$109.70	5.14%
7	Costco	2	\$101.40	4.75%
8	Walgreens	15	\$100.30	4.70%
9	BJ's Wholesale Club	2	\$78.50	3.68%
10	7-Eleven	24	\$60.20	2.82%
11	Target	3	\$56.50	2.65%
12	Aldi	5	\$53.40	2.50%
13	Rite Aid	17	\$43.70	2.05%
14	Quick Chek	9	\$25.40	1.19%
15	Trader Joe's	1	\$23.00	1.08%
16	Great Valu	1	\$14.90	0.70%
17	Circle K	6	\$12.60	0.59%
18	Lidl	2	\$10.40	0.49%
19	Murphy's Markets	1	\$9.70	0.45%
20	Krasdale (Market Fresh)	2	\$9.12	0.43%
21	ASG	2	\$4.96	0.23%
22	Royal Farm Stores	1	\$3.70	0.17%



**MORRIS COUNTY (\$2.2 billion)**  
(Includes Chatham, Morris Plains, Parsippany)

- Population ..... 511,151
- # of Households ..... 187,430
- Median Income ..... \$123,727
- Under age 18 ..... 20.6%
- Over age 65 ..... 17.8%
- Female ..... 50.4%
- White ..... 69.3%
- Black ..... 4.1%
- Hispanic ..... 14.3%
- Asian ..... 11.3%


1	ShopRite	11	\$712.80	31.70%
2	Albertsons (Acme/Kings)	10	\$221.60	9.85%
3	Stop & Shop	4	\$169.20	7.52%
4	Walmart (SuperCenter)	6	\$163.20	7.26%
5	Costco	2	\$134.30	5.97%
6	Wegmans	1	\$125.50	5.58%
7	CVS	22	\$111.50	4.96%
8	Whole Foods	3	\$109.40	4.86%
9	Walgreens	14	\$89.60	3.98%
10	BJ's Wholesale Club	2	\$81.80	3.64%

See NEW JERSEY COUNTY SHARE on page 125

## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 124

23	Military Commissaries	1	\$1.99	0.09%
		<b>180</b>	<b>\$2,154.30</b>	<b>101.01%*</b>




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

- Population ..... 513,936
- # of Households ..... 176,203
- Median Income ..... \$78,386
- Under age 18 ..... 23.7%
- Over age 65 ..... 15.3%
- Female ..... 50.8%
- White ..... 39.5%
- Black ..... 14.9%
- Hispanic ..... 43.7%
- Asian ..... 5.9%

1	ShopRite (Fresh Grocer/PR)	7	\$471.60	31.98%
2	Stop & Shop	5	\$187.50	12.71%
3	Corrado's Family Affair	2	\$140.20	9.51%
4	Key Food	7	\$122.80	8.33%
5	Costco	2	\$95.30	6.46%
6	Walgreens	14	\$91.20	6.18%
7	CVS	12	\$66.50	4.51%
8	BJ's Wholesale Club	1	\$51.50	3.49%
9	Trader Joe's	2	\$45.90	3.11%
10	Whole Foods	1	\$36.50	2.48%

11	7-Eleven	13	\$29.20	1.98%
12	Quick Chek	10	\$25.10	1.70%
13	Target	1	\$22.40	1.52%
14	Allegiance (Foodtown)	1	\$19.30	1.31%
15	Aldi	2	\$15.20	1.03%
16	Super Supermarket	1	\$13.90	0.94%
17	Rite Aid	3	\$13.00	0.88%
18	ASG (Compare)	3	\$10.64	0.72%
19	Lidl	1	\$8.00	0.54%
20	Circle K	2	\$4.60	0.31%
		<b>90</b>	<b>\$1,470.34</b>	<b>99.70%</b>



**SALEM COUNTY (\$168.1 million)**  
(Includes Pennsville, Salem)

- Population ..... 65,117
- # of Households ..... 24,753
- Median Income ..... \$67,898
- Under age 18 ..... 21.8%
- Over age 65 ..... 19.1%
- Female ..... 50.7%
- White ..... 72.3%
- Black ..... 15.2%
- Hispanic ..... 10.5%
- Asian ..... 1.1%

1	Albertsons (Acme)	2	\$72.10	42.89%
2	Wawa	4	\$28.43	16.91%

See NEW JERSEY COUNTY SHARE on page 126

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# NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 125

3	Walmart	1	\$23.40	13.92%
4	Walgreens	2	\$12.70	7.56%
5	Rite Aid	3	\$10.20	6.07%
6	Save A Lot	1	\$6.10	3.63%
7	IGA	1	\$4.16	2.47%
8	Heritage Dairy Stores	2	\$4.00	2.38%
9	Circle K	1	\$2.30	1.37%
		<b>17</b>	<b>\$163.39</b>	<b>97.20%</b>



## SOMERSET COUNTY (\$1.3 billion) (Includes Bound Brook, Somerset, Somerville)

• Population .....	346,875	• Female .....	50.7%
• # of Households .....	125,363	• White .....	52.8%
• Median Income .....	\$121,695	• Black .....	10.8%
• Under age 18 .....	21.3%	• Hispanic .....	15.8%
• Over age 65 .....	16.7%	• Asian .....	20.1%

1	ShopRite	7	\$521.30	39.00%
2	Costco	2	\$150.20	11.24%
3	Wegmans	1	\$120.90	9.05%
4	Stop & Shop	4	\$102.40	7.66%
5	Walmart (SuperCenter)	2	\$50.20	3.76%
6	CVS	11	\$49.10	3.67%
7	Albertsons (Acme/Kings)	2	\$43.40	3.25%
8	Walgreens	8	\$37.70	2.82%
9	BJ's Wholesale Club	1	\$37.20	2.78%
10	Target	2	\$36.10	2.70%
11	Whole Foods	1	\$34.80	2.60%
12	Quick Chek	11	\$30.50	2.28%
13	Wawa	4	\$22.96	1.72%
14	Trader Joe's	1	\$21.20	1.59%
15	Weis Markets	1	\$19.91	1.49%
16	Fresh Market	1	\$12.90	0.97%
17	7-Eleven	4	\$12.50	0.94%
18	Fine Fare Supermarkets	2	\$11.70	0.88%
19	Key Food	1	\$9.20	0.69%
20	Rite Aid	1	\$4.80	0.36%
21	Royal Farm Stores	1	\$3.50	0.26%
		<b>68</b>	<b>\$1,332.47</b>	<b>99.70%</b>



## SUSSEX COUNTY (\$585.6 million) (Includes Franklin, Hoptacong, Newton)

• Population .....	146,084	• Female .....	49.8%
• # of Households .....	55,401	• White .....	83.3%
• Median Income .....	\$101,645	• Black .....	3.0%
• Under age 18 .....	19.3%	• Hispanic .....	10.5%
• Over age 65 .....	18.7%	• Asian .....	2.3%

1	ShopRite	4	\$304.90	52.07%
2	Albertsons (Acme)	2	\$56.70	9.68%
3	Stop & Shop	1	\$49.90	8.52%
4	Weis Markets	2	\$46.25	7.90%
5	Walmart (SuperCenter)	2	\$45.10	7.70%
6	Quick Chek	10	\$24.60	4.20%
7	7-Eleven	5	\$13.20	2.25%
8	CVS	3	\$11.80	2.02%
9	Walgreens	2	\$11.10	1.90%
10	Rite Aid	2	\$8.60	1.47%
11	Wawa	1	\$3.48	0.59%
12	Circle K	1	\$2.50	0.43%
13	C&S Independents	3	\$1.65	0.28%
		<b>38</b>	<b>\$579.78</b>	<b>99.01%</b>



## UNION COUNTY (\$2.1 billion) (Includes Clark, Elizabeth, Springfield)

• Population .....	569,815	• Female .....	50.7%
• # of Households .....	198,506	• White .....	38.3%
• Median Income .....	\$87,369	• Black .....	23.8%
• Under age 18 .....	23.4%	• Hispanic .....	33.6%
• Over age 65 .....	14.9%	• Asian .....	6.0%

1	ShopRite	8	\$696.70	33.71%
2	Albertsons (Acme/Kings)	5	\$168.40	8.15%
3	Stop & Shop	5	\$156.20	7.56%
4	CVS	24	\$120.70	5.84%
5	Walgreens	16	\$107.60	5.21%
6	7-Eleven	31	\$92.30	4.47%
7	Target	4	\$88.30	4.27%
8	Supremo	3	\$78.20	3.78%
9	Key Food	3	\$72.00	3.48%
10	Whole Foods	2	\$64.00	3.10%
11	Costco	1	\$56.20	2.72%
12	Walmart (SuperCenter)	2	\$53.80	2.60%
13	Sam's Club	1	\$51.60	2.50%
14	BJ's Wholesale Club	1	\$40.40	1.95%
15	Wawa	7	\$39.21	1.90%
16	Food Bazaar	1	\$34.10	1.65%
17	Quick Chek	10	\$24.90	1.20%
18	Seabra's	3	\$24.50	1.19%

See NEW JERSEY COUNTY SHARE on page 128

## Soup to Nutz

from page 4

this year's Ridge Scholars, who represent some of our brightest young adults," said **Alex Baloga**, president and CEO of PFMA. "They have amassed an impressive list of accomplishments, service, and academic and professional leadership. We are happy to recognize their efforts and help them reach their academic goals." Individual scholarship amounts awarded every student with a \$2,500 scholarship for the 2023-24 academic year. Scholarship funds come from PFMA's Education Trust and sponsoring PFMA member companies: The Giant Company, Karns Foods, Rutter's, Sheetz, and Wawa. "Working in retail food service has been a fun and rewarding experience. It has taught me to be fast, detail-oriented, and friendly while performing a variety of job duties in a fast-paced environment. To think that a job I

love that has helped fund my education has also allowed me the opportunity to become a Ridge Scholar is an amazing privilege for which I am grateful," said **Helayna Baer** of Cheswick, PA. "The Ridge Scholarship will help me achieve my goal of expanding my learning experiences to study abroad in France." PFMA sends thanks to its members for sponsoring the Ridge Scholars. Congrats!

As you have read on page 2 of this issue, the Best-Met Publishing family lost one of its founders, **Dick Bestany** last month. I met Dick in 1980 at the first Tri-State Dairy Deli Association's trade show in Philadelphia. He was a staple at industry events in our market and knew all the players, from retailers to brokers to manufacturers. His contagious smile and sparkling eyes (not to mention that New England accent), were a welcome sight and guaranteed good conversation and storytelling. Dick was the consummate salesman, and his cocktail napkin presentations were legendary! When I

came to work at Best-Met back in 2009, it was like coming home to see long lost relatives; it just fit and having known Dick (and **Jeff** too) for all those years made it that much easier. I know you are finally at peace and resting in the arms of the Lord. Addio, my friend.

The circle of life continues as **Linda Doherty**, president of the NJFC, and her husband **Bill Tilton** welcomed their second grandchild, **Wyatt William Tilton** to their family. Baby Wyatt was born on June 5, weighing 7 pounds 4 ounces. Parents **Stacey** and **Drew Tilton** and their new arrival are doing well, and big sister **Delaney** is over the moon thrilled to hold her new baby brother. Congratulations!

New Jersey Secretary of Agriculture **Doug Fisher** has announced his retirement effective June 30, after a lifetime in the food industry and public service. A native of Bridgeton, NJ, Secretary Fisher was a retailer (Fischer's Food Center) in his hometown until he turned to public service in 2001 serving

in the NJ Assembly from the 3rd Legislative District and was re-elected three times, serving as deputy majority whip and chairman of the agriculture and natural resources committee. Even though he wasn't looking for it, the secretary was recruited and confirmed in 2009 as secretary of agriculture by then Governor **Jon Corzine**. He has served under three New Jersey governors. During his 14-year tenure, he has been an involved leader serving the best interests of New Jersey's 10,000 farms. In addition, numerous accolades from various New Jersey associations and groups have been bestowed upon him for his work in public service. Thank you for being an advocate for the New Jersey agricultural community. Enjoy your retirement, Secretary Fisher!

Corrections: Apologies for my mistakes in the May column of "Soup to Nutz" to **Andy Morfopoulos** for misspelling his name, (it's Greek to me) and to **Mark Phander** for mislabeling the company he works for, CBIZ.

Celebrating another trip around the sun this June are: **Phil Scaduto**, Food Circus Supermarkets; **Bill Derbyshire**, Liberty Coca Cola; **Jim Burke Sr.** and **Jim Burke Jr.**, Seafood America; **Mark Tarzwell**, Mrs. T's; **Tom Morrison**, Integrity Food Marketing; **Nancy Rodgers-Fluharty**, Pace Target Brokers; **Doug Clemens**, Clemens Food Group; **Terri Maloney**, VP/ editorial director of Best-Met Publishing; and our publisher, the one and only **Jeff Metzger**! We also send special birthday wishes to **Tom Genuardi**, who is celebrating his 100th birthday this month in good health! Buon compleanno a tutti!

Quote of the month: "One of the greatest discoveries a person makes is to find they can do what they were afraid they couldn't do." Henry Ford

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



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## NEW JERSEY COUNTY SHARE OF MARKET: 2023

Continued from page 126


19	Trader Joe's	1	\$21.10	1.02%
20	Lidl	2	\$18.80	0.91%
21	Aldi	3	\$18.10	0.88%
22	ASG	5	\$11.06	0.54%
23	Save A Lot	1	\$8.30	0.40%
24	Circle K	3	\$7.60	0.37%
25	Fine Fare Supermarkets	1	\$4.70	0.23%
		<b>143</b>	<b>\$2,058.77</b>	<b>99.61%</b>

5	CVS	6	\$25.80	5.16%
6	Stop & Shop	1	\$25.70	5.14%
7	Wawa	3	\$22.39	4.48%
8	Weis Markets	1	\$21.63	4.33%
9	Rite Aid	5	\$21.20	4.24%
10	Quick Chek	7	\$17.50	3.50%
11	Great Valu	1	\$10.90	2.18%
12	C&S Independents	3	\$10.47	2.10%
13	Aldi	1	\$7.90	1.58%
14	Walgreens	1	\$5.10	1.02%
15	7-Eleven	1	\$3.30	0.66%
		<b>38</b>	<b>\$494.59</b>	<b>98.98%</b>

( ) 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 2023



**WARREN COUNTY (\$499.7 million)**  
(Includes Hackettstown, Phillipsburg)

- Population ..... 110,926
- # of Households ..... 43,789
- Median Income ..... \$85,163
- Under age 18 ..... 19.2%
- Over age 65 ..... 19.2%
- Female ..... 50.5%
- White ..... 78.1%
- Black ..... 6.7%
- Hispanic ..... 11.4%
- Asian ..... 3.1%

1	ShopRite	4	\$212.50	42.53%
2	Target	2	\$42.90	8.59%
3	Walmart (SuperCenter)	1	\$41.20	8.24%
4	Albertsons (Acme)	1	\$26.10	5.22%

# Thank You

Our customers know they're going to find their favorite products on our shelves—and trusted suppliers like you make that happen!

We'd like to say a big "Thank You!" to our hard-working vendor partners for all they do to help us keep our customers happy and loyal.

**Wegmans**  
Food Markets

# Thank you

to our vendor partners  
and Mid-Atlantic  
community for your  
business and support.

We appreciate your  
partnership and look  
forward to continued  
growth together.

Sincerely,  
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Companies

The Mid-Atlantic Team



**ACME**

**KINGS**

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# IN REVIEW: KRASDALE FOODS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield (CTown/Market Fresh)	5	\$46.57	\$3,857.80	1.21%	6	\$50.90	1.38%
CT	New Haven	8	\$42.56	\$3,533.50	1.20%	13	\$62.98	1.85%

**CT Recap: 13 stores with sales of \$89.13 million. Total retail food sales for CT in the study: \$8.16 billion. Krasdale Foods share of CT is 1.09%.**

NJ	Bergen (CTown)	8	\$50.36	\$3,612.30	1.39%	9	\$48.55	1.42%
NJ	Cumberland (AIM)	1	\$9.97	\$650.80	1.53%	1	\$9.08	1.50%
NJ	Essex (AIM/CTown)	28	\$268.33	\$2,302.40	11.65%	26	\$239.91	11.15%
NJ	Hudson	11	\$86.62	\$1,755.60	4.93%	6	\$38.73	2.39%
NJ	Mercer (Stop 1)	1	\$2.89	\$1,376.80	0.21%	1	\$2.63	0.19%
NJ	Middlesex (Market Fresh)	7	\$65.55	\$2,768.00	2.37%	8	\$61.94	2.47%
NJ	Monmouth	2	\$18.49	\$2,755.80	0.67%	1	\$8.20	0.32%
NJ	Ocean (Stop 1)	2	\$9.12	\$2,132.80	0.43%	8	\$61.84	2.96%

**NJ Recap: 60 stores with sales of \$511.33 million. Total retail food sales for NJ in the study: \$32.77 billion. Krasdale Foods share of NJ is 1.56%.**

NY	Bornx (AIM/Bravo/CTwn/MktFrsh/Stop1)	63	\$619.89	\$3,440.60	18.02%	72	\$642.97	20.47%
NY	Brooklyn (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	83	\$716.62	\$5,406.20	13.26%	93	\$723.04	14.03%
NY	Manhattan (AIM/Bravo/MktFrsh/ShopSmt/Stop1)	47	\$369.66	\$6,014.30	6.15%	48	\$285.81	5.04%
NY	Nassau (AIM/Bravo)	28	\$255.98	\$5,855.90	4.37%	29	\$244.81	4.48%
NY	Putnam (AIM)	2	\$15.13	\$292.20	5.18%	2	\$10.07	4.18%
NY	Queens (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	85	\$765.44	\$5,644.20	13.56%	97	\$779.56	14.39%
NY	Rockland (AIM/Bravo)	3	\$27.91	\$1,090.20	2.56%	3	\$25.42	2.53%
NY	Staten Island (MktFrsh/Shop Smt/Stop1)	8	\$53.86	\$1,671.40	3.22%	10	\$58.22	3.66%
NY	Suffolk (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	52	\$295.18	\$6,393.70	4.62%	44	\$221.88	3.72%
NY	Westchester (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	32	\$265.21	\$3,882.40	6.83%	32	\$241.54	6.67%

**NY Recap: 403 stores with sales of \$3.38 billion. Total retail food sales for NY in the study: \$42.15 billion. Krasdale Foods share of NY is 8.03%.**

PA	Berks (Bravo/CTown)	4	\$39.02	\$1,616.80	2.41%	4	\$35.54	2.35%
PA	Lehigh (CTown)	2	\$19.47	\$1,539.40	1.26%	2	\$17.73	1.21%
PA	Northampton	2	\$19.36	\$1,260.50	1.54%	2	\$17.63	1.46%
PA	Philadelphia (AIM/CTwn/MktFrsh/ShopSmt/Stop1)	13	\$27.65	\$4,131.50	0.67%	16	\$44.76	1.21%

**PA Recap: 21 stores with sales of \$105.5 million. Total retail food sales for PA in the study: \$33.08 billion. Krasdale Foods share of PA is 0.32%.**

**Mid-Atlantic Recap: 497 stores with sales of \$4.09 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Krasdale Foods Per Store Average: \$8.23 million**

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2023

## Former Acme President Carl Jablonski Dead At 72

from page 1

Court House store as a teenager. After a stint in the U.S. Army, Jablonski rejoined Acme and rose through the ranks to become a department manager and store manager before being named a district manager in 1985. In 1988, he relocated to Texas as director of operations and then VP-operations and merchandising for then-parent firm Skaggs Alpha Beta. In 1993, he returned to the Delaware Valley as Acme's VP-administration and then was named VP-Acme East, where he supervised the retailer's New Jersey stores. In 1994, he was named VP-store operations before being promoted to president of Acme in 1999.

Shortly after his retirement from Shaw's, Jablonski



ki acquired and opened the Avalon Seafood & Produce Market and in 2011 purchased Bud's Fresh Market in neighboring Stone Harbor, NJ.

Jablonski, who lived in Avalon and Ponte Vedra Beach, FL is survived by his two sons, Carl and Bryce.

## Eastern Produce Council, NJ Department of Agriculture Host Annual BBQ



The Eastern Produce Council (EPC) and the New Jersey Department of Agriculture (NJDA) hosted their annual BBQ at Demarest Farms in Hillsdale, NJ. Seen at the wildly popular event were (l-r) NJDA Secretary Douglas Fischer; Susan McLeavey Sarlund, EPC; and EPC president Marianne Santo of Wakefern.

Also on hand were (l-r) Tom Beaver, Sunny Valley International; NJDA Secretary Douglas Fischer; Joe Atchison, NJDA; and Al Murray, retired from NJDA.



## Burns' Family Neighborhood Markets

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# Legislative Line

## Standardizing Food Date Labels

A new bipartisan, bicameral bill has been introduced in the House and Senate that aims to standardize and clarify food date labels to reduce food waste. You will recall that food labeling information has for some time often confused consumers and there has been a major push by consumers, manufacturers, retailers, and legislative bodies alike to reduce food waste and channel more unsalable but safe food to the needy. This new bill aims to tackle these two problems.

The Food Date Labeling Act, according to *Food Safety News*, is being brought forth by the Bipartisan Food Recovery Caucus co-chair Representatives Chellie Pingree (D-ME) and Dan Newhouse (R-WA), and Senator Richard Blumenthal (D-CT). Through new legislation, they seek to limit the number of different phrases on product labels and provide consumers with in-

formation that differentiates safety versus quality issues.

The objectives of the legislation would standardize the language used on food date labels, reducing confusion and improving understanding among consumers, said *Food Safety News*. Apart from baby formula, date labels on food are not federally regulated or standardized. The proposed Food Date Labeling Act would change this and save consumers money while preventing over half a million tons of food waste from entering landfills each year, according to the bill's legislative sponsors.

In response to the reintroduction of the bill, Danielle Melgar, an advocate for the United States Public Interest Research Group emphasized the importance of accurate and useful information and explained, "Consumers want and deserve accurate and useful infor-



Barry F. Scher  
Policy Solutions LLC

mation about the food that they purchase" and further highlighted the absurdity of throwing away perfectly good food because of an arbitrary, hard-to-understand label and praised the Food Date Labeling

Act as a solution to this problem.

### USDA Funds Projects For WIC

The U.S. Department of Agriculture has awarded \$16 million in subgrant funding from the American Rescue Plan Act of 2021 to over 35 projects aimed at testing outreach strategies to increase participation and equity in the Special Supplemental Nutrition Program (SNAP) for Women, Infants, and Children, commonly known as WIC. The new funds are made possible through a cooperative agreement with USDA's Food and Nutrition Service, and the Food Research & Action Center (FRAC), a nonprofit whose mission is to improve the well-being of people struggling with poverty-related hunger.

Did you know that only 50 percent of eligible individuals participate in WIC? FRAC said, "WIC has played an essential role in helping children grow up healthy and ensuring mothers get the support they need before, during and after pregnancy. But for the program to truly maximize its potential we need to get 100 percent of eligible individuals enrolled and actively participating." These new USDA grants are aimed to do just that – get more needy folks enrolled in the WIC program. Hopefully food retailers will notice an uptick in WIC voucher redemptions.

### Farm Bill Update

When drafting the new farm bill, many pieces of a huge legislative puzzle must fall into place to appease both Democrats and Republicans as well as the "farm-to-fork" food industry participants and players. However, above all, figuring out exactly what the new farm bill will cost is high on legislators' minds as they currently contemplate the all-important farm bill. Well, last month the Congressional Budget Office (CBO) updated its cost estimates for crafting the upcoming farm bill that is scheduled for a final vote in the fall.

CBO's input is crucial to the farm bill process as it basically informs and educates House and Senate members as to how much money they must allocate within programs

and if federal funds must be moved from one pot to another. According to *Politico News*, CBO has just adjusted its projected SNAP funding allocation for fiscal 2024 to 2033 upward by about \$17.7 billion from its February estimate of \$1.205 trillion, bringing total outlays over the next decade to \$1.223 trillion. In 2023 alone, CBO has just adjusted SNAP costs for fiscal 2023 upward significantly and predicts the program will cost about \$145 billion, up from its previous estimate of about \$127 billion. What all this means in our opinion at Policy Solutions is that the next farm bill is expected to be the most expensive farm bill ever with a potential price tag of around \$1.5 trillion! If you thought correctly that funding social welfare programs like SNAP and WIC were major points of contention with the recent debt ceiling issue, it will be even more so within the upcoming farm bill discussions.

### A Warning

The U.S. Equal Employment Opportunity Commission (EEOC) has intensified its efforts to investigate harassment cases against young employees specifically in the food industry. If you want to stay out of the way of the EEOC enforcement arm, it is advisable to have within your operating procedures solid anti-harassment policies. This includes regular workplace training policies and having a formal process in place to address reported incidents. This is what you pay your HR and legal counsel folks to do so dust off your rules, regulations, and policies to make sure they are up to date and in compliance.

### Enhancing Organic Markets

Agriculture Secretary Tom Vilsack has announced that the USDA is taking additional steps, as part of its commitment to strengthen the market for domestically grown organic goods, to support producers seeking organic certification. These new organic opportunities are part of the USDA's "Organic Transition Initiative," launched in 2022, which is a suite of offerings to help exist-

See **LEGISLATIVE LINE**  
on page 155

# Fitzwater

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**WESTERN BEEF OPENED AT NEW STORE ON LONG ISLAND** recently, its 20th location in the Metro New York market. On hand for the ribbon cutting of the new store, formerly a Party City location were (l-r) Damaris Hernandez, C&S; Ken Scher, Associated Supermarket Group; Larry Amplo and Richie Fraschilla, Western Beef; and Mike Tarloff, C&S.

## PER STORE AVERAGE LEADERS: 2023

Of the 72 retailers in the *Food Trade News* market study, the 20 with the highest average sales per unit are listed below

Rank	Company	Stores	2023 Sales (in millions)	Per Store Avg. (in millions)
1	Costco*	50	\$5,317.90	\$106.36
2	Wegmans	27	\$2,063.70	\$76.43
3	Stew Leonard's	6	\$401.70	\$66.95
4	ShopRite (PR/FG/Dborn/GG/F'way)	293	\$18,070.90	\$61.68
5	BJ's Wholesale Club*	80	\$3,987.40	\$49.84
6	Corrado's Family Affair	4	\$195.30	\$48.83
7	Sam's Club*	24	\$1,116.50	\$46.52
8	The Giant Co. (Heirloom Mkt/Martin's)	161	\$7,439.40	\$46.21
9	Stop & Shop	204	\$8,182.80	\$40.11
10	Hannaford	7	\$279.80	\$39.97
11	Whole Foods (Amazon Go/Amazon Fresh)	77	\$2,944.40	\$38.24
12	Walmart (Neighborhood Mkt/SuperCenter)*	173	\$6,451.80	\$37.29
13	Giant Food	3	\$110.60	\$36.87
14	Big Y	16	\$517.00	\$32.31
15	McCaffrey's (Simply Fresh)	7	\$221.90	\$31.70
16	Northeast Groc. Inc. (Price Chopper/Market 32/Tops)	18	\$566.50	\$31.47
17	Trader Joe's	60	\$1,720.30	\$28.67
18	Albertsons (Acme/Balducci's/Kings)	179	\$4,830.00	\$26.98
19	Redner's Markets	34	\$884.30	\$26.01
20	Target*	180	\$4,627.70	\$25.71

( ) 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 154.

Source: *Food Trade News*, June 2023

## We Thank Everyone For Supporting RMG and All of Our Retailers During This Covid-19 Crisis.

- **RMG** controls all of its own promotional funds.
- **RMG** offers a complete DSD program.
- **RMG** offers TPR and weekly shelf tag programs.
- **RMG** manages 4 retail price zones, and makes available customizable price zones.
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- **RMG** offers a weekly full-color, customizable circular advertising program.
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## Partners For Success.

For more information about how RMG and IGA programs can help to make you more successful, contact Bill Gable at (215) 293-9600 (ext. 102) or e-mail RMG at [bgable@rmgoffice.com](mailto:bgable@rmgoffice.com).

### Our Proud Team of RMG Suppliers...



RMG is owned & managed by independent retailers like you.

We understand individuality and value each member's need to mold their own identity.

We also realize that in order for today's independents to be successful, there must be collaboration and effective strength in numbers.

The RMG team is structured to nurture independent retailers' prosperity with tailored programs that fortify collective leverage and stimulate growth, without compromising the spirit of entrepreneurial vision.

Retail Marketing Group ■ 755 Business Center Dr. ■ Suite 100 ■ Horsham, PA 19044

## IN REVIEW: WEGMANS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
DE	New Castle	1	\$80.30	\$2,234.10	3.59%	0	\$0.00	0.00%
<b>DE Recap: 1 store with sales of \$80.3 million. Total retail food sales for DE in the study: \$2.23 billion. Wegmans share of DE is 3.59%.</b>								
NJ	Bergen	1	\$120.40	\$3,612.30	3.33%	1	\$112.70	3.30%
NJ	Burlington	1	\$84.20	\$1,935.90	4.35%	1	\$79.10	4.31%
NJ	Camden	1	\$62.20	\$1,882.50	3.30%	1	\$58.40	3.20%
NJ	Mercer	1	\$9.10	\$1,376.80	0.66%	1	\$65.20	4.77%
NJ	Middlesex	1	\$69.00	\$2,768.00	2.49%	1	\$64.60	2.58%
NJ	Monmouth	2	\$110.70	\$2,755.80	4.02%	2	\$104.90	4.04%
NJ	Morris	1	\$125.50	\$2,248.90	5.58%	1	\$113.70	5.34%
NJ	Somerset	1	\$120.90	\$1,336.50	9.05%	1	\$112.50	8.93%
<b>NJ Recap: 9 stores with sales of \$702.0 million. Total retail food sales for NJ in the study: \$32.77 billion. Wegmans share of NJ is 2.14%.</b>								
NY	Brooklyn	1	\$107.20	\$5,406.20	1.98%	1	\$101.20	1.96%
NY	Westchester	1	\$77.80	\$3,882.40	2.00%	1	\$72.70	2.01%
<b>NY Recap: 2 stores with sales of \$185.0 million. Total retail food sales for NY in the study: \$42.15 billion. Wegmans share of NY is 0.44%.</b>								
PA	Bucks	1	\$92.30	\$3,115.70	2.96%	1	\$86.10	2.91%
PA	Chester	2	\$157.50	\$2,103.40	7.49%	2	\$146.70	7.34%
PA	Cumberland	1	\$61.40	\$1,252.70	4.90%	1	\$59.80	4.96%
PA	Delaware	1	\$109.80	\$2,647.10	4.15%	1	\$103.50	4.43%
PA	Lackawanna	1	\$53.60	\$783.80	6.84%	1	\$51.80	6.82%
PA	Lancaster	1	\$69.00	\$1,889.90	3.65%	1	\$65.90	3.56%
PA	Lehigh	1	\$68.90	\$1,539.40	4.48%	1	\$65.60	4.49%
PA	Luzerne	1	\$57.60	\$998.90	5.77%	1	\$54.80	5.23%
PA	Lycoming	1	\$40.10	\$459.80	8.72%	1	\$38.80	8.78%
PA	Montgomery	3	\$238.60	\$4,225.60	5.65%	3	\$223.50	5.54%
PA	Northampton	2	\$147.60	\$1,260.50	11.71%	2	\$138.40	11.44%
<b>PA Recap: 15 stores with sales of \$1.1 billion. Total retail food sales for PA in the study: \$33.08 billion. Wegmans share of PA is 3.31%.</b>								

**Mid-Atlantic Recap: 27 stores with sales of \$2.06 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**Wegmans Per Store Average: \$76.43 million**

Source: Food Trade News, June 2023

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**KRASDALE FOODS AND POWERFLEX LAUNCHED THE LARGEST** solar energy system in the Bronx when the 2.7 megawatt community project at Krasdale's Hunts Point warehouse was completed. The system will share environmental and financial benefits with the local residents. Seen at the official ceremony held earlier this month were these Krasdale Food executives (l-r) Dennis Wallin, Cynthia Ramos, Howie Jacobs, Ike Kraemer, Gus Lebiak, Steve Laskowitz, Thatcher Krasne, Tom Cunningham, Charlie Sepulveda and Dennis Hickey.

## TAKING STOCK

from page 115

better known as comedian Pat Cooper, passed away earlier this month at the age of 93. Cooper's career began in the early 1960s with multiple appearances on the "Jackie Gleason Show" and the "Ed Sullivan Show" as a PG-rated comedian. Cooper was pretty funny, but when he worked at private clubs (especially the Friars Club in New York) his bluer material was hilarious. In fact, he appeared in one episode of "Seinfeld" playing himself at the Friars Club. Cooper, who was born in Brooklyn, unfurled his New York "attitude" during his many appearances on the Howard Stern Show, where his cranky persona resonated with Stern's off-the-wall listeners. His 2010 autobiography "How Dare You Say How Dare Me!" is certainly worth reading...also departing the planet was Jim Brown, 87, who in my book remains the greatest running back in the history of the NFL. Brown was not only a great football player, but he was also one of the best college lacrosse players of all time. Playing for the Cleveland Browns from 1957 to 1965, Brown's punishing straight-ahead running style made him the most difficult player in the league to tackle. And once he broke free, his sprinter's speed made him nearly impossible to catch in the open field. "All you can do is grab, hold, hang on and wait for help," said Sam Huff, who faced Brown in more than 30 games as a Hall of Fame linebacker for the New York Giants and Washington Redskins. All told, in his nine-year career Brown rushed for 12,312 yards (an NFL record that stood until it was broken by Walter Payton in 1984). In 1963, Brown rushed for 1,863 yards (a single-season record until it was broken by O.J. Simpson a decade later) and was elected to the Pro Football Hall of Fame in 1971, his first year of eligibility (he was also elected to the College Football Hall of Fame in 1995 and the National Lacrosse Hall of Fame in 1984). Brown retired from the NFL after the 1965 season in order to concentrate on a film career. He appeared in nearly 60 movies and TV shows, the best of which, in my opinion, was "The Dirty Dozen" (1967), in which he played Robert T. Jefferson, one of 12 convicts assembled by the Army to conduct a dangerous mission to kill ranking German officers prior to D-Day. Brown's life was not without controversy, but as a football player, he was unparalleled...it is with sadness that we also report the death of Tina Turner, one of the greatest R&B singers and live performers of all time. Turner died last month in her home in Switzerland at the age of 83. Born in rural Tennessee, Turner was discovered as a teenager by bandleader and future husband Ike Turner. The band, known as the Ike Turner Revue (later the Ike and Tina Turner Revue), electrified audiences with their tight arrangements, great dancing and Tina's powerful vocals. The "Revue" enjoyed several Top Ten hits ("River Deep, Mountain High" and "Proud Mary") but it wasn't until Tina left her

**TAKING STOCK** continues on page 166

## Keeping it Close to Home

At Redner's, family values and traditions drive everything we do. An employee- and locally-owned food company, we believe in supporting local business and agriculture to strengthen our communities. Serving Berks County and beyond since 1970, we provide:

- Locally-sourced, fresh products
- Convenient and affordable options
- Outstanding service

Our employee-owners work to provide the best shopping experience for our customers every day.



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# Central Pennsylvania Supermarket Leaders

- The Giant Company Share: 54%
- Weis Share Approaching 20%
- Grocery Outlet Adds 2 Stores
- Little Overall Growth In CPA
- C&S Now Supplies 49 Indies

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co. (Martin's)	52	\$2,413.40	53.93%	52	\$2,310.31	53.11%
2	Weis Markets	38	\$886.88	19.82%	38	\$872.88	19.80%
3	C&S Independents	49	\$218.71	4.89%	51	\$233.30	5.36%
4	Karns Prime & Fancy Foods	10	\$188.00	4.20%	10	\$184.00	4.23%
5	Aldi	15	\$136.10	3.04%	15	\$129.40	2.97%
6	Wegmans	2	\$130.40	2.91%	2	\$125.70	2.89%
7	Family Owned Markets	7	\$125.81	2.81%	7	\$121.80	2.80%
8	Grocery Outlet	12	\$79.60	1.78%	10	\$63.20	1.45%
9	Redner's Markets	3	\$52.40	1.17%	3	\$50.30	1.16%
10	IGA	5	\$47.85	1.07%	5	\$49.40	1.14%
		<b>193</b>	<b>\$4,279.15</b>	<b>95.40%</b>	<b>193</b>	<b>\$4,140.29</b>	<b>95.18%</b>

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

Total supermarket sales for the area are \$4.47 billion.

Source: Food Trade News, June 2023

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*New Bolthouse Farms Oat Milk and Nut Butter innovation is available now at select retailers.*

# Central Pennsylvania Market Leaders

- Alts. Still Stymied By Supers, At 37%
- TGC's ACV Share Breaks 33% Mark
- WM, Target Control 13.9%
- Led By Sheetz, C-Stores Take 9.6%
- CVS Remains Top Drug Merchant

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co. (Martin's)	52	\$2,413.40	33.02%	52	\$2,310.31	32.94%
2	Weis Markets	38	\$886.88	12.13%	38	\$872.88	12.15%
3	Walmart (SuperCenter)	20	\$786.40	10.76%	20	\$745.50	10.66%
4	CVS	72	\$357.30	4.89%	73	\$342.90	4.90%
5	Sheetz	72	\$300.70	4.11%	71	\$281.30	4.02%
6	Target	12	\$231.10	3.16%	11	\$202.00	2.89%
7	C&S Independents	49	\$218.71	2.99%	51	\$233.30	3.34%
8	Rite Aid	60	\$210.10	2.87%	60	\$201.60	2.88%
9	Karns Prime & Fancy Foods	10	\$188.00	2.57%	10	\$184.00	2.63%
10	Turkey Hill	118	\$187.50	2.57%	117	\$177.20	2.53%
11	Sam's Club	4	\$179.10	2.45%	4	\$168.60	2.41%
12	Rutter's Farm Stores	69	\$144.50	1.98%	69	\$137.20	1.96%
13	Aldi	15	\$136.10	1.86%	15	\$129.40	1.85%
14	Wegmans	2	\$130.40	1.78%	2	\$125.70	1.80%
15	BJ's Wholesale Club	4	\$120.70	1.65%	4	\$114.10	1.63%
16	Family Owned Markets	7	\$115.81	1.58%	7	\$121.80	1.74%
17	Costco	2	\$93.70	1.28%	2	\$88.50	1.27%
18	Grocery Outlet	12	\$79.60	1.09%	10	\$63.20	0.90%
19	7-Eleven	26	\$67.40	0.92%	24	\$60.50	0.87%
20	Redner's Markets	3	\$52.40	0.72%	3	\$50.30	0.72%
		<b>647</b>	<b>\$6,899.80</b>	<b>94.39%</b>	<b>643</b>	<b>\$6,610.29</b>	<b>94.27%</b>

This chart lists the top 20 retailers in the Central Pennsylvania market which sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of store sales for supermarkets, c-stores and drug chains. Sales for club stores, Target and Walmart are extrapolated to include comparable categories, as explained in the formula on page 87. Petroleum sales are not included. Counties/cities included are: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York. ( ) Indicates another banner used by the company.

Total food sales for the area are: **\$7.31 billion.**

Source: Food Trade News, June 2023

# To All Of Our Vendors And Suppliers THANK YOU For Your Support!



[www.familyownedmarkets.com](http://www.familyownedmarkets.com)

# IN REVIEW: WALGREENS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	20	\$136.80	\$3,857.80	3.55%	20	\$130.60	3.53%
CT	Litchfield	9	\$41.30	\$769.40	5.37%	9	\$39.50	5.34%
CT	New Haven	24	\$169.40	\$3,533.50	4.79%	23	\$155.80	4.57%
<b>CT Recap: 53 stores with sales of \$347.5 million. Total retail food sales for CT in the study: \$8.16 billion. Walgreens share of CT is 4.26%.</b>								
DE	New Castle	38	\$207.40	\$2,234.10	9.28%	38	\$197.10	9.45%
<b>DE Recap: 38 stores with sales of \$207.4 million. Total retail food sales for DE in the study: \$2.23 billion. Walgreens share of DE is 9.28%.</b>								
NJ	Atlantic	14	\$67.50	\$1,004.10	6.72%	14	\$64.70	6.91%
NJ	Bergen	32	\$119.70	\$3,612.30	3.31%	32	\$114.10	3.35%
NJ	Burlington	6	\$43.20	\$1,935.90	2.23%	6	\$40.70	2.22%
NJ	Camden	10	\$68.40	\$1,882.50	3.63%	12	\$77.40	4.24%
NJ	Cape May	4	\$19.00	\$582.20	3.26%	4	\$18.20	3.27%
NJ	Cumberland	5	\$36.10	\$650.80	5.55%	5	\$34.70	5.74%
NJ	Essex	22	\$149.90	\$2,302.40	6.51%	23	\$150.30	6.98%
NJ	Gloucester	5	\$29.10	\$1,163.40	2.50%	5	\$27.80	2.50%
NJ	Hudson (Duane Reade)	23	\$131.50	\$1,755.60	7.49%	23	\$126.80	7.84%
NJ	Hunterdon	4	\$25.80	\$469.70	5.49%	4	\$24.30	5.44%
NJ	Mercer	14	\$74.70	\$1,376.80	5.43%	14	\$70.80	5.18%
NJ	Middlesex	19	\$143.40	\$2,768.00	5.18%	19	\$136.50	5.45%
NJ	Monmouth	25	\$162.40	\$2,755.80	5.89%	25	\$155.30	5.98%
NJ	Morris	14	\$89.60	\$2,248.90	3.98%	14	\$85.20	4.00%
NJ	Ocean	15	\$100.30	\$2,132.80	4.70%	15	\$96.00	4.59%
NJ	Passaic	14	\$91.20	\$1,474.70	6.18%	14	\$87.50	6.54%
NJ	Salem	2	\$12.70	\$168.10	7.56%	2	\$11.90	7.28%
NJ	Somerset	8	\$37.70	\$1,336.50	2.82%	8	\$35.90	2.85%
NJ	Sussex	2	\$11.10	\$585.60	1.90%	2	\$10.60	1.69%
NJ	Union	16	\$107.60	\$2,066.90	5.21%	16	\$103.80	5.31%
NJ	Warren	1	\$5.10	\$499.70	1.02%	1	\$4.80	1.04%
<b>NJ Recap: 255 stores with sales of \$1.53 billion. Total retail food sales for NJ in the study: \$32.77 billion. Walgreens share of NJ is 4.66%.</b>								
NY	Bronx (Duane Reade)	23	\$183.70	\$3,440.60	5.34%	25	\$190.60	6.07%
NY	Brooklyn (Duane Reade)	44	\$229.50	\$5,406.20	4.25%	48	\$239.70	4.65%
NY	Dutchess	4	\$20.90	\$1,109.60	1.88%	4	\$20.40	1.94%
NY	Manhattan (Duane Reade)	89	\$994.60	\$6,014.30	16.54%	95	\$1,003.40	17.70%
NY	Nassau (Duane Reade)	27	\$212.50	\$5,855.90	3.63%	27	\$203.40	3.72%
NY	Orange	8	\$47.40	\$1,348.50	3.52%	8	\$45.10	3.37%
NY	Queens (Duane Reade)	50	\$474.60	\$5,644.20	8.41%	54	\$487.20	8.99%
NY	Rockland	5	\$42.50	\$1,090.20	3.90%	5	\$40.90	4.07%
NY	Staten Island (Duane Reade)	10	\$72.80	\$1,671.40	4.36%	10	\$70.80	4.45%
NY	Suffolk	29	\$182.30	\$6,393.70	2.85%	29	\$174.60	2.93%
NY	Westchester	14	\$91.80	\$3,882.40	2.36%	15	\$93.70	2.59%
<b>NY Recap: 303 stores with sales of \$2.55 billion. Total retail food sales for NY in the study: \$42.15 billion. Walgreens share of NY is 6.06%.</b>								
PA	Berks	1	\$6.10	\$1,616.80	0.38%	1	\$5.70	0.38%
PA	Bucks	10	\$62.00	\$3,115.70	1.99%	10	\$59.10	2.00%
PA	Chester	7	\$53.80	\$2,103.40	2.56%	7	\$51.40	2.57%
PA	Delaware	8	\$55.00	\$2,647.10	2.08%	8	\$52.10	2.23%
PA	Franklin	1	\$6.30	\$480.20	1.31%	1	\$5.80	1.27%
PA	Lackawanna	1	\$7.50	\$783.80	0.96%	1	\$6.70	0.88%
PA	Lancaster	1	\$5.80	\$1,889.90	0.31%	1	\$5.50	0.30%
PA	Lehigh	4	\$23.90	\$1,539.40	1.55%	4	\$23.10	1.58%
PA	Luzerne	2	\$13.70	\$998.90	1.37%	3	\$19.90	1.90%
PA	Montgomery	12	\$74.10	\$4,225.60	1.75%	13	\$76.20	1.89%
PA	Northampton	3	\$20.80	\$1,260.50	1.65%	4	\$24.20	2.00%
PA	Philadelphia	13	\$114.40	\$4,131.50	2.77%	15	\$122.80	3.33%
PA	Pike	1	\$5.50	\$198.20	2.77%	1	\$4.90	2.49%
PA	Wayne	1	\$4.90	\$167.40	2.93%	1	\$4.20	2.47%
PA	York	3	\$17.90	\$1,731.80	1.03%	3	\$17.10	1.04%
<b>PA Recap: 68 stores with sales of \$471.7 million. Total retail food sales for PA in the study: \$33.08 billion. Walgreens share of PA is 1.43%.</b>								

**Mid-Atlantic Recap: 717 stores with sales of \$5.11 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Walgreens Per Store Average: \$7.12 million** ( ) Indicates another banner used by the company.

Source: Food Trade News, June 2023



By Wayne Pesce, President  
CT Food Association

Connecticut's two-year, \$51 billion state budget passed the General Assembly with bipartisan support and heads to Governor Ned Lamont for his expected signature. The package, which spends \$25.1 billion next fiscal year and \$26 billion in 2024-25, boosts spending almost 4 percent each year. While the budget narrowly falls under the states self-imposed spending cap each year, it carries forward \$340 million from this fiscal year's \$3 billion surplus to spend in the coming biennium. The proposal lowers the 5 percent marginal income tax rate to 4.5 percent and the 3 percent rate to 2 percent for the income year 2024. The budget also increases the income tax credit for low-income working families, and freezes scheduled increases in the state diesel tax. Once signed by Governor Lamont, the new budget takes effect on July 1.

Below is a list of food industry bills CFA was engaged in during the legislative session:

**HB 6664:** Extended Producer Responsibility (EPR) – Recycled Content (PCR). This bill originally contained an EPR piece that was stripped out – it would have set up a product stewardship organization to deal with packaging waste. Included in the bill is the creation of a new waste authority, to replace a facility that closed in Hartford, CT, as well as increased food waste collection and a post-consumer recycled (PCR) content requirement. The PCR requirement is limit-

ed to only beverage containers that fall under the current CT bottle bill. It mandates beverage containers have 25 percent PCR by 2027 and 30 percent by 2032. Passed with amendments

**SB 092:** Warehouse Workers Bill. Bill establishes protections for warehouse workers under quota-based work requirement. Failed

**SB 489:** Limiting Days Employer Can Mandate an Employee to Work. Bill prohibits an employer from mandating an employee work more than six consecutive days without a day off during the six-day period. Failed

**SB 895:** Bottle Law Labeling Requirement – Container Redemption Limit. This bill makes changes to the state's beverage container redemption law and allows dealers to sell or offer for sale beverage containers labeled with a five-cent deposit after January 1, 2024, as long as the containers were part of a dealer's inventory on December 31, 2023. Allows retailers to limit customer container redemptions in bottle areas to 240 units per visit. Passed

**SB 938:** Unemployment Benefits for Striking Workers. Allows striking employees to collect unemployment benefits after a period of two consecutive weeks striking. Failed

**SB 1177:** One Fair Wage. Bill eliminates the subminimum wage in the state and creates one minimum fair wage. Failed

**SB 1178:** Expanding Paid Sick Days. Bill expands paid sick days' law to (1) cover all private-sector employers and employees, (2) broaden the range of family members employees may use leave for, (3) increase rate at which employees accrue leave, (4) broaden reasons employees may use leave, and (5) increase the maximum number of hours, from forty hours to eighty hours, an employee may accrue. Failed

**SB 1179:** Amending Connecticut Paid Family Medical Leave. Bill amends both the Connecticut Paid Family and Medical Leave Act and Connecticut Family Medical Leave Act to (1) include tribal enterprises and transit districts, and (2) prohibit disability benefits from being offset by benefits received under such programs. Failed

**HB 5290:** Sunsets the Highway Use Tax. Bill abolishes Highway Use Tax. Failed

**HB 5918:** Wine in Grocery Stores: Allows the sale of wine in grocery stores. Failed

**HB 6273:** Disclosure of Salary Ranges on Public and Internal Job Postings. Requires that employers provide salary ranges for all internal and external job postings, including a list of all benefits (health, retirement, time off, etc.) Requires that employers annually provide salary and benefit range information to all employees. Penalizes employers if the salary range provided was deemed "not in good faith." Failed

**HB 6859:** Predictable Scheduling. Bill requires employers in the retail, food service, hospitality or long-term health care industries with 500 or more employees or more than 30 locations to provide 14 days' advance notice to certain employees of such employees' work schedule and make an effort to provide employees with their requested days of the week and number of hours. Failed

**HB 6841 (Budget)**

**Beverage Container Recycling Grant Eligibility:** Section 66 - requires, within available appropriations, any organization that serves people with intellectual disabilities and developmental disabilities to be eligible for a grant under the beverage container recycling grant program.

**Establishes Food Advocate/ Food as Medicine/ Food Deserts and Labor Peace Agreements:** Sections 157-161- requires Commission in Women, Children, Seniors, Equity & Opportunity to hire a food and nutrition policy analyst to help reduce food insecurity and food deserts, promote food as medicine, and provide data on access to nutritionally adequate food. It also authorizes municipalities to provide real property tax statements for the next 2 assessment years to new grocery store established in food deserts. If the grocery store is larger than 20,000 square feet it must enter into a labor peace agreement to qualify for tax abatement.

**Pass Through Entity Tax: Sec-**

tions 376-381 & 422 - Starting in 2024 it makes the pass-through entity tax (PE) optional, changes the method for calculating the tax base, eliminates the corporation tax credit for PE taxes lid and eliminates the option for PE's to file a combined return.

**HUT Filing Requirements:** Section 382- requires carriers subject to the highway use tax to file returns and submit payments quarterly, rather than monthly, beginning in the 4th quarter of 2023.

**Diesel Fuel Rate:** Section 383 sets the diesel fuel tax rate at 49.2 cents per gallon in FY 2024.

**Unclaimed Deposit Hold Back and Reduction:** Section 389 reduces the amount of the unclaimed deposits remitted to the General Fund for FY 2024 by allowing deposit initiators to keep the unclaimed deposits for the first two quarters of FY 2024. For FY 2025 it reduces the required quarterly payment from 55 percent to 50 percent, beginning in FY 2026 it ties the remittance to the average statewide redemption rate for the previous fiscal year.



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# Retailers Benefit From Inflation Tailwinds; ShopRite, Stop & Shop, TGC Maintain Lead

from page 1

& Shop had another challenging year. While annual overall sales increased to an estimated \$8.18 billion (from \$7.97 billion last year), comp store sales were below average when compared to other food retailers in the region. The largest Ahold Delhaize USA (ADUSA) brand operated five fewer supermarkets this year (204 vs. 209).

Conversely, another ADUSA brand – The Giant Company (TGC) – continued its positive roll that began years before COVID. The Carlisle, PA-based supermarket chain opened three new stores over the past 12 months, new supermarkets in Richboro, PA; Philadelphia, PA – N. Broad & Spring Garden; and Benner, Twp., PA. Annual sales are projected to be \$7.44 billion at its 161 stores.

Maintaining its fourth-place slot, CVS also retained its leadership among drug chains in the market. However, unlike like rivals Walgreens and Rite Aid,

the Woonsocket, RI-based drug chain actually opened a new drug store in the 70-county region. Now operating 1,240 drug stores, CVS amassed estimated annual sales of \$6.94 billion.

Remaining in fifth place among retailers in the region was Walmart, which again did not open any new brick-and-mortar stores (in fact, it closed a discount unit in Guilford, CT), but managed to achieve one of the best comp store sales increases in the entire market. The Bentonville, AR-based mass merchant once again focused primarily on upgrading its e-commerce initiatives. Annual extrapolated food and drug sales for its 173 stores in the region are estimated at \$6.45 billion.

Costco again enjoyed one of the finest years of any retailer in the market with nearly double-digit comp store increases as well as gains in traffic counts and average ring. The Issaquah, WA-based club merchant now operates 50 stores in the region, good for estimated annual ex-

trapolated sales of \$5.32 billion. Its strong effort moved the club retailer into sixth place among all retailers.

Walgreens, like Rite Aid, continued to close drug stores over the past 12 months. Both retailers also settled multimillion opioid-related lawsuits. The Deerfield, IL-based division of Walgreens Boots Alliance now operates 717 stores in the market (24 fewer than last year) that produced estimated annual sales of \$5.11 billion.

It was another solid year for the Mid-Atlantic division of Albertsons whose banners include Acme, Safeway, Kings and Balducci's. While the Malvern, PA-based division operated the same number of stores as last year (179), it continued to offer its customers some of the best in-stock conditions of any retailer in the market. It was that level of execution which helped the retailer generate improved comps over a very healthy 2021. Sales grew from \$4.6 billion in 2021 to \$4.83 billion this year.

The Mid-Atlantic division of Albertsons continued to operate 179 units in the region and had a solid year when measuring same-store sales. In October 2022, Albertsons and Kroger announced they have agreed to merge, although approval or rejection of the nearly \$25 billion deal is still about a year away.

Ranking ninth in the region was Target, which now operates 180 units (five more than last year). The company also runs more than 25 smaller urban models primarily in New York City and Philadelphia. Target also benefited handsomely from food price inflation although sales in other categories – apparel, electronics, home goods were flat. During the past 12 months, the Minneapolis-based mass merchant rang up estimated extrapolated food sales of \$4.63 billion.

Cracking the top 10 for the first time was Wawa, which achieved one of the best sales gains in the entire survey. The Wawa, PA based c-store merchant now operates 564 stores in the \$118.4 billion region (20 more than last year) including its 1,000th corporate store which opened in April in Oaklyn, NJ. Sales at Wawa's units were \$4.1 billion.

Other retailers that surpassed the \$1 billion sales mark were Krasdale, which supplies 497 independent stores and amassed sales of \$4.09 billion; BJ's (80 stores with extrapolated annual sales of \$3.99 billion); Key Food, which oversees 320 independent supermarkets and \$3.78 billion in annual sales; Whole Foods, including Amazon Fresh and Amazon Go (77 units good for estimated annual sales of \$2.94 billion); Weis Markets (111 stores, annual sales of \$2.73 billion); 7-Eleven (980 c-stores, estimated annual volume \$2.59 billion); beleaguered Rite Aid (592 stores, estimated annual volume of \$2.58 billion); ASG, which supervises 281 independent supermarkets with sales of \$2.44 billion; Wegmans (28 stores whose estimated annual revenue was \$2.06 billion); Aldi (183 discount units whose estimated annual sales reached \$1.74 billion); Trader Joe's (60

stores, estimated annual volume of \$1.72 billion); Allegiance Retail Services (125 stores with annual sales of \$1.5 billion); and Sam's Club (24 stores, estimated extrapolated annual sales \$1.12 billion).

By class of trade, the leaders are: supermarkets – ShopRite/Price Rite/Fresh Grocer et al (293 stores, \$18.07 billion in estimated annual retail sales); clubs – Costco (50 stores, \$5.32 billion in estimated extrapolated annual sales); mass – Walmart (173 stores, \$6.45 billion in estimated extrapolated annual sales); drug – CVS (1,240 stores and \$6.94 billion in estimated annual sales); and convenience stores – Wawa (564 stores and \$4.1 billion in annual revenue).

Viewed as a group, the 72 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,756 stores and accrued \$116.3 billion in annual sales in the *Food Trade News* marketing region, good for 98.22 percent of the region's \$118.4 billion food and drug market.

Major news stories over the past year included the proposed Kroger-Albertson merger; the first unionization at an Amazon fulfillment center (in Staten Island); the resignation of Nicholas Bertram as president of The Giant Company (he was replaced on an interim bases by veteran TGC executive John Ruane); the appointment of Leon Bergmann as CEO of troubled discounter Save A Lot; the halting of future Amazon Fresh stores (more than 30 locations are still under lease); the housecleaning of senior management at Dollar Tree Stores Family Dollar; the transfer of Albertsons' Mid-Atlantic president (and company EVP) Jim Perkins to corporate headquarters in Boise, ID to run potential merger spinoff SpinCo (Tom Lofland was named president); and the naming of Cub Foods/UNFI executive Mike Stigers as Wakefern's president who this month replaced Joe Sheridan, who was with the largest wholesale food-coop in the country for 48-years, the last 12 as the Keasbey, NJ firm's day-today leader.



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## Krasdale Foods Hosts Domino Tourney For Customers, Associates At Glen Island Harbor Club In New Rochelle



Krasdale Foods hosted a domino tournament for its customers and associates with more than 150 people attending the evening, held at the Glen Island Harbour Club in New Rochelle. Among those enjoying the fun were (l-r) Gus Lebiak, Krasdale Foods; Anibal Diaz and Alex Diaz, C-Town; Christopher Guzman and Bridget Maloney, Alpha 1 Marketing.



The tournament's big winners were C-Town store managers Jose Rodriguez (l) and Jairo Almonte.



This foursome features (l-r) Ramon Rodriguez, Krasdale Foods; Alex Soriano, SAG; Christopher Guzman, Alpha 1 Marketing; and Dennis Wallin, Krasdale Foods.



Enjoying the domino tournament were (l-r) Nelson Bautista, C-Town; Rosie Jimenez and Elvis Diaz, Krasdale Foods; and Jose Torres, Acosta.



Jackie Ruiz (c) of Krasdale Foods is flanked in this photo by Luis Torres (l) and Eric Estevez, both with C-Town/Bravo.



Here we have (l-r) Miss Yessenia, guest; Gus Lebiak, Krasdale Foods; Joe Rodriguez, Kraft Heinz; Bridget Maloney and Christopher Guzman, Alpha 1 Marketing.



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

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

Retailer	Number	Location
99 Ranch	1	Great Neck, NY
Adams Fairacre	1	Middletown, NY*
Aldi		Branchburg, NJ; Washington Twp., NJ; Watchung, NJ; Hempstead, NY*; Staten Island, NY; Bethlehem, PA; Duncansville, PA; Philadelphia, PA (E. Roosevelt Blvd.*); Red Lion, PA; Thorndale, PA*; Waynesboro, PA; West Chester, PA*; Williamsport, PA; Wyomissing, PA*
Amazon Fresh	28	Brookfield, CT; Westport, CT; Bridgewater, NJ; East Brunswick, NJ; Eatontown, NJ; Hamilton Twp., NJ; Holmdel, NJ; Iselin, NJ; Lodi, NJ; Moorestown, NJ; Nutley, NJ; Paramus, NJ; Parlin, NJ; Voorhees, NJ; Woodland Park, NJ; East Setauket, NY; Glen Cove, NY; Oceanside, NY; Plainview, NY; Staten Island, NY; Bensalem, PA; Exton, PA; Havertown, PA; Langhorne, PA; Philadelphia, PA (3 - 5th & Spring Garden, Riverview, Red Lion Plaza); Willow Grove, PA - see footnote
America's Food Basket/Ideal Food Basket	1	Bethlehem, PA (Ideal)*
BJ's Wholesale Club	2	Staten Island, NY; Mechanicsburg, PA (r)
C Town	1	New Haven, CT
Costco	1	Silver Spring Twp., PA
DeCicco & Sons	1	Sleepy Hollow, NY
The Giant Company	3	Jenkintown, PA; Philadelphia (2 - S. Broad & Washington, South Street-Heirloom Mkt.); Pocono Summit, PA
Grocery Outlet	5	Rehoboth Beach, DE; Gibbstown, NJ; Vineland, NJ; Jamison, PA; Philadelphia, PA (N. American St.)*
H Mart	1	Manhattan (86th St.)
Lidl	15	Bear, DE; Edison, NJ; Freehold, NJ; Gloucester, NJ; Livingston, NJ; Monroe Twp., NJ; Parsippany, NJ; Scotch Plains, NJ; Somerdale, NJ; Manhattan, NY (Chelsea); Orangetown, NY; Queens, NY (Glen Oaks); Bensalem, PA; Bristol Twp., PA; Lower Paxton Twp., PA; Philadelphia, PA (N. Broad & Girard)
McCaffrey's	1	Gladwyne, PA
ShopRite	8	Clementon, NJ (r); Elmwood Park, NJ; Fair Lawn, NJ*; Glassboro, NJ (e)*; Jersey City, NJ (r); Sussex, NJ; Watchung, NJ (r); Woolwich, NJ (r)*; Mt. Kisco, NY; Drexel Hill, PA (r)
Sprouts	2	Philadelphia, PA (2 - W. Oregon Ave. & 23rd., Cottman Ave.)
Stew Leonard's	1	Clifton, NJ
Target	15	Danbury, CT; Middletown, DE; Aberdeen, NJ; Eatontown, NJ; Old Bridge, NJ; Washington Twp., NJ; Bronx, NY (White Plains Rd.); Lake Success, NY; Manhattan, NY (3 - Union Square, 23rd & 8th, 125th St.); Queens, NY (2 - Astoria, Forest Hills); Yonkers, NY; Philadelphia, PA (Chestnut St.)
Trader Joe's	4	Bayonne, NJ; Manhattan, NY (2 - 55th & Broadway, 125th St.); Queens, NY (Forest Hills)
Uncle Giuseppe's	1	Tinton Falls, NJ*
Wegmans	4	Norwalk, CT; Lake Grove, NY; Manhattan, NY (Astor Place); Lower Makefield Twp., PA
Weis Markets	1	Middletown, DE
Whole Foods	5	Stamford, CT; Eatontown, NJ; Jersey City, NJ; Montgomery Twp., NJ; Doylestown, PA

*These Amazon Fresh stores remain under active lease, although it is our belief they will not open anytime in the next 2 years, if ever*

(r) - replacement store

(e) - store expansion

\* Store opened between 4/1/23 - 6/30/23

Source: *Food Trade News*, June 2023

# PEOPLE

from page 97

experience, and entrepreneurial outlook, she will be a great asset in assisting the NSA in strengthening our member's position as productive businesses in the communities we serve."

Taveras has dedicated nearly all her adult life to public service and education. Most recently, she served as chairperson, legal studies department of ASA College and dean of student academic success. Prior to her time at ASA, she served as executive director of CUNY In the Heights, HOSTOS Community College, overseeing the continuing education division in Washington Heights Inwood.

During her career in government, Taveras served as chief of staff to council member Ydanis Rodriguez in Manhattan, overseeing the office's daily operations, budget, and legislative initiatives among other initiatives. She also worked as special assistant to New York State deputy secretary of public safety and homeland security and the liaison to the NYS executive chamber under Governor David A. Paterson. In the private sector she worked as the chief of staff for DAP Strategies, LLC, a consulting company that advises on international business and political consulting. She has also worked for the New York City human resources administration, the New York State department of taxation and finance, and the Nassau County executive's office of economic development.

Taveras holds a bachelor of science degree in legal studies from CUNY's John Jay College of Criminal Justice and a law degree from Hofstra University School of Law.

Baldor Specialty Foods recently announced that it has appointed **Scott Crawford** as VP of merchandising and **Scott T. King** as VP of sales.

Crawford was most recently with Fresh Direct, where he was chief merchandising officer. He previously led the prepared foods division at Whole Foods Market across several regions and has an extensive background in kitchens across America. At Baldor Crawford will bring to market new and



**Scott Crawford**

emerging producers. His team will also support Baldor's vendors in their growth trajectories.

King joins Baldor from Tropicana where he was senior director of sales. He worked for more than a dozen years at PepsiCo, including on the Frito Lay and Tropicana brands, leading and developing sales strategies for teams in various divisions. In his new post, King will be tasked with leading the sales organization and building processes and capabilities that improve the company's partnership with its customers and fuel growth over the long term.

Both Crawford and King will report to Benjamin Walker, SVP of sales, marketing and merchandising.

"In the executive search for these roles, we were very careful to look for leaders who could help us strengthen our strategies, systems, and processes, but most importantly who would complement our existing culture," said Walker. "It is also important that they share our customer-centric approach and have the highest quality food and service standards in the industry. We were fortunate to find that in Scott and Scott."

Baldor also announced upcoming retirement of **Michael Muzyk**, longtime president of the company. Muzyk's retirement will commence at the end of 2023.

Muzyk joined Baldor in 1996 as a sales representative when the company was still in its early days, operating out of a modest 25,000-square-foot space in Maspeth, Queens.

During his career, Muzyk played a pivotal role in the com-



**Scott T. King**

pany's expansion and success. He helped Baldor establish its 290-square-foot HQ in the Hunts Point section of the Bronx, and then expand service from Maine to Virginia, opening regional distribution centers in Boston, the suburbs of Washington, DC, and in Philadelphia. Today, Baldor sells more than 5,000 SKUs, and services more than 400 routes for 12,000-plus customers.

Commenting on Muzyk's retirement, TJ Murphy said, "I've known Michael most of my life, and I can say that his dedication to Baldor over the years has been astounding. His career here has been defined by his huge heart and his unwavering commitment to our customers, vendors, and employees. He's touched thousands of lives and careers, including my own. I'm personally so grateful for his many contributions and his help transitioning this company from my father to me, and I wish him the best on a well-deserved retirement."

Between now and end of year,



**Tim McFadden**

Muzyk will work closely with Murphy to ensure a smooth transition and the continuation of the excellence Baldor customers have come to rely on. Muzyk will focus on knowledge transfer and ensuring continuity for the team. He will also participate in the hiring process for new leaders, providing his expertise to facilitate a fluid succession process.

JOH recently made two personnel announcements regarding its New England division. **Tim McFadden** has joined its grocery, frozen and dairy division as an account manager and **Amber Cole** has been named an assistant account executive in the non-foods division.

McFadden joins JOH with more than 26 years in the food industry. Most recently, he held a position as an account executive for a sales and marketing company. He has also served as a supply chain manager and senior category manager at a major Northeast customer.



**Amber Cole**

"Tim is an experienced leader with deep customer relationships," said Ryan Tierney, EVP, grocery, frozen and dairy division. "He has a history of exceeding the expectations of both clients and customers and will make a great addition to our growing team. Welcome to the family, Tim!"

Cole joins JOH with more than six years of experience in merchandising, negotiation and customer focused marketing. Her most recent experience includes positions as an associate merchant focused on the OTC drug category at a large chain warehouse club store and an assistant category manager for general merchandise at one of the largest chain drug stores in the country.

"I am thrilled to welcome Amber to our team," said Kevin Tassinari, EVP, non-foods. "Her varied experience in the industry makes her an asset to our growing team. We are thrilled to have her on board. Welcome to the family, Amber!"



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## Allentown-Bethlehem-Easton Supermarket Leaders

- TGC Extends Market Leadership
- Weis Solid 2nd: Share At 18.4%
- Aldi Opens 2 Discount Units
- ShopRite Adds Gerrity's Unit
- C&S Indies Share Dips

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co.	16	\$840.30	39.42%	16	\$800.91	39.13%
2	Weis Markets	13	\$391.96	18.39%	13	\$392.29	19.17%
3	ShopRite (Fresh Grocer/Price Rite)	8	\$322.40	15.13%	7	\$290.50	14.19%
4	Wegmans	3	\$216.50	10.16%	3	\$204.00	9.97%
5	Redner's Markets	6	\$155.30	7.29%	6	\$148.80	7.27%
6	Aldi	9	\$63.00	2.96%	7	\$44.70	2.18%
7	C&S Independents	19	\$42.19	1.98%	22	\$70.20	3.43%
8	Krasdale	4	\$38.83	1.82%	4	\$35.36	1.73%
9	Whole Foods	1	\$32.30	1.52%	1	\$30.90	1.51%
10	Albertsons	1	\$26.10	1.22%	1	\$25.20	1.23%
		<b>80</b>	<b>\$2,128.88</b>	<b>99.88%</b>	<b>80</b>	<b>\$2,042.86</b>	<b>99.82%</b>

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

**Total supermarket sales for the area are \$2.1 billion.**

Source: *Food Trade News*, June 2023

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# Allentown-Bethlehem-Easton Market Leaders

- Alternates Share Still 33.9%
- TGC's ACV Now At 24.1%
- Walmart, Target Control 10.5%
- Drug Chains Take 10.4%
- Wawa Remains C-Store Leader

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	The Giant Co.	16	\$840.30	24.10%	16	\$800.91	24.03%
2	Weis Markets	13	\$391.96	11.24%	13	\$392.29	11.82%
3	ShopRite (FreshGrocer/Price Rite)	8	\$322.40	9.25%	7	\$290.50	8.75%
4	Walmart (SuperCenter)	6	\$235.80	6.76%	6	\$223.80	6.74%
5	Wegmans	3	\$216.50	6.21%	3	\$204.00	6.15%
6	Wawa	24	\$207.98	5.97%	23	\$191.50	5.77%
7	CVS	39	\$203.40	5.83%	39	\$193.60	5.83%
8	Redner's Markets	6	\$155.30	4.45%	6	\$148.80	4.48%
9	Target	6	\$131.80	3.78%	6	\$124.60	3.76%
10	Rite Aid	27	\$109.80	3.15%	28	\$107.90	3.25%
11	Sam's Club	2	\$85.40	2.45%	2	\$81.30	2.45%
12	Aldi	9	\$63.00	1.81%	7	\$44.70	1.35%
13	Walgreens	8	\$49.80	1.43%	9	\$52.10	1.57%
14	Costco	1	\$45.30	1.30%	1	\$42.80	1.29%
15	C&S Independents	19	\$42.19	1.21%	22	\$70.20	2.12%
16	BJ's Wholesale Club	1	\$41.10	1.18%	1	\$38.10	1.15%
17	Krasdale	4	\$38.83	1.11%	4	\$35.36	1.07%
18	7-Eleven	15	\$37.30	1.07%	15	\$34.80	1.05%
19	Turkey Hill	18	\$34.20	0.98%	18	\$32.10	0.97%
20	Whole Foods	1	\$32.30	0.93%	1	\$30.90	0.93%
		<b>226</b>	<b>\$3,284.66</b>	<b>94.22%</b>	<b>227</b>	<b>\$3,140.26</b>	<b>94.20%</b>

The chart above lists the top 20 retailers in the Allentown-Bethlehem-Easton market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

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

Source: Food Trade News, June 2023



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# IN REVIEW: REDNER'S MARKETS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
PA	Berks	11	\$294.20	\$1,616.80	18.20%	11	\$281.80	18.63%
PA	Bucks	2	\$61.80	\$3,115.70	1.98%	3	\$77.00	2.60%
PA	Carbon	1	\$24.70	\$186.70	13.23%	1	\$23.80	12.71%
PA	Chester	2	\$56.20	\$2,103.40	2.67%	2	\$55.10	2.76%
PA	Lackawanna	1	\$19.20	\$783.80	2.45%	1	\$18.90	2.49%
PA	Lancaster	1	\$15.30	\$1,889.90	0.81%	1	\$14.70	0.79%
PA	Lebanon	2	\$37.10	\$487.60	7.61%	2	\$35.60	8.11%
PA	Lehigh	3	\$79.40	\$1,539.40	5.16%	3	\$76.90	5.26%
PA	Luzerne	1	\$24.20	\$998.90	2.42%	1	\$23.80	2.27%
PA	Montgomery	5	\$138.70	\$4,225.60	3.28%	5	\$137.20	3.40%
PA	Northampton	2	\$51.20	\$1,260.50	4.06%	2	\$48.10	3.98%
PA	Schuylkill	3	\$82.30	\$456.10	18.04%	3	\$78.80	18.00%

**PA Recap:** 34 stores with sales of \$884.3 million. Total retail food sales for PA in the study: \$33.08 billion. Redner's Markets share of PA is 2.67%.

**Mid-Atlantic Recap:** 34 stores with sales of \$884.3 million annually. Mid-Atlantic retail food sales total: \$118.4 billion. Redner's Markets Per Store Average: \$26.1 million

Source: Food Trade News, June 2023



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# Northeast Pennsylvania Supermarket Leaders

- Weis Share Rises To 38.1%
- Gerrity's Deal Vaults SR To #2
- Solid ID Sales Help TGC
- Aldi Opens 2 New Discount Units
- C&S Indies Take Hit

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Weis Markets	36	\$933.81	38.09%	36	\$906.32	36.36%
2	ShopRite (Fresh Grocer/PR)	15	\$447.90	18.27%	6	\$260.20	10.44%
3	The Giant Co.	9	\$390.20	15.92%	9	\$372.68	14.95%
4	Northeast Grocery Inc. (Price Chopper)	7	\$206.30	8.41%	7	\$197.00	7.90%
5	Wegmans	3	\$151.30	6.17%	3	\$145.40	5.83%
6	Aldi	12	\$110.80	4.52%	10	\$90.70	3.64%
7	C&S Independents	36	\$88.81	3.62%	48	\$376.80	15.12%
8	Boyer's Markets	4	\$46.28	1.89%	4	\$48.98	1.97%
9	Redner's Markets	2	\$43.40	1.77%	2	\$42.70	1.71%
10	IGA	3	\$26.95	1.10%	3	\$27.82	1.12%
		<b>127</b>	<b>\$2,445.75</b>	<b>99.76%</b>	<b>128</b>	<b>\$2,468.60</b>	<b>99.04%</b>

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

Total supermarket sales for the area are \$2.5 billion.

Source: Food Trade News, June 2023



*Thanks to the many sales reps, brokers, distributors and our friends at Bozzuto's for their help in making last year a success.*

**Independent Retailers Group, L.L.C.**  
**P.O. Box 878**  
**Elmer, NJ 08318**  
**irgstores1999@verizon.net**



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

**weis**  
markets

”

# Northeast Pennsylvania Market Leaders

- Alternates Share Now At 38.7%
- Weis Dominant Against All Comers
- WM, Target Control 16.4%
- Rite Aid Closes 2 Locations
- Population Continues To Decline

Rank	Company	2023 Stores	2023 Sales (in millions)	% of 2023 Market	2022 Stores	2022 Sales (in millions)	% of 2022 Market
1	Weis Markets	36	\$933.81	22.60%	36	\$906.32	22.17%
2	Walmart (Super Center)	14	\$603.40	14.61%	14	\$571.80	13.99%
3	ShopRite (Fresh Grocer/Price Rite)	15	\$447.90	10.84%	6	\$260.20	6.36%
4	The Giant Co.	9	\$390.20	9.44%	9	\$372.68	9.12%
5	CVS	54	\$278.10	6.73%	54	\$266.50	6.52%
6	Northeast Grocery Inc. (Price Chopper)	7	\$206.30	4.99%	7	\$197.00	4.82%
7	Rite Aid	40	\$164.70	3.99%	42	\$165.10	4.04%
8	Wegmans	3	\$151.30	3.66%	3	\$145.40	3.56%
9	Sam's Club	3	\$139.50	3.38%	3	\$130.50	3.19%
10	Turkey Hill	57	\$117.70	2.85%	57	\$111.70	2.73%
11	Sheetz	24	\$113.80	2.75%	22	\$100.40	2.46%
12	Aldi	12	\$110.80	2.68%	10	\$90.70	2.22%
13	C&S Independents	36	\$88.81	2.15%	48	\$376.80	9.22%
14	Target	4	\$73.20	1.77%	4	\$69.80	1.71%
15	Boyer's Markets	4	\$46.28	1.12%	4	\$48.98	1.20%
16	Redner's Markets	2	\$43.40	1.05%	2	\$42.70	1.04%
17	Wawa	6	\$39.32	0.95%	5	\$33.80	0.83%
18	BJ's Wholesale Club	1	\$38.10	0.92%	1	\$35.50	0.87%
19	Walgreens	5	\$31.60	0.76%	6	\$35.70	0.87%
20	IGA	3	\$26.95	0.65%	3	\$27.82	0.68%
		<b>335</b>	<b>\$4,045.17</b>	<b>97.92%</b>	<b>336</b>	<b>\$3,989.40</b>	<b>97.59%</b>

The chart above lists the top 20 retailers in the Northeast Pennsylvania area that sell groceries, HBC, general merchandise, drugs and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores and drug chains. Sales for club stores, Target and Wal-Mart are extrapolated to include comparable supermarket categories, as explained on page 154. Counties included are: Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Sullivan, Union, Wayne and Wyoming in PA. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: **\$4.1 billion**.

Source: Food Trade News, June 2023



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## DIRECTORY OF RETAILERS

From page 107

Web: rutters.com  
Pres.: Scott Hartman  
Primary Supplier: Core-Mark  
Area Stores: 72  
Area Vol.: \$152.6 million

**Sheetz, Inc.**  
243 Sheetz Way  
Claysburg, PA 16625  
Phone: (800) 765-4686  
Web: sheetz.com  
Exec. Vice Chmn.: Joe Sheetz  
CEO/Pres.: Travis Sheetz  
Primary Supplier: Direct  
Area Stores: 116  
Area Vol.: \$499.3 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  
Area Stores: 246  
Area Vol.: \$425.9 million

**Wawa, Inc.**  
Red Roof, 260 W. Baltimore Pike  
Wawa, PA 19063  
Phone: (610) 358-8000  
Web: wawa.com  
CEO: Chris Gheysens  
Primary Supplier: McLane/Direct  
Area Stores: 564  
Area Vol.: \$4.1 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  
Area Stores: 8  
Area Vol.: \$19.3 million

### WHOLESALE CLUBS

**BJ's Wholesale Club**  
25 Research Dr.  
Westborough, MA 01581  
Phone: (774) 512-7400  
Web: bjs.com  
CEO: Bob Eddy  
Area Stores: 80  
Area Vol.: \$3.99 billion (grocery/HBC only)

**Costco**  
Northeast Div.  
45940 Horseshoe Dr., Ste. 150  
Sterling, VA 20166  
Phone: (703) 406-6800  
Web: costco.com  
CEO: Craig Jelinek  
Pres./COO: Ron Vachris  
Northeast Div. SVP/GM: Adam Self  
Area Stores: 50  
Area Vol.: \$5.32 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  
Area Stores: 24  
Area Vol.: \$1.12 billion (grocery/HBC only)

### MASS MERCHANDISERS

**Target**  
1000 Nicollet Mall  
Minneapolis, MN 55402  
Phone: (612) 304-6073  
Web: target.com  
CEO: Brian Cornell  
Area Stores: 180

Area Vol.: \$4.63 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  
Area Stores: 173 (includes SuperCenter/  
Neighborhood Mkt.)  
Area Vol.: \$6.45 billion (grocery/HBC only)

# THANK YOU

to our fresh & consumer packaged goods partners for another successful year in the grocery industry!  
**We make a great team!**

**The GIANT Company**



# IN REVIEW: TRADER JOE'S

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	5	\$137.10	\$3,857.80	3.55%	5	\$126.80	3.43%
CT	New Haven	1	\$23.90	\$3,533.50	0.68%	1	\$22.10	0.65%
<b>CT Recap: 6 stores with sales of \$161.0 million. Total retail food sales for CT in the study: \$8.16 billion. Trader Joe's share of CT is 1.97%.</b>								
DE	New Castle	2	\$40.20	\$2,234.10	1.80%	2	\$38.50	1.85%
<b>DE Recap: 2 stores with sales of \$40.2 million. Total retail food sales for DE in the study: \$2.23 billion. Trader Joe's share of DE is 1.8%.</b>								
NJ	Bergen	3	\$51.60	\$3,612.30	1.43%	3	\$48.70	1.43%
NJ	Burlington	1	\$17.00	\$1,935.90	0.88%	1	\$16.10	0.88%
NJ	Camden	1	\$19.50	\$1,882.50	1.04%	1	\$17.90	0.98%
NJ	Essex	1	\$19.10	\$2,302.40	0.83%	1	\$17.50	0.81%
NJ	Hudson	1	\$19.60	\$1,755.60	1.12%	1	\$18.40	1.14%
NJ	Mercer	1	\$21.70	\$1,376.80	1.58%	1	\$19.90	1.45%
NJ	Middlesex	1	\$19.40	\$2,768.00	0.70%	1	\$18.20	0.73%
NJ	Monmouth	2	\$42.10	\$2,755.80	1.53%	2	\$38.70	1.49%
NJ	Morris	2	\$25.20	\$2,248.90	1.12%	2	\$23.80	1.12%
NJ	Ocean	1	\$23.00	\$2,132.80	1.08%	1	\$22.10	1.06%
NJ	Passaic	2	\$45.90	\$1,474.70	3.11%	2	\$44.30	3.31%
NJ	Somerset	1	\$21.20	\$1,336.50	1.59%	1	\$19.40	1.54%
NJ	Union	1	\$21.10	\$2,066.90	1.02%	1	\$19.20	0.98%
<b>NJ Recap: 18 stores with sales of 346.4 million. Total retail food sales for NJ in the study: \$32.77 billion. Trader Joe's share of NJ is 1.06%.</b>								
NY	Brooklyn	3	\$116.50	\$5,406.20	2.15%	3	\$108.40	2.10%
NY	Manhattan	9	\$352.30	\$6,014.30	5.86%	9	\$331.70	5.85%
NY	Nassau	5	\$171.10	\$5,855.90	2.92%	5	\$159.20	2.92%
NY	Queens	2	\$98.50	\$5,644.20	1.75%	2	\$91.60	1.69%
NY	Staten Island	1	\$46.50	\$1,671.40	2.78%	1	\$43.10	2.71%
NY	Suffolk	2	\$61.80	\$6,393.70	0.97%	2	\$57.60	0.97%
NY	Westchester	4	\$127.50	\$3,882.40	3.28%	3	\$90.40	2.50%
<b>NY Recap: 26 stores with sales of 974.2 million. Total retail food sales for NY in the study: \$42.15 billion. Trader Joe's share of NY is 2.31%.</b>								
PA	Cumberland	1	\$19.90	\$1,252.70	1.59%	1	\$19.10	1.58%
PA	Delaware	3	\$65.60	\$2,647.10	2.48%	2	\$40.60	1.74%
PA	Montgomery	2	\$44.10	\$4,225.60	1.04%	2	\$41.30	1.02%
PA	Philadelphia	2	\$68.90	\$4,131.50	1.67%	2	\$64.20	1.74%

**PA Recap: 8 stores with sales of \$198.5 million. Total retail food sales for PA in the study: \$33.08 billion. Trader Joe's share of PA is 0.60%.**

**Mid-Atlantic Recap: 60 stores with sales of \$1.72 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Trader Joe's Per Store Average: \$28.67 million**

Source: Food Trade News, June 2023

# IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	3	\$160.40	\$3,857.80	4.16%	3	\$149.30	4.04%
CT	Litchfield	1	\$44.60	\$769.40	5.80%	1	\$41.10	5.56%
CT	New Haven	4	\$192.50	\$3,533.50	5.45%	4	\$181.40	5.32%
<b>CT Recap: 8 stores with sales of \$397.5 million. Total retail food sales for CT in the study: \$8.16 billion. BJ's Wholesale Club share of CT is 4.87%.</b>								
DE	New Castle	3	\$140.60	\$2,234.10	6.29%	3	\$132.30	6.34%
<b>DE Recap: 3 stores with sales of \$140.6 million. Total retail food sales for DE in the study: \$2.23 billion. BJ's Wholesale Club share of DE is 6.29%.</b>								
NJ	Atlantic	1	\$34.10	\$1,004.10	3.40%	1	\$31.90	3.41%
NJ	Bergen	2	\$60.10	\$3,612.30	1.66%	2	\$56.20	1.65%
NJ	Burlington	1	\$49.70	\$1,935.90	2.57%	1	\$45.90	2.50%
NJ	Camden	1	\$27.20	\$1,882.50	1.44%	1	\$25.30	1.39%
NJ	Cumberland	1	\$32.30	\$650.80	4.96%	1	\$30.70	5.08%
NJ	Gloucester	1	\$36.80	\$1,163.40	3.16%	1	\$34.50	3.11%
NJ	Hudson	3	\$99.70	\$1,755.60	5.68%	3	\$93.40	5.77%
NJ	Hunterdon	1	\$20.60	\$469.70	4.39%	1	\$18.80	4.21%
NJ	Mercer	1	\$37.60	\$1,376.80	2.73%	1	\$35.80	2.62%
NJ	Middlesex	3	\$134.20	\$2,768.00	4.85%	3	\$124.20	4.96%
NJ	Monmouth	2	\$65.60	\$2,755.80	2.38%	2	\$62.20	2.39%
NJ	Morris	2	\$81.80	\$2,248.90	3.64%	2	\$77.10	3.62%
NJ	Ocean	2	\$78.50	\$2,132.80	3.68%	2	\$74.30	3.56%
NJ	Passaic	1	\$51.50	\$1,474.70	3.49%	0	\$0.00	0.00%
NJ	Somerset	1	\$37.20	\$1,336.50	2.78%	1	\$33.90	2.69%
NJ	Union	1	\$40.40	\$2,066.90	1.95%	1	\$37.00	1.89%
<b>NJ Recap: 24 stores with sales of \$887.3 million. Total retail food sales for NJ in the study: \$32.77 billion. BJ's Wholesale Club share of NJ is 2.71%.</b>								
NY	Bronx	2	\$167.20	\$3,440.60	4.86%	2	\$157.10	5.00%
NY	Brooklyn	3	\$298.40	\$5,406.20	5.52%	3	\$276.80	5.37%
NY	Dutchess	1	\$43.90	\$1,109.60	3.96%	1	\$41.90	3.99%
NY	Nassau	6	\$405.20	\$5,855.90	6.92%	6	\$371.20	6.80%
NY	Orange	2	\$75.10	\$1,348.50	5.57%	2	\$72.40	5.42%
NY	Queens	4	\$331.70	\$5,644.20	5.88%	4	\$312.40	5.77%
NY	Rockland	1	\$48.50	\$1,090.20	4.45%	1	\$45.30	4.50%
NY	Suffolk	6	\$353.40	\$6,393.70	5.53%	6	\$328.60	5.51%
NY	Westchester	3	\$161.50	\$3,882.40	4.16%	2	\$105.20	2.91%
<b>NY Recap: 28 stores with sales of \$1.88 billion. Total retail food sales for NY in the study: \$42.15 billion. BJ's Wholesale Club share of NY is 4.47%.</b>								
PA	Berks	1	\$24.20	\$1,616.80	1.50%	1	\$22.90	1.51%
PA	Bucks	3	\$104.70	\$3,115.70	3.36%	3	\$98.80	3.34%
PA	Chester	1	\$51.00	\$2,103.40	2.42%	1	\$48.30	2.42%
PA	Cumberland	1	\$40.40	\$1,252.70	3.23%	1	\$38.50	3.19%
PA	Delaware	1	\$64.30	\$2,647.10	2.43%	1	\$60.70	2.60%
PA	Franklin	1	\$31.20	\$480.20	6.50%	1	\$29.40	6.45%
PA	Lancaster	1	\$26.80	\$1,889.90	1.42%	1	\$25.40	1.37%
PA	Lehigh	1	\$41.10	\$1,539.40	2.67%	1	\$38.10	2.61%
PA	Monroe	1	\$38.10	\$752.80	5.06%	1	\$35.50	4.88%
PA	Montgomery	3	\$115.40	\$4,225.60	2.73%	3	\$107.60	2.67%
PA	Philadelphia	2	\$117.60	\$4,131.50	2.85%	2	\$108.80	2.95%
PA	York	1	\$22.30	\$1,731.80	1.29%	1	\$20.80	1.27%
<b>PA Recap: 17 stores with sales of \$677.1 million. Total retail food sales for PA in the study: \$33.08 billion. BJ's Wholesale Club share of PA is 2.05%.</b>								

**Mid-Atlantic Recap: 80 stores with sales of \$3.99 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**BJ's Wholesale Club Per Store Average: \$49.84 million**

Source: *Food Trade News*, June 2023

# FOOD TRADE NEWS MARKET STUDY 2023: RULES & ANALYSIS

from page 20

ty-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 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, 2022 through March 31, 2023.

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

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

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

For the c-stores, clubs, drug chains and mass merchandisers, our success rate is about 80 percent.

Sales data for military commissaries is publicly available.

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

excluding fuel).

Based on publicly-available data from Walmart (Sam's Club), Target, Costco and BJ's, whose sales breakouts by department continues to skew more heavily toward grocery, drug, health and beauty care and general merchandise (HBC and GM), we now factor in that 62 percent of sales at Walmart's 105 SuperCenters in the region are derived from grocery, drug, HBC and GM. For the 68 conventional Walmart ("Division One") discount stores remaining in the market (one fewer than last year), we utilize an extrapolated percentage of 47 percent of total store sales. We continue to include 100 percent of Walmart's lone Neighborhood Market sales in Levittown, NY

At Target, that food/general merchandise percentage is 46 percent grocery/GM. CVS controls the drug sales at most Targets.

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

If a store opened during the

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

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

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

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

And once again, a special shout-out to Terri Maloney. In her 23 years as editor (she has been with Best-Met for 34 years), Terri has piloted every aspect of the grueling Market Study process which includes data collection (involving hundreds of changes each year), IT through-put, pre-press coordination, proofreading and printer communication.

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

Our pre-press and graphics team of Jenny Jones and her boss Matt Danielson at E-Ink, who we have partnered with us for 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 en-

terprise that prioritizes customer service and quality. We salute Thom Scirrotto, Mike McBain, Chris Geimer, Tanya Erickson and the entire Evergreen team for their continued good work.

Also, Matt Casey and Bob Gorland from Matthew P. Casey & Associates, both personal friends whose retail estate guidance and overall market acumen are invaluable.

This past month has been particularly difficult for me. When I began my career in Boston in 1973 in Boston, there was one man who taught me the ropes of the business. He also provided me with guidance and mentorship about how life really works - so many lessons that remain imprinted today. Last month, Dick Bestany passed away, a week shy of his 84th birthday. As partners for nearly 30 years and friends for a half a century, Dick's impact on my life and many others, was deep and enduring. More of my thoughts about my brother-in-arms can be found in my column "Taking Stock." May he rest in heavenly peace.

This is my 50th year of reporting about the grocery industry (yikes, that's scary). There's been lots of change, some of it for the better. As long as I can tolerate and keep pace with the inevitable evolution of our great business, I'll soldier on, hoping that we can provide the information that our readers still find interesting and at times valuable.

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



Jeff Metzger

## Metro Beat

from page 22

"We are proud to partner with PowerFlex on this monumental community solar project," said **Gus Lebiak**, Krasdale's president and COO. "Krasdale continues our mission of helping the communities we serve, and this new solar roof is a commitment to clean energy for the Bronx, its residents, and Krasdale employees." PowerFlex received more than \$1.3 million in support from the New York State Energy Research and Development Authority (NYSERDA) through its NY-Sun Program, which is helping make solar more accessible to families, businesses, and communities across the state.

Since its inception, solar in New York has grown over 3,000 percent, leveraged nearly \$7.3 billion in private investments, and decreased in cost by 73 percent. Currently, installed distributed solar projects, combined with the projects that are under development, bring the state to 95 percent of the current Climate Act goal to install six gigawatts of distributed solar by 2025.

And finally I wanted to mention an individual in our industry doing good on a local level. **Marlon Todd** of Acosta Sales & Marketing, has for several years been spearheading an effort to bring resources to disadvantaged communities in the metro New York/New Jersey area. The Annual Back to School Community Giveback, provides backpacks filled with supplies, food, entertainment, and informative social service information. In past years the event has able to

help hundreds of children of the targeted community. This year Marlon and his team will be targeting Teaneck, New Jersey and Paterson, New Jersey in August. He is seeking any assistance for donations of school supplies, food, drinks and any other items to fill a backpack. If you are a vendor and would like to attend the one-day festival affair and showcase your items, that is encouraged as well.

Finally, you can donate at <https://fundly.com/mr-marlon-back-to-school-giveaway>. Good luck and a tip of the hat to Marlon.

That will do it for now everyone. Again, I hope you find the *Food Trade News* Annual Market Study a useful tool for your business, and if you have any questions or input, please feel free to let me know at 201.250.2217 or [kevin@foodtradenews.com](mailto:kevin@foodtradenews.com).

# Legislative Line

from page 132

ing organic farmers and those transitioning to organic production and processing.

Through the new Organic Market Development Grant Program, USDA's Agricultural Marketing Service (AMS) will issue up to \$75 million in new competitive grants. The goal is to increase the consumption of domestic agricultural commodities by aiding in the expansion of markets or development of new markets, marketing facilities, and uses for such commodities. More information can be found at: [farmers.gov/organic-transition-initiative](http://farmers.gov/organic-transition-initiative).

## Food Traceability Rule

Last month I highlighted a new

video that is available for compliance with the new Food Traceability Rule. Now we have a printed document that can help guide food retailers. The Food and Drug Administration (FDA) has published a new "Small Entity Compliance Guide" for the Food Safety Modernization Act (FSMA) Food Traceability Rule. The compliance guide describes the requirements of the Food Traceability regulation to assist small businesses in complying with the applicable recordkeeping requirements. The FSMA Food Traceability Rule was issued in November 2022 and the compliance date for recordkeeping requirements is January 20, 2026. For more information, go to [usfda@public.govdelivery.com](mailto:usfda@public.govdelivery.com).

## Debt Ceiling Deal With SNAP

The debt limit deal that made it over the finish line with only a few days to spare last month offers a win for both sides of the aisle, SNAP. House Republicans who have struggled unsuccessfully for many years to tighten work rules for SNAP beneficiaries walked away from the new debt ceiling discussions with a win that will expand the work requirements to people in their early 50s. However, on the president's side coupled with House Democrats, they also won key new exemptions for SNAP beneficiaries for veterans and the homeless. The final deal sunsets the SNAP work requirements in 2030 and also includes new policies dealing with emergency cash assistance known as Temporary Assistance for Needy Families. Of course, not everyone is pleased. As one House Dem-

ocrat said, "It isn't good. But it's better than defaulting."

As I previously mentioned, all the discussions dealing with the debt ceiling will have a major impact on the upcoming farm bill discussions. As the adage goes: "it ain't over till the fat lady sings," as some legislators from both sides of the aisle are saying. A hardcore group of legislators are still not pleased with the outcome on SNAP and other food insecurity measures in the recent debt ceiling discussions. I will report more on this matter next month.

## Active Shooters

What is our world coming to? Training programs for safe food handling techniques, how to rotate stock for freshness, how to run an efficient store and a slew of other training programs are taking a backseat to a new training

program that is now available for food retailers entitled "Training Grocery Store Employees on How to Respond to Active Shooters." The Retail Learning Institute in collaboration with the Coca-Cola Institute and Rouses Markets and others, have launched an essential online course aimed at equipping grocery store employees with the necessary knowledge to respond effectively to active shooter incidents. Who ever thought? Available in both English and Spanish, this concise five minute course provides a comprehensive how-to video that emphasizes the "run, hide, defend" approach. Go to [www.retaillearning.net](http://www.retaillearning.net) for more information. Sad that we must resort to this, isn't it?

*Barry Scher is associated with the public policy firm of Policy Solutions LLC and can be reached at [Bscher@policy-solutions.net](mailto:Bscher@policy-solutions.net).*

## TRADE CALENDAR

from page 60

### September 27-28

UNFI will hold its 2023 natural winter show at Mandalay Bay in Las Vegas. For more information, go to [www.unfi.com/shows-events](http://www.unfi.com/shows-events).

### September 30

Krasdale Foods will hold its 2023 Gala at The Borgata in Atlantic City.

### October 4

The New Jersey Food Council will hold its annual Good Government Breakfast at Forsgate Country Club in Monroe Twp., NJ beginning at 8:30 a.m. For more information, go to [www.njfoodcouncil.com](http://www.njfoodcouncil.com).

### October 7-10

The NFRA convention will be held in San Diego.

### October 19-21

International Fresh Produce Association's 2023 Global Produce & Floral Show will be held in Anaheim, CA. For more information, go to [www.freshproduce.com/events](http://www.freshproduce.com/events).

### October 24

The Food Industry Alliance will host its annual Gala at the Glen Harbour Club in New Rochelle, NY from 5:00-7:30 p.m. For more information, contact Laura Mastrianni at [laura@fiany.com](mailto:laura@fiany.com).

### November 4

The 39th annual Children's Cancer Foundation Gala will be held at Martin's Crosswinds in Greenbelt, MD. Honorees will include EMD Sales, M&T Bank and Steve Coomes and the Coomes Family. For more information, or to download a sponsorship form, go to <https://childrenscancerfoundation.org/events-page/ccf-gala/>.

### November 8

The New Jersey Food Council will hold its annual Loss Prevention Conference & Exhibition at Forsgate Country Club in Monroe Twp., NJ beginning at 8:00 a.m. For more information, go to [www.njfoodcouncil.com](http://www.njfoodcouncil.com).

### November 12-14

PLMA will hold its annual private label trade show at the Donald E. Stevens Convention Center in Chicago. For more information, go to [www.plma.com/events/plmas-2023-annual-private-label-trade-show](http://www.plma.com/events/plmas-2023-annual-private-label-trade-show).

### December 5-7

The New York Produce Show will be held at Jacob Javits Center in New York City. For more information, call 212.426.2218 or go to [www.nyproduceshow.com/](http://www.nyproduceshow.com/).

### December 6

The New Jersey Food Council will hold its annual holiday reception at the Park Chateau Estate & Gardens in East Brunswick, NJ

beginning at 5:00 p.m. For more information, go to [www.njfoodcouncil.com](http://www.njfoodcouncil.com).

## 2024

### January 18-21

The FMI Midwinter Conference will be held in Marco Island, FL. For more information, go to [www.fmi.org/events-education/calendar](http://www.fmi.org/events-education/calendar).

### February 20-21

UNFI will hold its 2024 natural and conventional spring and summer show at Loews Royal Pacific Resort in Orlando. For more information, go to [www.unfi.com/shows-events](http://www.unfi.com/shows-events).

### March 10-12

The NGA show will be held at Caesar's Forum Convention Center in Las Vegas. For more information, go to [www.ngashow.com](http://www.ngashow.com).

### March 10-12

Seafood Expo North America will be held at the Boston Convention and Exhibition Center. For more information, go to [www.seafoodexpo.com/north-america/](http://www.seafoodexpo.com/north-america/).

### June 2-4

IDDBA's Dairy Deli Bakery 2024 will be held in Houston.

### June 4-5

UNFI will hold its 2024 holiday show at Mohegan Sun Resort and

Casino in Uncasville, CT. For more information, go to [www.unfi.com/shows-events](http://www.unfi.com/shows-events).

### August 6-7

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

### October 5-8

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

### October 17-19

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

## 2025

### February 18-19

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

*If you would like to publish an event in our trade calendar, please send information to Terri Maloney at [terri@foodtradenews.com](mailto: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](http://www.foodtradenews.com/calendar).*

# Who knows?

listed in the Mid-Atlantic food market's number one calendar of events?

Let us know, we'll let our readers know.

We'll publish your special event listing in the Trade Calendar of Events.

Contact  
**Terri Maloney,**  
Editor

410-730-5013 or  
[terri@foodtradenews.com](mailto:terri@foodtradenews.com)

# IN REVIEW: WAWA

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
DE	New Castle	30	\$282.70	\$2,234.10	12.65%	29	\$256.20	12.29%

**DE Recap: 30 stores with sales of \$282.7 million. Total retail food sales for DE in the study: \$2.23 billion. Wawa share of DE is 12.65%.**

NJ	Atlantic	28	\$187.60	\$1,004.10	18.68%	26	\$171.70	18.34%
NJ	Bergen	4	\$26.48	\$3,612.30	0.73%	3	\$20.80	0.61%
NJ	Burlington	40	\$254.54	\$1,935.90	13.15%	40	\$240.10	13.09%
NJ	Camden	40	\$264.74	\$1,882.50	14.06%	39	\$249.20	13.66%
NJ	Cape May	16	\$111.29	\$582.20	19.12%	16	\$108.60	19.50%
NJ	Cumberland	11	\$90.07	\$650.80	13.84%	11	\$88.00	14.56%
NJ	Essex	4	\$22.18	\$2,302.40	0.96%	3	\$19.10	0.89%
NJ	Gloucester	23	\$170.06	\$1,163.40	14.62%	22	\$157.20	14.15%
NJ	Hudson	1	\$8.78	\$1,755.60	0.50%	1	\$8.50	0.53%
NJ	Hunterdon	2	\$15.55	\$469.70	3.31%	2	\$14.40	3.23%
NJ	Mercer	10	\$62.61	\$1,376.80	4.55%	9	\$58.10	4.25%
NJ	Middlesex	20	\$125.40	\$2,768.00	4.53%	20	\$117.50	4.69%
NJ	Monmouth	21	\$135.53	\$2,755.80	4.92%	21	\$127.30	4.90%
NJ	Morris	4	\$23.45	\$2,248.90	1.04%	4	\$21.10	0.99%
NJ	Ocean	38	\$252.93	\$2,132.80	11.86%	38	\$238.60	11.42%
NJ	Salem	4	\$28.43	\$168.10	16.91%	4	\$26.60	16.27%
NJ	Somerset	4	\$22.96	\$1,336.50	1.72%	4	\$21.50	1.71%
NJ	Sussex	1	\$3.48	\$585.60	0.59%	0	\$0.00	0.00%
NJ	Union	7	\$39.21	\$2,066.90	1.90%	6	\$34.40	1.76%
NJ	Warren	3	\$22.39	\$499.70	4.48%	3	\$21.30	4.63%

**NJ Recap: 281 stores with sales of \$1.87 billion. Total retail food sales for NJ in the study: \$32.77 billion. Wawa share of NJ is 5.7%**

PA	Berks	13	\$108.35	\$1,616.80	6.70%	12	\$94.60	6.25%
PA	Bucks	41	\$319.49	\$3,115.70	10.25%	38	\$294.10	9.93%
PA	Carbon	1	\$7.74	\$186.70	4.15%	1	\$7.40	3.95%
PA	Chester	33	\$260.60	\$2,103.40	12.39%	33	\$239.40	11.97%
PA	Delaware	39	\$310.36	\$2,647.10	11.72%	39	\$287.90	12.33%
PA	Lancaster	4	\$29.28	\$1,889.90	1.55%	4	\$21.20	1.14%
PA	Lehigh	12	\$110.11	\$1,539.40	7.15%	12	\$105.80	7.24%
PA	Monroe	6	\$39.32	\$752.80	5.22%	5	\$33.80	4.65%
PA	Montgomery	54	\$419.47	\$4,225.60	9.93%	52	\$387.50	9.60%
PA	Northampton	8	\$67.74	\$1,260.50	5.37%	7	\$57.00	4.71%
PA	Philadelphia	42	\$277.79	\$4,131.50	6.72%	40	\$8.90	0.24%

**PA Recap: 253 stores with sales of \$1.95 billion. Total retail food sales for PA in the study: \$33.08 billion. Wawa share of PA is 5.9%.**

**Mid-Atlantic Recap: 564 stores with sales of \$4.1 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Wawa Per Store Average: \$7.27 million**

Source: Food Trade News, June 2023

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



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

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



FOR MORE INFORMATION, VISIT US AT [WWW.FOODTRADENEWS.COM](http://WWW.FOODTRADENEWS.COM)

# IN REVIEW: ALDI

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	1	\$12.40	\$3,857.80	0.32%	1	\$11.90	0.32%
CT	Litchfield	2	\$26.90	\$769.40	3.50%	2	\$25.80	3.49%
CT	New Haven	10	\$132.50	\$3,533.50	3.75%	9	\$114.20	3.35%
<b>CT Recap: 13 stores with sales of \$171.8 million. Total retail food sales for CT in the study: \$8.16 billion. Aldi share of CT is 2.11%.</b>								
DE	New Castle	3	\$24.90	\$2,234.10	1.11%	3	\$24.20	1.16%
<b>DE Recap: 3 stores with sales of \$24.9 million. Total retail food sales for DE in the study: \$2.23 billion. Aldi share of DE is 1.11%.</b>								
NJ	Atlantic	1	\$8.80	\$1,004.10	0.88%	0	\$0.00	0.00%
NJ	Bergen	5	\$42.90	\$3,612.30	1.19%	4	\$31.60	0.93%
NJ	Burlington	5	\$51.60	\$1,935.90	2.67%	5	\$49.20	2.68%
NJ	Camden	7	\$55.10	\$1,882.50	2.93%	7	\$53.30	2.92%
NJ	Cape May	1	\$8.40	\$582.20	1.44%	1	\$7.90	1.42%
NJ	Cumberland	3	\$22.00	\$650.80	3.38%	2	\$13.10	2.17%
NJ	Essex	2	\$16.90	\$2,302.40	0.73%	2	\$16.10	0.75%
NJ	Gloucester	2	\$17.50	\$1,163.40	1.50%	2	\$16.70	1.50%
NJ	Hudson	2	\$21.10	\$1,755.60	1.20%	2	\$19.80	1.22%
NJ	Mercer	4	\$34.80	\$1,376.80	2.53%	4	\$33.20	2.43%
NJ	Middlesex	8	\$64.30	\$2,768.00	2.32%	8	\$61.20	2.44%
NJ	Monmouth	7	\$55.70	\$2,755.80	2.02%	7	\$53.60	2.06%
NJ	Morris	1	\$8.10	\$2,248.90	0.36%	1	\$7.60	0.36%
NJ	Ocean	5	\$53.40	\$2,132.80	2.50%	5	\$50.50	2.42%
NJ	Passaic	2	\$15.20	\$1,474.70	1.03%	2	\$14.30	1.07%
NJ	Union	3	\$18.10	\$2,066.90	0.88%	3	\$16.80	0.86%
NJ	Warren	1	\$7.90	\$499.70	1.58%	0	\$0.00	0.00%
<b>NJ Recap: 59 stores with sales of \$501.8 million. Total retail food sales for NJ in the study: \$32.77 billion. Aldi share of NJ is 1.53%.</b>								
NY	Bronx	3	\$30.50	\$3,440.60	0.89%	3	\$28.30	0.90%
NY	Brooklyn	3	\$42.80	\$5,406.20	0.79%	3	\$41.10	0.80%
NY	Dutchess	1	\$10.90	\$1,109.60	0.98%	1	\$10.20	0.97%
NY	Manhattan	1	\$21.90	\$6,014.30	0.36%	1	\$21.10	0.37%
NY	Nassau	2	\$20.80	\$5,855.90	0.36%	1	\$11.70	0.21%
NY	Orange	3	\$27.80	\$1,348.50	2.06%	3	\$26.20	1.96%
NY	Queens	2	\$35.70	\$5,644.20	0.63%	1	\$17.80	0.33%
NY	Rockland	2	\$23.10	\$1,090.20	2.12%	2	\$21.80	2.17%
NY	Suffolk	10	\$88.40	\$6,393.70	1.38%	9	\$79.40	1.33%
<b>NY Recap: 27 stores with sales of \$301.9 million. Total retail food sales for NY in the study: \$42.15 billion. Aldi share of NY is 0.72%.</b>								
PA	Berks	4	\$32.50	\$1,616.80	2.01%	4	\$31.40	2.08%
PA	Bucks	7	\$68.80	\$3,115.70	2.21%	7	\$64.60	2.18%
PA	Carbon	1	\$9.40	\$186.70	5.03%	1	\$8.60	4.59%
PA	Chester	4	\$36.40	\$2,103.40	1.73%	3	\$25.10	1.26%
PA	Columbia	2	\$18.20	\$261.70	6.95%	2	\$17.50	6.87%
PA	Cumberland	4	\$38.10	\$1,252.70	3.04%	4	\$36.20	3.00%
PA	Dauphin	2	\$19.80	\$1,104.00	1.79%	2	\$18.90	1.77%
PA	Delaware	4	\$46.80	\$2,647.10	1.77%	3	\$33.20	1.42%
PA	Franklin	1	\$8.10	\$480.20	1.69%	1	\$7.80	1.71%
PA	Lackawanna	1	\$10.30	\$783.80	1.31%	1	\$9.80	1.29%
PA	Lancaster	4	\$35.20	\$1,889.90	1.86%	4	\$33.30	1.80%
PA	Lebanon	1	\$7.70	\$487.60	1.58%	1	\$7.10	1.62%
PA	Lehigh	4	\$24.90	\$1,539.40	1.62%	3	\$16.20	1.11%
PA	Luzerne	3	\$24.90	\$998.90	2.49%	3	\$24.10	2.30%
PA	Lycoming	1	\$7.80	\$459.80	1.70%	1	\$7.20	1.63%
PA	Mifflin	1	\$8.90	\$151.10	5.89%	1	\$8.30	5.81%
PA	Monroe	2	\$23.90	\$752.80	3.17%	2	\$22.80	3.14%
PA	Montgomery	12	\$111.60	\$4,225.60	2.64%	12	\$104.60	2.59%
PA	Northampton	3	\$20.80	\$1,260.50	1.65%	3	\$19.90	1.65%
PA	Northumberland	1	\$10.00	\$229.40	4.36%	1	\$9.30	4.10%
PA	Philadelphia	12	\$109.40	\$4,131.50	2.65%	11	\$105.60	2.87%
PA	Schuylkill	1	\$9.20	\$456.10	2.02%	1	\$8.50	1.94%
PA	Snyder	1	\$10.90	\$165.80	6.57%	1	\$10.20	6.82%
PA	Union	1	\$8.10	\$125.70	6.44%	0	\$0.00	0.00%
PA	Wyoming	1	\$7.60	\$79.10	9.61%	0	\$0.00	0.00%
PA	York	3	\$27.20	\$1,731.80	1.57%	3	\$26.10	1.59%
<b>PA Recap: 81 stores with sales of \$736.5 million. Total retail food sales for PA in the study: \$33.08 billion. Aldi share of PA is 2.23%.</b>								

**Mid-Atlantic Recap: 183 stores with sales of \$1.74 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

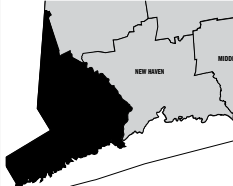
**Aldi Per Store Average: \$9.49 million**

Source: Food Trade News, June 2023

# CONNECTICUT COUNTY SHARE OF MARKET: 2023

Total sales for those Connecticut counties included in the study are \$8.16 billion


Rank	Company	Stores	Sales (in millions)	% of Market
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**FAIRFIELD COUNTY (\$3.7 billion)**  
(Includes Bridgeport, Danbury, Stamford)

- Population ..... 954,684
- # of Households ..... 235,285
- Median Income ..... \$109,247
- Under age 18 ..... 20.5%
- Over age 65 ..... 16.1%
- Female ..... 51.7%
- White ..... 69.1%
- Black ..... 9.3%
- Hispanic ..... 15.6%
- Asian ..... 5.6%

1	Stop & Shop	22	\$848.30	21.99%
2	ShopRite (Price Rite)	13	\$684.10	17.73%
3	Costco	2	\$322.60	8.36%
4	CVS	43	\$249.40	6.46%
5	Whole Foods	5	\$203.40	5.27%
6	Big Y	5	\$170.60	4.42%
7	BJ's Wholesale Club	3	\$160.40	4.16%
8	Walmart	5	\$160.30	4.16%
9	Stew Leonard's	2	\$152.40	3.95%
10	Trader Joe's	5	\$137.10	3.55%
11	Walgreens	20	\$136.80	3.55%
12	Albertsons (Acme/Balducci's/Kings)	7	\$132.80	3.44%
13	Target	4	\$93.60	2.43%
14	Caraluzzi's	4	\$84.80	2.20%
15	Key Food	4	\$59.20	1.53%
16	Krasdale (CTown/Market Fresh)	5	\$46.57	1.21%
17	Rite Aid	12	\$38.20	0.99%
18	Food Bazaar	2	\$33.10	0.86%
19	IGA	2	\$23.08	0.60%
20	7-Eleven	8	\$20.60	0.53%
21	Fresh Market	1	\$17.70	0.46%
22	Cumberland Farms	7	\$16.80	0.44%
23	Aldi	1	\$12.40	0.32%
24	Save-A-Lot	1	\$5.90	0.15%
25	ASG Stores	1	\$2.96	0.08%
26	Circle K	1	\$2.60	0.07%
		<b>185</b>	<b>\$3,815.71</b>	<b>98.91%</b>

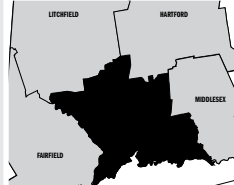


**LITCHFIELD COUNTY (\$769.4 million)**  
(Includes New Milford, Torrington, Watertown)

- Population ..... 145,449
- # of Households ..... 73,344
- Median Income ..... \$79,937
- Under age 18 ..... 18.1%
- Over age 65 ..... 21.8%
- Female ..... 50.5%
- White ..... 87.6%
- Black ..... 2.4%
- Hispanic ..... 6.9%
- Asian ..... 2.2%

1	Stop & Shop	7	\$260.20	33.82%
2	IGA	10	\$84.75	11.02%

3	Big Y	2	\$83.00	10.79%
4	Walmart	2	\$68.70	8.93%
5	BJ's Wholesale Club	1	\$44.60	5.80%
6	Northeast Grocery (Market 32)	1	\$42.10	5.47%
7	Walgreens	9	\$41.30	5.37%
8	CVS	6	\$37.10	4.82%
9	Aldi	2	\$26.90	3.50%
10	Target	1	\$23.10	3.00%
11	ShopRite (Price Rite)	1	\$16.00	2.08%
12	Cumberland Farms	7	\$15.30	1.99%
13	XtraMart	4	\$9.20	1.20%
14	7-Eleven	2	\$5.10	0.66%
15	Allegiance (Foodtown)	1	\$4.90	0.64%
		<b>56</b>	<b>\$762.25</b>	<b>99.07%</b>



**NEW HAVEN COUNTY (\$3.5 billion)**  
(Includes Meriden, New Haven, Waterbury)

- Population ..... 858,692
- # of Households ..... 331,064
- Median Income ..... \$69,468
- Under age 18 ..... 26.7%
- Over age 65 ..... 17.7%
- Female ..... 51.8%
- White ..... 61.8%
- Black ..... 15.1%
- Hispanic ..... 18.9%
- Asian ..... 4.3%

1	Stop & Shop	19	\$901.50	25.51%
2	ShopRite (Price Rite)	8	\$435.60	12.33%
3	Walmart	8	\$291.50	8.25%
4	Costco	2	\$283.40	8.02%
5	Big Y	9	\$263.40	7.45%
6	CVS	37	\$214.80	6.08%
7	BJ's Wholesale Club	4	\$192.50	5.45%
8	Walgreens	24	\$169.40	4.79%
9	Target	6	\$148.20	4.19%
10	Aldi	10	\$132.50	3.75%
11	Rite Aid	18	\$75.10	2.13%
12	IGA	6	\$54.74	1.55%
13	Cumberland Farms	21	\$42.90	1.21%
14	Krasdale (CTown/Stop1/ShopSmart)	8	\$42.56	1.20%
15	Key Food	2	\$34.10	0.97%
16	Whole Foods	1	\$32.10	0.91%
17	Northeast Grocery (Market 32)	1	\$29.90	0.85%
18	Trader Joe's	1	\$23.90	0.68%
19	7-Eleven	10	\$22.80	0.65%
20	Save-A-Lot	3	\$18.50	0.52%
21	Fresh Market	1	\$15.90	0.45%
22	ASG Stores	2	\$11.71	0.33%
23	Fas-Marts	4	\$8.10	0.23%
24	XtraMart	3	\$7.40	0.21%
		<b>208</b>	<b>\$3,452.51</b>	<b>97.71%</b>

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

Source: Food Trade News, June 2023

# IN REVIEW: CVS

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	43	\$249.40	\$3,857.80	6.46%	45	\$251.70	6.81%
CT	Litchfield	6	\$37.10	\$769.40	4.82%	6	\$35.20	4.76%
CT	New Haven	37	\$214.80	\$3,533.50	6.08%	38	\$210.60	6.17%
<b>CT Recap: 86 stores with sales of \$501.3 million. Total retail food sales for CT in the study: \$8.16 billion. CVS share of CT is 6.14%.</b>								
DE	New Castle	13	\$65.70	\$2,234.10	2.94%	13	\$63.10	3.03%
<b>DE Recap: 13 stores with sales of \$65.7 million. Total retail food sales for DE in the study: \$2.23 billion. CVS share of DE is 2.94%.</b>								
NJ	Atlantic	14	\$69.20	\$1,004.10	6.89%	13	\$60.80	6.49%
NJ	Bergen	47	\$209.60	\$3,612.30	5.80%	47	\$200.60	5.88%
NJ	Burlington	23	\$107.20	\$1,935.90	5.54%	22	\$96.70	5.27%
NJ	Camden	27	\$144.50	\$1,882.50	7.68%	27	\$138.10	7.57%
NJ	Cape May	10	\$56.80	\$582.20	9.76%	11	\$54.60	9.80%
NJ	Cumberland	5	\$24.90	\$650.80	3.83%	5	\$24.40	4.04%
NJ	Essex	22	\$95.60	\$2,302.40	4.15%	22	\$94.40	4.39%
NJ	Gloucester	15	\$65.70	\$1,163.40	5.65%	15	\$63.60	5.72%
NJ	Hudson	17	\$71.20	\$1,755.60	4.06%	16	\$68.30	4.22%
NJ	Hunterdon	4	\$23.20	\$469.70	4.94%	4	\$22.80	5.11%
NJ	Mercer	18	\$92.90	\$1,376.80	6.75%	18	\$88.10	6.44%
NJ	Middlesex	24	\$128.80	\$2,768.00	4.65%	24	\$123.70	4.94%
NJ	Monmouth	28	\$139.70	\$2,755.80	5.07%	26	\$125.70	4.84%
NJ	Morris	22	\$111.50	\$2,248.90	4.96%	22	\$107.10	5.03%
NJ	Ocean	22	\$109.70	\$2,132.80	5.14%	22	\$106.40	5.09%
NJ	Passaic	12	\$66.50	\$1,474.70	4.51%	12	\$64.80	4.84%
NJ	Somerset	11	\$49.10	\$1,336.50	3.67%	11	\$46.80	3.71%
NJ	Sussex	3	\$11.80	\$585.60	2.02%	3	\$11.10	1.77%
NJ	Union	24	\$120.70	\$2,066.90	5.84%	24	\$115.60	5.92%
NJ	Warren	6	\$25.80	\$499.70	5.16%	6	\$24.10	5.24%
<b>NJ Recap: 354 stores with sales of \$1.72 billion. Total retail food sales for NJ in the study: \$32.77 billion. CVS share of NJ is 5.26%</b>								
NY	Bronx	13	\$88.20	\$3,440.60	2.56%	12	\$77.50	2.47%
NY	Brooklyn	31	\$211.80	\$5,406.20	3.92%	29	\$190.50	3.70%
NY	Dutchess	13	\$68.40	\$1,109.60	6.16%	12	\$60.30	5.74%
NY	Manhattan	65	\$406.50	\$6,014.30	6.76%	65	\$388.40	6.85%
NY	Nassau	71	\$482.30	\$5,855.90	8.24%	71	\$460.30	8.43%
NY	Orange	17	\$89.80	\$1,348.50	6.66%	17	\$85.60	6.40%
NY	Putnam	2	\$12.90	\$292.20	4.41%	2	\$12.30	5.11%
NY	Queens	43	\$356.50	\$5,644.20	6.32%	43	\$340.20	6.28%
NY	Rockland	12	\$70.20	\$1,090.20	6.44%	12	\$67.20	6.68%
NY	Staten Island	19	\$112.30	\$1,671.40	6.72%	19	\$107.50	6.75%
NY	Suffolk	68	\$321.60	\$6,393.70	5.03%	69	\$311.20	5.22%
NY	Westchester	56	\$376.50	\$3,882.40	9.70%	58	\$371.20	10.26%
<b>NY Recap: 510 stores with sales of \$2.6 billion. Total retail food sales for NY in the study: \$42.15 billion. CVS share of NY is 6.16%.</b>								
PA	Adams	1	\$5.70	\$219.60	2.60%	1	\$5.20	2.42%
PA	Berks	16	\$93.50	\$1,616.80	5.78%	16	\$89.20	5.90%
PA	Bucks	33	\$186.20	\$3,115.70	5.98%	32	\$172.30	5.82%
PA	Carbon	1	\$5.60	\$186.70	3.00%	1	\$5.10	2.72%
PA	Chester	27	\$136.50	\$2,103.40	6.49%	27	\$130.80	6.54%
PA	Columbia	2	\$11.30	\$261.70	4.32%	2	\$10.50	4.12%
PA	Cumberland	12	\$56.80	\$1,252.70	4.53%	14	\$65.80	5.45%
PA	Dauphin	13	\$65.20	\$1,104.00	5.91%	13	\$61.20	5.74%
PA	Delaware	31	\$182.00	\$2,647.10	6.88%	31	\$174.30	7.47%
PA	Franklin	5	\$23.10	\$480.20	4.81%	5	\$21.40	4.69%
PA	Lackawanna	9	\$46.10	\$783.80	5.88%	9	\$45.20	5.95%

See IN REVIEW: CVS on page 161

## IN REVIEW: CVS

jump from page xx

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
PA	Lancaster	24	\$121.20	\$1,889.90	6.41%	24	\$114.20	6.16%
PA	Lebanon	5	\$23.80	\$487.60	4.88%	4	\$17.00	3.87%
PA	Lehigh	15	\$82.80	\$1,539.40	5.38%	15	\$79.20	5.42%
PA	Luzerne	15	\$65.60	\$998.90	6.57%	14	\$58.10	5.54%
PA	Lycoming	5	\$35.30	\$459.80	7.68%	5	\$34.30	7.77%
PA	Mifflin	2	\$11.60	\$151.10	7.68%	2	\$10.80	7.56%
PA	Monroe	11	\$55.20	\$752.80	7.33%	11	\$53.40	7.35%
PA	Montgomery	47	\$255.70	\$4,225.60	6.05%	47	\$244.30	6.05%
PA	Montour	1	\$5.10	\$69.10	7.38%	1	\$4.90	7.01%
PA	Northampton	17	\$89.20	\$1,260.50	7.08%	17	\$85.20	7.04%
PA	Northumberland	5	\$24.00	\$229.40	10.46%	6	\$26.70	11.76%
PA	Philadelphia	57	\$348.70	\$4,131.50	8.44%	58	\$339.80	9.22%
PA	Schuylkill	2	\$10.60	\$456.10	2.32%	2	\$10.10	2.31%
PA	Snyder	2	\$9.60	\$165.80	5.79%	2	\$9.10	6.08%
PA	Susquehanna	1	\$4.90	\$39.70	12.34%	1	\$4.50	12.03%
PA	Union	2	\$11.00	\$125.70	8.75%	2	\$10.60	9.16%
PA	Wayne	3	\$18.90	\$167.40	11.29%	3	\$17.70	10.41%
PA	Wyoming	1	\$5.60	\$79.10	7.08%	1	\$5.10	7.10%
PA	York	12	\$61.50	\$1,731.80	3.55%	12	\$58.10	3.54%

**PA Recap: 377 stores with sales of \$2.05 billion. Total retail food sales for PA in the study: \$33.08 billion. CVS share of PA is 6.2%.**

**Mid-Atlantic Recap: 1,240 stores with sales of \$6.94 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**CVS Per Store Average: \$5.6 million**

Source: *Food Trade News*, June 2023

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# IN REVIEW: WALMART

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	5	\$160.30	\$3,857.80	4.16%	5	\$155.30	4.20%
CT	Litchfield	2	\$68.70	\$769.40	8.93%	2	\$65.40	8.84%
CT	New Haven (SuperCenter)	8	\$291.50	\$3,533.50	8.25%	9	\$299.70	8.78%
<b>CT Recap: 15 stores with sales of \$520.5 million. Total retail food sales for CT in the study: \$8.16 billion. Walmart share of CT is 6.38%.</b>								
DE	New Castle	3	\$80.20	\$2,234.10	3.59%	3	\$76.80	3.68%
<b>DE Recap: 3 stores with sales of \$80.2 million. Total retail food sales for DE in the study: \$2.23 billion. Walmart share of DE is 3.59%.</b>								
NJ	Atlantic (SuperCenter)	3	\$63.50	\$1,004.10	6.32%	3	\$60.40	6.45%
NJ	Bergen (SuperCenter)	3	\$126.60	\$3,612.30	3.50%	3	\$122.70	3.60%
NJ	Burlington (SuperCenter)	5	\$131.50	\$1,935.90	6.79%	5	\$125.60	6.85%
NJ	Camden (SuperCenter)	5	\$159.90	\$1,882.50	8.49%	5	\$151.80	8.32%
NJ	Cape May (SuperCenter)	1	\$46.10	\$582.20	7.92%	1	\$44.20	7.94%
NJ	Cumberland (SuperCenter)	3	\$95.20	\$650.80	14.63%	3	\$89.60	14.83%
NJ	Gloucester (SuperCenter)	3	\$120.50	\$1,163.40	10.36%	3	\$114.10	10.27%
NJ	Hudson (SuperCenter)	4	\$195.60	\$1,755.60	11.14%	4	\$183.40	11.33%
NJ	Hunterdon (SuperCenter)	2	\$83.80	\$469.70	17.84%	2	\$79.60	17.84%
NJ	Mercer (SuperCenter)	3	\$108.50	\$1,376.80	7.88%	3	\$102.70	7.51%
NJ	Middlesex (SuperCenter)	7	\$185.70	\$2,768.00	6.71%	7	\$174.90	6.98%
NJ	Monmouth (SuperCenter)	3	\$130.50	\$2,755.80	4.74%	3	\$123.60	4.76%
NJ	Morris (SuperCenter)	6	\$163.20	\$2,248.90	7.26%	6	\$154.30	7.25%
NJ	Ocean (SuperCenter)	5	\$159.50	\$2,132.80	7.48%	5	\$151.70	7.26%
NJ	Salem	1	\$23.40	\$168.10	13.92%	1	\$21.90	13.39%
NJ	Somerset (SuperCenter)	2	\$50.20	\$1,336.50	3.76%	2	\$47.60	3.78%
NJ	Sussex (SuperCenter)	2	\$45.10	\$585.60	7.70%	2	\$42.50	6.78%
NJ	Union (SuperCenter)	2	\$53.80	\$2,066.90	2.60%	2	\$50.50	2.58%
NJ	Warren (SuperCenter)	1	\$41.20	\$499.70	8.24%	1	\$38.90	8.45%
<b>NJ Recap: 61 stores with sales of \$1.98 billion. Total retail food sales for NJ in the study: \$32.77 billion. Walmart share of NJ is 6.05%.</b>								
NY	Dutchess (SuperCenter)	1	\$78.30	\$1,109.60	7.06%	1	\$73.80	7.02%
NY	Nassau (SC/Neighborhd Market)	6	\$334.50	\$5,855.90	5.71%	6	\$317.40	5.81%
NY	Orange (SuperCenter)	3	\$240.00	\$1,348.50	17.80%	3	\$226.70	16.96%
NY	Rockland	1	\$22.10	\$1,090.20	2.03%	1	\$20.80	2.07%
NY	Suffolk (SuperCenter)	7	\$321.50	\$6,393.70	5.03%	7	\$304.50	5.10%
NY	Westchester	1	\$41.20	\$3,882.40	1.06%	1	\$41.20	1.14%
<b>NY Recap: 19 stores with sales of \$1.04 billion. Total retail food sales for NY in the study: \$42.15 billion. Walmart share of NY is 2.46%.</b>								
PA	Adams	1	\$23.40	\$219.60	10.66%	1	\$21.80	10.13%
PA	Berks (SuperCenter)	5	\$129.30	\$1,616.80	8.00%	5	\$121.60	8.04%
PA	Bucks (SuperCenter)	5	\$209.20	\$3,115.70	6.71%	5	\$197.40	6.67%
PA	Carbon (SuperCenter)	1	\$34.40	\$186.70	18.43%	1	\$32.30	17.25%
PA	Chester (SuperCenter)	5	\$191.60	\$2,103.40	9.11%	5	\$181.90	9.10%
PA	Columbia (SuperCenter)	1	\$45.70	\$261.70	17.46%	1	\$43.40	17.05%
PA	Cumberland (SuperCenter)	4	\$125.70	\$1,252.70	10.03%	4	\$119.60	9.91%
PA	Dauphin (SuperCenter)	2	\$84.80	\$1,104.00	7.68%	2	\$80.60	7.55%
PA	Delaware (SuperCenter)	4	\$113.30	\$2,647.10	4.28%	4	\$107.30	4.60%
PA	Franklin (SuperCenter)	2	\$86.10	\$480.20	17.93%	2	\$82.80	18.16%
PA	Lackawanna (SuperCenter)	2	\$92.90	\$783.80	11.85%	2	\$87.80	11.55%

See IN REVIEW: WALMART on page 163

# IN REVIEW: WALMART

From page 162

PA	Lancaster (SuperCenter)	3	\$145.40	\$1,889.90	7.69%	3	\$136.50	7.37%
PA	Lebanon (SuperCenter)	2	\$91.20	\$487.60	18.70%	2	\$86.90	19.80%
PA	Lehigh (SuperCenter)	2	\$91.10	\$1,539.40	5.92%	2	\$86.70	5.93%
PA	Luzerne (SuperCenter)	3	\$134.50	\$998.90	13.46%	3	\$127.20	12.13%
PA	Lycoming (SuperCenter)	1	\$29.70	\$459.80	6.46%	1	\$28.20	6.38%
PA	Mifflin (SuperCenter)	1	\$39.20	\$151.10	25.94%	1	\$37.00	25.91%
PA	Monroe (SuperCenter)	2	\$91.80	\$752.80	12.19%	2	\$86.40	11.89%
PA	Montgomery (SuperCenter)	8	\$279.80	\$4,225.60	6.62%	8	\$284.60	7.05%
PA	Northampton (SuperCenter)	2	\$69.10	\$1,260.50	5.48%	2	\$65.90	5.45%
PA	Northumberland (SuperCenter)	1	\$46.80	\$229.40	20.40%	1	\$44.10	19.42%
PA	Philadelphia (SuperCenter)	5	\$163.90	\$4,131.50	3.97%	5	\$155.80	4.23%
PA	Pike (SuperCenter)	1	\$34.10	\$198.20	17.20%	1	\$32.30	16.41%
PA	Schuylkill (SuperCenter)	2	\$89.80	\$456.10	19.69%	2	\$84.60	19.32%
PA	Snyder (SuperCenter)	1	\$29.30	\$165.80	17.67%	1	\$27.40	18.32%
PA	Union (SuperCenter)	1	\$45.20	\$125.70	35.96%	1	\$43.30	37.42%
PA	Wayne (SuperCenter)	1	\$45.90	\$167.40	27.42%	1	\$43.90	25.82%
PA	Wyoming (SuperCenter)	1	\$36.80	\$79.10	46.52%	1	\$35.20	49.03%
PA	York (SuperCenter)	6	\$229.70	\$1,731.80	13.26%	6	\$217.30	13.23%

**PA Recap: 75 stores with sales of \$2.83 billion. Total retail food sales for PA in the study: \$33.08 billion. Walmart share of PA is 8.55%.**

**Mid-Atlantic Recap: 173 stores with sales of \$6.45 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion.**

**Walmart Per Store Average: \$37.81 million** ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2023

## Who knows?

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**THE FRESH GROCER AND SHOPRITE SUPERMARKETS, OWNED AND OPERATED BY THE BURNS FAMILY,** presented a check for \$8,576 to the American Red Cross from their 11th annual fundraiser held in March in honor of National Red Cross Month. The check presentation was hosted at The Fresh Grocer of Upper Darby and symbolized the supermarket's ongoing commitment to the community and an example of good corporate citizenship. All proceeds will help the Red Cross deliver on its mission of preventing and alleviating human suffering in the face of emergencies like home fires. Those on hand included (l-r) Chavar Hollinger, American Red Cross; Tim Brown, COO of Burns' Family Neighborhood Markets; Rita LaRue, Upper Darby Township; Guy Triano, American Red Cross; Walt Suenderhaft and Kenny Wise, Burns' Family Neighborhood Markets; Jennifer Graham, American Red Cross, Delaware Valley Chapter; Marita Brown and Dawn Goldstein, Burns' Family Neighborhood Markets.

# IN REVIEW: TARGET

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	4	\$93.60	\$3,857.80	2.43%	4	\$89.20	2.41%
CT	Litchfield	1	\$23.10	\$769.40	3.00%	1	\$21.90	2.96%
CT	New Haven	6	\$148.20	\$3,533.50	4.19%	6	\$140.80	4.13%
<b>CT Recap: 11 stores with sales of \$264.9 million. Total retail food sales for CT in the study: \$8.16 billion. Target share of CT is 3.25%.</b>								
DE	New Castle	3	\$82.80	\$2,234.10	3.71%	3	\$78.00	3.74%
<b>DE Recap: 3 stores with sales of \$82.8 million. Total retail food sales for DE in the study: \$2.23 billion. Target share of DE is 3.71%.</b>								
NJ	Atlantic	2	\$54.60	\$1,004.10	5.44%	2	\$51.80	5.53%
NJ	Bergen	4	\$85.80	\$3,612.30	2.38%	4	\$80.30	2.35%
NJ	Burlington	4	\$81.30	\$1,935.90	4.20%	4	\$76.70	4.18%
NJ	Camden	5	\$110.70	\$1,882.50	5.88%	5	\$104.60	5.73%
NJ	Cumberland	1	\$21.90	\$650.80	3.37%	1	\$20.60	3.41%
NJ	Essex	1	\$21.40	\$2,302.40	0.93%	1	\$20.30	0.94%
NJ	Gloucester	2	\$41.20	\$1,163.40	3.54%	2	\$39.40	3.55%
NJ	Hudson	2	\$52.50	\$1,755.60	2.99%	2	\$49.20	3.04%
NJ	Mercer	2	\$36.60	\$1,376.80	2.66%	2	\$34.80	2.54%
NJ	Middlesex	5	\$125.10	\$2,768.00	4.52%	5	\$117.90	4.71%
NJ	Monmouth	4	\$85.80	\$2,755.80	3.11%	4	\$80.60	3.10%
NJ	Morris	4	\$78.90	\$2,248.90	3.51%	4	\$74.10	3.48%
NJ	Ocean	3	\$56.50	\$2,132.80	2.65%	3	\$54.00	2.58%
NJ	Passaic	1	\$22.40	\$1,474.70	1.52%	1	\$20.90	1.56%
NJ	Somerset	2	\$36.10	\$1,336.50	2.70%	2	\$34.50	2.74%
NJ	Unio	4	\$88.30	\$2,066.90	4.27%	4	\$83.30	4.26%
NJ	Warren	2	\$42.90	\$499.70	8.59%	2	\$40.80	8.87%
<b>NJ Recap: 48 stores with sales of \$1.04 billion. Total retail food sales for NJ in the study: \$32.77 billion. Target share of NJ is 3.18%.</b>								
NY	Bronx	4	\$124.10	\$3,440.60	3.61%	3	\$101.10	3.22%
NY	Brooklyn	7	\$234.50	\$5,406.20	4.34%	7	\$221.60	4.30%
NY	Dutchess	1	\$22.20	\$1,109.60	2.00%	1	\$20.80	1.98%
NY	Manhattan	14	\$474.50	\$6,014.30	7.89%	13	\$437.10	7.71%
NY	Nassau	8	\$283.30	\$5,855.90	4.84%	8	\$268.20	4.91%
NY	Orange	4	\$71.10	\$1,348.50	5.27%	4	\$67.80	5.07%
NY	Queens	6	\$239.50	\$5,644.20	4.24%	6	\$226.20	4.18%
NY	Rockland	2	\$45.90	\$1,090.20	4.21%	2	\$43.60	4.34%
NY	Staten Island	3	\$90.40	\$1,671.40	5.41%	3	\$85.20	5.35%
NY	Suffolk	10	\$278.00	\$6,393.70	4.35%	10	\$263.20	4.41%
NY	Westchester	4	\$112.50	\$3,882.40	2.90%	3	\$88.40	2.44%
<b>NY Recap: 63 stores with sales of \$1.98 billion. Total retail food sales for NY in the study: \$42.15 billion. Target share of NY is 4.69%.</b>								
PA	Berks	3	\$63.20	\$1,616.80	3.91%	3	\$59.60	3.94%
PA	Bucks	4	\$100.40	\$3,115.70	3.22%	4	\$95.70	3.23%
PA	Chester	4	\$116.30	\$2,103.40	5.53%	4	\$109.10	5.46%
PA	Cumberland	2	\$37.20	\$1,252.70	2.97%	2	\$25.80	2.14%
PA	Dauphin	2	\$31.30	\$1,104.00	2.84%	2	\$29.40	2.76%
PA	Delaware	4	\$95.60	\$2,647.10	3.61%	4	\$90.80	3.89%
PA	Franklin	1	\$18.60	\$480.20	3.87%	1	\$17.80	3.90%
PA	Lackawanna	1	\$18.30	\$783.80	2.33%	1	\$17.40	2.29%
PA	Lancaster	3	\$62.40	\$1,889.90	3.30%	3	\$59.20	3.19%
PA	Lebanon	1	\$18.90	\$487.60	3.88%	0	\$0.00	0.00%
PA	Lehigh	3	\$67.20	\$1,539.40	4.37%	3	\$63.50	4.35%
PA	Luzerne	1	\$16.80	\$998.90	1.68%	1	\$16.00	1.53%
PA	Lycoming	1	\$20.90	\$459.80	4.55%	1	\$20.10	4.55%
PA	Monroe	1	\$17.20	\$752.80	2.28%	1	\$16.30	2.24%
PA	Montgomery	8	\$212.60	\$4,225.60	5.03%	7	\$182.50	4.52%
PA	Northampton	1	\$21.70	\$1,260.50	1.72%	1	\$20.30	1.68%
PA	Philadelphia	11	\$259.60	\$4,131.50	6.28%	11	\$245.00	6.65%
PA	Snyder	1	\$21.10	\$165.80	12.73%	1	\$20.10	13.44%
PA	York	3	\$62.70	\$1,731.80	3.62%	3	\$59.80	3.64%
<b>PA Recap: 55 stores with sales of \$1.26 billion. Total retail food sales for PA in the study: \$33.08 billion. Target share of PA is 3.81%.</b>								

**Mid-Atlantic Recap: 180 stores with sales of \$4.63 billion annually. Mid-Atlantic retail food sales total: \$118.4 billion. Target Per Store Average: \$25.71 million**

Source: Food Trade News, June 2023

# IN REVIEW: COSTCO

State	County	2023 Stores	2023 Sales (in millions)	2023 County Food Sales	% of 2023 County Market	2022 Stores	2022 Sales (in millions)	% of 2022 County Market
CT	Fairfield	2	\$322.60	\$3,857.80	8.36%	2	\$301.60	8.16%
CT	New Haven	2	\$283.40	\$3,533.50	8.02%	2	\$265.80	7.79%

**CT Recap: 4 stores with sales of \$606.0 million. Total retail food sales for CT in the study: \$8.16 billion. Costco share of CT is 7.43%.**

DE	New Castle	1	\$47.20	\$2,234.10	2.11%	1	\$44.70	2.14%
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**DE Recap: 1 store with sales of \$47.2 million. Total retail food sales for DE in the study: \$2.23 billion. Costco share of DE is 2.11%.**

NJ	Bergen	1	\$130.80	\$3,612.30	3.62%	1	\$122.80	3.60%
NJ	Burlington	1	\$58.10	\$1,935.90	3.00%	1	\$54.20	2.96%
NJ	Camden	1	\$67.30	\$1,882.50	3.58%	1	\$63.40	3.47%
NJ	Hudson	1	\$82.70	\$1,755.60	4.71%	1	\$77.60	4.80%
NJ	Hunterdon	1	\$58.80	\$469.70	12.52%	1	\$55.30	12.39%
NJ	Mercer	1	\$68.90	\$1,376.80	5.00%	1	\$64.70	4.73%
NJ	Middlesex	2	\$93.60	\$2,768.00	3.38%	2	\$87.50	3.49%
NJ	Monmouth	3	\$202.80	\$2,755.80	7.36%	3	\$190.50	7.33%
NJ	Morris	2	\$134.30	\$2,248.90	5.97%	2	\$126.30	5.93%
NJ	Ocean	2	\$101.40	\$2,132.80	4.75%	2	\$95.40	4.57%
NJ	Passaic	2	\$95.30	\$1,474.70	6.46%	2	\$103.60	7.74%
NJ	Somerset	2	\$150.20	\$1,336.50	11.24%	2	\$141.50	11.23%
NJ	Union	1	\$56.20	\$2,066.90	2.72%	1	\$63.60	3.26%

**NJ Recap: 20 stores with sales of \$1.3 billion. Total retail food sales for NJ in the study: \$32.77 billion. Costco share of NJ is 3.97%**

NY	Brooklyn	1	\$296.50	\$5,406.20	5.48%	1	\$278.30	5.40%
NY	Manhattan	1	\$334.60	\$6,014.30	5.56%	1	\$313.40	5.53%
NY	Nassau	3	\$416.50	\$5,855.90	7.11%	3	\$388.00	7.10%
NY	Queens	2	\$519.50	\$5,644.20	9.20%	2	\$484.40	8.94%
NY	Rockland	1	\$151.30	\$1,090.20	13.88%	1	\$141.10	14.03%
NY	Staten Island	1	\$318.70	\$1,671.40	19.07%	1	\$297.40	18.68%
NY	Suffolk	5	\$581.60	\$6,393.70	9.10%	5	\$549.80	9.22%
NY	Westchester	3	\$322.10	\$3,882.40	8.30%	3	\$333.60	9.22%

**NY Recap: 17 stores with sales of \$2.94 billion. Total retail food sales for NY in the study: \$42.15 billion. Costco share of NY is 6.98%.**

PA	Bucks	1	\$53.80	\$3,115.70	1.73%	1	\$50.30	1.70%
PA	Dauphin	1	\$58.30	\$1,104.00	5.28%	1	\$54.80	5.14%
PA	Delaware	1	\$82.10	\$2,647.10	3.10%	1	\$76.40	3.27%
PA	Lancaster	1	\$35.40	\$1,889.90	1.87%	1	\$33.70	1.82%
PA	Lehigh	1	\$45.30	\$1,539.40	2.94%	1	\$42.80	2.93%
PA	Montgomery	3	\$148.60	\$4,225.60	3.52%	3	\$139.60	3.46%

**PA Recap: 8 stores with sales of \$423.5 million. Total retail food sales for PA in the study: \$33.08 billion. Costco share of PA is 1.28%.**

**Mid-Atlantic Recap: 50 stores with sales of \$5.32 billion annually.**

**Mid-Atlantic retail food sales total: \$118.4 billion.**

**Costco Per Store Average: \$106.36 million**

Source: *Food Trade News*, June 2023



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## TAKING STOCK

from page 135

abusive husband and launched her solo career with hits like “Private Dancer” and “What’s Love Got To Do With It?” that she became a true superstar. Turner and her ex-husband were elected to the Rock & Roll Hall of Fame in 1991, and in 2021 she was inducted again as a solo artist. During her sensational 50-year career, Turner won eight Grammy Awards, a Kennedy Center honor in 2005 and a Grammy Lifetime Achievement award in 2018. What a voice, what a performer.

### Hail, Hail To One Of The Greatest! The Industry Will Miss Dick Bestany

Last month, after a lengthy illness, we lost Richard J. Bestany. His formal obituary will read that he was a former company president who spent nearly 40 years in and around the food industry and was a loving family man. All true.

But Dick Bestany was far more than that. He was my friend for 50 years and my business partner for 30. But he was even more than that. Dick was a born leader, a truly independent thinker and one of the nicest people I’ve ever met in my 72 years on the planet. He was a mentor to many and seemingly a friend to all. He possessed that rare skill that, after spending time with Dick, people always felt better about themselves.

And beyond his skills as a successful businessman, Dick was the life of the party - every party! He literally lived the old adage of “I never went out to have a bad time.” He was a master at seamlessly blending business and entertainment. He really enjoyed people and they really liked him as a person and respected him as a businessman who had a unique perspective on the entire grocery business in the Mid-Atlantic. And as much fun as Dick and his cadre of industry buddies had, he never forgot that advertising revenue drove our business. So, when it came time to “ask for the order,” Dick always had his priorities in place.

In the 30 years we spent as business partners (not including the five years we spent together at *The Griffin Report* in Boston), the disagreements we had were few and far between. That’s because Dick always gave me the freedom and respect that enabled us to stay in our lanes and I ultimately learned so much from how he dealt with people and the significant pressures of the business. I never minded playing the “bad cop” (I figured it came with the territory), but Dick really enjoyed being the “good cop.”

From our early days of holding court at Clyde’s in Columbia, MD where we met so many executives and “characters” in the business, to the later years where we spent untold numbers of nights at Boccaccio in Baltimore’s Little Italy, Dick was the president of the social club; if the food industry ever formed a formal fraternity he would have been John Belushi.

Dick’s unique set of skills and the credibility of *Food World* and *Food Trade News* allowed us to meet and befriend many industry leaders including Jerry Chadwick (both senior and junior), Izzy Cohen, Jim Donald, Bernie Ellis, David Finkelstein, Bill Grize, Dave Herriman, Pete Manos, Bernie Mazer, Pat McCarthy, Mike Wilson, Dick McCready, John Paterakis, Frank Rich, Larry Roney, Don Smith, Joanne Stathes, Pete Riley, Mark Tarzwell, Bob Tobin and Bill White and Mike Wilson, to name some notables. But we just didn’t rub elbows with these industry heavyweights - we became their peers where mutual trust was almost a given.

Or as Dick used to say, “Sometimes I feel like a priest hearing confession.” He was right, but the key to those relationships was the faith that those secrets would never be revealed. And they never were.

Where did the time go? I can vividly remember my first day at *The Griffin Report* in 1973. When I was a green 22-year-old in my first real job, Dick (who was VP-advertising at the time) made my entry comfortable. “Work hard, have fun and follow me,” were his inspiring and calming words.

Fifty years later, those words still ring true. It’s been a great ride - I’m only sorry Dick won’t be with me to finish the journey.

May you rest in peace, my brother!



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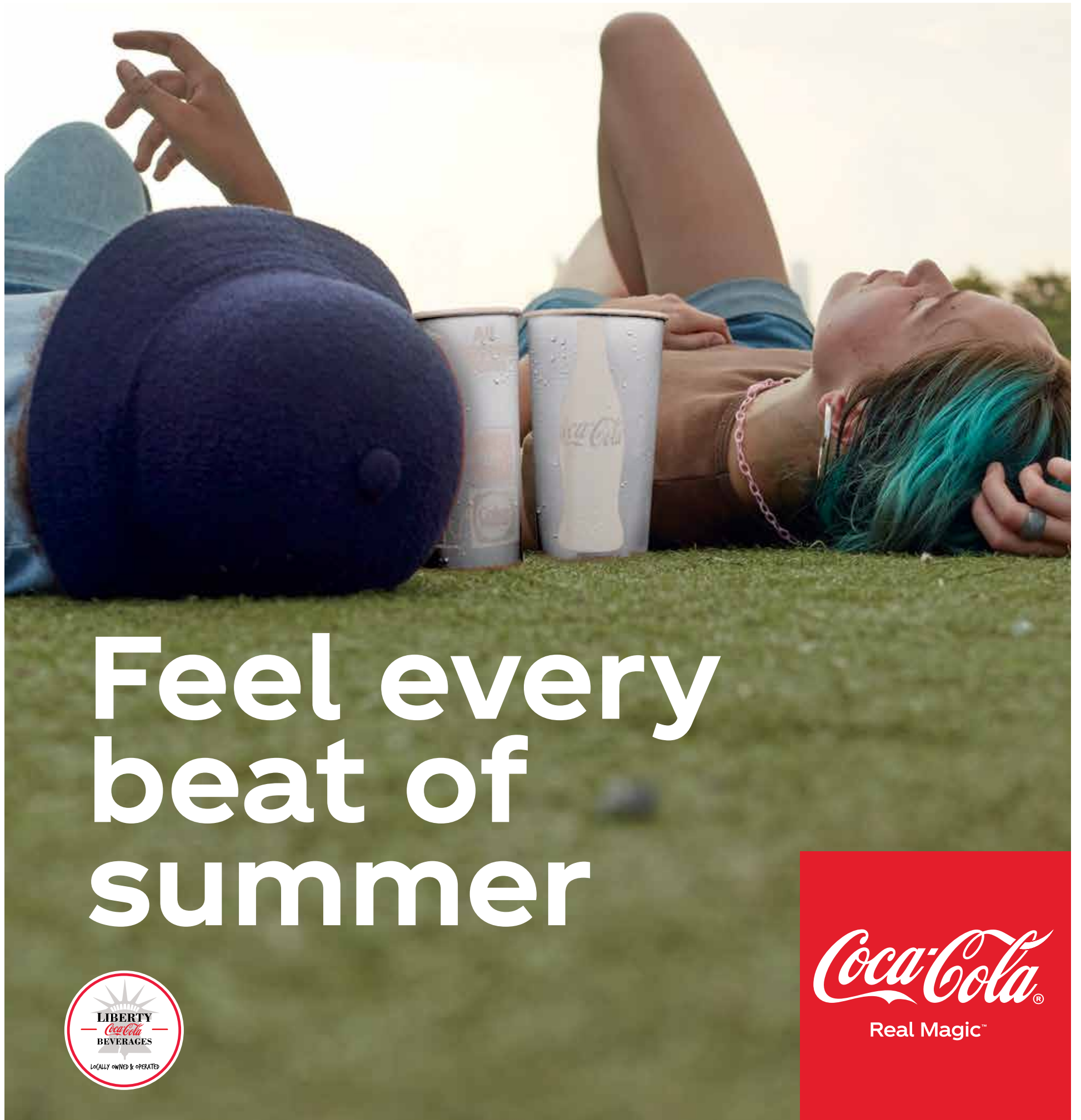
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