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136 Ravitz Family Hosts Charity Golf Outing At Scotland Run GC

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MARKET STUDY

June 2025

TAKING STOCK

by Jeff Metzger



Most Supermarkets More Vulnerable Than Ever Against Price/Value Alternate Retailers

What a difference a year can make. Or not.

Twelve months ago in our annual Retail Market Study, I predicted “more of the same.” More overstoring, more consumer economic worries and more progress for those retailers who were perceived to be price/value disrupters.

Actually, it wasn't a very difficult prediction that in previous years. Except for the COVID era, these market realities have existed for the past decade. But the longer that Mid-Atlantic gridlock persists, the more chal-

TAKING STOCK continues on page 6

Overstoring, Economic Worries Impact Sales For Most Retailers

ShopRite Remains King, TGC Passes Stoppie In \$123 Billion Marketing Area

While inflation increased slightly over the past year (pre-tariffs), the majority of retailers in the *Food Trade News* marketing area found the same challenges they've faced for the past decade – overstoring and a significant competitive difference in retailing styles. Those realities coupled with consumer concerns about the state of the economy kept market share shifts to a minimum and merchants struggling to maintain same store sales increases at desired levels.

This is the 47th edition of *Food Trade News*' market study. Our 12-month measuring period runs

from April 1, 2024, to March 31, 2025, and covers 70 counties, ranging from Litchfield County, CT to Franklin County, PA. The study covers retailers in parts of Connecticut, New York, Pennsylvania, Delaware and all of New Jersey. The coverage area represents one of the largest marketing regions in the country, accounting for \$123.1 billion in annual food and drug retail sales.

While most of the merchants in our coverage area found the past 12 months generally frustrating, of the more than 30 retailers we interviewed to discuss market conditions, a large majority expressed great concern about the future, citing tariffs, reductions in SNAP benefits and a potential economic recession.

Here's the statistical breakdown of the top 10 retailers in our mar-

keting area.

For the 40th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage, Dearborn Market, Fairway Market and DiBruno Bros.) continued to control the landscape in the overall marketing area. As for the numbers, parent company Wakefern's owner/members and corporately-owned store totaled 296 stores in the region (two more than last year) and rang up estimated annual retail sales of \$19 billion. During the past year, there was some change to the member/owner alignment as the Ammons family sold their two Philadelphia stores as well as their Mullica Hill, NJ location to Brown's Super Stores and Neil Greenstein's two Newark,

See **MARKET STUDY** on page 134



THE NEW JERSEY FOOD COUNCIL HELD ITS ANNUAL NIGHT OF Distinction May 21. This photo from the event features NJFC chair Jason Read of Wawa, honorees Steve Heggelke of Bozzuto's, Bob Unanue of Goya, and Mike Stigers of Wakefern, committee chair Gary Capozzi of Pepsi and NJFC president Linda Doherty. Additional photos are on pages 122 and 123.

Earnings Outlook Next Year Could See Loss Of \$80 Million

Bad Times At UNFI: Cyberattack Impacts Supply, Key Food To Exit

For a company whose earnings have been below sea level for the past 30 months, UNFI has taken two brutal hits over the past 30 days. On June 5, the Providence-based wholesaler was hit with a massive cyberattack, which semi-paralyzed the wholesaler,

incensing many UNFI independent retailers who are serviced by the distributor.

A few days later, in an SEC filing, the company disclosed it was

See **UNFI** on page 140

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Food Trade News, Food World To Expand Coverage Into Florida

Effective July 1, Best-Met Publishing Co., publishers of *Food World*, *Food Trade News* and *foodtradenews.com*, will expand its market coverage area to include the state of Florida, the first major geographic expansion the company has undertaken since 2003.

“We will always be regional in nature – our strength for the past 47 years has been in providing insightful local coverage to the markets we reach,”

said Jeff Metzger, president and executive publisher, who along with his late partner Dick Bestany started Best-Met in 1978. “However, the industry remains very dynamic and many of the companies we already cover have a presence in the state of Florida.”

Metzger pointed to existing headquarters circulation at Publix and Walmart, the two largest food retailers in the Sunshine State. Other retail-

ers that already receive Food World or Food Trade News and operate in Florida include Whole Foods, Aldi and Target.

“Additionally, due to our strong relationship with the leadership team at Southeastern Grocers, we have increased our circulation at the company’s Jacksonville headquarters,” Metzger noted. “Another expansion incentive was the link to the market of many Metro New York Hispanic re-

tailers who have family members operating stores in Florida. We have added several hundred independent Florida stores including those that are affiliated with Krasdale and Key Food.”

Editorially, co-publisher Kevin Gallagher, who resides in Florida, will be spearheading the coverage along with Terri Maloney, also co-publisher.

Who knows?

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Soup to Nutz

By Maria Maggio

The 47th annual *Food Trade News* Market Study has arrived just in time for our readers to add it to their summer 2025 reading lists! It seems that we continually say there's so much change in our markets - 2025 was no exception. What follows on the pages of this issue is a recap of the past 12 months with a glimpse into the not-too-distant future.

An issue of this magnitude doesn't just happen. It takes a Herculean effort from our small but mighty team, including on the Best-Met side, **Kevin Gallagher**, **Terri Maloney** and of course, our fearless leader with a 30-pound brain, **Jeff Metzger**; plus, the amazing talent of **Jenny Jones** and **Matt Danielson** at E-ink and the entire staff at Evergreen Printing. They make us look good! Lastly, a humble thank you to you, our advertisers and readers, for your continued support as we help you navigate the retail food industry. We couldn't do what we do without you! For those of you who don't have your own copy of the *Food Trade News* or *Food World* Market Studies, you can access

the 2025 Market Studies as well as past issues plus keep up to date with every bit of industry news on our website foodtradenews.com. Sign up for breaking news and you'll never be uninformed!

June is an incredibly busy month with graduations, Father's Day, Flag Day, the summer solstice and the like, but it is also filled with our favorite national days: doughnut day (first Friday in June); corn on the cob day (June 11); pineapple day (June 27) and cheese day (June 4) accompanied by June is Dairy Month (June 1-30). So, it makes sense that the International Dairy Deli Bakery Association (IDDBA) held its flagship event from June 1-3 in the fun city of New Orleans at the Ernest N. Morial Convention Center. The IDDBA 2025 show brought together over 10,000 attendees and more than 1,000 exhibiting companies over three days. The once-a-year extravaganza targeted serious buyers, merchandisers, and executives who share a passion for food and our industry. To give you a little backstory about IDDBA, it was founded in 1964 as the Wisconsin Cheese Seminar. The organization's name evolved over time to reflect the changing needs and interests of the industry it serves, adding deli to its name, IDDBA then adding the bakery category becoming the International Dairy-Deli-Bakery Association in 1991.

There were workshops concentrating on every aspect of the dairy, deli and bakery categories at What's in Store, IDDBA president and CEO **David Haaf's** yearly recap and special guest appearances by **Michael Strahan**, **Carla Hall** and **Kevin Costner**. Yes, THAT Kevin Costner. How-

ever, most important were the connections made, the camaraderie our industry is famous for. A plethora of new products were featured in the convention center lobby. Over 230 new exhibitors (a new record) were sharing their stories and selling their products in a dedicated section that opened an hour early. In a debriefing with a few companies after the show, I heard only good things with the exhibitors saying they received quality leads. And there you have it, the *raison d'être* for participating in these shows.

IDDBA reported that their annual post-show food drive generated 177,312 pounds of donations to local food banks in the area. As the annual trade show closed, exhibitors, staff, volunteers, and Second Harvest South Louisiana got to work loading almost 89 tons of donated dairy, bakery, foodservice, and deli items into 21 trailer trucks. Donations were routed to the New Orleans Food Bank and the Baton Rouge Food Bank for distribution to the local communities, making a difference in many people's lives. Photos from the show are on pages 90-91. See you next year at IDDBA 2026, June 9-11 in Orlando!

Kudos to **Linda Doherty** and her incredible all-women team at the New Jersey Food Council (NJFC) as they staged a memorable "Night of Distinction" on May 21 honoring food industry giants with a history of civic service within the New Jersey food community; **Mike Stigers**, president and COO of Wakefern; **Steve Heggelke**, EVP of merchandising and procurement for Bozzuto's; and **Bob Unanue**, founder of Goya Cares.

With its powerful slate of hon-

orees, the event drew hundreds of attendees, featuring prominent food industry glitterati at The Palace at Somerset Park. Among the special guests included former New Jersey Governor **Chris Christie**.

"To everyone joining us tonight, it is true that we all represent a remarkable industry during extraordinary times," NJFC president and CEO Doherty said. "We thank you for your support, we appreciate your engagement, and we are grateful for your friendship and commitment."

In his remarks, NJFC chair **Jason Read** of Wawa said: "Our board stands together with purpose, vision and remains united in our mission to advance, foster, and protect the New Jersey food industry under the banner of the Food Council. We are thankful for an active and engaged Board who stands together on industry

issues, challenges and triumphs."

Leftover food from the event was donated to Table to Table, a non-profit food rescue organization located in Saddle Brook. Congratulations to the honorees!

Taking a ride into the sunset this month on his motorcycle is **Mike Mackin**, a lifelong member of the Philadelphia food industry and MAFTO board member. Mike began his career at Genardi's when they had only four stores. Working from the ground up for three years, Mike left and began his 53-year long career in the bakery business. First with Hostess in Connecticut and back to South Jersey to work for Wonder Bread opening depots. Along the way he married his sweetheart, **Carole**, and raised two chil-

See **SOUP TO NUTZ** on page 157



SPROUTS FARMERS MARKET OPENED ITS NEWEST STORE JUNE 13 in Philadelphia. The new store, in the Rivermark - Northern Liberties neighborhood, is the retailer's sixth in Pennsylvania. Welcoming shoppers to the new store are Sprouts' Ron Six, Kedrian Brow, Ricky Pratt, Clinton Owens, store manager Dan O'Bryan, and Tom Lakey.



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TAKING STOCK

from page 1

lending it's going to be for the retailers that can't separate themselves from the rest of the pack. And at some point in the near term, some merchants will look to close more stores, reduce jobs, or withdraw from the market altogether.

Based on the factors listed in the first paragraph of this story, it wasn't a great year for any retailer. But it was a good one for several including Walmart, Costco, Trader Joe's, and Aldi. Of that group, only Trader Joe's and Aldi opened new stores in the Mid-Atlantic region over the past 12 months (see gridlock). The gains made by all of those merchants were primarily achieved by cementing the price/value connection with their customers.

Of course, diversification, fierce competition, and overstoring aren't the only reasons that retailers have slowed expansion in recent years. Real estate continues to be both scarce and expensive. And the average cost to build a 60,000 square foot supermarket today runs somewhere north of \$30 million – it's no wonder that most retailers are prioritizing remodeling their stores rather than gambling on building new units.

Looking forward to next year, I believe conditions will be even tighter. Fear of recession is greater than 12 months ago. And with the direction of tariffs unclear, retailers don't view higher prices (whatever they may be) as a good thing. SNAP benefits could take a hit in the next year, too, and then there's this remaining gridlock/overstoring situation to contend with.

Here's my annual analysis of some of the largest retailers in the \$123 billion 70-county Food Trade News marketing area.

ShopRite – There was a period shortly after the worst of COVID ended when the perennial leader of the Metro New York and Delaware Valley markets wasn't operating on all cylinders. There were pronounced disagreements among some of parent firm Wakefern's membership (leaked

TAKING STOCK continues on page 18



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The 70-County Food Trade News Market

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

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

In 10 of the counties in this study – Atlantic, NJ; Cape May, NJ; Monmouth, NJ; Ocean, NJ; Sussex, NJ; Delaware, PA; Monroe, PA; Pike, PA; Wayne, PA; and Suffolk, NY – combined retail sales exceed the volume for those counties. There is an explanation for this effect – the term is called leakage and simply means that consumers in other counties actually spill in and shop in stores in that particular county.

Although food price inflation increased slightly for the 12-month period from 4/1/24-3/31/25 (before tariffs were implemented), the rate of inflation was nowhere near the levels they reached during COVID and continued for 18 months after the major effects of the pandemic were felt.

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

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

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

Beach havens such as Atlantic, Cape May, Ocean and Monmouth Counties on the Jersey Shore and Suffolk County in New York or in mountain resorts like the Poconos (Monroe, Pike and



Wayne counties in Pennsylvania) also draw much of their summer sales from visitors who don't officially reside in those areas causing leakage.

Why are some percentages lower than others?

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

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



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FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2025

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 95. Petroleum sales are not included. **Total sales of retail grocery, drugs, HBC, general merchandise and tobacco products in the Mid-Atlantic area are \$123.07 billion.**

Rank	Company	Stores	2025 Sales (in millions)	2025 % of Area Market
1	ShopRite (Dearborn Market/Fairway/Fresh Grocer/Gourmet Garage/Price Rite)	296	\$19,004.50	15.44%
2	The Giant Company (Heirloom Market/Martin's)	161	\$7,764.30	6.31%
3	Stop & Shop	177	\$7,559.20	6.14%
4	CVS	1,207	\$7,327.40	5.95%
5	Walmart (Neighborhood Market/SuperCenter)	173	\$7,031.80	5.71%
6	Costco	50	\$5,850.30	4.75%
7	Walgreens (Duane Reade)	679	\$5,299.30	4.31%
8	Target	190	\$4,991.20	4.06%
9	Albertsons (Acme/Balducci's/Kings Food Markets/Safeway)	176	\$4,882.60	3.97%
10	Wawa	598	\$4,343.35	3.53%
11	BJ's Wholesale Club	81	\$4,317.60	3.51%
12	Krasdale (AIM/Bravo/C Town/Market Fresh/Shop Smart/Stop 1)	474	\$4,169.59	3.39%
13	Key Food (Food Dynasty/Food Emporium/Food Universe/Key Fresh/Superfresh)	354	\$4,138.39	3.36%
14	Amazon Grocery (Amazon Go/Amazon Fresh/Daily Shop/Whole Foods)	87	\$3,489.80	2.84%
15	Weis Markets	113	\$2,841.16	2.31%
16	7-Eleven	950	\$2,514.20	2.04%
17	Wegmans	30	\$2,509.35	2.04%
18	ASG (Associated/Compare/Met/Metropolitan City Market/Pioneer)	250	\$2,454.60	1.99%
19	Aldi	199	\$1,989.20	1.62%
20	Trader Joe's	65	\$1,982.20	1.61%
21	Rite Aid	353	\$1,564.20	1.27%
22	Allegiance Retail Services (D'Agostino's/Foodtown/Gristede's/Morton Williams)	131	\$1,423.05	1.16%
23	Sam's Club	24	\$1,176.20	0.96%
24	Redner's Markets	34	\$910.60	0.74%
25	Lidl	68	\$765.70	0.62%
26	Food Bazaar	37	\$735.20	0.60%
27	Fine Fare Supermarkets (Shop Fair)	96	\$657.80	0.53%
28	King Kullen (Wild By Nature)	30	\$610.20	0.51%
29	Big Y	18	\$580.70	0.47%
30	Northeast Grocery Inc. (Market 32/Price Chopper/Tops)	17	\$551.20	0.45%
31	IGA	56	\$530.94	0.43%
32	Sheetz	115	\$505.40	0.41%
33	Stew Leonard's	7	\$430.30	0.35%
34	Turkey Hill	232	\$428.20	0.35%
35	Quick Chek	159	\$409.40	0.33%
36	DeCicco & Sons	11	\$350.00	0.28%
37	Save A Lot	48	\$301.00	0.24%
38	Hannaford	7	\$295.50	0.24%
39	America's Food Basket (Caribbean/Ideal/NSA)	48	\$286.60	0.23%
40	Grocery Outlet	41	\$272.40	0.22%
41	Uncle Giuseppe's	11	\$254.70	0.21%
42	Western Beef	18	\$246.80	0.20%
43	McCaffrey's (Simply Fresh)	8	\$239.20	0.19%
44	Karns Prime & Fancy Foods	10	\$186.00	0.15%
45	Boyer's Markets	18	\$176.91	0.14%
46	Sprouts	8	\$169.60	0.14%
47	C&S Independents	131	\$165.90	0.13%
48	Rutter's Farm Stores	73	\$165.80	0.13%
49	Supremo	11	\$159.20	0.13%

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

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2025

from page 10

Rank	Company	Stores	2025 Sales (in millions)	2025 % of Area Market
50	The Fresh Market	10	\$153.70	0.12%
51	Royal Farm Stores	48	\$147.00	0.12%
52	Trade Fair	8	\$129.60	0.11%
53	Cumberland Farms	44	\$116.40	0.09%
54	Giant Food	3	\$113.80	0.09%
55	Family Owned Markets	6	\$103.97	0.08%
56	Corrado's Family Affair	2	\$101.50	0.08%
57	MOM's Organic Market	6	\$92.00	0.07%
58	Caraluzzi's	4	\$89.20	0.07%
59	Military Commissaries	8	\$88.02	0.07%
60	Food Lion	9	\$87.10	0.07%
61	Seabra's	11	\$82.60	0.07%
62	Tri-State Co-Op	9	\$80.20	0.07%
63	Adam's Fairacre Farms	4	\$73.30	0.06%
64	Circle K	28	\$66.10	0.05%
65	Sharp Shopper	4	\$55.20	0.04%
66	Heritage Dairy Stores	31	\$53.20	0.04%
67	Murphy's Fresh Markets	3	\$43.17	0.04%
68	Great Valu	3	\$33.30	0.03%
69	Super Supermarket	3	\$32.50	0.03%
70	Fas-Marts	15	\$29.20	0.02%
71	Dash-In	10	\$24.10	0.02%
72	XtraMart	8	\$20.20	0.02%
GRAND TOTAL		8,407	\$120,781.10	98.14%



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A.J. Letizio Acquires Hughes Sales, JP Food Sales, Madden Global Solutions

A.J. Letizio Sales & Marketing Inc., the Windham, NH-based food brokerage/sales agency, announced the coordinated merger of three regional sales agencies - Hughes Sales, Inc, Columbia MD; Madden Global Solutions, Inc., Quincy, MA; and JP Food Sales, Dresher PA - with A.J. Letizio. The deal becomes effective on June 1.

The merger will result in the creation of a 165-person, Eastern U.S. retail sales agency with strength in the meat, deli, seafood, in-store bakery, produce and center store grocery categories.

In the arrangement, A.J. Letizio has acquired the businesses of Hughes Sales, Madden Global Solutions, and JP Food Sales, all effective on June 1, 2025, employing all their staff members as part of the newly combined team, providing service to the retail food industry across 20 states.

As part of the move, A.J. Le-

tizio has appointed Geoff Mason of Hughes Sales, to the position of category director of produce, leading the major new A.J. Letizio sector. Additionally, Bill Sando of Hughes has been named category director of meat; JP Food Sales' Kevin O'Donnell will serve as category director of deli; and Madden's Brian Riccio was named VP and category director of seafood. Those newly appointed category directors join A.J. Letizio's VP-category director of bakery Mike Myers, and grocery-center store VP/director Mark Langelier in rounding out the retail division category leadership team.

Additionally, A.J. Letizio has taken over the Hughes Sales' headquarters in Columbia. In the Delaware Valley, J.P Food Sales' team will relocate operations to A.J. Letizio's Philadelphia regional headquarters. A.J. Letizio has additionally announced plans to begin construction of two new, state-of-

the art A.J. Letizio Enterprise Centers - one in Columbia, MD and the other in King of Prussia, PA - to be the company's newest regional support and training centers, serving its retail and foodservice businesses in each region.

The Hughes organization has grown substantially over the past 28 years, driven by founders Michael and Linda Hughes, who have assembled a team of industry professionals who serve their clients and customers in meat, deli, produce, and seafood.

Jack and Phyllis O'Donnell founded JP Food Sales in 1981. Under Jack O'Donnell's leadership, the JP Sales team grew exponentially by offering expert personal service to their customers and clients. With a focus on produce, deli and cheese, JP Sales has developed strong industry relationships that have helped the company expand since its inception.

"Bringing A.J. Letizio together with these three top notch organizations adds significant benefits to our clients and customers in the eastern United States. The mergers are a key step in the A.J. Letizio 20-year strategic plan," said Al Letizio Jr., chief executive officer.

The Letizio family traces its five-generation origins in the food business to the family's Italian market in Lawrence, MA in 1912. A.J. Letizio Sales & Marketing is a privately owned independent sales agency that is celebrating its 37th year in operation in 2025.

The company provides service to all channels of the food industry throughout the eastern United States. In addition to its headquarters in Windham, it operates regional support facilities in New York City and Rochester, NY; Philadelphia, PA; Glastonbury, CT; as well as its new Columbia, MD facility.

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Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
FTN Stores: 4
FTN Vol.: \$73.3 million

Advantage Group

2204 West Cabot Blvd.
Langhorne, PA 19047
Phone: (717) 639-4380
Contact: Rick Bozzelli
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Ahold Delhaize USA

1385 Hancock St.
Quincy, MA 02169

Phone: (800) 767-7772
Web: aholddelhaize.com
Ahold Delhaize CEO: Frans Muller
Ahold Delhaize USA CEO: JJ Fleeman
Chief Comm./Digital Officer: Keith Nicks
Chief Supply Chain Officer:
Sanja Krajnovic

Albertsons Companies

Mid-Atlantic Division
75 Valley Stream Pkwy.
Malvern, PA 19355
Phone: (610) 889-4000
Web: acmemarkets.com, safeway.com, kingsfoodmarkets.com, balduccis.com
Pres.: Tom Lofland
SVP-Ops.: Brad Spooner
SVP-Merch./Marketing: Jay Habben
VP-Ops.: Jonathan Cruz
VP-Sales Support: Jonathon Simmons
VP-Retail Support: Mike Styers
VP-HR: Kimberly Hilser
DMs: Amy Remillard, Chris Sanchez, Brendan Murphy, Kevin Reger, Kristan Lewis, Matt Juhring, Tiffany Knottingham, Theresa Farello, Phil White, James Stone, Ed Tippet, John Brooks, Lori Valenzuela, Frank Cardoso
Dir. Merch./Marketing: Sherry Caldwell

Dirs.-Merch.: Patrick Hildebrand, Arthur Goncalves
Dir.-Center Store: Jenifer Krause
Sales Mgr.-Own Brands:
Anne Marie Mozzone
Sales Mgr.-Grocery: Kenneth Thompson
Sales Mgrs.-Liquor: Tim Ley, John Coleman
Sales Mgrs.-Produce: Ricardo Dimarzio, Joe Lerario
Sales Mgrs.-Meat: John Toomey, Richard Michener
Sales Mgrs.-Bakery: Christine Hixon, Michele Tuscano
Sales Mgrs.-Deli: Angie Marshall, Matthew Nangle
Sales Mgrs.-Floral: Katie Vasquez, Michelle Edwards
Dir.-Catering: Jennifer Rupert
Sr. Dir.-Finance: Randy Weist
Dir.-Public Affairs: Dana Ward
Dirs.-Loss Prevention: Joe Conway, Bob Rosato
Dir.-Customer Service:
Marianne Nice-Trionfo
Dirs.-Pharmacy: Amir Masood, Janis Levit
Dir-HR: Sloan Nichols
Dir-Labor Rel.: Joan Williams
Dir.-Food Safety: James Walden

Dirs.-Ecommerce: Alicia Bell, Betsy Gavigan
Corporate offices:
250 Parkcenter Blvd.
Boise, ID 83706
Phone: (208) 395-6200
Pres./CEO: Susan Morris
Web: Albertsons.com
Primary Supplier: Direct
FTN Stores: 176
(Includes Acme Markets, Balducci's, Kings Food Markets, Safeway)
FTN Vol.: \$4.88 billion

Aldi, Inc.

1200 N. Kirk Rd.
Batavia, IL 60510
Phone: (630) 879-8100
Web: aldi.com
CEO: Jason Hart
Primary Supplier: Direct
FTN Stores: 199
FTN Vol.: \$1.99 billion

See **DIRECTORY** on page 26

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Canada Dry Norfolk

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Canada Dry Delaware Valley

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FOOD TRADE NEWS MARKET STUDY 2025: RULES & ANALYSIS

The story is becoming predictable - too many stores that are differentiated (in size and style), fighting for the same dollar which in recent years has seemed like a competitive death match.

This year, inflation edged up a bit (compared to last year), but offered little relief to food retailers, particularly supermarkets. That's because the overall economy remains listless, and in recent months the threat of a recession has consumers concerned and sometimes frightened.

Yes, there was a handful of retailers which did very well in this year's market study - Walmart, Costco, Aldi, Trader Joe's and Wawa. All shared today's formula for success: price/value, convenience and clear operating and/or merchandising separation from their competitors.

The truth of the matter is that most of the Mid-Atlantic has been overstored for two decades. And competition has always been formidable. But what's different now is that underperforming stores aren't closing as quickly as in the past, and virtually all of the existing players have deep enough pockets to stay in the game despite continued lack of success. To wit, 20 years ago, the following chain store banners operated in the Mid-Atlantic - A&P/Super Fresh, Pathmark, Wild Oats, Fairway Market, Pfresh (owned by Target), Happy Harry's, Bloom and Bottom Dollar (owned by Food Lion), and Kmart. Ditto with independent retailers such as Clemens, Fox's Markets, Henicle Markets, Nell's and Murry's. They're all toast now - some sold, but most closed because of performance or family succession issues.

Today, there are disappointments, too, but hardly any

resulting white flags. In fact, Rite Aid will be the only large retailer in the next year to perish (and Rite Aid has been on life support since former CEO Martin Grass donned prison stripes 21 years ago).

And while most of these retailers likely won't be packing it in anytime soon, you've got to wonder about the future direction of merchants such as Amazon Fresh (slightly improved, but still subpar); Grocery Outlet (a questionable model for the Mid-Atlantic with even more questionable franchise owners); Save A Lot (a C-suite that resembles an F-suite); and Target (a once great merchant that now seems directionless and has lost its mojo). And then there are the three (soon-to-be two) drug chains. Even after Rite Aid exits, both Walgreens and CVS continue to close stores because they both know one inherent, unspoken truth - they're lousy retailers. Both will survive, largely because they will feed on Rite Aid's rotting carcass and because they sell a lot of GLP-1 prescriptions.

Looking ahead, retailers see little room for optimism. That might be because the threat of increased tariffs (and continued political flip-flopping about them) and cuts to food assistance programs will mean higher prices and fewer potential disposable dollars to spend on groceries.

When the dust settles, will the average tariff rate be 10 percent or 25 percent? Will those Washington politicians, who want to slash SNAP funding by \$230 billion (that's with a "B") over the next decade, get their way?

Whatever the outcomes, neither will help retailers sell more stuff.

As we've done since 1979, let's review the key individu-

al markets in our 70-county region and assess and analyze what's occurred over the past year.

Delaware Valley

Little change in the standings among the top 20 retailers over the past 12 months as retailers dug in their heels and tried to protect market share in a stressful operating environment. ShopRite continued to dominate the \$28.8 billion market which consists of 15 counties surrounding Philadelphia. Very little new store activity as Wawa, Trader Joe's and Aldi opened new units while the "big three" drug chains - CVS, Walgreens and Rite Aid (soon-to-be expired) - all closed multiple stores. The best comparable sales stores performers were Walmart, Aldi, Trader Joe's and Costco. Also moving the needle forward during the past year was Amazon Grocery which opened a new Whole Foods unit in Doylestown, PA and three Amazon Fresh stores in Bensalem, Langhorne and Willow Grove, PA. Look for continued market gridlock in DelVal over the next few years.

Metro New York

For the past decade, Stop & Shop struggled to grow sales and hold its second-leading market share in the fiercely competitive Metro New York area, the largest market in the country. The bubble burst this year, as the Ahold Delhaize USA brand faced reality by closing 32 overall stores, 23 in Metro New York. With Stoppies closed in Connecticut, New Jersey and New York, other retailers filled the void, particularly perennial market leader ShopRite, Aldi, Walmart and Food Bazaar. With the addition of two new

stores and units and very good comp store sales, ShopRite (and affiliated Wakefern banners) increased its share to 17.5 percent, a huge number in a market where \$76.5 billion of food and drug sales are amassed. In assessing the top Metro New York merchants, Aldi, Walmart and Costco fared best when analyzing comp store gains, while Walgreens, with 19 store closures, continued to falter. Falling out of the top 20 this year were King Kullen, which closed five more supermarkets and Rite Aid, which is now in its final liquidation process.

Allentown-Bethlehem-Easton

The Lehigh Valley continues to be a market where almost no new stores open anymore. In fact, of the top 20 retailers in the \$3.7 billion market which consists of only four counties - Carbon, Lehigh and Northampton in Pennsylvania and Warren in New Jersey - there were only four new units that opened during the last 12 months, and three of those were convenience stores. The market continues to be dominated by The Giant Company (TGC) which commands an impressive 23.8 percent of the A-B-E market, more than twice that of second-place rival Weis Markets. TGC will get another boost later this year (or early in '26) when it cuts the ribbon on a new replacement unit in Salisbury Township.

Northeast Pennsylvania

Still the most economically challenged marketing area in our coverage area, the sprawling 12-county Northeast Pennsylvania (NEPA) area continues to be dominated by locally-based (Sunbury, PA) Weis Markets, which closed

two stores over the past year, but still posted an impressive 22.4 percent market share. In an area where the top 20 merchants actually operated one fewer store than in 2024 (303 units vs. 304 last year), it's not surprising that Walmart and Aldi produced the best comps in the \$4.3 billion region. While Weis, CVS, Price Chopper, Rite Aid and Walgreens all closed stores over the past 12 months, only small-box operators Aldi, Sheetz and Wawa opened new units. With economic concerns, a declining population and the lowest household income levels of any market in our 70-county region, don't expect much change in an area like Northeast PA.

Central Pennsylvania

There is no market in the entire Mid-Atlantic region where one retailer dominates to the level of The Giant Company (TGC) in Central PA. The Carlisle, PA-based brand of Ahold Delhaize USA continued to garner more than one-third of the food and drug business in Central PA's eight counties with its 52 supermarkets, the same total as last year. From a growth perspective, second-place Weis Markets had a better year. Same-store sales were solid and the Sunbury, PA-based opened three new stores via acquisition - two Sunnyway Foods units in Chambersburg and Greencastle, PA and Saylor's Market in Newville, PA. Other retailers that grew revenue above the industry norm during the past 12 months were Aldi (one new store and strong same-store sales) and Walmart (excellent same-store volume at its 20 units, most of them SuperCenters). On a more negative note,

See **RULES & ANALYSIS**
on page 95

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TAKING STOCK

from page 6

to us). Moreover, the company's once great management team was showing the wear and tear that comes with age. The change wasn't profound and there wasn't enough internal disruption to significantly affect the dominance of the retail network that began in 1946. Fast forward to today – the performance of ShopRite's stores from Connecticut to Maryland remains dominant, with solid comp store sales and its continuance of adding, replacing and remodeling stores is well above the industry norm, especially for supermarkets. And there's another chapter of the book that needs to be told. Part of the improvement at Wakefern can be largely attributed to Mike Stigers, who was named president 25 months ago. First, it's never easy to replace a legend – and former president and COO Joe Sheridan was just that: an iconic leader who helped shape virtually every aspect of the Keasbey, NJ-based company for 48 years, 15 as its day-to-day top dog. What Stigers has done in two years is remarkable. His laid-back, humble style, off-the-chart skills, and deep knowledge of the grocery industry have made him extremely popular among Wakefern's 45 members as well as with the co-op's associates. Strategically, he moved the company in a new direction with the purchase of Di Bruno Bros. last year and we hear that another major independent group might be joining or selling to Wakefern soon. In a marketing environment where so many merchants are struggling, ShopRite/Wakefern is booming!

Stop & Shop (New York Metro Div.) – Ouch! The rubber really hit the road over the last 12 months for the now third largest retailer in the region. Radical surgery was performed late last year when the once largest Ahold Delhaize USA brand (now second in size to Food Lion) closed 23 stores in the market (32 overall) and vowed to return to its glory form of decades ago. In order for that to happen, more store surgery is needed as well as significantly increased cap-ex to modernize its supermarket fleet. An upgrade in morale is needed, too. That job now belongs to company veteran executive Roger Wheeler, who was named president of Stoppie when the talented but hamstrung Gordon Reid retired. Closing stores was actually the right move, but more units need to be shuttered. The problems of Stop & Shop go back further than Wheeler, Reid or former president Mark McGowan (now at C&S). The deadly combo of “profit milking” and not enough capital investment made this one-time retail gem lack its former luster for too long. The company's locations are still very good (stronger in New England than metro New York), but the bigger issue reminds me of a Carole King verse (in question form) – (Is It) “Too Late Baby?”

The Giant Company – Solid, but far from spectacular year for the Ahold Delhaize USA non-union brand. TGC experienced the same competitive roadblocks that most other traditional supermarket operators faced – protecting market share from discounters Walmart, Aldi and few other small box discount or specialty merchants in an economically challenging environment. During the year it opened the last of its currently planned Center City stores on S. Broad Street and closed a smaller Heirloom Market on Market Street in Philly. Thus far, the “Center City expansion” has been less than stellar. However, in its core Central PA market as well as in the Lehigh Valley and the counties surrounding Philadelphia, The Giant Co. still rocks. President John Ruane remains one of the steadiest hands in the business and the promotion of Rebecca “Swiss Army Knife” Lupfer to chief merchant was an excellent move.

Acme Markets (Kings/Balducci's/Safeway) – Perhaps now

TAKING STOCK continues on page 37



Hughes Sales, JP Food Sales,
and Madden Global Solutions
join **A.J. Letizio Sales & Marketing.**



A.J. Letizio has acquired the businesses of **Hughes Sales**, **Madden Global Solutions**, and **JP Food Sales**, all effective on **June 1, 2025**, adding their staff members and resources as part of the newly combined 165-person team, providing service to the Retail and Foodservice Industry across the Eastern United States.



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OBITUARY

Bob Spires, former executive with Acme Markets, Saker ShopRite and Zallie Family Markets, passed away on May 27, 2025, at the age of 71. He was surrounded by the love, care and laughter of his extended family.

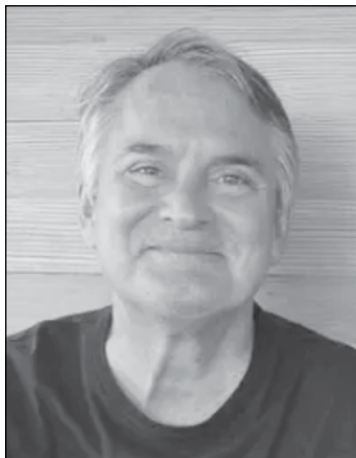
Born on August 23, 1953, in Southwest Philadelphia, he was number three of five sons born to the late Charles and Dorothy Spires. He treasured the lifelong bond Charles (Bud), Rick, Bob, Tom and Vince built - and enjoyed reveling in the tales of their hilarious escapades.

Spires was a devoted husband (to Judy), loving father (to Rob), smitten grandfather (to Sloane) and a man whose kindness and strength left a lasting impression on all who knew him.

He shared 49 years of marriage with his beloved wife, Judy (nee Reyers). Their love and partnership stood as a testament to devotion, perseverance, and mutual respect. Together, they built a life grounded in

family, friends and community. Spires enjoyed working hard and building lifelong relationships. He will be remembered by those from his early career as a special education teacher, from his many leadership roles at Acme and at Zallie and Saker ShopRites, as man of his word who treated all with courtesy, dignity and respect. He thrived on creating growth opportunities for associates in the industry he adored and worked through tough situations fairly to find the win for all.

In addition to Judy, Rob and daughter-in-law Hayley, and Sloane, Spires is survived by his four brothers, many sisters-in-law, brothers-in-law, nieces, nephews and innumerable lifelong friends - all of whom brought him immense pride and joy. His greatest fulfillment came from his role as a humble man providing a steady presence, always offering unwavering love, support, and wisdom.



Bob Spires

Spires graduated from West Catholic High '71; LaSalle University (Magna Cum Laude - BA '75) and Rowan University (Magna Cum Laude - MA '78).

If you wish to make a donation in his name a contribution to Catholic Relief Services or The Community Food Bank of NJ would be appreciated.

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Metro Beat

By Kevin Gallagher

Greetings everyone and welcome to summer and the intensive heatwave we've been enduring. More importantly, welcome to the *Food Trade News* Annual Market Study issue!

While many of you might think that at this stage of our careers that president/executive publisher **Jeff Metzger**, co-publisher/editorial **Terri Maloney** co-publisher/marketing, **Maria Maggio** and myself (co-publisher/advertising), would be able to put this project together in our sleep. But, au contraire mon frere.

This is a project that takes a complete effort for a few months. Data gathering, research, and proofing all go into what you now hold in your hands (or are reading on our website at foodtradenews.com). Thanks go out also to **Matt Danielson**, **Jenny Jones** and the entire team at Electronic Ink (E-ink) for their usual stellar pre-press production. We hope you enjoy and utilize this publication for all it is worth and please let us know if you have any comments or questions.

Since it is the summer season and people are flocking to the beach, Uncle Giuseppe's has decided to be innovative and have launched Uncle G's Ocean Beach Popup. The small market will launch on Fire Island at Ocean Beach for the summer season. The market will be stocked with signature cheeses, fresh pastas and sauces, sandwiches, anti-pasto platters, fully prepared meals and more. "We've always believed in bringing Uncle G's to where our guests are and Fire Island is such a special place for so many of them," said **Carl Del-**

Prete, CEO of Uncle Giuseppe's Marketplace. Uncle Giuseppe's was already a frequent deliverer of groceries and catered food to Fire Island, so the idea for a summer-long presence was a natural evolution. "This popup is our way of planting roots in a community that has embraced us with open arms, and giving beachgoers an easy way to enjoy the same fresh, quality food they love right here on the island," DelPrete added. That is not the only expansion for Uncle G's. As previously reported, they will be taking over the site of the former Pathmark and Stop & Shop in Greenvale, Long Island. A 40,000 square foot Bohemia location in late 2025 and most recently announced, the former King Kullen site in Levittown. When all is done Uncle G's will have 14 locations in the area. Great job boys and girls!

It is with some sadness that we have to let you know of some passings of industry people that you may not have been aware of. **Salvatore "Chip" Cingari**, a longtime executive with Cingari Family ShopRites in Connecticut passed away on May 22 at the age of 78. A lifelong Stamford resident, Chip began his career in the grocery business, working for his grandfather Salvatore Sr. sweeping floors, separating and cleaning bottles, and stocking shelves in the family's first store, also located in Stamford. After serving with the U.S. Army, Cingari rejoined the family business and, in 1969, married his high school sweetheart, **Nancy Halam**. He managed the nonperishable side of the grocery business, which has grown to include 12 stores across Connecticut, which make up the Cingari Family ShopRites which joined Wakefern in 1991.

Cingari was also known for making the world a better place, volunteering and helping others. The family has requested that donations be made in his memory to The Tunnel to Towers Foundation at www.t2t.org/donate.

Also leaving us on May 22 at the age of 67 was **Joseph Clemente**. Joe was instrumental in building one of the finest distribution companies in the Tri-State area, Clem Snacks Inc.

I remember seeing Clem Snacks billboards along the BQE

in the Sunset Park section of Brooklyn back in the late 1980s as I was peddling toilet paper in the borough and always wondered about the company. Jump forward several years to Joe becoming the Utz master distributor in the area and, thanks to the exponential growth of Utz, Clem Snacks soared. Joe was always an engaging individual who I shared many conversations with at the various golf outings in the industry (he loved golf). After selling the Clem Snacks division of the Clem Companies to Utz in 2022, Joe eased off a bit and handed the reigns of the company to family members. He leaves behind his beloved wife of 23 years, **Valerie Brannick Clemente**; three sons, **Joseph C. Clemente Jr.** (wife **Kimia**, children **Ayla** and **Isabella**), **Michael Clemente** (wife **Alison**, children **Michael Jr.** and **Angelina**), and **Jesse Clemente** (fiancé **Gretty Garcia**); mother **Rita Clemente**, brother **Frank Clemente** and sister **Irma Clemente**. He was preceded in death by his father **Joseph F. Clemente**. Joe Clemente leaves behind a legacy of integrity, warmth, and unwavering dedication to his family, friends and community. The family requests that donations in his memory may be mailed to the Staten Island Golf Association (SIGA) to support the junior golf program: 1688 Victory Blvd, Suite #201, Staten Island, NY 10314. Checks should be made payable to "Staten Island Golf Association." In the memo line, please indicate the donation is in memory of Joe Clemente. May his soul rest in peace.

Lastly, we were all shocked to learn that **Jeff King**, VP of center store for Bozzuto's, passed away on June 18. **Steve Heggelke**, EVP-merchandising and procurement at Bozzuto's, sent out a heartfelt note that I thought captures the thoughts and feelings of those who knew Jeff.

"It is with deep sorrow and a heavy heart that I share the devastating news of the unexpected passing of our dear colleague and friend, Jeff King, who passed away last night.

Jeff was more than just a valued member of the Bozzuto's team - he was a trusted professional, a steady source of support, and above all, a kind and generous individual whose presence enriched

the lives of everyone around him. His contributions to Bozzuto's were immeasurable, and his absence will be profoundly felt throughout our organization and the entire industry. Over the course of his 19 years with Bozzuto's, Jeff consistently demonstrated unwavering dedication, integrity, and a collaborative spirit that helped shape the culture and success of our company. Whether through his thoughtful mentorship, tireless work ethic, or his ability to get it done no matter what, he left an indelible mark on all of us - especially myself.

Beyond his professional life, Jeff's heart was firmly rooted in his family. He was overwhelmingly dedicated to his wife, children, and grandchildren - always speaking of them with immense pride and love. His devotion to them was clear in everything he did, and his legacy as a husband, father, and grandfather is one of deep commitment, strength, and care.

As we process this loss, I know many of you may be grieving in your own way. Take time to reflect and support one another. In the coming days, we will share de-

tails about any memorial services or ways to honor Jeff's memory. On behalf of the entire Bozzuto's team, I want to extend our deepest condolences to Jeff's family, friends, and everyone whose life he touched - especially his wife, Patty. Please take care of yourselves and each other during this difficult time." Very well stated Steve and all we can add is May the Lord grant him eternal rest and perpetual light shine upon him....

Well, like I stated earlier, please go through this Market Study issue and I hope you enjoy it and find it beneficial for your business and your own personal information. Kudos to all of my associates at Best-Met Publishing for all of their hard team work and dedication in putting this together as there really is no other publication in the country that does a deep dive like this one. I look forward to seeing you out in the field and the many summer outings, shows and events. As always you can reach me at 201.250.2217 or kevin@foodtradenews.com Hope to see you soon!!



THE CATHOLIC INSTITUTE OF THE FOOD INDUSTRY (CIFI) recently held an Installation dinner for its incoming president, Bob Jordan of US Salt LLC, at Marina Del Rey in the Bronx, NY. Among those attending were Chris Jordan of Stony Point PD, Debbie Pregiato and Bob Jordan of U.S. Salt, and CIFI board member John Borzumato of Alpha 1 Marketing.

Delaware Valley Supermarket Leaders

- ShopRite Extends Lead
- TGC Still Solid Second
- Aldi, TJ's Post Strongest Comps
- Amazon Groc. Expands AF Banner
- Wegmans Per-Store Avg. Leader

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	ShopRite (PR/Fresh Grocer)	81	\$4,759.10	32.35%	81	\$4,625.10	32.45%
2	The Giant Co. (Heirloom Market)	74	\$3,518.20	23.91%	74	\$3,415.90	23.97%
3	Albertsons (Acme)	100	\$2,972.80	20.21%	100	\$2,916.10	20.46%
4	Wegmans	12	\$989.20	6.72%	12	\$991.80	6.96%
5	Aldi	67	\$662.00	4.50%	66	\$626.90	4.40%
6	Amazon Groc. (AF/Whole Foods)	19	\$655.20	4.45%	15	\$557.70	3.91%
7	Trader Joe's	13	\$319.80	2.17%	12	\$282.60	1.98%
8	Redner's Markets	9	\$257.30	1.75%	9	\$252.90	1.77%
9	McCaffrey's (Simply Fresh)	8	\$239.20	1.63%	8	\$246.90	1.73%
10	Save A Lot	31	\$209.60	1.42%	31	\$205.90	1.44%
		414	\$14,582.40	99.11%	408	\$14,121.80	99.08%

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 food sales for the area are: \$14.7 billion.

Source: *Food Trade News*, June 2025

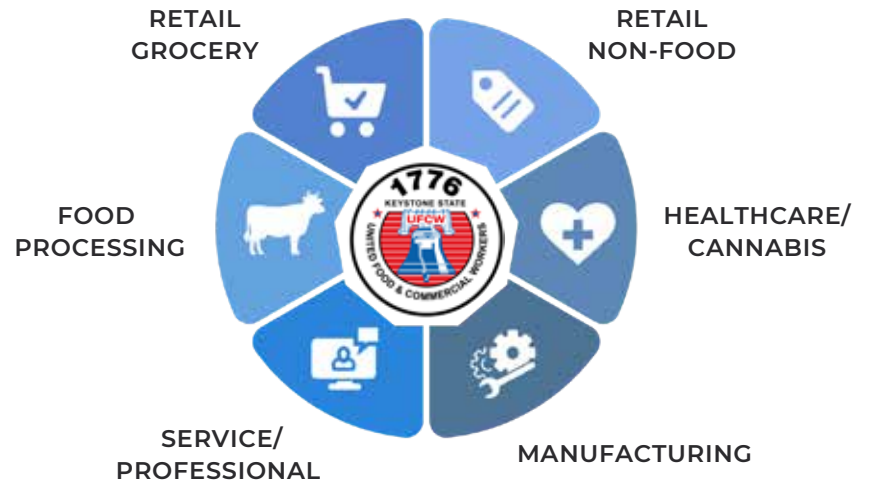


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Delaware Valley Market Leaders

- Alternates Share Is 42.5%
- SR Still Tops All Channels
- Walmart Comps Grow Share
- Drug Chains Still Closing Stores
- Clubs Control 6.4%

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	ShopRite (PR/Fresh Grocer)	81	\$4,759.10	16.57%	81	\$4,625.10	16.53%
2	The Giant Co.	74	\$3,518.20	12.25%	74	\$3,415.90	12.21%
3	Wawa	420	\$3,145.36	10.95%	413	\$3,171.90	11.33%
4	Albertsons (Acme)	100	\$2,972.80	10.35%	100	\$2,916.10	10.42%
5	Walmart (SuperCenter)	55	\$2,017.40	7.02%	55	\$1,931.90	6.90%
6	CVS	310	\$1,863.20	6.49%	316	\$1,816.36	6.49%
7	Target	46	\$1,129.80	3.93%	45	\$1,089.50	3.89%
8	Wegmans	12	\$989.20	3.44%	12	\$991.80	3.54%
9	Walgreens	140	\$951.50	3.31%	148	\$1,017.60	3.64%
10	BJ's Wholesale Club	20	\$900.20	3.13%	20	\$859.40	3.07%
11	Aldi	67	\$662.00	2.30%	66	\$626.90	2.24%
12	Amazon Groc. (AF/Whole Foods)	19	\$655.20	2.28%	15	\$557.70	1.99%
13	Costco	10	\$639.30	2.23%	10	\$611.40	2.18%
14	7-Eleven	228	\$590.40	1.91%	229	\$563.66	2.01%
15	Rite Aid	126	\$513.10	1.79%	150	\$607.80	2.17%
16	Sam's Club	7	\$320.60	1.12%	7	\$311.70	1.11%
17	Trader Joe's	13	\$319.80	1.11%	12	\$282.60	1.01%
18	Redner's Markets	9	\$257.30	0.90%	9	\$252.90	0.90%
19	McCaffrey's (Simply Fresh)	8	\$239.20	0.83%	8	\$246.90	0.88%
20	Save A Lot	31	\$209.60	0.73%	31	\$205.90	0.74%
		1,776	\$26,653.26	92.64%	1,801	\$26,103.02	93.27%

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 95. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; New Castle in DE; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included.

() Indicates another banner used by the company.

Total food sales for the area are: \$28.8 billion.

Source: Food Trade News, June 2025

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For more information, go to bozzutosfoodshow.com



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DIRECTORY OF RETAILERS

from page 14

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: Joe Fantozzi
EVP/CIO/CMO: Donna Zambo
Dir.-eCommerce/Retail Innovation:
Alex Cheng
Dir.-Digital Commerce/Tech.:
Amanda Dentici
Dir.-IT Dev.: Priya Suryanarayanan
Dir.-Adv./Marketing: LizDiRoma
EVP/Chief Merch. Officer:
Samer Rahman
Dir.-DSD: Jaclyn Arturi
Dir.-Frozen/Dairy/Pkg. Meats:
Gene Camiolo
Dir.-Groc./GM/HBC/Nat./Organic/Spec.:
Ed Territo
Dir.-Produce/Floral: Gary Roselli
Dir.-Pricing/Analytics: John Mostler
VP-Store Ops.: Dean Holmquist
Dir.-Store Ops.: Kevin Komisky
FTN Stores: 131 (Includes Foodtown,
D'Agostino's, Gristedes, Morton Wil-

liams)
FTN Vol.: \$1.42 billion
**This co-op serves a group of independent retailers in the Metro New York and Philadelphia areas that are supplied by C&S.*

Alpha 1 Marketing Corp.

65 W. Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Web: alpha1marketing.com
Pres./CEO: Thatcher Krasne
EVP-New Business Dev.: Dennis Wallin
SVP-Groc. Merch.: Dan DiPierro
Corp. Dir.-New Business Dev.:
John Burzumato
Dir.-Marketing: Jenn Vannucci
Dir.-Advertising: Chris Guzman
Dir.-Meat Merch.: Phil Kelly
Dir.-Govt. Relations: Mike King
Dir.-Produce/Floral: Louis Scagnelli
Dir.-Refrig./Frozen: Gary Tirpak
Dir.-Retail Ops.: Carlos Padilla
Dir.-Business Insights: Howie Kent
Dir.-FL New Bus.: Ramon Rodriguez
**This is the sales and merchandising arm that serves Krasdale-supplied independents.*

Amazon Grocery

Northeast Div.
Harborside 3
210 Hudson St., Ste 700L.
Jersey City, NJ 07311
Phone: (201) 567-2090
VP-Amazon Worldwide Grocery Stores:
Jason Buechel
SVP-Northeast Ops.-WFM: Nicole Davia
FTN Stores: 87 (includes Whole Foods/
Amazon Fresh/Amazon Go/Daily Shop)
FTN Vol: \$3.49 billion

America's Food Basket

401 Franklin Ave., Ste. 201
Garden City, NY 11530
Phone: (516) 502-2509
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Primary Supplier: UNFI
FTN Stores: 48 (Includes Ideal,
Caribbean, NSA)
FTN Vol.: \$286.6 million

Associated Supermarket Group

99 Seaview Blvd., Ste. 360
Port Washington, NY 11050
Phone: (516) 256-3100

Web: asghq.com
Co-CEO/Co-Pres.: Joe Garcia
Co-CEO/Co-Pres: Zulema Wiscovitch
CFO: Pema Tshering
General Counsel: Erin Tregarthen
SVP-Bus. Dev.: Ken Scher
EVP-Operations: Jonathan D'Onofrio
VP-Sales: Francisco Nieves
VP-Marketing & CX: Michelle Mendoza
VP-IT: Ladwina Isaac
VP-Retail Tech.: Magdalena Desimone
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 250
FTN Vol.: \$2.45 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.
PO. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
Chmn.: Charles L. D'Amour

See **DIRECTORY** on page 78

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Refreshing Rosenbergers' Taste



Extended Shelf Life

Rosenbergers.com
800-969-2691
info@balford.com



Philadelphia Supermarket Leaders

- TGC Maintains Philly Lead
- ShopRite Solid Again
- Albertsons Sales Up Marginally
- New Stores Aid Amazon Groc.
- TJ's New Store, Strong Comps

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	The Giant Co. (Heirloom Market)	74	\$3,518.20	30.25%	74	\$3,415.90	30.41%
2	ShopRite (PR/Fresh Grocer)	56	\$3,160.40	27.18%	56	\$3,063.30	27.27%
3	Albertsons (Acme)	66	\$2,024.90	17.41%	66	\$1,983.00	17.65%
4	Wegmans	10	\$833.20	7.16%	10	\$840.40	7.48%
5	Amazon Groc. (AF/Whole Foods)	18	\$605.30	5.20%	14	\$508.50	4.53%
6	Aldi	55	\$557.20	4.79%	55	\$534.50	4.76%
7	Redner's Markets	9	\$257.30	2.21%	9	\$252.90	2.25%
8	Trader Joe's	10	\$254.80	2.19%	9	\$219.70	1.96%
9	Weis Markets	9	\$191.04	1.64%	9	\$194.09	1.73%
10	Save A Lot	24	\$177.00	1.52%	24	\$171.50	1.53%
		331	\$11,579.34	99.57%	326	\$11,183.79	99.55%

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 \$11.6 billion.

Source: Food Trade News, June 2025

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Philadelphia Market Leaders

- Alternates Share Grows To 43.3%
- TGC Leads All Merchants
- Drug Chains Still Shedding Stores
- Walmart Comps Among The Best
- Wawa Adds 6 C-Stores

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	The Giant Co. (Heirloom Market)	74	\$3,518.20	15.99%	74	\$3,415.90	15.94%
2	ShopRite (PR/Fresh Grocer)	56	\$3,160.40	14.37%	56	\$3,063.30	14.29%
3	Wawa	315	\$2,326.38	10.57%	309	\$2,353.43	10.98%
4	Albertsons (Acme)	66	\$2,024.90	9.20%	66	\$1,983.00	9.25%
5	CVS	248	\$1,521.70	6.92%	225	\$1,493.70	6.97%
6	Walmart (SuperCenter)	40	\$1,492.50	6.78%	40	\$1,426.30	6.65%
7	Target	37	\$899.50	4.09%	37	\$893.10	4.17%
8	Wegmans	10	\$833.20	3.79%	10	\$840.40	3.92%
9	BJ's Wholesale Club	13	\$615.10	2.80%	13	\$586.40	2.74%
10	Amazon Groc. (AF/Whole Foods)	18	\$605.30	2.75%	14	\$508.50	2.37%
11	Aldi	55	\$557.20	2.53%	55	\$534.50	2.49%
12	Walgreens	69	\$528.70	2.40%	75	\$599.60	2.80%
13	Costco	7	\$446.60	2.03%	7	\$428.50	2.00%
14	7-Eleven	166	\$428.80	1.95%	166	\$407.72	1.90%
15	Rite Aid	101	\$427.00	1.94%	124	\$516.80	2.41%
16	Sam's Club	6	\$283.80	1.29%	6	\$276.60	1.29%
17	Redner's Markets	9	\$257.30	1.17%	9	\$252.90	1.18%
18	Trader Joe's	10	\$254.80	1.16%	9	\$219.70	1.03%
19	Weis Markets	9	\$191.04	0.87%	9	\$194.09	0.91%
20	Save A Lot	24	\$177.00	0.80%	24	\$171.50	0.80%
		1,333	\$20,549.42	93.41%	1,358	\$20,165.94	94.09%

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 95.. 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: \$22.0 billion.

Source: Food Trade News, June 2025

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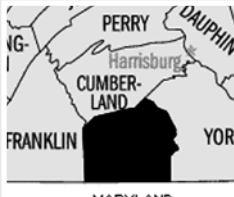
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Website: www.Nebraskaland.com

PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Total sales for those Pennsylvania counties included in the study are \$34.18 billion

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




ADAMS COUNTY (\$230.2 million)
(Includes Gettysburg, Littlestown)

- Population 107,914
- # of Household..... 40,411
- Median Income \$87,071
- Under age 18..... 19.2%
- Over age 65..... 22.4%
- Female 50.3%
- White 87.9%
- Black..... 2.3%
- Hispanic 7.4%
- Asian..... 1.0%

1	The Giant Co.	1	\$67.40	29.28%
2	Weis Markets	2	\$43.11	18.73%
3	IGA	3	\$31.72	13.78%
4	Walmart	1	\$25.80	11.21%
5	Sheetz	4	\$19.60	8.51%
6	Rutter's Farm Stores	4	\$10.40	4.52%
7	7-Eleven	3	\$8.20	3.56%
8	Royal Farm Stores	2	\$6.30	2.74%
9	Rite Aid	2	\$5.90	2.56%
10	CVS	1	\$5.80	2.52%

11	Turkey Hill	2	\$4.00	1.74%
25			\$228.23	99.14%



BERKS COUNTY (\$1.66 billion)
(Includes Reading, Wyomissing)

- Population 439,117
- # of Household..... 161,701
- Median Income \$77,684
- Under age 18..... 21.8%
- Over age 65..... 18.5%
- Female 50.4%
- White 67.1%
- Black..... 8.5%
- Hispanic 25.3%
- Asian..... 1.7%

1	The Giant Co.	6	\$341.50	20.61%
2	Redner's Markets	11	\$311.20	18.78%
3	Weis Markets	6	\$142.83	8.62%
4	Walmart (SuperCenter0	5	\$137.30	8.29%
5	Wawa	14	\$117.82	7.11%
6	CVS	16	\$104.30	6.30%
7	Target	3	\$63.60	3.84%
8	Sam's Club	1	\$60.70	3.66%
9	Rite Aid	12	\$51.50	3.11%
10	Boyer's Markets	4	\$46.79	2.82%
11	Aldi	5	\$44.80	2.70%

See PENNSYLVANIA COUNTY SHARE on page 34



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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 32

12	Krasdale (Bravo/C Town)	4	\$40.73	2.46%
13	Turkey Hill	23	\$40.20	2.43%
14	Sheetz	9	\$33.80	2.04%
15	BJ's Wholesale Club	1	\$25.70	1.55%
16	ShopRite (Price Rite)	1	\$12.90	0.78%
17	Grocery Outlet	2	\$12.20	0.74%
18	7-Eleven	5	\$11.40	0.69%
19	Rutter's Farm Stores	3	\$8.70	0.53%
20	C&S Independents	8	\$7.80	0.47%
21	Lidl	1	\$7.50	0.45%
22	Fine Fare Supermarkets	1	\$7.30	0.44%
23	Walgreens	1	\$6.90	0.42%
24	America's Food Basket	1	\$6.40	0.39%
25	Save A Lot	1	\$5.10	0.31%
26	Circle K	2	\$4.50	0.27%
		146	\$1,653.47	99.80%




BUCKS COUNTY (\$3.35 billion)
(Includes Doylestown, Quakertown, Warminster)

- Population 650,131
- # of Household 247,674
- Median Income \$111,951
- Under age 18 19.7%
- Over age 65 21.3%
- Female 50.6%
- White 81.4%
- Black 4.8%
- Hispanic 6.7%
- Asian 5.9%

1	The Giant Co.	21	\$942.40	28.13%
2	Wawa	43	\$340.39	10.16%
3	Albertsons (Acme)	7	\$262.40	7.83%
4	Walmart (SuperCenter)	5	\$230.20	6.87%
5	ShopRite	4	\$217.20	6.48%
6	CVS	34	\$215.90	6.44%
7	Wegmans	2	\$167.40	5.00%
8	Target	5	\$127.80	3.81%
9	BJ's Wholesale Club	3	\$112.40	3.35%
10	McCaffrey's (Simply Fresh)	4	\$103.30	3.08%
11	Amazon Groc. (AF/Whole Foods)	4	\$75.20	2.24%
12	7-Eleven	31	\$74.30	2.22%
13	Aldi	7	\$74.20	2.21%
14	Walgreens	10	\$64.80	1.93%
15	Redner's Markets	2	\$62.40	1.86%
16	Weis Markets	3	\$61.26	1.83%
17	Costco	1	\$58.10	1.73%
18	Rite Aid	14	\$53.60	1.60%
19	Sam's Club	1	\$48.80	1.46%
20	Grocery Outlet	4	\$26.50	0.79%


21	IGA	1	\$17.60	0.53%
22	Key Food	1	\$4.16	0.12%
23	Circle K	1	\$2.90	0.09%
24	Turkey Hill	1	\$2.90	0.09%
25	C&S Independents	3	\$1.40	0.04%
		212	\$3,347.51	99.91%



CARBON COUNTY (\$185.6 million)
(Includes Lehighton, Palmerton)

- Population 67,743
- # of Household 27,093
- Median Income \$67,877
- Under age 18 18.8%
- Over age 65 23.1%
- Female 49.8%
- White 88.4%
- Black 2.9%
- Hispanic 7.4%
- Asian 0.7%

1	The Giant Co.	1	\$49.90	26.89%
2	Walmart (SuperCenter)	1	\$35.90	19.34%
3	Redner's Markets	1	\$25.30	13.63%
4	Rite Aid	4	\$16.60	8.94%
5	Aldi	1	\$10.10	5.44%
6	Great Valu	1	\$9.30	5.01%
7	Boyer's Markets	1	\$8.44	4.55%
8	Wawa	1	\$8.17	4.40%
9	Turkey Hill	3	\$7.40	3.99%
10	CVS	1	\$5.50	2.96%
11	Tri-State Co-Op	1	\$3.50	1.89%
12	7-Eleven	1	\$2.70	1.45%
		17	\$182.81	98.50%



CHESTER COUNTY (\$2.2 billion)
(Includes Coatesville, West Chester)

- Population 560,745
- # of Household 202,405
- Median Income \$123,041
- Under age 18 21.8%
- Over age 65 18.4%
- Female 50.5%
- White 76.7%
- Black 6.3%
- Hispanic 8.3%
- Asian 7.3%

1	The Giant Co.	12	\$630.20	28.66%
2	Wawa	36	\$274.80	12.50%
3	Albertsons (Acme)	7	\$222.00	10.10%
4	Walmart (SuperCenter)	5	\$206.60	9.40%
5	Wegmans	2	\$165.40	7.52%
6	CVS	29	\$161.70	7.35%
7	Target	4	\$117.20	5.33%
8	Walgreens	7	\$63.50	2.89%
9	7-Eleven	16	\$55.80	2.54%
10	BJ's Wholesale Club	1	\$54.90	2.50%
11	Redner's Markets	2	\$52.20	2.37%

See PENNSYLVANIA COUNTY SHARE on page 36



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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 34

12	Aldi	5	\$49.20	2.24%
13	Amazon Groc. (Whole Foods)	1	\$33.40	1.52%
14	ShopRite	1	\$32.30	1.47%
15	Rite Aid	8	\$27.60	1.26%
16	Turkey Hill	8	\$16.30	0.74%
17	Grocery Outlet	2	\$15.60	0.71%
18	Lidl	1	\$6.10	0.28%
19	Royal Farm Stores	1	\$3.60	0.16%
20	Circle K	1	\$2.30	0.10%
21	C&S Independents	4	\$2.10	0.10%
		153	\$2,192.80	99.73%

8	BJ's Wholesale Club	1	\$42.20	3.27%
9	Aldi	4	\$39.80	3.09%
10	Target	2	\$37.50	2.91%
11	Sam's Club	1	\$35.90	2.78%
12	Rite Aid	7	\$28.40	2.20%
13	7-Eleven	8	\$22.20	1.72%
14	Trader Joe's	1	\$20.90	1.62%
15	Grocery Outlet	2	\$14.80	1.15%
16	Turkey Hill	7	\$11.90	0.92%
17	Rutter's Farm Stores	5	\$11.30	0.88%
18	Military Commissaries	1	\$11.00	0.85%
19	Wawa	1	\$2.10	0.16%
		89	\$1,285.11	99.75%



COLUMBIA COUNTY (\$271.4 million) (Includes Bloomsburg)

• Population	66,012	• Female	51.5%
• # of Household	25,874	• White	91.5%
• Median Income	\$61,992	• Black	2.30%
• Under age 18	17.4%	• Hispanic	4.3%
• Over age 65	20.5%	• Asian	1.1%

1	The Giant Co.	2	\$92.80	34.19%
2	Weis Markets	3	\$57.73	21.27%
3	Walmart (SuperCenter)	1	\$49.00	18.05%
4	Aldi	2	\$19.10	7.04%
5	Sheetz	2	\$12.40	4.57%
6	CVS	2	\$11.40	4.20%
7	Boyer's Markets	1	\$10.73	3.95%
8	Rite Aid	2	\$9.60	3.54%
9	7-Eleven	1	\$3.40	1.25%
10	Turkey Hill	1	\$2.50	0.92%
		17	\$268.66	98.99%



DAUPHIN COUNTY (\$1.13 billion) (Includes Harrisburg, Middletown, Millersburg)

• Population	293,029	• Female	51.2%
• # of Household	119,763	• White	61.2%
• Median Income	\$74,519	• Black	19.1%
• Under age 18	22.2%	• Hispanic	12.0%
• Over age 65	18.5%	• Asian	7.1%

1	The Giant Co.	9	\$485.30	42.77%
2	Walmart (SuperCenter)	2	\$92.10	8.12%
3	Weis Markets	4	\$78.58	6.48%
4	CVS	13	\$69.20	6.10%
5	Karns Prime & Fancy Foods	3	\$61.00	5.38%
6	Costco	1	\$60.10	5.30%
7	Sheetz	12	\$56.90	5.01%
8	Sam's Club	1	\$39.90	3.52%
9	Rite Aid	10	\$33.70	2.97%
10	Target	2	\$31.40	2.77%
11	7-Eleven	8	\$21.80	1.92%
12	Turkey Hill	16	\$20.60	1.82%
13	Aldi	2	\$17.50	1.54%
14	ShopRite (Price Rite)	1	\$16.90	1.49%
15	Sharp Shopper	1	\$12.40	1.09%
16	Boyer's Markets	1	\$10.40	0.92%
17	Lidl	1	\$8.20	0.72%
18	Save A Lot	1	\$5.20	0.46%
19	Rutter's Farm Stores	2	\$4.80	0.42%
20	Wawa	1	\$3.22	0.28%
21	C&S Independents	4	\$1.70	0.15%
22	ASG	1	\$1.00	0.09%
		96	\$1,131.90	99.75%



CUMBERLAND COUNTY (\$1.29 billion) (Includes Carlisle, Mechanicsville)

• Population	275,516	• Female	50.2%
• # of Household	105,187	• White	80.8%
• Median Income	\$85,634	• Black	5.5%
• Under age 18	20.3%	• Hispanic	5.3%
• Over age 65	19.4%	• Asian	6.7%

1	The Giant Co.	10	\$511.70	39.67%
2	Walmart (SuperCenter)	4	\$137.50	10.66%
3	Weis Markets	5	\$114.81	8.90%
4	Karns Prime & Fancy Foods	4	\$73.00	5.66%
5	Wegmans	1	\$62.00	4.81%
6	CVS	12	\$58.20	4.51%
7	Sheetz	13	\$50.90	3.95%

See PENNSYLVANIA COUNTY SHARE on page 38

TAKING STOCK

from page 18

that the Kroger-Albertsons merger soap opera has ended (except for the ensuing FU litigation), perhaps Albertsons can re-focus (and re-spend) on its stores. New CEO Susan Morris is certainly better connected to the culture and much more store knowledgeable than c-suite “all-star” Vivek Sankaran was. But will Albertsons/Acme actually spend the money needed to improve store conditions and lower everyday pricing? Like some other large supermarket chains, despite its strong market share and excellent locations in the Delaware Valley and on the Jersey Shore, Albertsons/Acme is stuck in the “mushy middle,” which makes it vulnerable to the likes of Walmart, Aldi and Lidl. And when it has to battle against ShopRite (especially in Central and Northern New Jersey), the outcome is often lopsided. I consider Mid-Atlantic president Tom Lofland extremely savvy and very aware of the realities of the markets in which he oversees. Much like his predecessor Jim Perkins, the question remains as to whether the Albertsons corporate leadership team, its board of directors, and its greedy institutional shareholders will give him the resources needed to compete more effectively.

Walmart – Two months ago, Walmart CEO Doug McMillan simplified his belief that, during difficult economic times, consumers will look to Walmart for lower prices. At the company’s annual community meeting in Dallas, he said: “Price leadership drives our business.” And so it goes. Another year of no new store openings, but in “gridlock city” that hardly mattered. Strong comp sales anchored by low prices and a continued focus on improving store conditions (cleaner units with fewer out-of-stocks) helped Walmart sell more stuff than it did a year ago. At some point in the next few years, its stores in the Mid-Atlantic market will receive the cap-ex needed to remodel older units as well to build new locations, most likely SuperCenters (if it can find the real estate), now that the company has re-committed to improving its brick-and-mortar foundation. There could be a few bumps along the road (tariffs, SNAP cuts), but nobody on the entire planet is better positioned than the “Behemoth.”

Weis Markets – Another solid year for the Sunbury, PA-based regional chain. Comp store sales were not as good as a few years ago, but given the economic and competitive environment, Weis remained in the groove. The biggest internal news of the year came last October when COO Kurt Schertle left. His friend and former teammate at Shoppers Food, Bob Gleeson, chief merchant at Weis, was elevated to chief operating officer while maintaining his role as head of all marketing and merchandising. Weis has been way above the supermarket industry average in terms of new store openings, with five new planned in the next 18 months - four in Maryland and another in Middletown, DE, which would make it the merchant’s first store in the First State. Before that, it opened its newest unit in New Market, MD on June 19. Weis will never be the biggest or the flashiest retailer in town, but it knows how to run a conventional supermarket and make money.

Wawa – Once again, one of the best performers in the entire retail market study with 18 new stores and solid comp store gains. The Wawa, PA-based merchant continues to produce the highest per store volumes (excluding gas) of any convenience store operator in the region (and likely the country). It also continues to push the expansion envelope, opening three new c-stores in Central PA, the domain of convenience store dynamo Sheetz. However, its ambitions go further than Dauphin County - in the last 12 months it debuted locations in Alabama, Georgia, Indiana,

TAKING STOCK continues on page 49



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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025


Continued from page 36



DELAWARE COUNTY (\$2.76 billion)
(Includes Chester, Havertown, Upper Darby)

- Population 584,882
- # of Household 216,660
- Median Income \$88,576
- Under age 18 21.9%
- Over age 65 18.0%
- Female 51.5%
- White 62.9%
- Black 23.9%
- Hispanic 5.1%
- Asian 6.8%

1	The Giant Co.	10	\$498.60	18.07%
2	Albertsons (Acme)	12	\$415.50	15.06%
3	ShopRite (Fresh Grocer/Price Rite)	6	\$373.70	13.54%
4	Wawa	41	\$318.52	11.54%
5	CVS	30	\$198.30	7.19%
6	Amazon Groc. (AF/Whole Foods)	4	\$136.20	4.94%
7	Walmart (SuperCenter)	4	\$124.80	4.52%
8	Wegmans	1	\$115.20	4.17%
9	Target	4	\$96.70	3.50%
10	Costco	1	\$91.90	3.33%
11	Trader Joe's	3	\$71.30	2.58%
12	BJ's Wholesale Club	1	\$69.20	2.51%
13	Aldi	4	\$51.30	1.86%
14	Walgreens	6	\$49.60	1.80%
15	Rite Aid	11	\$35.20	1.28%
16	7-Eleven	14	\$32.10	1.16%
17	Save A Lot	4	\$22.70	0.82%
18	MOM's Organic Market	1	\$15.80	0.57%
19	The Fresh Market	1	\$13.80	0.50%
20	Lidl	2	\$13.80	0.50%
21	Royal Farm Stores	4	\$12.10	0.44%
22	C&S Independents	5	\$8.60	0.31%
23	Grocery Outlet	1	\$6.30	0.23%
		170	\$2,771.22	100.43%*




FRANKLIN COUNTY (\$535.7 million)
(Includes Chambersburg, Greencastle, Waynesboro)

- Population 159,285
- # of Household 63,028
- Median Income \$74,946
- Under age 18 21.9%
- Over age 65 20.6%
- Female 50.7%
- White 85.4%
- Black 4.5%
- Hispanic 7.7%
- Asian 1.3%

1	The Giant Co. (Martin's)	4	\$168.20	31.40%
2	Walmart (SuperCenter)	2	\$94.30	17.60%
3	Weis Markets	5	\$83.78	15.64%
4	Sheetz	8	\$33.20	6.20%
5	BJ's Wholesale Club	1	\$32.90	6.14%
6	CVS	5	\$23.50	4.39%

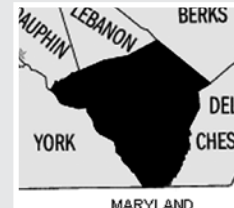
7	Aldi	2	\$19.20	3.58%
8	Target	1	\$18.40	3.43%
9	Rutter's Farm Stores	7	\$16.30	3.04%
10	Food Lion	1	\$11.50	2.15%
11	Rite Aid	2	\$8.10	1.51%
12	Save A Lot	2	\$8.10	1.51%
13	Grocery Outlet	1	\$7.00	1.31%
14	Turkey Hill	1	\$2.80	0.52%
15	7-Eleven	1	\$2.50	0.47%
16	C&S Independents	5	\$2.30	0.43%
17	Wawa	1	\$1.00	0.19%
		49	\$533.08	99.51%



LACKAWANNA COUNTY (\$786.0 million)
(Includes Scranton)

- Population 216,859
- # of Household 88,266
- Median Income \$64,691
- Under age 18 20.4%
- Over age 65 20.9%
- Female 50.9%
- White 80.5%
- Black 5.4%
- Hispanic 10.4%
- Asian 3.4%

1	ShopRite (Fresh Grocer/Price Rite)	8	\$175.80	22.37%
2	Walmart (SuperCenter)	2	\$101.10	12.86%
3	Weis Markets	3	\$83.80	10.66%
4	The Giant Co.	2	\$82.10	10.45%
5	Wegmans	1	\$54.90	6.98%
6	CVS	9	\$52.50	6.68%
7	Sam's Club	1	\$47.20	6.01%
8	Rite Aid	11	\$41.40	5.27%
9	Northeast Grocery (Price Chopper)	1	\$40.30	5.13%
10	Sheetz	5	\$23.60	3.00%
11	Redner's Markets	1	\$19.70	2.51%
12	Target	1	\$18.30	2.33%
13	Turkey Hill	10	\$17.90	2.28%
14	Aldi	1	\$10.70	1.36%
15	Walgreens	1	\$7.90	1.01%
16	C&S Independents	7	\$5.00	0.64%
		64	\$782.20	99.52%



LANCASTER COUNTY (\$1.85 billion)
(Includes Lancaster, Ephrata)

- Population 563,293
- # of Household 210,536
- Median Income \$83,703
- Under age 18 22.9%
- Over age 65 20.2%
- Female 50.9%
- White 80.0%
- Black 5.7%
- Hispanic 11.7%
- Asian 2.8%

1	The Giant Co.	14	\$536.20	28.99%
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See PENNSYLVANIA COUNTY SHARE on page 39

PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 38

2	Weis Markets	13	\$325.77	17.62%
3	Walmart (SuperCenter)	3	\$160.70	8.69%
4	CVS	22	\$114.80	6.21%
5	Turkey Hill	60	\$106.10	5.74%
6	Sheetz	17	\$71.50	3.87%
7	Wegmans	1	\$70.30	3.80%
8	Family Owned Markets	3	\$66.17	3.58%
9	Target	3	\$63.00	3.41%
10	Amazon Groc. (Whole Foods)	1	\$39.90	2.16%
11	Aldi	4	\$37.20	2.01%
12	Costco	1	\$36.70	1.98%
13	Wawa	4	\$31.40	1.70%
14	C&S Independents	22	\$28.60	1.55%
15	BJ's Wholesale Club	1	\$27.80	1.50%
16	Sharp Shopper	2	\$25.50	1.38%
17	Grocery Outlet	4	\$24.30	1.31%
18	Rite Aid	6	\$17.30	0.94%
19	Redner's Markets	1	\$15.40	0.83%
20	Rutter's Farm Stores	5	\$12.50	0.68%
21	7-Eleven	4	\$8.90	0.48%
22	Walgreens	1	\$5.80	0.31%
23	Save A Lot	1	\$4.80	0.26%
24	IGA	1	\$4.42	0.24%
25	Royal Farm Stores	1	\$2.80	0.15%
26	Lidl	1	\$1.30	0.07%
		196	\$1,839.16	99.45%


11	Rite Aid	3	\$10.20	2.15%
12	Sheetz	2	\$9.80	2.06%
13	Aldi	1	\$9.40	1.98%
14	America's Food Basket	1	\$7.80	1.64%
15	7-Eleven	2	\$5.80	1.22%
16	Rutter's Farm Stores	2	\$5.20	1.09%
		47	\$471.50	99.24%



LEHIGH COUNTY (\$1.61 billion)
(Includes Allentown, Coopersburg)

- Population 385,655
- # of Household \$143,445
- Median Income \$77,493.00
- Under age 18 22.2%
- Over age 65 18.1%
- Female 50.7%
- White 59.3%
- Black 11.1%
- Hispanic 28.6%
- Asian 4.2%

1	The Giant Co.	7	\$409.60	25.49%
2	Weis Markets	8	\$281.42	17.51%
3	Wawa	13	\$108.40	6.74%
4	CVS	17	\$104.20	6.48%
5	Walmart (SuperCenter)	2	\$96.70	6.02%
6	Redner's Markets	3	\$81.80	5.09%
7	Wegmans	1	\$70.60	4.39%
8	Target	3	\$67.50	4.20%
9	Costco	1	\$50.40	3.14%
10	Sam's Club	1	\$45.60	2.84%
11	BJ's Wholesale Club	1	\$44.00	2.74%
12	Amazon Groc. (Whole Foods)	1	\$33.00	2.05%
13	Walgreens	5	\$31.20	1.94%
14	Krasdale	3	\$30.49	1.90%
15	Aldi	4	\$24.60	1.53%
16	7-Eleven	10	\$22.30	1.39%
17	Rite Aid	4	\$21.70	1.35%
18	ShopRite	1	\$18.10	1.13%
19	Key Food	1	\$15.81	0.98%
20	The Fresh Market	1	\$13.60	0.85%
21	Grocery Outlet	2	\$13.40	0.83%
22	Supremo	1	\$9.10	0.57%
23	C&S Independents	5	\$6.10	0.38%
24	Sheetz	1	\$3.80	0.24%
25	Turkey Hill	1	\$2.20	0.14%
		97	\$1,605.62	99.90%



LEBANON COUNTY (\$475.1 million)
(Includes Lebanon)

- Population 145,319
- # of Household 55,846
- Median Income \$76,350
- Under age 18 22.4%
- Over age 65 20.8%
- Female 50.7%
- White 78.7%
- Black 4.1%
- Hispanic 45.6%
- Asian 2.8%

1	The Giant Co.	3	\$101.60	21.38%
2	Walmart (SuperCenter)	2	\$100.40	21.13%
3	Weis Markets	3	\$69.80	14.69%
4	Redner's Markets	2	\$38.10	8.02%
5	CVS	5	\$27.60	5.81%
6	Target	1	\$19.70	4.15%
7	Turkey Hill	11	\$19.60	4.13%
8	C&S Independents	6	\$18.80	3.96%
9	ShopRite (Price Rite)	1	\$15.20	3.20%
10	Grocery Outlet	2	\$12.50	2.63%

See PENNSYLVANIA COUNTY SHARE on page 40

PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 39



LUZERNE COUNTY (\$989.6 million) (Includes Hazelton, Wilkes-Barre)

• Population	331,379	• Female	50.1%
• # of Household	133,434	• White	73.9%
• Median Income	\$62,321	• Black	8.4%
• Under age 18	20.3%	• Hispanic	18.4%
• Over age 65	20.3%	• Asian	1.4%

1	Weis Markets	6	\$178.85	18.07%
2	Walmart (SuperCenter)	3	\$144.10	14.56%
3	Northeast Grocery (Price Chopper)	3	\$85.60	8.65%
4	ShopRite (Fresh Grocer)	4	\$70.30	7.10%
5	CVS	13	\$66.90	6.76%
6	Wegmans	1	\$58.05	5.87%
7	Sam's Club	1	\$55.10	5.57%
8	Rite Aid	11	\$53.80	5.44%
9	The Giant Co.	1	\$49.20	4.97%
10	Turkey Hill	23	\$45.60	4.61%
11	Aldi	4	\$36.20	3.66%
12	Sheetz	7	\$31.80	3.21%
13	Redner's Markets	1	\$24.80	2.51%
14	C&S Independents	9	\$18.80	1.90%
15	Key Food	3	\$18.52	1.87%
16	Target	1	\$16.70	1.69%
17	America's Food Basket (Ideal)	2	\$12.20	1.23%
18	Walgreens	1	\$7.80	0.79%
19	7-Eleven	1	\$3.40	0.34%
20	IGA	1	\$3.20	0.32%
21	Wawa	1	\$2.58	0.26%
22	Boyer's Markets	1	\$2.19	0.22%
		98	\$985.69	99.60%



LYCOMING COUNTY (\$493.4 million) (Includes Hughesville, Williamsport)

• Population	113,236	• Female	50.8%
• # of Household	46,201	• White	89.3%
• Median Income	\$64,412	• Black	5.1%
• Under age 18	20.3%	• Hispanic	2.4%
• Over age 65	21.1%	• Asian	0.8%

1	Weis Markets	6	\$179.08	36.30%
2	The Giant Co.	1	\$47.90	9.71%
3	Sam's Club	1	\$42.90	8.69%
4	Wegmans	1	\$41.70	8.45%
5	CVS	5	\$41.30	8.37%
6	Walmart	1	\$31.20	6.32%

7	Sheetz	5	\$23.60	4.78%
8	Target	1	\$20.90	4.24%
9	Aldi	2	\$16.10	3.26%
10	7-Eleven	4	\$14.20	2.88%
11	Turkey Hill	5	\$11.80	2.39%
12	Rite Aid	3	\$9.50	1.93%
13	Save A Lot	1	\$5.20	1.05%
14	Wawa	1	\$4.00	0.81%
15	Tri-State Co-Op	1	\$3.60	0.73%
		38	\$492.98	99.91%



MIFFLIN COUNTY (\$166.8 million) (Includes Lewistown)

• Population	45,935	• Female	50.5%
• # of Household	18,502	• White	94.8%
• Median Income	\$61,415	• Black	1.2%
• Under age 18	22.6%	• Hispanic	2.4%
• Over age 65	22.1%	• Asian	0.6%

1	Walmart (SuperCenter)	1	\$42.90	25.72%
2	The Giant Co.	2	\$40.30	24.16%
3	Weis Markets	1	\$21.50	12.89%
4	Sheetz	3	\$17.70	10.61%
5	Sharp Shopper	1	\$17.30	10.37%
6	CVS	2	\$12.10	7.25%
7	Aldi	1	\$9.60	5.76%
8	7-Eleven	1	\$3.30	1.98%
		12	\$164.70	98.74%



MONROE COUNTY (\$799.8 million) (Includes Stroudsburg)

• Population	166,523	• Female	49.8%
• # of Household	60,562	• White	61.8%
• Median Income	\$82,374	• Black	17.6%
• Under age 18	18.8%	• Hispanic	18.7%
• Over age 65	20.4%	• Asian	2.8%

1	ShopRite	3	\$177.60	22.21%
2	Weis Markets	5	\$131.21	16.41%
3	The Giant Co.	2	\$105.70	13.22%
4	Walmart (SuperCenter)	2	\$99.40	12.43%
5	CVS	11	\$61.80	7.73%
6	Wawa	7	\$57.41	7.18%
7	BJ's Wholesale Club	1	\$40.80	5.10%
8	Northeast Grocery (Price Chopper)	1	\$34.80	4.35%
9	Aldi	2	\$24.90	3.11%
10	Allegiance (Foodtown)	1	\$22.00	2.75%
11	Target	1	\$17.50	2.19%

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 40

12	Turkey Hill	3	\$8.30	1.04%
13	Rite Aid	2	\$7.20	0.90%
14	Walgreens	1	\$5.30	0.66%
15	Sheetz	1	\$5.00	0.63%
16	7-Eleven	1	\$3.60	0.45%
17	Military Commissaries	1	\$2.20	0.28%
		45	\$804.72	100.62%*




MONTGOMERY COUNTY (\$4.44 billion)
(Includes Norristown, Pottstown)

- Population 879,190
- # of Household..... 333,514
- Median Income \$111,521
- Under age 18..... 21.1%
- Over age 65..... 19.4%
- Female 51.0%
- White 72.6%
- Black..... 10.5%
- Hispanic 6.8%
- Asian..... 8.7%

1	The Giant Co.	23	\$1,172.40	26.41%
2	Wawa	55	\$444.14	10.00%
3	Walmart (SuperCenter)	8	\$303.80	6.84%
4	CVS	46	\$278.20	6.27%
5	Wegmans	3	\$234.70	5.29%
6	Target	8	\$215.10	4.84%
7	Albertsons (Acme)	7	\$212.60	4.79%
8	ShopRite (Fresh Grocer)	3	\$176.40	3.97%
9	Costco	3	\$163.50	3.68%
10	Amazon Groc. (AF/Whole Foods)	5	\$160.80	3.62%
11	Redner's Markets	5	\$142.70	3.21%
12	Weis Markets	6	\$129.78	2.92%
13	BJ's Wholesale Club	3	\$128.70	2.90%
14	Aldi	12	\$119.70	2.70%
15	Walgreens	12	\$86.50	1.95%
16	Trader Joe's	3	\$70.40	1.59%
17	7-Eleven	26	\$64.10	1.44%
18	McCaffrey's	2	\$55.40	1.25%
19	Rite Aid	13	\$54.50	1.23%
20	Sam's Club	1	\$48.70	1.10%
21	IGA	3	\$34.10	0.77%
22	Grocery Outlet	3	\$21.30	0.48%
23	Sprouts	1	\$20.90	0.47%
24	Royal Farm Stores	6	\$19.20	0.43%
25	The Fresh Market	1	\$16.70	0.38%
26	MOM's Organic Market	1	\$16.50	0.37%
27	Lidl	3	\$15.50	0.35%
28	Save A Lot	2	\$12.00	0.27%
29	Turkey Hill	6	\$10.60	0.24%


30	Circle K	2	\$4.90	0.11%
		272	\$4,433.82	99.87%



MONTOUR COUNTY (\$75.1 million)
(Includes Danville)

- Population 18,115
- # of Household..... 7,689
- Median Income \$72,926
- Under age 18..... 19.7%
- Over age 65..... 22.4%
- Female 50.4%
- White 89.8%
- Black..... 2.2%
- Hispanic 3.2%
- Asian..... 3.7%

1	Weis Markets	1	\$30.62	40.77%
2	The Giant Co.	1	\$29.00	38.62%
3	Sheetz	1	\$5.50	7.32%
4	CVS	1	\$5.20	6.92%
5	7-Eleven	1	\$3.60	4.79%
		5	\$73.92	98.43%



NORTHAMPTON COUNTY (\$1.38 billion)
(Includes Bethlehem)

- Population 322,989
- # of Household..... 121,496
- Median Income \$86,687
- Under age 18..... 18.9%
- Over age 65..... 20.8%
- Female 50.5%
- White 72.6%
- Black..... 8.3%
- Hispanic 15.9%
- Asian..... 3.4%

1	The Giant Co.	8	\$419.20	30.45%
2	Wegmans	2	\$156.80	11.39%
3	Weis Markets	4	\$105.66	7.68%
4	Walgreens	4	\$98.70	7.17%
5	ShopRite (Fresh Grocer/Price Rite)	3	\$95.10	6.91%
6	CVS	14	\$83.00	6.03%
7	Wawa	10	\$79.66	5.79%
8	Walmart (SuperCenter)	2	\$74.10	5.38%
9	Redner's Markets	2	\$52.90	3.84%
10	Sam's Club	1	\$44.60	3.24%
11	Krasdale	3	\$30.30	2.20%
12	Target	1	\$21.90	1.59%
13	Aldi	3	\$21.80	1.58%
14	Rite Aid	6	\$21.50	1.56%
15	Sheetz	4	\$19.20	1.39%
16	Turkey Hill	7	\$12.80	0.93%
17	7-Eleven	3	\$10.90	0.79%
18	Grocery Outlet	1	\$7.20	0.52%
19	Lidl	1	\$6.90	0.50%
20	America's Food Basket	1	\$6.30	0.46%
21	C&S Independents	7	\$3.60	0.26%
		87	\$1,372.12	99.68%

See PENNSYLVANIA COUNTY SHARE on page 44

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 42



NORTHUMBERLAND COUNTY (\$230.4 million) (Includes Sunbury)

- Population 90,027
- # of Household..... 37,581
- Median Income \$57,948
- Under age 18..... 19.7%
- Over age 65..... 22.7%
- Female 49.3%
- White 89.9%
- Black..... 3.5%
- Hispanic 5.5%
- Asian..... 0.5%

1	Weis Markets	4	\$90.14	39.12%
2	Walmart (SuperCenter)	1	\$50.20	21.79%
3	CVS	5	\$24.90	10.81%
4	Turkey Hill	10	\$24.10	10.46%
5	Boyer's Markets	1	\$14.31	6.21%
6	Aldi	1	\$10.40	4.51%
7	Sheetz	1	\$5.70	2.47%
8	Tri-State Co-Op	1	\$4.80	2.08%
9	Rite Aid	1	\$4.00	1.74%
		25	\$228.55	99.20%



PERRY COUNTY (\$128.3 million) (Includes New Bloomfield)

- Population 46,816
- # of Household..... 18,232
- Median Income \$78,824
- Under age 18..... 20.8%
- Over age 65..... 21.2%
- Female 49.5%
- White 94.3%
- Black..... 1.2%
- Hispanic 2.6%
- Asian..... 0.6%

1	Karns Prime & Fancy Foods	2	\$34.00	26.50%
2	The Giant Co.	1	\$32.70	25.49%
3	Weis Markets	1	\$20.77	16.19%
4	Rite Aid	3	\$13.70	10.68%
5	Sheetz	2	\$12.20	9.51%
6	C&S Independents	6	\$8.00	6.24%
7	7-Eleven	1	\$3.10	2.42%
8	Rutter's Farm Stores	1	\$3.10	2.42%
		17	\$127.57	99.43%

See PENNSYLVANIA COUNTY SHARE on page 46

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 44



PHILADELPHIA CITY (\$4.11 billion)

- Population 1,573,916
- # of Household 669,222
- Median Income \$60,698
- Under age 18 20.9%
- Over age 65 15.2%
- Female 52.7%
- White 34.0%
- Black 43.0%
- Hispanic 15.8%
- Asian 8.4%

1	ShopRite (Fresh Grocer)	18	\$867.30	21.12%
2	Albertsons (Acme)	16	\$478.50	11.65%
3	CVS	48	\$342.80	8.35%
4	The Giant Co. (Heirloom Market)	8	\$274.60	6.69%
5	Wawa	37	\$245.19	5.97%
6	Target	10	\$238.20	5.80%
7	Walmart	5	\$182.70	4.45%
8	Rite Aid	33	\$167.80	4.09%
9	Aldi	13	\$132.60	3.23%
10	BJ's Wholesale Club	2	\$128.20	3.12%
11	Amazon Groc. (Whole Foods)	2	\$123.20	3.00%
12	Save A Lot	14	\$119.30	2.91%
13	7-Eleven	42	\$106.70	2.60%
14	Walgreens	11	\$88.30	2.15%
15	Sprouts	3	\$75.60	1.84%
16	Trader Joe's	2	\$74.80	1.82%
17	Sam's Club	1	\$60.20	1.47%
18	IGA	3	\$59.30	1.44%
19	Fine Fare Supermarkets	3	\$53.40	1.30%
20	Tri-State Co-Op	3	\$47.00	1.14%
21	Grocery Outlet	7	\$44.30	1.08%
22	ASG (Juniata Supermarket)	2	\$40.70	0.99%
23	Krasdale	10	\$32.06	0.78%
24	Lidl	2	\$21.20	0.52%
25	The Fresh Market	1	\$18.30	0.45%
26	MOM's Organic Market	1	\$17.40	0.42%
27	Supremo	2	\$13.70	0.33%
28	C&S Independents	13	\$9.70	0.24%
29	America's Food Basket	1	\$7.40	0.18%
30	Royal Farm Stores	1	\$4.70	0.11%
		314	\$4,075.15	99.23%



PIKE COUNTY (\$211.1 million) (Includes Milford)

- Population 62,376
- # of Household 24,009
- Median Income \$79,318
- Under age 18 16.9%
- Over age 65 25.0%
- Female 49.0%
- White 77.8%
- Black 7.1%
- Hispanic 12.8%
- Asian 1.7%

1	ShopRite	1	\$64.20	30.41%
2	Weis Markets	2	\$58.42	27.67%
3	Walmart (SuperCenter)	1	\$36.30	17.20%
4	Northeast Grocery (Price Chopper)	1	\$29.70	14.07%
5	Walgreens	2	\$8.90	4.22%
6	Turkey Hill	3	\$8.60	4.07%
7	CVS	1	\$5.60	2.65%
8	Key Food	1	\$5.31	2.52%
		12	\$217.03	102.81%*



SCHUYLKILL COUNTY (\$430.2 million) (Includes Pottsville)

- Population 144,523
- # of Household 57,465
- Median Income \$66,901
- Under age 18 19.9%
- Over age 65 21.3%
- Female 58.5%
- White 86.1%
- Black 4.7%
- Hispanic 8.6%
- Asian 0.6%

1	Walmart (SuperCenter)	2	\$97.80	22.73%
2	Redner's Markets	3	\$84.10	19.55%
3	Boyer's Markets	9	\$84.05	19.54%
4	The Giant Co.	1	\$50.10	11.65%
5	Weis Markets	1	\$31.46	7.31%
6	Rite Aid	6	\$19.20	4.46%
7	Turkey Hill	10	\$12.30	2.86%
8	C&S Independents	8	\$11.40	2.65%
9	CVS	2	\$11.40	2.65%
10	Aldi	1	\$9.70	2.25%
11	Sheetz	2	\$8.80	2.05%
12	7-Eleven	1	\$3.30	0.77%
13	Rutter's Farm Stores	1	\$3.30	0.77%
		47	\$426.91	99.24%

See PENNSYLVANIA COUNTY SHARE on page 48



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PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

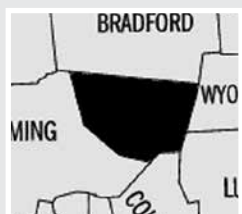
Continued from page 46



SNYDER COUNTY (\$172.9 million) (Includes Middleburg)

- Population 39,627
- # of Household..... 14,549
- Median Income \$68,435
- Under age 18..... 20.6%
- Over age 65..... 20.9%
- Female 50.0%
- White 94.1%
- Black..... 1.6%
- Hispanic..... 2.7%
- Asian..... 0.7%

1	Weis Markets	1	\$38.20	22.09%
2	The Giant Co.	1	\$37.20	21.52%
3	Walmart (SuperCenter)	1	\$30.00	17.35%
4	Target	1	\$21.10	12.20%
5	Aldi	1	\$11.60	6.71%
6	7-Eleven	3	\$10.70	6.19%
7	CVS	2	\$9.70	5.61%
8	C&S Independents	2	\$4.80	2.78%
9	Sheetz	1	\$4.50	2.60%
10	Turkey Hill	1	\$3.00	1.74%
		14	\$170.80	98.79%



SULLIVAN COUNTY (\$6.8 million) (Includes Laporte)

- Population 5,927
- # of Household..... 2,536
- Median Income \$64,758
- Under age 18..... 10.3%
- Over age 65..... 32.8%
- Female 48.0%
- White 93.2%
- Black..... 2.3%
- Hispanic..... 2.5%
- Asian..... 0.6%

1	IGA	1	\$6.76	99.41%
		1	\$6.76	99.41%



SUSQUEHANNA COUNTY (\$42.3 million) (Includes Montrose)

- Population 38,100
- # of Household..... 15,639
- Median Income \$66,930
- Under age 18..... 18.6%
- Over age 65..... 26.0%
- Female 49.4%
- White 94.8%
- Black..... 0.9%
- Hispanic..... 2.6%
- Asian..... 0.5%

1	Northeast Grocery (Price Chopper)	1	\$23.40	55.32%
2	C&S Independents	3	\$6.70	15.84%
3	Rite Aid	1	\$3.80	8.98%
4	IGA	1	\$3.70	8.75%
5	Turkey Hill	1	\$3.20	7.57%
		7	\$40.80	96.45%



UNION COUNTY (\$138.8 million) (Includes Lewisburg)

- Population 42,159
- # of Household..... 14,301
- Median Income \$72,894
- Under age 18..... 17.3%
- Over age 65..... 19.9%
- Female 47.1%
- White 86.5%
- Black..... 5.9%
- Hispanic..... 5.1%
- Asian..... 1.8%

1	Weis Markets	2	\$49.77	35.86%
2	Walmart (SuperCenter)	1	\$49.30	35.52%
3	CVS	2	\$11.30	8.14%
4	Sheetz	2	\$9.10	6.56%
5	Aldi	1	\$8.50	6.12%
6	7-Eleven	2	\$7.30	5.26%
		10	\$135.27	97.46%



WAYNE COUNTY (\$170.3 million) (Includes Mawley, Honesdale)

- Population 51,419
- # of Household..... 20,314
- Median Income \$62,182
- Under age 18..... 16.6%
- Over age 65..... 26.0%
- Female 46.9%
- White 89.5%
- Black..... 3.4%
- Hispanic..... 5.4%
- Asian..... 0.9%

1	Weis Markets	2	\$71.34	41.89%
2	Walmart (SuperCenter)	1	\$49.90	29.30%
3	IGA	1	\$15.30	8.98%
4	CVS	2	\$12.70	7.46%
5	Tri-State Co-Op	1	\$8.10	4.76%
6	Rite Aid	2	\$8.00	4.70%
7	Turkey Hill	2	\$6.40	3.76%
		11	\$171.74	100.85%*



WYOMING COUNTY (\$81.5 million) (Includes Tunkhannock)

- Population 25,771
- # of Household..... 10,892
- Median Income \$70,268
- Under age 18..... 19.1%
- Over age 65..... 23.2%
- Female 49.9%
- White 94.4%
- Black..... 1.3%
- Hispanic..... 2.5%
- Asian..... 0.5%

1	Walmart (SuperCenter)	1	\$40.30	49.45%
2	Weis Markets	1	\$19.91	24.43%
3	Aldi	1	\$8.10	9.94%
4	CVS	1	\$5.60	6.87%
5	Rite Aid	1	\$4.70	5.77%
		5	\$78.61	96.45%

See PENNSYLVANIA COUNTY SHARE on page 156

TAKING STOCK

from page 37

Kentucky, North Carolina and Ohio. Over the next year, it will also enter new states West Virginia and Tennessee, while continuing to add stores in its core markets - New Jersey, Pennsylvania, Delaware, Maryland and Virginia.

Wegmans - I'm repeating part of my analysis from last year because I think it still holds true: a very solid year for the Rochester, NY-based uber-merchant despite an economy that could make one think that the family-owned retailer might be vulnerable. During our measuring period, the upscale merchant opened one unit in late March in Lake Grove, NY, its first store on Long Island (and it's doing extremely well). Another new mega-unit will debut on July 26 in Norwalk, CT, its Nutmeg State debut, and the battle between that store and Stew Leonard's flagship location less than 4 miles away should be titanic. For this year, comps were solid, and Wegmans continued to overcome some (but not all) of the labor staffing, retention, and morale issues that other retailers are facing at store level. A hidden part of Wegmans' success is its site planning and demographics research. While all economic strata have been impacted by the uncertain economic conditions, the company's great (and very, very expensive) store locations - in addition to size, selection, overall product mix and execution - have protected it against major slumps. When you're averaging more than \$80 million per store in sales annually, you are doing a lot of things right.

New York Metro Independents (Allegiance Retail Services, Associated Supermarket Group, General Trading, Key Food, Krasdale Foods) - The competitiveness of the independent retailers and those marketing groups and wholesalers that supervise them is akin to a WWE death match (without the weapons, mostly). It's a subculture that's difficult to understand unless you're in it. Folks like Dean Janeway Jr and George Knobloch (Key Food), Gus Lebiak and Dennis Hickey (Krasdale), Joe Garcia and Zulema Wiscovitch (ASG) Joe Fantozzi, Samer Rahman and Donna Zambo (Allegiance), and Jonathan Abad (General Trading) understand the street rules very well. But knowledge and experience only get you so far - serving and supplying the smaller supermarkets, superettes, bodegas and greengrocers that abound in the five boroughs of New York City is uniquely difficult. Over the past year in NYC, Key Food continued to lead the pack by a narrow margin against Krasdale. Each of those players supply hundreds of independents which are a story to themselves. They are mostly Hispanic (of which there are multiple sub-groups), some Koreans and a mix of several other ethnicities. Many of the groups have large inter-connected families who own multiple locations, not only in New York City, but also in other parts of the region and in North Carolina and Florida, too. It's a tough environment in which to operate, but most of these smaller retailers aren't just entrepreneurs they have an important other mission - to provide a shopping opportunity for their customers who often live in economically challenged areas.

Amazon Grocery - A tale of two banners - Whole Foods (WFM) continues to chug along at a high level (although not quite as high as before COVID) and Amazon Fresh (AF) still needs to go back to school to educate itself on the improvements that are necessary for it to become a "go to" retailer. It's strange that the parent company now has internally connected all of its grocery entities yet can't seem to implement most of the good stuff that WFM features into its AF model. The intangible advantage that WFM (and others like Trader Joe's and Sprouts) have is that its

TAKING STOCK continues on page 58



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IN REVIEW: THE GIANT COMPANY

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
PA	Adams	1	\$67.40	\$230.20	29.28%	1	\$66.00	28.30%
PA	Berks	6	\$341.50	\$1,656.80	20.61%	6	\$330.60	20.41%
PA	Bucks	21	\$942.40	\$3,350.60	28.13%	21	\$957.20	29.52%
PA	Carbon	1	\$49.90	\$185.60	26.89%	1	\$49.40	26.82%
PA	Chester	12	\$630.20	\$2,198.70	28.66%	12	\$611.40	27.81%
PA	Columbia	2	\$92.80	\$271.40	34.19%	2	\$90.60	33.38%
PA	Cumberland	10	\$511.50	\$1,289.40	39.67%	10	\$494.19	38.33%
PA	Dauphin	9	\$485.30	\$1,134.70	42.77%	9	\$472.30	41.62%
PA	Delaware	10	\$498.60	\$2,759.30	18.07%	10	\$485.10	17.58%
PA	Franklin (Martin's)	4	\$168.20	\$535.70	31.40%	4	\$164.30	30.67%
PA	Lackawanna	2	\$82.10	\$786.00	10.45%	2	\$79.10	10.06%
PA	Lancaster	14	\$536.20	\$1,849.30	28.99%	14	\$520.70	28.16%
PA	Lebanon	3	\$101.60	\$475.10	21.38%	3	\$97.60	20.54%
PA	Lehigh	7	\$409.60	\$1,607.20	25.49%	7	\$393.50	24.48%
PA	Luzerne	1	\$49.20	\$989.60	4.97%	1	\$47.90	4.84%
PA	Lycoming	1	\$47.90	\$493.40	9.71%	1	\$47.20	9.57%
PA	Mifflin	2	\$40.30	\$166.80	24.16%	2	\$39.90	23.92%
PA	Monroe	2	\$105.70	\$799.80	13.22%	2	\$102.50	12.82%
PA	Montgomery	23	\$1,172.40	\$4,439.70	26.41%	23	\$1,138.70	25.65%
PA	Montour	1	\$29.00	\$75.10	38.62%	1	\$28.80	38.35%
PA	Northampton	8	\$419.20	\$1,376.50	30.45%	8	\$406.70	29.55%
PA	Perry	1	\$32.70	\$128.30	25.49%	1	\$32.60	25.41%
PA	Philadelphia (Heirloom Market)	8	\$274.60	\$4,106.60	6.69%	8	\$223.50	5.44%
PA	Schuylkill	1	\$50.10	\$430.20	11.65%	1	\$49.60	11.53%
PA	Snyder	1	\$37.20	\$172.90	21.52%	1	\$36.80	21.28%
PA	York	10	\$588.50	\$1,786.60	32.94%	10	\$573.40	32.09%

PA Recap: 161 stores with sales of \$7.76 billion. Total retail food sales for PA in the study: \$34.18 billion. The Giant Co. share of PA is 22.72%.

Mid-Atlantic Recap: 161 stores with sales of \$7.76 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

The Giant Co. Per Store Average: \$48.22 million

(Indicates another banner used by the company)

Source: Food Trade News, June 2025

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IN REVIEW: TARGET

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	5	\$122.30	\$4,026.30	3.04%	4	\$94.10	2.34%
CT	Litchfield	1	\$23.40	\$771.30	3.03%	1	\$23.30	3.02%
CT	New Haven	6	\$147.80	\$3,634.30	4.07%	6	\$147.40	4.06%
CT Recap: 12 stores with sales of \$293.5 million. Total retail food sales for CT in the study: \$8.43 billion. Target share of CT is 3.48%.								
DE	New Castle	4	\$114.80	\$2,251.60	5.10%	3	\$83.20	3.70%
DE Recap: 4 stores with sales of \$114.8 million. Total retail food sales for DE in the study: \$2.25 billion. Target share of DE is 5.1%.								
NJ	Atlantic	2	\$56.70	\$1,027.30	5.52%	2	\$54.50	5.31%
NJ	Bergen	4	\$85.30	\$3,869.90	2.20%	4	\$84.90	2.19%
NJ	Burlington	4	\$82.10	\$1,962.30	4.18%	4	\$81.50	4.15%
NJ	Camden	5	\$111.30	\$1,956.20	5.69%	5	\$109.70	5.61%
NJ	Cumberland	1	\$22.10	\$660.70	3.34%	1	\$22.10	3.34%
NJ	Essex	1	\$21.50	\$2,358.10	0.91%	1	\$21.60	0.92%
NJ	Gloucester	2	\$38.90	\$1,226.60	3.17%	2	\$38.70	3.16%
NJ	Hudson	2	\$52.30	\$1,856.30	2.82%	2	\$52.10	2.81%
NJ	Mercer	2	\$36.70	\$1,517.20	2.42%	2	\$36.60	2.41%
NJ	Middlesex	6	\$152.30	\$2,888.70	5.27%	5	\$124.30	4.30%
NJ	Monmouth	5	\$108.10	\$2,965.30	3.65%	5	\$107.60	3.63%
NJ	Morris	4	\$78.80	\$2,377.90	3.31%	4	\$79.30	3.33%
NJ	Ocean	3	\$57.40	\$2,163.50	2.65%	3	\$57.20	2.64%
NJ	Passaic	1	\$22.60	\$1,519.30	1.49%	1	\$22.50	1.48%
NJ	Somerset	2	\$35.10	\$1,401.10	2.51%	2	\$34.80	2.48%
NJ	Union	4	\$90.10	\$2,139.90	4.21%	4	\$90.30	4.22%
NJ	Warren	2	\$42.90	\$521.80	8.22%	2	\$42.70	8.18%
NJ Recap: 50 stores with sales of \$1.09 billion. Total retail food sales for NJ in the study: \$34.32 billion. Target share of NJ is 3.19%.								
NY	Bronx	4	\$129.30	\$3,453.10	3.74%	4	\$127.50	3.69%
NY	Brooklyn	11	\$339.20	\$5,683.50	5.97%	10	\$301.60	5.31%
NY	Dutchess	1	\$22.40	\$1,131.70	1.98%	1	\$22.30	1.97%
NY	Manhattan	13	\$475.30	\$6,211.40	7.65%	11	\$417.80	6.73%
NY	Nassau	9	\$327.90	\$5,990.80	5.47%	8	\$289.20	4.83%
NY	Orange	4	\$68.90	\$1,454.20	4.74%	4	\$68.60	4.72%
NY	Queens	7	\$282.10	\$5,709.30	4.94%	7	\$278.50	4.88%
NY	Rockland	2	\$46.10	\$1,135.20	4.06%	2	\$46.00	4.05%
NY	Staten Island	3	\$89.30	\$1,737.50	5.14%	3	\$88.70	5.11%
NY	Suffolk	10	\$281.70	\$6,662.50	4.23%	10	\$280.30	4.21%
NY	Westchester	5	\$150.90	\$4,404.70	3.43%	5	\$150.30	3.41%
NY Recap: 69 stores with sales of \$2.21 billion. Total retail food sales for NY in the study: \$43.89 billion. Target share of NY is 5.04%.								
PA	Berks	3	\$63.60	\$1,656.80	3.84%	3	\$63.60	3.93%
PA	Bucks	5	\$127.80	\$3,350.60	3.81%	4	\$101.40	3.13%
PA	Chester	4	\$117.20	\$2,198.70	5.33%	4	\$115.90	5.27%
PA	Cumberland	2	\$37.50	\$1,289.40	2.91%	2	\$37.10	2.88%
PA	Dauphin	2	\$31.40	\$1,134.70	2.77%	2	\$31.10	2.74%
PA	Delaware	4	\$96.70	\$2,759.30	3.50%	4	\$96.00	3.48%
PA	Franklin	1	\$18.40	\$535.70	3.43%	1	\$18.30	3.42%
PA	Lackawanna	1	\$18.30	\$786.00	2.33%	1	\$18.10	2.30%
PA	Lancaster	3	\$63.00	\$1,849.30	3.41%	3	\$62.10	3.36%
PA	Lebanon	1	\$19.70	\$475.10	4.15%	1	\$18.80	3.96%
PA	Lehigh	3	\$67.50	\$1,607.20	4.20%	3	\$67.10	4.17%
PA	Luzerne	1	\$16.70	\$989.60	1.69%	1	\$16.60	1.68%
PA	Lycoming	1	\$20.90	\$493.40	4.24%	1	\$20.70	4.20%
PA	Monroe	1	\$17.50	\$799.80	2.19%	1	\$17.30	2.16%
PA	Montgomery	8	\$215.10	\$4,439.70	4.84%	8	\$213.90	4.82%
PA	Northampton	1	\$21.90	\$1,376.50	1.59%	1	\$21.90	1.59%
PA	Philadelphia	10	\$238.20	\$4,106.60	5.80%	10	\$237.40	5.78%
PA	Snyder	1	\$21.10	\$172.90	12.20%	1	\$21.10	12.20%
PA	York	3	\$63.10	\$1,786.60	3.53%	3	\$62.40	3.49%
PA Recap: 55 stores with sales of \$1.28 billion. Total retail food sales for PA in the study: \$34.18 billion. Target share of PA is 3.73%.								

Mid-Atlantic Recap: 190 stores with sales of \$4.99 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion. Target Per Store Average: \$ million

Source: Food Trade News, June 2025

IN REVIEW: SHOPRITE

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	13	\$703.80	\$4,026.30	17.48%	13	\$688.90	17.11%
CT	Litchfield (Price Rite)	1	\$16.70	\$771.30	2.17%	1	\$16.20	2.10%
CT	New Haven (Price Rite/Garafalo/Grade A/Tomaquindicz)	8	\$459.30	\$3,634.30	12.64%	8	\$441.40	12.15%
CT Recap: 22 stores with sales of \$1.79 billion. Total retail food sales for CT in the study: \$8.43 billion. ShopRite share of CT is 13.99%.								
DE	New Castle (Kenny)	6	\$270.80	\$2,251.60	12.03%	6	\$265.00	11.77%
DE Recap: 6 stores with sales of \$270.8 million. Total retail food sales for DE in the study: \$2.25 billion. ShopRite share of DE is 12.03%.								
NJ	Atlantic (Village)	5	\$374.30	\$1,027.30	36.44%	5	\$366.20	35.65%
NJ	Bergen (Price Rite/Clare/Glass/Inserra/Maniaci)	18	\$1,393.50	\$3,869.90	36.01%	18	\$1,356.40	35.05%
NJ	Burlington (FG/Eickhoff-HFF/Ravitz/Saker/Zallie)	10	\$597.40	\$1,962.30	30.44%	10	\$581.20	29.62%
NJ	Camden (Brown/Ravitz/Zallie)	8	\$469.90	\$1,956.20	24.02%	8	\$457.30	23.38%
NJ	Cape May (Village)	2	\$108.70	\$606.30	17.93%	2	\$105.60	17.42%
NJ	Cumberland (Bottino/Village)	4	\$233.60	\$660.70	35.36%	4	\$227.40	34.42%
NJ	Essex (FG/Drulan/Glass/Infusino/LoCurcio/Maniaci/Sunrise/Village)	10	\$932.40	\$2,358.10	39.54%	10	\$906.20	38.43%
NJ	Glooucester (Bottino/Brown/Zallie)	6	\$426.20	\$1,226.60	34.75%	6	\$400.40	32.64%
NJ	Hudson (Inserra/LoCurcio)	5	\$465.30	\$1,856.30	25.07%	5	\$452.50	24.38%
NJ	Hunterdon (Colalillo)	2	\$172.50	\$487.90	35.36%	2	\$167.00	34.23%
NJ	Mercer (Saker)	6	\$438.80	\$1,517.20	28.92%	6	\$430.60	28.38%
NJ	Middlesex (FG/SRS/Glass/Maniaci/Sitar/Village)	13	\$972.40	\$2,888.70	33.66%	13	\$918.40	31.79%
NJ	Monmouth (Dearborn Market/Saker)	12	\$829.30	\$2,965.30	27.97%	12	\$804.60	27.13%
NJ	Morris (Glass/Goldstein/co/Village/Wolfson)	11	\$739.60	\$2,377.90	31.10%	11	\$723.70	30.43%
NJ	Ocean (Saker)	9	\$692.50	\$2,163.50	32.01%	9	\$654.50	30.25%
NJ	Passaic (FG/PR/Cuellar/Infusino/Inserra/Maniaci)	8	\$514.30	\$1,519.30	33.85%	7	\$478.30	31.48%
NJ	Somerset (Saker/Village)	7	\$555.50	\$1,401.10	39.65%	7	\$529.40	37.78%
NJ	Sussex (Ronetco)	5	\$383.10	\$635.70	60.26%	5	\$371.40	58.42%
NJ	Union (SRS/AJS/Glass/Village)	8	\$714.20	\$2,139.90	33.38%	8	\$709.20	33.14%
NJ	Warren (Colalillo/Ronetco/Village)	4	\$221.70	\$521.80	42.49%	4	\$217.30	41.64%
NJ Recap: 153 stores with sales of \$11.26 billion. Total retail food sales for NJ in the study: \$34.32 billion. ShopRite share of NJ is 32.74%.								
NY	Bronx (Village)	1	\$50.60	\$3,453.10	1.47%	1	\$49.70	1.44%
NY	Brooklyn (Glass)	2	\$176.50	\$5,683.50	3.11%	2	\$162.30	2.86%
NY	Dutchess (SRS)	4	\$243.00	\$1,131.70	21.47%	4	\$236.70	20.92%
NY	Manhattan (Fairway/Gourmet Garage/Village)	8	\$262.30	\$6,211.40	4.22%	8	\$256.20	4.12%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	\$552.30	\$5,990.80	9.22%	6	\$501.90	8.38%
NY	Orange (SRS)	5	\$316.60	\$1,454.20	21.77%	5	\$309.40	21.28%
NY	Putnam (SRS)	1	\$55.70	\$317.70	17.53%	1	\$54.90	17.28%
NY	Queens (SRS)	1	\$60.30	\$5,709.30	1.06%	1	\$59.80	1.05%
NY	Rockland (Glass/Inserra)	5	\$435.40	\$1,135.20	38.35%	5	\$413.70	36.44%
NY	Staten Island (Mannix)	3	\$390.30	\$1,737.50	22.46%	3	\$381.90	21.98%
NY	Suffolk (FG/Buonadonna/Gallagher/Greenfield/Janson/Thompson)	12	\$691.20	\$6,662.50	10.37%	11	\$662.40	9.94%
NY	Westchester (SRS/Fairway/Village)	11	\$756.40	\$4,404.70	17.17%	11	\$726.50	16.49%
NY Recap: 59 stores with sales of \$3.99 billion. Total retail food sales for NY in the study: \$43.89 billion. ShopRite share of NY is 9.09%.								
PA	Berks (Price Rite)	1	\$12.90	\$1,656.80	0.78%	1	\$12.80	0.79%
PA	Bucks (Brown/Colalillo/Cowhey)	4	\$217.20	\$3,350.60	6.48%	4	\$213.70	6.59%
PA	Chester (KTM)	1	\$32.30	\$2,198.70	1.47%	1	\$30.60	1.39%
PA	Dauphin (Price Rite)	1	\$16.90	\$1,134.70	1.49%	1	\$16.70	1.47%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	6	\$373.70	\$2,759.30	13.54%	6	\$366.30	13.28%
PA	Lackawanna (Price Rite/Fresh Grocer/Bracey/Gerrity)	8	\$175.80	\$786.00	22.37%	8	\$171.30	21.79%
PA	Lebanon (Price Rite)	1	\$15.20	\$475.10	3.20%	1	\$14.40	3.03%
PA	Lehigh (Price Rite)	1	\$18.10	\$1,607.20	1.13%	1	\$17.90	1.11%
PA	Luzerne (Fresh Grocer/Gerrity)	4	\$70.30	\$989.60	7.10%	4	\$68.10	6.88%
PA	Monroe (Bracey/Kinsley/Village)	3	\$177.60	\$799.80	22.21%	3	\$173.40	21.68%
PA	Montgomery (Fresh Grocer/Price Rite/Brown/Burns/KTM II)	3	\$176.40	\$4,439.70	3.97%	3	\$172.20	3.88%
PA	Northampton (Fresh Grocer/Price Rite/Colalillo/Gerrity)	3	\$95.10	\$1,376.50	6.91%	3	\$93.20	6.77%
PA	Philadelphia (FG/Brown/Colligas/GMS/McMenamin/Zallie)	18	\$867.30	\$4,106.60	21.12%	18	\$841.60	20.49%
PA	Pike (SRS)	1	\$64.20	\$211.10	30.41%	1	\$63.00	29.84%
PA	York (Price Rite)	1	\$15.10	\$1,786.60	0.85%	1	\$14.70	0.82%

PA Recap: 56 stores with sales of \$2.33 billion. Total retail food sales for PA in the study: \$34.18 billion. ShopRite share of PA is 6.81%.

Mid-Atlantic Recap: 296 stores with sales of \$19.00 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

ShopRite Per Store Average: \$62.20 million

() Indicates another banner used by the company.

Source: Food Trade News, June 2025

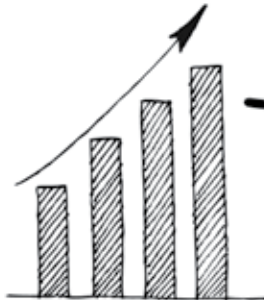
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IN REVIEW: WEIS MARKETS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
NJ	Morris	3	\$34.91	\$2,377.90	1.47%	3	\$35.72	1.50%
NJ	Somerset	1	\$20.33	\$1,401.10	1.45%	1	\$19.98	1.43%
NJ	Sussex	2	\$45.50	\$635.70	7.16%	2	\$46.11	7.25%
NJ	Warren	1	\$22.89	\$521.80	4.39%	1	\$21.94	4.20%

NJ Recap: 7 stores with sales of \$123.63 million. Total retail food sales for NJ in the study: \$34.32 billion. Weis Markets share of NJ is 0.36%.

PA	Adams	2	\$43.11	\$230.20	18.73%	2	\$42.93	18.41%
PA	Berks	6	\$142.83	\$1,656.80	8.62%	6	\$143.18	8.84%
PA	Bucks	3	\$61.26	\$3,350.60	1.83%	3	\$61.21	1.89%
PA	Columbia	3	\$57.73	\$271.40	21.27%	3	\$57.35	21.13%
PA	Cumberland	5	\$114.81	\$1,289.40	8.90%	5	\$111.25	8.63%
PA	Dauphin	4	\$73.58	\$1,134.70	6.48%	4	\$72.65	6.40%
PA	Franklin	5	\$83.78	\$535.70	15.64%	2	\$39.49	7.37%
PA	Lackawanna	3	\$83.80	\$786.00	10.66%	3	\$83.75	10.66%
PA	Lancaster	13	\$325.77	\$1,849.30	17.62%	13	\$323.48	17.49%
PA	Lebanon	3	\$69.80	\$475.10	14.69%	3	\$69.16	14.56%
PA	Lehigh	8	\$281.42	\$1,607.20	17.51%	7	\$249.37	15.52%
PA	Luzerne	6	\$178.85	\$989.60	18.07%	8	\$212.69	21.49%
PA	Lycoming	6	\$179.08	\$493.40	36.30%	6	\$178.35	36.15%
PA	Mifflin	1	\$21.50	\$166.80	12.89%	1	\$21.77	13.05%
PA	Monroe	5	\$131.21	\$799.80	16.41%	5	\$132.53	16.57%
PA	Montgomery	6	\$129.78	\$4,439.70	2.92%	6	\$132.88	2.99%
PA	Montour	1	\$30.62	\$75.10	40.77%	1	\$30.27	40.31%
PA	Northampton	4	\$105.66	\$1,376.50	7.68%	4	\$105.92	7.69%
PA	Northumberland	4	\$90.14	\$230.40	39.12%	4	\$89.00	38.63%
PA	Perry	1	\$20.77	\$128.30	16.19%	1	\$20.36	15.87%
PA	Pike	2	\$58.42	\$211.10	27.67%	2	\$59.68	28.27%
PA	Schuylkill	1	\$31.46	\$430.20	7.31%	1	\$30.89	7.18%
PA	Snyder	1	\$38.20	\$172.90	22.09%	1	\$37.51	21.69%
PA	Union	2	\$49.77	\$138.80	35.86%	2	\$50.10	36.10%
PA	Wayne	2	\$71.34	\$170.30	41.89%	2	\$69.32	40.70%
PA	Wyoming	1	\$19.91	\$81.50	24.43%	1	\$20.01	24.55%
PA	York	8	\$222.93	\$1,786.60	12.48%	8	\$226.22	12.66%

PA Recap: 106 stores with sales of \$2.72 billion. Total retail food sales for PA in the study: \$34.18 billion. Weis Markets share of PA is 7.95%.

Mid-Atlantic Recap: 113 stores with sales of \$2.84 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Weis Markets Per Store Average: \$25.14 million

Source: *Food Trade News*, June 2025



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IN REVIEW: ALBERTSONS MID-ATLANTIC

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield (Acme/Balducci's/Kings)	7	\$133.70	\$4,026.30	3.32%	7	\$133.50	3.32%

CT Recap: 7 stores with sales of \$133.7 million. Total retail food sales for CT in the study: \$8.43 billion. Albertsons Mid-Atlantic share of CT is 1.59%.

DE	New Castle (Acme/Safeway)	14	\$414.70	\$2,251.60	18.42%	14	\$407.80	18.11%
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DE Recap: 14 stores with sales of \$414.7 million. Total retail food sales for DE in the study: \$2.25 billion. Albertsons Mid-Atlantic share of DE is 18.42%.

NJ	Atlantic (Acme)	4	\$117.40	\$1,027.30	11.43%	4	\$113.60	11.06%
NJ	Bergen (Acme)	9	\$288.40	\$3,869.90	7.45%	9	\$291.90	7.54%
NJ	Burlington (Acme)	7	\$162.40	\$1,962.30	8.28%	7	\$160.30	8.17%
NJ	Camden (Acme)	6	\$154.20	\$1,956.20	7.88%	6	\$151.30	7.73%
NJ	Cape May (Acme)	10	\$244.20	\$606.30	40.28%	10	\$241.60	39.85%
NJ	Cumberland (Acme)	1	\$27.30	\$660.70	4.13%	1	\$26.90	4.07%
NJ	Essex (Acme)	5	\$142.20	\$2,358.10	6.03%	5	\$137.50	5.83%
NJ	Gloucester (Acme)	4	\$117.30	\$1,226.60	9.56%	4	\$115.30	9.40%
NJ	Hudson (Acme)	5	\$121.60	\$1,856.30	6.55%	5	\$121.40	6.54%
NJ	Hunterdon (Kings)	1	\$15.60	\$487.90	3.20%	1	\$15.40	3.16%
NJ	Mercer (Acme)	2	\$55.80	\$1,517.20	3.68%	2	\$55.40	3.65%
NJ	Middlesex (Acme)	2	\$47.10	\$2,888.70	1.63%	2	\$46.50	1.61%
NJ	Monmouth (Acme)	5	\$133.80	\$2,965.30	4.51%	5	\$132.30	4.46%
NJ	Morris (Acme/Kings)	10	\$226.70	\$2,377.90	9.53%	10	\$223.40	9.39%
NJ	Ocean (Acme)	5	\$130.30	\$2,163.50	6.02%	5	\$128.60	5.94%
NJ	Salem (Acme)	2	\$72.90	\$175.30	41.59%	2	\$72.40	41.30%
NJ	Somerset (Acme)	2	\$42.80	\$1,401.10	3.05%	2	\$42.10	3.00%
NJ	Sussex (Acme)	2	\$47.90	\$635.70	7.54%	2	\$47.50	7.47%
NJ	Union (Acme/Kings)	4	\$154.50	\$2,139.90	7.22%	5	\$172.40	8.06%
NJ	Warren (Acme)	1	\$26.10	\$521.80	5.00%	1	\$26.10	5.00%

NJ Recap: 87 stores with sales of \$2.33 billion. Total retail food sales for NJ in the study: \$34.32 billion. Albertsons Mid-Atlantic share of NJ is 6.79%.

NY	Dutchess (Acme)	2	\$51.80	\$1,131.70	4.58%	2	\$51.60	4.56%
NY	Nassau (Kings)	1	\$14.00	\$5,990.80	0.23%	1	\$14.20	0.24%
NY	Putnam (Acme)	3	\$65.50	\$317.70	20.62%	3	\$65.40	20.59%
NY	Westchester (Acme/Balducci's)	13	\$283.40	\$4,404.70	6.43%	13	\$289.60	6.57%

NY Recap: 19 stores with sales of \$414.7 million. Total retail food sales for NY in the study: \$43.89 billion. Albertsons Mid-Atlantic share of NY is 0.94%.

PA	Bucks (Acme)	7	\$262.40	\$3,350.60	7.83%	7	\$256.70	7.92%
PA	Chester (Acme)	7	\$222.00	\$2,198.70	10.10%	7	\$218.60	9.94%
PA	Delaware (Acme)	12	\$415.50	\$2,759.30	15.06%	12	\$405.40	14.69%
PA	Montgomery (Acme)	7	\$212.60	\$4,439.70	4.79%	7	\$209.60	4.72%
PA	Philadelphia (Acme)	16	\$478.50	\$4,106.60	11.65%	16	\$465.80	11.34%

PA Recap: 49 stores with sales of \$1.6 billion. Total retail food sales for PA in the study: \$34.18 billion. Albertsons Mid-Atlantic share of PA is 4.66%.

Mid-Atlantic Recap: 176 stores with sales of \$4.88 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Albertsons Mid-Atlantic Per Store Average: \$27.74 million

() Indicates another banner used by the company.

Source: Food Trade News, June 2025

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Source: Circana Data 2025

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TAKING STOCK

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vibe of retailing aligns well with millennials and Gen X, Y and Zers. As for Amazon Fresh, to be fair, it has improved. The newer generation stores that opened in the past year in Eatontown, NJ; Bensalem, PA; Langhorne, PA; Willow Grove, PA; East Setauket, NY; and Plainview, NY are significantly better than their first-generation counterparts. But even those larger stores aren't close to offering customers the full experience they desire. The new stores have some price, selection and merchandising mojo, just not enough. At the end of the day, the most successful retailers stand for something. AF stores aren't there yet.

Aldi – If we could award a “best in class – small store division” trophy, Aldi would win. Its model is not for all shoppers and it's still tough to buy one's total weekly purchases in a footprint that's typically smaller than 25,000 square feet, but for what it is, Aldi scores very highly. There's enough product diversity to fill most of one's shopping cart and its relationship with its private label vendors is strong, yielding high-quality products. If you're Giant, Acme, Weis, Stop & Shop or even ShopRite, you already know that Aldi is an excellent “nibbler.” Unlike German discount competitor Lidl, Aldi stores are easy to shop and radiate that “connective vibe” that other discounters like Lidl, Amazon Fresh and Grocery Outlet lack. Their decade-long record of success rivals Walmart (only in the small store division), so it's no wonder that Aldi is poised to open 800 new stores nationally (about 15 in the Mid-Atlantic) in the next 18 months. Strong management, excellent store design and in-store execution, and deep corporate pockets make Aldi a top-tier food retailing powerhouse for today and in the future.

Can It Get Much Worse At UNFI?

There's a new gang in town, but don't worry – whatever harm they may cause others won't be worse than the damage they inflict upon themselves. I'm talking about UNFI, which in the series of a few days in June was hit with a massive cyberattack which semi-paralyzed their business (and that of thousands of retail food stores nationally). It also announced the loss of one of its biggest customers – Key Food Stores – which represents the largest independent group of independent food retailers in New York City.

In about three months, C&S Wholesale Grocers will once again service approximately 375 independent retailers who are a part of the Key Food co-op, most of whom operate stores in the five boroughs of New York City. C&S was Key Food's primary distributor for many years prior to the change to UNFI.

It seems incredible that over the past 15 years, UNFI (and Supervalu which it acquired in 2018) could hire three of the poorest performing chief executives in the recent history of the grocery business. From 2009-2012, Craig Herkert was at the Supervalu helm when it posted consecutive annual losses of \$1.5 billion, \$1.04 billion and \$1.47 billion from 2010-2012. The next two CEOs – Sam Duncan (2013-2016) and Mark Gross (2016-2018) – both helped restore the company's credibility with its associates and retail customers.

Then, the company regressed again after Steve “Spinmeister” Spinner (UNFI CEO since 2008) expanded the company's presence when it acquired Supervalu for \$2.9 billion, including the assumption of \$1.6 billion in debt. However, except when he was “bailed out” by the huge sales lift that virtually every wholesaler and retailer experienced during COVID, Spinner's tenure at the large distributor was marked by subpar earnings,

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DELAWARE COUNTY SHARE OF MARKET: 2025

Total sales for the one Delaware county included in the study are \$2.25 billion.

Rank	Company	Stores	Sales (in millions)	% of Market
 <p>NEW CASTLE COUNTY (\$2.25 billion) (Includes New Castle, Wilmington)</p> <ul style="list-style-type: none"> Population 588,093 # of Household 222,953 Median Income \$89,901 Under age 18 21.1% Over age 65 17.6% Female 51.5% White 52.9% Black 27.8% Hispanic 11.9% Asian 6.4% 				
1	Albertsons (Acme/Safeway)	14	\$414.70	18.42%
2	Wawa	33	\$296.98	13.19%
3	ShopRite	6	\$270.80	12.03%
4	Walgreens	35	\$211.60	9.40%
5	BJ's Wholesale Club	3	\$153.20	6.80%
6	Target	4	\$114.80	5.10%
7	Giant Food	3	\$113.80	5.05%
8	Wegmans	1	\$84.80	3.77%
9	CVS	14	\$74.20	3.30%

10	Walmart (SuperCenter)	2	\$72.10	3.20%
11	Food Lion	7	\$70.30	3.12%
12	Costco	1	\$51.20	2.27%
13	Rite Aid	14	\$42.80	1.90%
14	Trader Joe's	2	\$42.10	1.87%
15	Sprouts	2	\$37.40	1.66%
16	Aldi	4	\$35.70	1.59%
17	7-Eleven	11	\$24.80	1.10%
18	Dash-In	10	\$24.10	1.07%
19	Fas-Marts	12	\$22.10	0.98%
20	Royal Farm Stores	8	\$19.60	0.87%
21	Great Valu	1	\$10.30	0.46%
22	Save A Lot	2	\$7.50	0.33%
23	IGA	1	\$7.00	0.31%
24	Lidl	1	\$6.40	0.28%
25	Circle K	2	\$4.40	0.20%
26	C&S Independents	6	\$1.80	0.08%

199 \$2,214.48 98.35%

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

Source: Food Trade News, June 2025



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TAKING STOCK

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sliding stock value, poor communications and an acute ignorance about his new and dominant customer base – conventional independent operators who weren't all that interested in selling "Aunt Tilly's Organic Rolled Oats."

Enter "Sandy" Douglas as chief executive in 2021. Douglas had a stellar 30-year career at Coca-Cola, the last 12 as president of its North American unit. His three-year pit stop as CEO of Staples was a mixed bag (but ended on an incongruous note) and when he was named to replace Spinner in July 2021, there was hope that a professional manager and skilled leader could harness the potential of UNFI.

Wrong.

In his nearly four years as the company's top executive, Douglas has further alienated the wholesaler's associate culture while also frustrating many of UNFI's independent customers, especially in the Northeast and Mid-Atlantic. He's shifted many of the company's administrative services overseas and has reduced and changed some of the old guard retail counselors who served as communications lifelines to UNFI's independent merchants. Furthermore, the company has lost money for 10 consecutive quarters, a fact that Douglas wants to minimize (or ignore) by constantly touting the company's improvements and path towards profitability.

And then on June 5, the company's foundation was shaken by two events: a random and unfortunate cyberattack; and the announcement that it was mutually parting ways with one of its largest non-chain retail customers – Key Food Stores.

According to multiple UNFI customers, full-service deliveries – as of June 26 – were not fully restored for all but one of the independent retailers we checked back with, most of whom said that their services levels had improved, but remained at a 75-80 percent fill rate.

"Absolutely awful," said one regional Pennsylvania-based retail owner. "Cyberattacks are very random and very unfortunate, but a publicly-traded company that relies on service should have been better prepared. We were told it could be more than a week before full deliveries are restored. That's totally unacceptable, but what's almost as bad is the lack of communication from leadership. Their silence is deafening."

Subsequent to the retailer's comment, on June 11, "Sandy" Douglas did send a video to UNFI's customers explaining the situation. I viewed the two minute and 14 second message in which he said the wholesaler was "optimistically aiming to return to a state that resembles our previous operational capacity by June 15." Of course, that didn't happen. In fact, the entire video struck me as somewhat disingenuous.

Then temblor number two was revealed: UNFI's 10-year contract with Key Food, which began in 2021, would be mutually terminated in a few months. The deal was valued at \$10 billion and as a sweetener to convince the big retail co-op to join UNFI, the Providence-based distributor would build Key Food a dedicated warehouse near Allentown, PA.

Clearly, UNFI believed that attaining Key Food's business would also serve as a steppingstone to gain more customers in the large but complex New York City independent market which features small supermarkets, bodegas and greengrocers.

As it turned out, UNFI didn't have a clue on how to navigate New York City's busy streets or properly execute the needs of those independents. Several sources told me that UNFI's annual loss during the first three years of the deal was in the eight-figure range. Those same sources said there were problems from nearly the outset and that both parties had been looking for a way to end the relationship for more than a year.

As a topper, UNFI will also pay Key Food a \$53 million termination fee.

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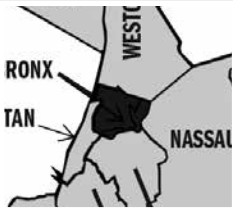



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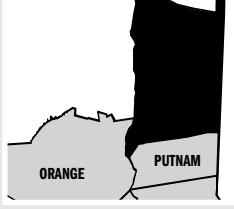
NEW YORK COUNTY SHARE OF MARKET: 2025

Total sales for those New York counties included in the study are \$43.89 billion

Rank	Company	Stores	Sales (in millions)	% of Market
BRONX COUNTY (\$3.45 billion)				
 <ul style="list-style-type: none"> Population 1,384,724 # of Household 530,067 Median Income \$49,036 Under age 18 23.9% Over age 65 15.3% Female 52.8% White 9.0% Black 45.1% Hispanic 55.0% Asian 5.0% 				
1	Krasdale (C Town/Bravo/Stop1/Market Fresh)	60	\$603.79	17.49%
2	Key Food	56	\$583.33	16.89%
3	ASG (Associated/Compare/Met/Pioneer)	39	\$537.40	15.56%
4	BJ's Wholesale Club	2	\$183.10	5.30%
5	Stop & Shop	4	\$170.20	4.93%
6	Walgreens	16	\$148.20	4.29%
7	Fine Fare Supermarkets	20	\$139.20	4.03%
8	Allegiance (Foodtown)	11	\$132.75	3.84%
9	Target	4	\$129.30	3.74%
10	CVS	13	\$96.20	2.79%
11	Food Bazaar	5	\$77.50	2.24%
12	Western Beef	7	\$74.60	2.16%
13	ShopRite	1	\$50.60	1.47%
14	Aldi	4	\$40.20	1.16%
15	Rite Aid	5	\$38.20	1.11%
16	7-Eleven	3	\$12.60	0.36%
17	America's Food Basket	1	\$8.10	0.23%
		251	\$3,025.27	87.61%

Rank	Company	Stores	Sales (in millions)	% of Market
BROOKLYN (\$5.68 billion)				
 <ul style="list-style-type: none"> Population 2,617,631 # of Household 1,009,596 Median Income \$78,548 Under age 18 21.8% Over age 65 16.2% Female 52.4% White 37.2% Black 32.8% Hispanic 18.9% Asian 13.1% 				
1	Key Food	74	\$837.19	14.73%
2	Krasdale (CTwn/Bravo/Aim/Stop1/ShpSmt/MktFrsh)	86	\$778.73	13.70%
3	ASG (Associated/Compare/Met/Pioneer)	52	\$578.40	10.18%
4	Target	11	\$339.20	5.97%
5	Costco	1	\$330.60	5.82%
6	BJ's Wholesale Club	3	\$326.20	5.74%
7	Allegiance (Foodtown/Gristedes)	23	\$274.00	4.82%
8	CVS	29	\$222.50	3.91%
9	Food Bazaar	9	\$219.60	3.86%
10	Walgreens (Duane Reade)	40	\$216.90	3.82%

11	ShopRite	2	\$176.50	3.11%
12	Amazon Groc. (Whole Foods)	3	\$145.60	2.56%
13	Trader Joe's	3	\$124.80	2.20%
14	Wegmans	1	\$115.20	2.03%
15	Fine Fare Supermarkets (Shop Fair)	18	\$105.70	1.86%
16	America's Food Basket (Caribbean/Idea/NSA)	19	\$104.90	1.85%
17	Stop & Shop	2	\$101.60	1.79%
18	Rite Aid	14	\$97.80	1.72%
19	7-Eleven	17	\$47.70	0.84%
20	Lidl	3	\$37.50	0.66%
21	Western Beef	3	\$36.80	0.65%
22	Aldi	3	\$30.80	0.54%
23	Military Commissaries	1	\$13.00	0.23%
		417	\$5,261.22	92.57%


Rank	Company	Stores	Sales (in millions)	% of Market
DUTCHESS COUNTY (\$1.13 billion) (Includes Beacon, Hyde Park, Poughkeepsie)				
 <ul style="list-style-type: none"> Population 299,963 # of Household 124,277 Median Income \$97,273 Under age 18 18.2% Over age 65 19.7% Female 50.3% White 67.5% Black 12.5% Hispanic 15.9% Asian 3.7% 				
1	ShopRite	4	\$243.00	21.47%
2	Stop & Shop	4	\$215.30	19.02%
3	Hannaford	3	\$127.80	11.29%
4	Walmart (SuperCenter)	1	\$83.80	7.40%
5	Northeast Grocery (Price Chopper/Tops)	3	\$77.90	6.88%
6	CVS	13	\$76.20	6.73%
7	Albertsons (Kings)	2	\$51.80	4.58%
8	BJ's Wholesale Club	1	\$46.90	4.14%
9	Sam's Club	1	\$43.90	3.88%
10	Adam's Fairacre Farms	2	\$35.80	3.16%
11	Rite Aid	6	\$25.10	2.22%
12	Walgreens	4	\$22.90	2.02%
13	Target	1	\$22.40	1.98%
14	Aldi	1	\$11.40	1.01%
15	Allegiance (Foodtown)	2	\$11.40	1.01%
16	Cumberland Farms	4	\$10.10	0.89%
17	IGA	2	\$7.00	0.62%
18	Key Food	1	\$6.91	0.61%
19	7-Eleven	1	\$2.90	0.26%
20	XtraMart	1	\$2.80	0.25%
21	Circle K	1	\$2.30	0.20%
		58	\$1,127.61	99.64%

See NEW YORK COUNTY SHARE on page 63

NEW YORK COUNTY SHARE OF MARKET: 2025

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13	Wegmans	1	\$128.70	2.07%
14	7-Eleven	26	\$77.80	1.25%
15	Rite Aid	3	\$37.10	0.60%
16	Aldi	1	\$23.20	0.37%
17	Food Bazaar	1	\$18.40	0.30%
18	America's Food Basket	2	\$17.10	0.28%
19	Western Beef	1	\$12.70	0.20%
20	Lidl	1	\$10.20	0.16%
		402	\$5,664.08	91.19%



NASSAU COUNTY (\$5.99 billion)
(Includes Great Neck, Hempstead, Mineola)

- Population 1,392,438
- # of Household 456,076
- Median Income \$143,408
- Under age 18 21.4%
- Over age 65 19.2%
- Female 50.8%
- White 54.6%
- Black 13.4%
- Hispanic 18.8%
- Asian 13.4%

1	Stop & Shop	20	\$882.40	14.73%
2	ShopRite	6	\$552.30	9.22%
3	CVS	70	\$506.20	8.45%
4	Costco	3	\$459.60	7.67%



MANHATTAN (\$6.21 billion)

- Population 1,660,664
- # of Household 775,376
- Median Income \$104,553
- Under age 18 13.5%
- Over age 65 18.8%
- Female 52.3%
- White 46.8%
- Black 18.4%
- Hispanic 24.4%
- Asian 13.6%

1	Walgreens (Duane Reade)	78	\$916.20	14.75%
2	Amazon Groc. (Daily Shop/Go/Whole Foods)	18	\$846.20	13.62%
3	Allegiance (FT/D'Ags/Gristedes/Mtn Wms)	53	\$506.00	8.15%
4	Target	13	\$475.30	7.65%
5	CVS	60	\$406.70	6.55%
6	Trader Joe's	10	\$401.40	6.46%
7	Krasdale	40	\$384.47	6.19%
8	Key Food	33	\$383.41	6.17%
9	Costco	1	\$363.20	5.85%
10	ShopRite (Fairway/Gourmet Garage)	8	\$262.30	4.22%
11	ASG (Associated/Compare/Met/Pioneer)	26	\$213.30	3.43%
12	Fine Fare Supermarkets (Shop Fair)	26	\$180.40	2.90%

See NEW YORK COUNTY SHARE on page 64



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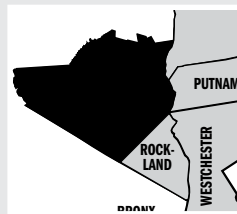
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NEW YORK COUNTY SHARE OF MARKET: 2025

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5	BJ's Wholesale Club	6	\$441.60	7.37%
6	Walmart (SC/Neighborhood Market)	6	\$362.20	6.05%
7	Target	9	\$327.90	5.47%
8	Key Food	21	\$313.93	5.24%
9	Amazon Groc. (AF/Whole Foods)	6	\$298.70	4.99%
10	7-Eleven	106	\$278.20	4.64%
11	King Kullen (Wild By Nature)	11	\$253.80	4.21%
12	Walgreens (Duane Reade)	27	\$230.40	3.85%
13	Krasdale (AIM/C Town/Bravo/Stop1/Market Fresh)	24	\$226.15	3.77%
14	Trader Joe's	5	\$185.60	3.10%
15	ASG (Associated/Compare/Met/Pioneer)	22	\$178.70	2.98%
16	Lidl	9	\$151.20	2.52%
17	Uncle Giuseppe's	3	\$69.20	1.16%
18	Stew Leonard's	1	\$50.50	0.84%
19	Western Beef	3	\$44.20	0.74%
20	Allegiance (Foodtown)	5	\$38.50	0.64%
21	Aldi	3	\$32.00	0.53%
22	Food Bazaar	2	\$27.70	0.46%

23	Rite Aid	6	\$25.20	0.42%
24	IGA	2	\$16.60	0.28%
25	America's Food Basket (Ideal)	3	\$14.10	0.24%
26	Albertsons (Kings)	1	\$14.00	0.23%
27	Fine Fare Supermarkets	1	\$6.70	0.11%
28	Quick Chek	1	\$3.40	0.06%
29	Cumberland Farms	1	\$3.00	0.05%
30	Military Commissaries	1	\$2.94	0.05%
		384	\$5,986.92	99.94%



ORANGE COUNTY (\$1.45 billion) (Includes Middletown, Port Jervis, Newburgh)

• Population	411,767	• Female	50.1%
• # of Household.....	137,311	• White	58.7%
• Median Income	\$96,497	• Black.....	15.0%
• Under age 18.....	25.6%	• Hispanic	24.4%
• Over age 65.....	15.0%	• Asian.....	3.3%

1	ShopRite	5	\$316.60	21.77%
2	Walmart (SuperCenter)	3	\$255.10	17.54%
3	Northeast Grocery(Price Chopper/Market 32)	4	\$170.60	11.73%
4	Hannaford	4	\$167.70	11.53%

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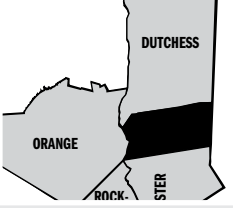


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NEW YORK COUNTY SHARE OF MARKET: 2025

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5	BJ's Wholesale Club	2	\$80.30	5.52%
6	Stop & Shop	3	\$74.90	5.15%
7	CVS	13	\$74.30	5.11%
8	Target	4	\$68.90	4.74%
9	Walgreens	9	\$59.90	4.12%
10	Adam's Fairacre Farms	2	\$37.50	2.58%
11	Allegiance (Foodtown)	2	\$36.50	2.51%
12	Aldi	3	\$28.10	1.93%
13	Quick Chek	8	\$18.80	1.29%
14	Cumberland Farms	6	\$18.40	1.27%
15	Military Commissaries	1	\$14.56	1.00%
16	Rite Aid	3	\$12.60	0.87%
17	Save A Lot	2	\$11.50	0.79%
18	7-Eleven	2	\$6.90	0.47%
		76	\$1,453.16	99.93%



PUTNAM COUNTY (\$317.7 million)
(Includes Brewster, Carmel, Mahopac)

- Population 98,409
- # of Household 30,054
- Median Income \$127,405
- Under age 18 19.3%
- Over age 65 19.9%
- Female 49.7%
- White 71.6%
- Black 5.3%
- Hispanic 20.8%
- Asian 2.5%


1	Albertsons (Acme)	3	\$65.50	20.62%
2	ShopRite	1	\$55.70	17.53%
3	Rite Aid	4	\$52.80	16.62%
4	Stop & Shop	1	\$39.80	12.53%
5	DeCicco & Sons	1	\$25.00	7.87%
6	Northeast Grocery (Tops)	1	\$16.10	5.07%
7	Krasdale (AIM)	2	\$15.79	4.97%
8	CVS	2	\$12.90	4.06%
9	Allegiance (Foodtown)	1	\$11.20	3.53%
10	IGA	1	\$6.00	1.89%
11	America's Food Basket (Ideal)	1	\$5.60	1.76%
12	Key Food	1	\$3.09	0.97%
13	7-Eleven	1	\$2.80	0.88%
		20	\$312.28	98.29%



QUEENS COUNTY (\$5.71 billion)

- Population 2,316,841
- # of Household 828,230
- Median Income \$84,961
- Under age 18 19.1%
- Over age 65 18.7%
- Female 51.2%
- White 24.0%
- Black 20.7%
- Hispanic 28.1%
- Asian 28.0%

1	Key Food	75	\$860.82	15.08%
2	Krasdale (AIM/CTown/Bravo/Stop1/Market Fresh)	82	\$764.71	13.39%
3	Costco	2	\$571.80	10.02%
4	Walgreens (Duane Reade)	43	\$451.70	7.91%
5	Stop & Shop	9	\$403.20	7.06%
6	BJ's Wholesale Club	4	\$359.70	6.30%
7	CVS	36	\$346.90	6.08%
8	Target	7	\$282.10	4.94%
9	ASG (Associated/Compare/Met/Pioneer)	29	\$200.30	3.51%
10	Trader Joe's	3	\$155.30	2.72%
11	Food Bazaar	8	\$153.40	2.69%
12	Trade Fair	8	\$129.60	2.27%
13	Rite Aid	14	\$95.70	1.68%
14	Fine Fare Supermarkets (Shop Fair)	13	\$72.50	1.27%
15	Lidl	4	\$72.30	1.27%
16	Allegiance (Foodtown)	8	\$72.00	1.26%
17	America's Food Basket (Ideal/NSA)	11	\$69.50	1.22%
18	ShopRite	1	\$60.30	1.06%
19	7-Eleven	38	\$44.00	0.77%
20	Western Beef	2	\$42.80	0.75%
21	Aldi	2	\$29.20	0.51%
		399	\$5,237.83	91.74%



ROCKLAND COUNTY (\$1.14 billion)
(Includes New City, Nyack, Suffern)

- Population 348,144
- # of Household 103,284
- Median Income \$110,631
- Under age 18 29.9%
- Over age 65 16.0%
- Female 50.5%
- White 61.1%
- Black 13.0%
- Hispanic 20.8%
- Asian 6.3%


1	ShopRite	5	\$435.40	38.35%
2	Costco	1	\$168.90	14.88%
3	Stop & Shop	3	\$97.20	8.56%
4	Key Food	6	\$93.33	8.22%
5	CVS	11	\$66.20	5.83%
6	Walgreens	6	\$55.80	4.92%
7	BJ's Wholesale Club	1	\$52.10	4.59%
8	Target	2	\$46.10	4.06%
9	Aldi	2	\$24.80	2.18%

See NEW YORK COUNTY SHARE on page 66

NEW YORK COUNTY SHARE OF MARKET: 2025

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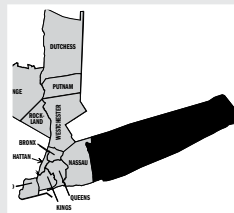
10	Walmart	1	\$23.90	2.11%
11	7-Eleven	9	\$23.50	2.07%
12	Krasdale (AIM/Bravo)	2	\$16.17	1.42%
13	Allegiance (Foodtown)	1	\$9.60	0.85%
14	America's Food Basket (Ideal/NSA)	1	\$4.80	0.42%
15	Rite Aid	1	\$4.80	0.42%
16	Quick Chek	1	\$3.50	0.31%
		53	\$1,126.10	99.20%



STATEN ISLAND (\$1.74 billion)

- Population 498,212
- # of Household..... 170,047
- Median Income \$98,290
- Under age 18..... 21.5%
- Over age 65..... 17.8%
- Female 51.0%
- White 55.4%
- Black..... 11.5%
- Hispanic 19.5%
- Asian..... 14.5%

1	ShopRite	3	\$390.30	22.46%
2	Costco	1	\$353.60	20.35%
3	Stop & Shop	5	\$263.50	15.17%
4	ASG (Associated/Compare/Met/Pioneer)	8	\$147.40	8.48%
5	CVS	17	\$118.20	6.80%
6	Target	3	\$89.30	5.14%
7	Key Food	8	\$74.22	4.27%
8	Walgreens (Duane Reade)	9	\$70.60	4.06%
9	Krasdale (Market Fresh/Shop Smart/Stop 1)	7	\$52.52	3.02%
10	Trader Joe's	1	\$40.10	2.31%
11	Western Beef	2	\$35.70	2.05%
12	Allegiance (Foodtown)	2	\$30.10	1.73%
13	7-Eleven	9	\$23.80	1.37%
14	Lidl	1	\$11.40	0.66%
15	America's Food Basket	1	\$8.30	0.48%
16	Fine Fare Supermarkets	1	\$7.30	0.42%
17	Rite Aid	1	\$5.10	0.29%
		79	\$1,721.44	99.08%



**SUFFOLK COUNTY (\$6.66 billion)
(Includes Amityville, Riverhead, Southampton)**

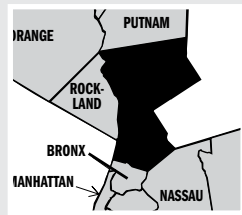
- Population 1,535,909
- # of Household..... 512,280
- Median Income \$128,329
- Under age 18..... 20.5%
- Over age 65..... 18.5%
- Female 50.4%
- White 62.7%
- Black..... 9.6%
- Hispanic 23.1%
- Asian..... 4.9%

1	Stop & Shop	26	\$1,214.60	18.23%
2	ShopRite (Fresh Grocer)	12	\$691.20	10.37%
3	Costco	5	\$646.80	9.71%
4	7-Eleven	166	\$487.20	7.31%
5	BJ's Wholesale Club	6	\$378.40	5.68%
6	CVS	68	\$364.10	5.46%
7	Walmart	7	\$358.30	5.38%
8	King Kullen (Wild By Nature)	19	\$356.40	5.35%
9	ASG (Associated/Compare/Met/Pioneer)	18	\$306.10	4.59%
10	Krasdale (AIM/C Town/Bravo/Stop1/Market Fresh)	47	\$294.95	4.43%
11	Target	10	\$281.70	4.23%
12	Lidl	15	\$230.60	3.46%
13	Walgreens (Duane Reade)	29	\$205.90	3.09%
14	Aldi	13	\$124.60	1.87%
15	Wegmans	1	\$111.40	1.67%
16	Amazon Groc. (AF/Whole Foods)	3	\$101.70	1.53%
17	Key Food	8	\$101.54	1.52%
18	IGA	10	\$79.80	1.20%
19	Uncle Giuseppe's	4	\$73.20	1.10%
20	Rite Aid	12	\$69.70	1.05%
21	Trader Joe's	2	\$67.10	1.01%
22	Stew Leonard's	1	\$47.80	0.72%
23	Sam's Club	1	\$40.20	0.60%
24	Fine Fare Supermarkets	5	\$40.10	0.60%
25	Cumberland Farms	3	\$18.60	0.28%
26	Fresh Market	1	\$18.30	0.27%
27	Quick Chek	5	\$13.10	0.20%
28	Food Bazaar	1	\$10.70	0.16%
29	America's Food Basket (Ideal)	1	\$3.40	0.05%
		500	\$6,704.49	100.63%*

See NEW YORK COUNTY SHARE on page 67

NEW YORK COUNTY SHARE OF MARKET: 2025

Continued from page 66



WESTCHESTER COUNTY (\$4.40 billion) (Includes New Rochelle, White Plains, Yonkers)

• Population	1,006,447	• Female	51.2%
• # of Household	370,256	• White	50.6%
• Median Income	\$118,411	• Black	16.9%
• Under age 18	21.0%	• Hispanic	27.5%
• Over age 65	18.8%	• Asian	6.9%

1	ShopRite	11	\$756.40	17.17%
2	Stop & Shop	13	\$585.30	13.29%
3	CVS	55	\$392.40	8.91%
4	Costco	3	\$357.40	8.11%
5	DeCicco & Sons	10	\$325.00	7.38%
6	Krasdale	33	\$286.36	6.50%
7	Albertsons (Acme/Balducci's)	13	\$283.40	6.43%
8	Amazon Groc. (Whole Foods)	4	\$222.60	5.05%
9	BJ's Wholesale Club	3	\$172.50	3.92%
10	Target	5	\$150.90	3.43%
11	Trader Joe's	4	\$141.80	3.22%
12	Walgreens (Duane Reade)	14	\$105.80	2.40%

13	Stew Leonard's	1	\$95.90	2.18%	
14	Sam's Club	1	\$92.30	2.10%	
15	Wegmans	1	\$80.30	1.82%	
16	Allegiance (Foodtown)	8	\$80.00	1.82%	
17	Key Food	7	\$52.51	1.19%	
18	Walmart	1	\$43.40	0.99%	
19	7-Eleven	12	\$37.80	0.86%	
20	Uncle Giuseppe's	1	\$26.10	0.59%	
21	Food Bazaar	1	\$23.60	0.54%	
22	Fresh Market	1	\$17.10	0.39%	
23	ASG (Associated/Compare/Met/Pioneer)	2	\$16.60	0.38%	
24	MOM's Organic Market	1	\$14.10	0.32%	
25	America's Food Basket (Ideal)	2	\$10.70	0.24%	
26	Fine Fare Supermarkets (Shop Fair)	1	\$6.80	0.15%	
27	Save A Lot	1	\$5.40	0.12%	
28	Rite Aid	1	\$5.20	0.12%	
			210	\$4,387.67	99.61%

() 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 2025

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Metro New York Supermarket Leaders

- ShopRite Widens Lead
- Stoppie Closes 23 Area Supers
- Krasdale, Key Rule In NYC
- Amazon Adds AF Units
- Wegmans Has Big LI Debut

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	187	\$13,362.50	27.84%	185	\$12,866.50	27.01%
2	Stop & Shop	175	\$7,500.20	15.63%	198	\$8,058.20	16.91%
3	Key Food	346	\$4,070.91	8.48%	329	\$3,886.00	8.16%
4	Krasdale	452	\$4,022.58	8.38%	462	\$4,034.95	8.47%
5	Amazon Groc. (AF/Daily/Go/Whole Foods)	66	\$2,761.70	5.75%	62	\$2,476.80	5.20%
6	ASG	236	\$2,358.10	4.91%	236	\$2,344.63	4.92%
7	Albertsons (Acme/Balducci's/Kings)	75	\$1,883.70	3.92%	76	\$1,897.90	3.98%
8	Trader Joe's	51	\$1,641.50	3.42%	50	\$1,544.60	3.24%
9	Allegiance (FT/D'Ags/Grist/Mort Wms)	129	\$1,388.05	2.89%	128	\$1,374.50	2.89%
10	Wegmans	10	\$1,005.80	2.10%	9	\$866.70	1.82%
		1,727	\$39,995.04	83.33%	1,735	\$39,350.78	82.60%

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 \$48.0 billion.

Source: Food Trade News, June 2025

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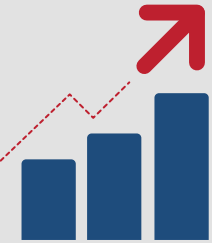




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Metro New York Market Leaders

- Alts Share Flat At 33.19%
- SR Adds Stores, Gains Share
- Still Second, But Stoppie Sinks
- Costco, BJ's Control 10.8%
- Food Bazaar Opens 4

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	187	\$13,362.50	17.47%	185	\$12,866.50	17.21%
2	Stop & Shop	175	\$7,500.20	9.80%	198	\$8,058.20	10.78%
3	Costco	37	\$5,063.80	6.62%	37	\$4,818.50	6.45%
4	CVS	715	\$4,443.40	5.81%	704	\$4,245.30	5.68%
5	Walgreens (Duane Reade)	519	\$4,152.20	5.43%	538	\$4,226.22	5.65%
6	Key Food	346	\$4,070.91	5.32%	329	\$3,886.00	5.20%
7	Krasdale	452	\$4,022.58	5.26%	462	\$4,034.95	5.40%
8	Target	113	\$3,210.10	4.20%	107	\$3,010.20	4.03%
9	BJ's Wholesale Club	54	\$3,180.90	4.16%	53	\$2,993.90	4.01%
10	Walmart	68	\$2,893.80	3.78%F	68	\$2,785.80	3.73%
11	Amazon Groc. (AF/Go/Daily/Whole Foods)	66	\$2,761.70	3.61%	62	\$2,476.80	3.31%
12	ASG	236	\$2,358.10	3.08%	236	\$2,344.63	3.14%
13	Albertsons (Acme/Balducci's/Kings)	75	\$1,883.70	2.46%	76	\$1,897.90	2.54%
14	7-Eleven	654	\$1,726.80	2.20%	653	\$1,674.69	2.24%
15	Trader Joe's	51	\$1,641.50	2.15%	50	\$1,544.60	2.07%
16	Allegiance (FT/D'Ags/Morton Wms)	129	\$1,388.05	1.81%	128	\$1,374.50	1.84%
17	Wegmans	10	\$1,005.80	1.31%	9	\$866.70	1.16%
18	Aldi	85	\$900.20	1.18%	78	\$813.80	1.09%
19	Wawa	118	\$757.08	0.99%	113	\$733.14	0.98%
20	Food Bazaar	35	\$690.30	0.90%	31	\$588.90	0.79%
		4,125	\$67,013.62	87.54%	4,117	\$65,241.23	87.29%

The chart above lists the top 20 retailers in the Metro New York market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 95. 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: \$76.5 billion.** () Indicates another banner used by the company. Petroleum sales are not included. Source: *Food Trade News*, June 2025

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City of New York Supermarket Leaders

- Key Food Retains Big Apple Lead
- Krasdale Supplies 279 Indies
- ASG Holds Serve
- TJ's Gains On Strong Comps
- Amazon Closes Go Locations

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Key Food	246	\$2,738.97	16.89%	237	\$2,665.20	16.76%
2	Krasdale	275	\$2,584.22	15.94%	279	\$2,585.57	16.26%
3	ASG	154	\$1,676.80	10.34%	153	\$1,657.15	10.42%
4	Allegiance (FT/D'Ags/Gris/Mort Wms)	97	\$1,014.85	6.26%	95	\$989.90	6.22%
5	Amazon Groc. (Go/Daily/Whole Foods)	21	\$991.80	6.12%	23	\$958.50	6.03%
6	ShopRite (Fairway/Gourmet Garage)	15	\$940.00	5.80%	15	\$909.00	5.72%
7	Stop & Shop	20	\$938.50	5.79%	21	\$962.80	6.05%
8	Trader Joe's	17	\$721.60	4.45%	17	\$694.60	4.37%
9	Fine Fare Supermarkets (Shop Fair)	78	\$505.10	3.12%	73	\$460.40	2.89%
10	Food Bazaar	23	\$468.90	2.89%	22	\$417.40	2.62%
		946	\$12,580.74	77.59%	935	\$12,301.72	77.35%

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 \$16.2 billion.

Source: Food Trade News, June 2025



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City of New York Market Leaders

- Alts Share Flat At 31.91%
- Walgreens Closes More Units
- Target Debuts 3 Stores
- Key Adds 9 Supers
- Costco Grows With Great Comps

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Key Food	246	\$2,738.97	12.02%	237	\$2,665.20	11.62%
2	Krasdale	275	\$2,584.22	11.34%	279	\$2,585.57	11.27%
3	Walgreens (Duane Reade)	186	\$1,803.60	7.91%	202	\$1,921.50	8.38%
4	ASG	154	\$1,676.80	7.36%	153	\$1,657.15	7.23%
5	Costco	5	\$1,619.20	7.10%	5	\$1,541.80	6.72%
6	Target	38	\$1,315.20	5.77%	35	\$1,214.10	5.29%
7	CVS	155	\$1,190.50	5.22%	155	\$1,150.20	5.02%
8	Allegiance (FT/D'Ags/Grist/Mrtn Wms)	97	\$1,014.85	4.45%	62	\$989.90	4.32%
9	Amzon Groc. (Daily/Go/Whole Foods)	21	\$991.80	4.35%	23	\$958.50	4.18%
10	ShopRite (Fairway/Gourmet Garage)	15	\$940.00	4.12%	15	\$909.90	3.97%
11	Stop & Shop	20	\$938.50	4.12%	21	\$962.80	4.20%
12	BJ's Wholesale Club	9	\$869.00	3.81%	9	\$825.80	6.30%
13	Trader Joe's	17	\$721.60	3.17%	17	\$694.90	3.03%
14	Fine Fare Supermarkets	78	\$505.10	2.22%	73	\$460.40	2.01%
15	Food Bazaar	23	\$468.90	2.06%	22	\$417.40	1.82%
16	Rite Aid	37	\$273.90	1.20%	43	\$342.20	1.49%
17	Wegmans	2	\$243.90	1.07%	2	\$231.70	1.01%
18	America's Food Basket (Carrib/Ideal/NSA)	34	\$207.90	0.91%	32	\$189.80	0.83%
19	7-Eleven	93	\$205.90	0.90%	97	\$216.50	0.94%
20	Western Beef	15	\$202.60	0.89%	15	\$208.80	0.91%
		1520	\$20,512.44	89.99%	1530	\$20,144.12	87.84%

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 95. 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: **\$22.8 billion.**

Source: Food Trade News, June 2025

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IN REVIEW: ASG

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	1	\$6.30	\$4,026.30	0.16%	1	\$6.42	0.16%
CT	New Haven	1	\$8.90	\$3,634.30	0.24%	1	\$9.13	0.25%

CT Recap: 2 stores with sales of \$15.2 million. Total retail food sales for CT in the study: \$8.43 billion. ASG share of CT is 0.18%.

NJ	Bergen	5	\$31.80	\$3,869.90	0.82%	5	\$31.67	0.82%
NJ	Burlington	1	\$3.60	\$1,962.30	0.18%	1	\$3.52	0.18%
NJ	Camden	3	\$23.40	\$1,956.20	1.20%	3	\$23.73	1.21%
NJ	Cumberland	1	\$6.50	\$660.70	0.98%	1	\$6.43	0.97%
NJ	Essex	5	\$26.10	\$2,358.10	1.11%	5	\$25.80	1.09%
NJ	Hudson	6	\$22.70	\$1,856.30	1.22%	6	\$22.89	1.23%
NJ	Mercer	5	\$20.10	\$1,517.20	1.32%	5	\$19.92	1.31%
NJ	Middlesex	1	\$7.50	\$2,888.70	0.26%	1	\$7.40	0.26%
NJ	Monmouth	6	\$40.30	\$2,965.30	1.36%	7	\$45.05	1.52%
NJ	Morris	1	\$8.80	\$2,377.90	0.37%	1	\$8.78	0.37%
NJ	Ocean	3	\$6.80	\$2,163.50	0.31%	3	\$6.76	0.31%
NJ	Passaic	2	\$14.10	\$1,519.30	0.93%	2	\$14.86	0.98%
NJ	Union	9	\$6.60	\$2,139.90	0.31%	9	\$6.49	0.30%

NJ Recap: 48 stores with sales of \$218.3 million. Total retail food sales for NJ in the study: \$34.32 billion. ASG share of NJ is 0.64%.

NY	Bronx	39	\$537.40	\$3,453.10	15.56%	39	\$533.67	15.45%
NY	Brooklyn	52	\$578.40	\$5,683.50	10.18%	51	\$571.25	10.05%
NY	Manhattan	26	\$213.30	\$6,211.40	3.43%	26	\$210.82	3.39%
NY	Nassau	22	\$178.70	\$5,990.80	2.98%	22	\$181.17	3.02%
NY	Queens	29	\$200.30	\$5,709.30	3.51%	29	\$196.21	3.44%
NY	Staten Island	8	\$147.40	\$1,737.50	8.48%	8	\$145.20	8.36%
NY	Suffolk	18	\$306.10	\$6,662.50	4.59%	18	\$304.24	4.57%
NY	Westchester	2	\$16.60	\$4,404.70	0.38%	2	\$16.82	0.38%

NY Recap: 196 stores with sales of \$2.18 billion. Total retail food sales for NY in the study: \$43.89 billion. ASG share of NY is 4.96%.

PA	Dauphin	1	\$1.00	\$1,134.70	0.09%	1	\$0.90	0.08%
PA	Philadelphia	2	\$40.70	\$4,106.60	0.99%	2	\$40.30	0.98%
PA	York	1	\$4.70	\$1,786.60	0.26%	1	\$1.30	0.07%

PA Recap: 4 stores with sales of \$46.4 million. Total retail food sales for PA in the study: \$34.18 billion. ASG share of PA is 0.14%.

**Mid-Atlantic Recap: 250 stores with sales of \$2.46 billion annually.
Mid-Atlantic retail food sales total: \$123.07 billion.
ASG Per Store Average: \$9.83 million**

Source: Food Trade News, June 2025

TAKING STOCK

from page 61

Moreover, due to the expected loss of revenue from the Key Food account and the closure of its Allentown DC, UNFI has lowered its full-year earnings outlook (extending into 2026) to between negative \$55 million to negative \$80 million.

Without even considering the potential litigation that might occur once UNFI's customers (and perhaps suppliers) assess the damages they incurred due to the cyberattack, don't you think a change of leadership (along with a board realignment) is needed?

You can't run a wholesale grocery business from your c-suite, where technology and reducing SG&A costs override the need for personalized service and overall better execution. Despite what Douglas believes are continuing improvements, the bigger picture indicates continued earnings loss and an inefficiently run organization. Successful businesses, in large part, are built on relationships – a decidedly declining component at the UNFI.

If you're still not sure, revert to the Bill Parcells idiom: "You are what your record says you are."

Kickin' Out The Jams: C&S Makes Bold Move With \$1.77B Spartan Nash Acquisition

The renewal of the C&S-Key Food relationship is a huge deal in itself, but it's already been a big year for C&S with the affirmation of its partnership with Southeastern Grocers (Winn-Dixie, Harveys), this time as an equity owner.

Additionally in May, the Keene, NH-based wholesaler announced a partnership with large distributor Atlantic Grocery Supply (AGS), to help "provide wholesale supply solutions to retailers in the Caribbean, and Central and South America."

AGS is the grocery division of Pompano Beach, FL-based Sun Commodities Inc. In this agreement with C&S, export customers will be supplied with competitive pricing and a vast grocery assortment of more than 40,000 items.

The new partnership will operate out of C&S's 1 million square foot distribution center in Miami - with C&S and AGS partnering in sales to Florida-based independent retail customers and AGS leading sales to export customers. The Sun Group will continue to service produce to retailers and food service customers throughout the Southeast of the United States and the Caribbean.

Then, just before presstime, came even bigger news: C&S will acquire SpartanNash (SN), the Byron Center, MI (near Grand Rapids) wholesaler/retailer for a purchase price of \$26.90 per share of SN's common stock in cash, a deal valued at \$1.77 billion, including assumed net debt.

The transaction price represents a 52.5 percent premium over SN's closing price on June 20, 2025, of \$17.64, and a premium of 42 percent to its 30-day volume-weighted average stock price as of June 20, 2025.

Together, the combined company will operate almost 60 complementary distribution centers covering the U.S. (about 40 of those DCs are C&S depots). and will serve close to 10,000 independent retail locations, along with more than 200 corporate-run grocery stores including D&W Fresh Market (10 stores in Michigan) and Martin's Super Markets (20 stores in Indiana and Michigan).

This is a big deal by any standard and it clearly reflects C&S's continuing goal to change the long-held perception (by some) that the privately-held wholesaler's primary strength (and legacy) is as a third-party distributor.

TAKING STOCK continues on page 93

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DIRECTORY OF RETAILERS

from page 26

Pres./CEO: Michael D'Amour
EVP/COO: Richard D. Bossie
VP: Real Estate: Mathieu L. D'Amour
Primary Supplier: Bozzuto's
FTN Stores: 18
FTN Vol.: \$580.7 million

Boyer's Markets

301 S. Warren St.
Orwigsburg, PA 17961
Phone: (570) 366-1477
Web: boyersfood.com
Pres.: Dean Walker
CFO: Matthew Kase
EVP-Sales/Mktg.: Anthony Gigliotti
Dir.-HR: Ann Marie Blashock
Ops. Mgr.: Kevin Kerschner
Meat Merch.: Joseph Cutrona
Produce Merch.: Michael Bush
Deli/Bakery/Seafood Merch.:
Mellisa Erickson
Non-Perishable Merch.: Jeff O'Neill
Primary Supplier: UNFI
FTN Stores: 18
FTN Vol.: \$176.91 million

C&S Independents

336 East Penn Ave.
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
FTN Stores: 131
FTN Vol.: \$165.9 million
**C&S Independents are comprised of the independent supermarkets serviced by C&S from its Robesonia, PA headquarters.*

Caraluzzi's Markets

5 Francis Clarke Cir.
Bethel, CT 06801
Phone: (203) 748-3547
Web: caraluzzi.com
Pres./CEO: Mark Caraluzzi
Primary Wholesaler: Bozzuto's
FTN Stores: 4
FTN Vol.: \$89.2 million

Corrado's Market

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

FTN Vol.: \$101.5 million

DeCicco & Sons

43 5th Ave.
Pelham, NY 10803
Phone: (914) 738-1377
Web: deciccoandsons.com
Exec. Dir.: John DeCicco Jr.
VP-Marketing: Christopher DeCicco
VP-Purchasing: Joseph DeCicco
Dir.-HR: Luisa DeCicco
Dir.-Ops.: Michael Puma
Dir.-IT: Paul Heskestad
Dir.-Finance: Brittany King
Dir.-Catering/Events: Brittany Arocho
Dir.-Merch.: Charles Macias
Dir.-Consumer Affairs: Danielle Thomas
Bakery Dir.: Michael Devito
Deli Dir.: Flavia Rubenstein
Perishable Dir.: Melvin Contreras
Primary Supplier: Krasdale Foods
FTN Stores: 11
FTN Vol.: \$350.0 million

Family Owned Markets

951 Roherstown Rd., Unit 201
Lancaster, PA 17601
Phone: (717) 874-5152
Web: familyownedmarkets.com

Dir.-Marketing: Kevin Hanus
Primary Supplier: MDI
FTN Stores: 6
FTN Vol.: \$103.97 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
FTN Stores: 96 (Includes Super Fair)
FTN Vol.: \$657.8 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

See **DIRECTORY** on page 98



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www.affinitysales.com

IN REVIEW: ALLEGIANCE RETAIL SERVICES

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
NJ	Bergen (Foodtown)	2	\$19.00	\$3,869.90	0.49%	2	\$19.40	0.50%
NJ	Essex (Foodtown)	3	\$29.60	\$2,358.10	1.26%	3	\$30.10	1.28%
NJ	Hudson (Foodtown/Morton Williams)	2	\$18.40	\$1,856.30	0.99%	2	\$18.40	0.99%
NJ	Mercer (Foodtown)	1	\$13.00	\$1,517.20	0.86%	0	\$0.00	0.00%
NJ	Monmouth (Foodtown)	4	\$93.00	\$2,965.30	3.14%	4	\$97.00	3.27%
NJ	Morris (Foodtown)	1	\$11.00	\$2,377.90	0.46%	1	\$11.50	0.48%
NJ	Passaic (Foodtown)	1	\$15.00	\$1,519.30	0.99%	1	\$16.40	1.08%
NJ Recap: 14 stores with sales of \$199.0 million. Total retail food sales for NJ in the study: \$34.32 billion. Allegiance share of NJ is 0.58%.								
NY	Bronx (Foodtown/Morton Williams)	11	\$132.75	\$3,453.10	3.84%	11	\$132.50	3.84%
NY	Brooklyn (Foodtown/Gristedes)	23	\$274.00	\$5,683.50	4.82%	21	\$256.90	4.52%
NY	Dutchess (Foodtown)	2	\$11.40	\$1,131.70	1.01%	2	\$11.40	1.01%
NY	Manhattan (FT/D'Ags/Gristedes/Mtn Wms)	53	\$506.00	\$6,211.40	8.15%	52	\$493.50	7.95%
NY	Nassau (Foodtown)	5	\$38.50	\$5,990.80	0.64%	5	\$38.50	0.64%
NY	Orange (Foodtown)	2	\$36.50	\$1,454.20	2.51%	2	\$36.70	2.52%
NY	Putnam (Foodtown)	1	\$11.20	\$317.70	3.53%	1	\$11.20	3.53%
NY	Queens (Foodtown)	8	\$72.00	\$5,709.30	1.26%	9	\$77.20	1.35%
NY	Rockland (Foodtown)	1	\$9.60	\$1,135.20	0.85%	1	\$9.60	0.85%
NY	Staten Island (Foodtown)	2	\$30.10	\$1,737.50	1.73%	2	\$29.80	1.72%
NY	Westchester (Foodtown)	8	\$80.00	\$4,404.70	1.82%	8	\$80.60	1.83%
NY Recap: 116 stores with sales of \$1.20 billion. Total retail food sales for NY in the study: \$43.89 billion. Allegiance share of NY is 2.74%.								
PA	Monroe (Foodtown)	1	\$22.00	\$799.80	2.75%	1	\$20.50	2.56%

PA Recap: 1 store with sales of \$80.0 million. Total retail food sales for PA in the study: \$34.18 billion. Allegiance share of PA is 0.06%.

Mid-Atlantic Recap: 131 stores with sales of \$1.42 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

Allegiance Per Store Average: \$10.86 million

() Indicates another banner used by the company.

Source: Food Trade News, June 2025

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Long Island Supermarket Leaders

- Stoppie Shuts 4 LI Stores
- ShopRite Moves Forward
- KK Slips Again On Closure
- Aldi Gains With New Stores
- Wegmans First LI Unit Opens Big

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Stop & Shop	46	\$2,097.00	29.48%	50	\$2,258.00	31.60%
2	ShopRite (Fresh Grocer)	18	\$1,243.50	17.48%	17	\$1,164.30	16.30%
3	King Kullen (Wild By Nature)	30	\$610.20	8.59%	31	\$660.00	9.24%
4	Krasdale	71	\$521.10	7.32%	76	\$534.02	7.47%
5	ASG	40	\$484.80	6.81%	40	\$485.41	6.79%
6	Key Food	29	\$415.47	5.84%	30	\$405.90	5.68%
7	Amazon Groc. (AF/Whole Foods)	9	\$400.40	5.63%	7	\$305.40	4.27%
8	Lidl	24	\$381.80	5.37%	24	\$371.30	5.17%
9	Trader Joe's	7	\$252.70	3.55%	7	\$239.70	3.35%
10	Aldi	16	\$156.60	1.24%	12	\$111.40	0.90%
		290	\$6,560.57	91.65%	289	\$6,567.83	91.40%

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 2025




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Long Island Market Leaders

- Alts Share Jumps To 46.37%
- SR Gains From Stoppie Closures
- Costco, WM, Aldi Post Big Gains
- Amazon Opens 2 AF Units
- Target, Walmart Control 10.51%

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Stop & Shop	46	\$2,097.00	16.57%	50	\$2,258.00	18.22%
2	ShopRite (Fresh Grocer)	18	\$1,243.50	9.83%	17	\$1,164.30	9.39%
3	Costco	8	\$1,106.40	8.74%	8	\$1,052.30	8.49%
4	CVS	138	\$870.30	6.88%	136	\$837.40	6.76%
5	BJ's Wholesale Club	12	\$820.00	6.48%	12	\$781.40	6.30%
6	7-Eleven	272	\$765.40	6.05%	281	\$768.20	6.20%
7	Walmart (Neighborhood Market)	13	\$720.50	5.69%	13	\$692.90	5.59%
8	King Kullen (Wild By Nature)	30	\$610.20	4.84%	31	\$660.00	5.53%
9	Target	19	\$609.60	4.82%	18	\$569.50	4.60%
10	Krasdale	71	\$521.10	4.12%	76	\$534.02	4.31%
11	ASG	40	\$484.80	3.83%	40	\$485.41	3.92%
12	Walgreens	56	\$436.30	3.45%	56	\$426.20	3.44%
13	Key Food	29	\$415.47	3.28%	30	\$405.90	3.27%
14	Amazon Groc. (AF/Whole Foods)	9	\$400.40	3.16%	7	\$305.40	2.46%
15	Lidl	24	\$381.80	3.02%	24	\$371.30	2.99%
16	Trader Joe's	7	\$252.70	2.00%	7	\$239.70	1.93%
17	Uncle Giuseppe's	7	\$142.40	1.13%	7	\$143.80	1.16%
18	Aldi	16	\$156.60	1.24%	12	\$111.40	0.90%
19	Wegmans	1	\$111.40	0.88%	0	\$0.00	0.00%
20	Stew Leonard's	2	\$98.30	0.78%	2	\$98.10	0.81%
		818	\$12,241.17	96.43%	827	\$11,905.23	96.27%

The chart above lists the top 20 retailers in the Long Island market that sell groceries, HBC, drugs, general merchandise and tobacco products. Volumes listed include 100% of sales for supermarkets, c-stores and drug chains. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 95. 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: \$12.6 billion.

Source: Food Trade News, June 2025

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IN REVIEW: STOP & SHOP

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	18	\$758.20	\$4,026.30	18.83%	20	\$802.50	19.93%
CT	Litchfield	6	\$238.70	\$771.30	30.95%	7	\$261.70	33.93%
CT	New Haven	18	\$896.20	\$3,634.30	24.66%	19	\$924.30	25.43%

CT Recap: 42 stores with sales of \$1.89 billion. Total retail food sales for CT in the study: \$8.43 billion. Stop & Shop share of CT is 22.45%.

NJ	Bergen	10	\$311.40	\$3,869.90	8.05%	11	\$338.60	8.75%
NJ	Essex	3	\$124.90	\$2,358.10	5.30%	3	\$123.80	5.25%
NJ	Hudson	2	\$68.10	\$1,856.30	3.67%	2	\$66.70	3.59%
NJ	Hunterdon	1	\$27.80	\$487.90	5.70%	1	\$27.40	5.62%
NJ	Mercer	1	\$31.20	\$1,517.20	2.06%	1	\$31.00	2.04%
NJ	Middlesex	3	\$98.40	\$2,888.70	3.41%	6	\$169.50	5.87%
NJ	Monmouth	3	\$143.10	\$2,965.30	4.83%	7	\$166.20	5.60%
NJ	Morris	4	\$173.80	\$2,377.90	7.31%	4	\$167.50	7.04%
NJ	Ocean	5	\$201.60	\$2,163.50	9.32%	7	\$259.20	11.98%
NJ	Passaic	4	\$158.70	\$1,519.30	10.45%	5	\$190.40	12.53%
NJ	Somerset	3	\$79.40	\$1,401.10	5.67%	4	\$104.10	7.43%
NJ	Sussex	1	\$47.10	\$635.70	7.41%	1	\$47.20	7.42%
NJ	Union	5	\$152.60	\$2,139.90	7.13%	5	\$154.90	7.24%
NJ	Warren	0	\$0.00	\$521.80	0.00%	1	\$25.70	4.93%

NJ Recap: 45 stores with sales of \$1.62 billion. Total retail food sales for NJ in the study: \$34.32 billion. Stop & Shop share of NJ is 4.72%.

NY	Bronx	4	\$170.20	\$3,453.10	4.93%	4	\$164.70	4.77%
NY	Brooklyn	2	\$101.60	\$5,683.50	1.79%	3	\$146.20	2.57%
NY	Dutchess	4	\$215.30	\$1,131.70	19.02%	4	\$211.70	18.71%
NY	Nassau	20	\$882.40	\$5,990.80	14.73%	23	\$1,006.30	16.80%
NY	Orange	3	\$74.90	\$1,454.20	5.15%	3	\$73.50	5.05%
NY	Putnam	1	\$39.80	\$317.70	12.53%	1	\$39.00	12.28%
NY	Queens	9	\$403.20	\$5,709.30	7.06%	9	\$395.40	6.93%
NY	Rockland	3	\$97.20	\$1,135.20	8.56%	4	\$121.30	10.69%
NY	Staten Island	5	\$263.50	\$1,737.50	15.17%	5	\$256.50	14.76%
NY	Suffolk	26	\$1,214.60	\$6,662.50	18.23%	27	\$1,251.70	18.79%
NY	Westchester	13	\$585.30	\$4,404.70	13.29%	14	\$615.30	13.97%

NY Recap: 90 stores with sales of \$4.05 billion. Total retail food sales for NY in the study: \$43.89 billion. Stop & Shop share of NY is 9.22%.

Mid-Atlantic Recap: 177 stores with sales of \$7.6 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Stop & Shop Per Store Average: \$42.71 million

Source: *Food Trade News*, June 2025

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Northeast Food Marketing is a full service food broker. Founded in 1990, we have become the Undisputed Perishable Leader throughout the Northeast. We have developed a high level of trust and dependency from the customer because of the brands we represent and the value we bring to them.



Headquarter Sales

Our dedicated sales professionals have strong roots in perishable manufacturing and retail. We understand building relationships with our retail partners and vendors is essential for your business's growth and our own.



Retail Merchandising

Our retail merchandising team is dedicated to delivering the highest level of in-store service, ensuring every task is carried through to completion. We possess a keen understanding of customer intricacies and craft customized solutions to address their unique challenges



Administrative Support

Our Administrative Support Team is proficient in every facet of the purchase order process. This encompasses order management, price and promotion validation, logistics oversight, invoice reconciliation, as well as claim and deduction management.



northeastfoodmarketing.com

IN REVIEW: KEY FOOD

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	4	\$62.70	\$4,026.30	1.56%	4	\$61.00	1.52%
CT	New Haven	3	\$44.90	\$3,634.30	1.24%	3	\$40.80	1.12%
CT Recap: 7 stores with sales of \$107.6 million. Total retail food sales for CT in the study: \$8.43 billion. Key Food share of CT is 1.28%.								
NJ	Bergen	5	\$42.55	\$3,869.90	1.10%	3	\$31.70	0.82%
NJ	Camden	1	\$10.66	\$1,956.20	0.54%	1	\$9.30	0.48%
NJ	Cumberland	1	\$13.02	\$660.70	1.97%	1	\$12.80	1.94%
NJ	Essex	10	\$196.64	\$2,358.10	8.34%	10	\$190.40	8.07%
NJ	Hudson	6	\$42.59	\$1,856.30	2.29%	4	\$29.30	1.58%
NJ	Middlesex	11	\$109.18	\$2,888.70	3.78%	8	\$77.90	2.70%
NJ	Monmouth	1	\$11.14	\$2,965.30	0.38%	1	\$11.70	0.39%
NJ	Passaic	9	\$153.76	\$1,519.30	10.12%	8	\$138.60	9.12%
NJ	Somerset	1	\$9.44	\$1,401.10	0.67%	1	\$9.50	0.68%
NJ	Union	6	\$87.73	\$2,139.90	4.10%	5	\$76.90	3.59%
NJ Recap: 51 stores with sales of \$676.1 million. Total retail food sales for NJ in the study: \$34.32 billion. Key Food share of NJ is 1.97%.								
NY	Bronx	56	\$583.33	\$3,453.10	16.89%	56	\$574.60	16.64%
NY	Brooklyn	74	\$837.19	\$5,683.50	14.73%	71	\$802.60	14.12%
NY	Dutchess	1	\$6.91	\$1,131.70	0.61%	1	\$7.00	0.62%
NY	Manhattan	33	\$383.41	\$6,211.40	6.17%	31	\$372.90	6.00%
NY	Nassau	21	\$313.93	\$5,990.80	5.24%	22	\$310.10	5.18%
NY	Putnam	1	\$3.09	\$317.70	0.97%	1	\$3.20	1.01%
NY	Queens	75	\$860.82	\$5,709.30	15.08%	72	\$843.10	14.77%
NY	Rockland	6	\$93.33	\$1,135.20	8.22%	5	\$79.70	7.02%
NY	Staten Island	8	\$74.22	\$1,737.50	4.27%	7	\$72.00	4.14%
NY	Suffolk	8	\$101.54	\$6,662.50	1.52%	8	\$95.80	1.44%
NY	Westchester	7	\$52.51	\$4,404.70	1.19%	8	\$57.20	1.30%
NY Recap: 290 stores with sales of \$3.31 billion. Total retail food sales for NY in the study: \$43.89 billion. Key Food share of NY is 7.54%.								
PA	Bucks	1	\$4.16	\$3,350.60	0.12%	1	\$4.20	0.13%
PA	Lehigh	1	\$15.81	\$1,607.20	0.98%	1	\$16.60	1.03%
PA	Luzerne	3	\$18.52	\$989.60	1.87%	2	\$9.50	0.96%
PA	Pike	1	\$5.31	\$211.10	2.52%	1	\$5.70	2.70%

PA Recap: 6 stores with sales of \$43.8 million. Total retail food sales for PA in the study: \$34.18 billion. Key Food share of PA is 1.19%.

Mid-Atlantic Recap: 354 stores with sales of \$4.14 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

Key Food Per Store Average: \$11.69 million

Source: Food Trade News, June 2025



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George Latella, MBA,
Assistant Professor of Practice and Peck Fellow

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Trade Treks To New Orleans' Ernest N. Morial Convention Center June 1-3 for International Dairy



The International Dairy Deli Bakery Association's annual show took place June 1-3 at the Ernest N. Morial Convention Center in New Orleans. This photo features two generations of the Dietz & Watson family - CJ Eni, Chris Eni, Michael Eni, Louis Eni and Nina Eni.



Among the retailers from the *Food Trade News* marketing area on hand were Chuck Link and Gary Redner of Redner's Markets.



This foursome features Mike Merritt of Lowes Food, Jim Wright of W. Lee Flowers & Co., Rich Wright of Dietz & Watson, and Sam A-Fattah of Lowes Food.



All smiles from H&S Bakery are Shawn Paterakis, Emily and JR Paterakis, and Travis Wright.



This Taylor Farms group includes James Hardy, Kent Ford, Jared Bernardi and Jennifer Watts.



David Flannery of Trader Joe's is joined here by Dave Izzo of Palermo's.



Checking out this year's IDDBA from Affinity Group are Bill Chiodo, Ally Bellanca and Shane Coughlin.



Julie Lester and Christine Leatherwood of Albertsons Mid-Atlantic smile for a photo with Joe Pace III of Pace Target Brokerage.



Shane Sampson and Justine Giordano of Vincent Giordano Corp. chat at the show with Jon Herrema and Abby Klein of Meijer, Inc.



Grocery Outlet is well represented at IDDBA by Michele Rosenfeld and Lori Kunkle.



This photo features Nancy Rodgers-Fluharty of Pace Target Brokerage, Barry Haas of Weis Markets, Denise Pastore and Ron Campolungo of Give & Go Prepared Foods.



These BelGioioso folks are Jack Lincer, Monica Spaulding, Gaetano Auricchio and Federrico Auricchio.



Here we have Dave Deola and Jesse Amoroso of Amoroso Baking Co., Rob Palmieri of The Giant Company, Len Amoroso of Amoroso Baking Co., and Noah Michaliszyn of The Giant Company.



These fine folks from CA Ferolie are Joe Irwin, Rusty McDaniel, Sandra Horn and Stephen Demirjian.



These members of A.J. Letizio are Al Letizio, Michael Hughes and Kevin O'Donnell.

Deli Bakery Show As Retailers, Vendors, Suppliers Learn About What's New In Fresh In 2025



On hand in New Orleans from Wawa are Scott Drozdowski and Leslie Johnson.



This Affinity Group photo includes Gary Duncan, Jack Burns, Shane Coughlin, Michael Denk, Melissa Schifano, Ken Hennessey, Ally Bellanca, Brian Ralston, Dan McShain, Dallas Lynch, Cindy Mills and Brent Higgins.



Save A Lot's Paul Casserly, Maureen Pearce and Sally Fatzinger take a quick break for a photo.



From DePalo Foods, our camera spotted Joseph Piraino, Al Soetebeer, Rick Lekoski and Enrico Paraino.



Comprising this Acosta trio are Matthew Evenek, Todd Haley and Dan Gale.



This trio attending the show from Bozzuto's features Paul Criscuolo, Jordan Calixto and Maureen McDonnell.



These smiles belong to Tom Davis and Stephanie Esau of Lakeview Farms, Wil Magistrelli of C.A. Ferolie, and Tomer Vanstrasten and Matt Pallucci of Lakeview Farms.



Here we have Cherie Keller of Gardner Pie Co., Mitch Dimatteo of Inspired Foods, Rick Gonzalez and Nathan Perc of Heinen's, and Inspired Foods' Mark Randazzo, Stacey Testino and Adam Dimatteo.



Making the trip to New Orleans earlier this month were Gary Duncan and Dallas Lynch of The Affinity Group, Adam Resso of Formaggio Cheese Co., Wander Rezendes of Roche Bros., and Brian Ralston of Affinity Group.



Here we have James Dennen, Lisa Weaver Chambers, Erin McRobb and Emily Brewer and Abby Haughley of Izzio Artisan Bakery; Robert Crenshaw and Stacy Testino of Inspired Foods; and Abby Haughley and Sara Kafadar of Izzio Artisan Bakery.



Melissa Lowell-Sloan of Albertsons/Shaws is joined in this photo by Jason Meyer of Northeast Food Marketing.



These folks at IDDBA are Rob Weinmann of RDD Associates, Anthony Constantine of DeLallo, Chris Vuono of RDD Associates, and TJ Hoffuer of DeLallo.



These fresh food experts are Robin Ginac of Panoply Foods, Doug Buchanan of Emmi Desserts, Cory Weir of Northeast Grocery, Marine Crile of Emmi Desserts, and Tricia McDonald of Golub Corp.



Taking care of business at the show for Agostino Foods are John Passanante, Jennifer Rifkin, Shannon Hart and Matt Beadle.

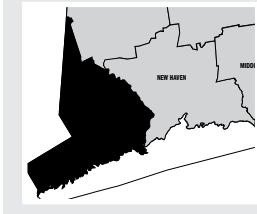


Sebastian Englehart and Jim Brandolino of John F. Martin Meats smile for a photo with Clint Bliel and Frank Dentici of Kuhn's Foods.

CONNECTICUT COUNTY SHARE OF MARKET: 2025

Total sales for those Connecticut counties included in the study are \$8.43 billion

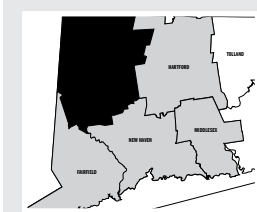
Rank	Company	Stores	Sales (in millions)	% of Market
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FAIRFIELD COUNTY (\$4.03 billion) (Includes Bridgeport, Danbury, Stamford)

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

1	Stop & Shop	18	\$758.20	18.83%
2	ShopRite (Price Rite)	13	\$703.80	17.48%
3	Costco	2	\$349.30	8.68%
4	CVS	46	\$281.40	6.99%
5	Whole Foods	6	\$261.80	6.50%
6	Big Y	7	\$215.10	5.34%
7	Walmart	5	\$175.30	4.35%
8	Walgreens	21	\$158.10	3.93%
9	Trader Joe's	5	\$150.10	3.73%
10	Stew Leonard's	2	\$150.00	3.73%
11	BJ's Wholesale Club	3	\$140.30	3.48%
12	Albertsons (Acme/Balducci's/Kings)	7	\$133.70	3.32%
13	Target	5	\$122.30	3.04%
14	Caraluzzi's	4	\$89.20	2.22%
15	Key Food	4	\$62.70	1.56%
16	Krasdale (C Town/Market Fresh)	6	\$58.33	1.45%
17	Food Bazaar	3	\$50.10	1.24%
18	Rite Aid	9	\$25.70	0.64%
19	Aldi	2	\$22.90	0.57%
20	IGA	1	\$18.30	0.45%
21	Fresh Market	1	\$18.20	0.45%
22	7-Eleven	5	\$14.10	0.35%
23	Cumberland Farms	6	\$13.70	0.34%
24	ASG	1	\$6.30	0.16%
25	Save A Lot	1	\$5.10	0.13%
26	Circle K	1	\$2.90	0.07%
		184	\$3,986.93	99.02%

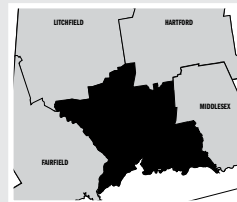


LITCHFIELD COUNTY (\$771.3 million) (Includes New Milford, Torrington, Watertown)

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

1	Stop & Shop	6	\$238.70	30.95%
2	IGA	10	\$88.50	11.47%

3	Big Y	2	\$87.20	11.31%
4	Walmart	2	\$74.90	9.71%
5	CVS	7	\$49.60	6.43%
6	BJ's Wholesale Club	1	\$46.60	6.04%
7	Northeast Grocery (Market 32)	1	\$42.80	5.55%
8	Walgreens	8	\$36.80	4.77%
9	Aldi	2	\$28.20	3.66%
10	Target	1	\$23.40	3.03%
11	ShopRite (Price Rite)	1	\$16.70	2.17%
12	Cumberland Farms	6	\$13.40	1.74%
13	XtraMart	4	\$9.70	1.26%
14	7-Eleven	3	\$9.30	1.21%
		54	\$765.80	99.29%



NEW HAVEN COUNTY (\$3.63 billion) (Includes Meriden, New Haven, Waterbury)

• Population	856,514	• Female	52.0%
• # of Household.....	331,700	• White	61.7%
• Median Income	\$76,427	• Black.....	15.1%
• Under age 18.....	21.6%	• Hispanic	19.2%
• Over age 65.....	17.9%	• Asian.....	4.2%

1	Stop & Shop	18	\$896.20	24.66%
2	ShopRite (Price Rite)	8	\$459.30	12.64%
3	Walmart	8	\$316.70	8.71%
4	Costco	2	\$315.40	8.68%
5	Big Y	9	\$278.40	7.66%
6	CVS	37	\$228.50	6.29%
7	BJ's Wholesale Club	4	\$211.30	5.81%
8	Walgreens	25	\$196.50	5.41%
9	Target	6	\$147.80	4.07%
10	Aldi	10	\$144.60	3.98%
11	IGA	7	\$58.40	1.61%
12	Key Food	3	\$44.90	1.24%
13	Cumberland Farms	18	\$39.20	1.08%
14	Amazon Groc. (Whole Foods)	1	\$37.90	1.04%
15	Northeast Grocery (Market 32)	1	\$30.00	0.83%
16	Krasdale (C Town/Market Fresh)	5	\$27.76	0.76%
17	Trader Joe's	1	\$25.70	0.71%
18	7-Eleven	10	\$23.90	0.66%
19	Rite Aid	6	\$20.40	0.56%
20	Save A Lot	3	\$18.60	0.51%
21	Fresh Market	1	\$16.30	0.45%
22	ASG	1	\$8.90	0.24%
23	XtraMart	3	\$7.70	0.21%
24	Fas-Marts	3	\$7.10	0.20%
		190	\$3,561.46	98.00%

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

Source: Food Trade News, June 2025

TAKING STOCK

from page 77

“Our industry is facing critical challenges, including rising fixed costs and slowing topline growth,” C&S CEO Eric Winn said in a company email. “Our integration is key to diversifying our capabilities and expanding our wholesale and retail geographic footprint to support long-term, sustainable success.”

SpartanNash president and chief executive Tony Sarsam (ex-CEO of Borden Dairy and Ready Pac), who joined the company in late 2020, has done a fine job of shoring up SN’s wholesale business while also expanding its corporate store retail network including the acquisition of 49-store Midwest regional chain Fresh Encounter (stores in Ohio, Indiana and Kentucky) late last year.

“We are energized by the opportunities this combination provides for our associates and customers. With our organizational values in close alignment, there will be exciting new career opportunities for our people and a continued commitment to a People First culture,” the 63-year-old leader said. “For our customers, this transaction creates the necessary scale, efficiency and purchasing power needed to enable independent retailers to compete more effectively with larger big box chains. “Neighborhood grocers are essential pillars of our communities that we want to preserve and strengthen. A thriving hometown grocery store supports local farmers, bolsters the local economy, and enhances the overall health and well-being of the community.”

SpartanNash has a limited presence in the Mid-Atlantic region. It operates two warehouses in Virginia – a conventional depot in Bluefield, VA and a military facility in Norfolk. In Severn, MD, it operates a 365,000 square foot DC which serves as both a military warehouse and a depot that supplies 22 Amazon Fresh stores in the region.

For C&S, the SpartanNash acquisition bolsters the company’s presence in the Midwest while also adding a team of experienced industry veterans who will strengthen C&S’s bench in both corporate retail and independent wholesale.

And beyond the momentum gained by C&S with the addition of Key Food, this deal also poses a real threat to UNFI’s Central Region’s business, one of its largest operating areas in the country.

‘Round The Trade

An enlightening interview with newly appointed Albertsons chief executive Susan Morris was published in the Wall Street Journal earlier this month. Morris, who began her career at the Boise, ID-based chain as a high-school student in the chain’s Denver division, demonstrated in the interview that she’ll be a lot more hands-on and energetic than her staid predecessor, Vivek Sankaran, who retired on May 1. Morris acknowledged that under her aegis, Albertsons will become “a little bit leaner” (there will be more store closings and likely more layoffs as the retailer seeks to save \$1.5 billion over the next three years). Morris will have a lot on her plate leading an \$80 billion supermarket organization that is coming off a failed merger attempt with Kroger and which has a store base that desperately needs upgrading (even with many great locations). The ongoing litigation with Kroger is complicated and potentially distracting and Morris will be the Albertsons pilot when it comes to dealing with Wall Street, a new seat for her. For the year, Albertsons’ shares have been ticking upward a bit and closed at slightly above \$21 per share as of June 26 (low for the past 52 weeks was \$17 per share, high was \$23.20). It won’t be easy and the potential to sell the company will always be on Albertsons’ horizon, but we like Susan Morris. Her combination of grit and grace is

TAKING STOCK continues on page 105



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PEOPLE

Krasdale Foods recently announced several personnel developments at the company.

Guillermo Fisher, a Krasdale employee of more than 40 years, has been promoted to general manager of warehouse operations, with a focus on equipping the Krasdale Foods distribution center with the latest technology, including cloud-based systems and artificial intelligence, to provide data-driven efficiency and service. He has an MBA in management and serves as an advisory board member of Bronx Community College.

Rob Gangemi, who joined Krasdale in 2017 as the corporate controller, was promoted to vice president of finance where he will manage the entire finance department, with a focus on maintaining the company's high standards of compliance while bringing insight and strategic focus to its business initiatives. During his tenure with the company, Gangemi reduced the monthly close by five days, developed more efficient, automated reconciling of reports and developed



Guillermo Fisher

monthly updates for the CFO and president.

John Aleksandrowicz joined Krasdale in March as director of business initiatives, where he is responsible for identifying strategic-growth opportunities for the company and collaborating with retail customers to drive sales, improve in-store execution and meet evolving consumer needs. He was



Rob Gangemi

previously senior director of grocery and GM/HBC sales and merchandising at Allegiance Retail Services.

"I couldn't be prouder of the team we have at Krasdale Foods, and Guillermo, Rob and John represent the best of this organization," said Gus Lebiak, president. "On behalf of the entire Krasdale family, I want to congratulate Guillermo



John Aleksandrowicz

and Rob on their promotions, and welcome John to the team. We look forward to following their growth and celebrating what I'm confident will be their many successes in the years to come."

Additionally, the company announced a series of leadership appointments and role expansions across its sales, retail technology, customer experience and business

insights divisions.

"These changes reflect the exceptional talent within our organization and underscore our ongoing commitment to developing leaders who deliver results, foster a strong culture and support long-term growth," said Krasdale chief sales and customer officer Cynthia Ramos. "Each of these employees has demonstrated the dedication and drive necessary to elevate our customer experience and deliver operational excellence."

Natalie Menns has been appointed director of customer experience, where she will oversee both customer service and inside sales. With nearly 20 years at Krasdale, Menns has led major service model transformations, optimized costs and elevated support standards

Howie Kent has been named director of business insights and retail technology. Over the past decade, Kent has played a vital role in developing the company's reporting

See **PEOPLE**
on page 146

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Thank you to the incredible brokers, logistics teams, retailers, and front-line staff who bring our mission to life. Your hard work goes beyond getting our products on shelves, it helps every kind of eater create delicious and nourishing meals!



FOOD TRADE NEWS MARKET STUDY 2025: RULES & ANALYSIS

from page 17

the biggest decliner in the market was Rite Aid, which closed three stores and saw sales fall by nearly 10 percent. Next year, there won't be any Rite Aid units as the Camp Hill, PA-based drug chain is liquidating operations and attempting to sell all of its drug stores.

How We Do It?

This is the 47th year that we have published a food and drug sales market study for one of the largest regions in the U.S. All of us at Best-Met Publishing are very proud of producing the only market study of its kind that comprehensively breaks out sales and share for all classes of trade that sell food and drug, on a county-by-county basis. The methodology of constructing *Food Trade News'* annual market reference resource involves more elbow grease than creativity.

In February, we begin to collect and update our store lists from all of the retailers involved in the study. We compare these lists to those from previous years on a county-by-county basis. The 12-month measuring period we analyzed runs from April 1, 2024, through March 31, 2025.

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. Nor do we include sales of alcohol. 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, Grocery Outlet, 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 and alcohol).

Based on publicly-available data from Walmart (Sam's Club), Target, Costco and BJ's, whose sales breakouts by department continue to skew more heavily toward grocery, drug, health and beauty care and general merchandise (HBC and GM), we now factor in that 62 percent of sales at Walmart's 105 SuperCenters in the region are derived from grocery, drug, HBC and GM. For the 68 conventional Walmart ("Division One") discount stores remaining in the market, we utilize an extrapolated percentage of 47 percent of total store sales. For the lone Neighborhood Market store in Levittown, NY, we include 100 percent of sales.

At Target, which had another less than stellar year, its food/general merchandise revenue is extrapolated at 46 percent at its 190 stores.

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

As it's been for many years, there's one person who drives this entire process. That's Terri, who organizes and collects much of the data while also overseeing IT, writing, paste-up, proofreading, and pre-press and printer supervision.

There are also several 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 30 years, continue to do a stellar job of helping get the final product ready for all three of our publications - *Food World*, *Food Trade News* and our annual *Grocery Industry Directory*.

Kudos, too, to our printer - Evergreen Printing in Bellmawr, NJ - another entrepreneurial enterprise that prioritizes customer service and quality. We salute Thom Scirrotto, Mike McBain, Chris

Geimer, Tanya Erickson and the entire Evergreen team for their continued good work.


Also, a shout out to Matt Casey and Bob Gorland from Matthew P. Casey & Associates, both personal friends, whose retail estate guidance and overall market acumen are invaluable.

This is my 52nd year of reporting about the grocery industry. I'm thankful and humbled that an idea that my late, great partner Dick Bestany and I had in 1978 has blossomed for so long.

For that longevity and success, 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.

As for Best-Met Publishing, we hope we can continue to publish information-based products that remain relevant and interesting to an evolving audience.

The template for success in the food business remains fundamentally unchanged: it's still about selling more stuff and treating your associates and others that you deal with fairly and with respect (a smile helps, too). It's the journey to the end zone that's evolved. Figuring out that path will be everyone's hardest test.



Jeff Metzger
Publisher

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IN REVIEW: WALMART

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	5	\$175.30	\$4,026.30	4.35%	5	\$167.50	4.16%
CT	Litchfield	2	\$74.90	\$771.30	9.71%	2	\$72.40	9.39%
CT	New Haven (SuperCenter)	8	\$316.70	\$3,634.30	8.71%	8	\$304.20	8.37%
CT Recap: 15 stores with sales of \$566.9 million. Total retail food sales for CT in the study: \$8.43 billion. Walmart share of CT is 6.72%.								
DE	New Castle	2	\$72.10	\$2,251.60	3.20%	2	\$71.70	3.18%
DE Recap: 2 stores with sales of \$72.1 million. Total retail food sales for DE in the study: \$2.25 billion. Walmart share of DE is 3.20%.								
NJ	Atlantic (SuperCenter)	3	\$67.80	\$1,027.30	6.60%	3	\$65.10	6.34%
NJ	Bergen (SuperCenter)	3	\$136.40	\$3,869.90	3.52%	3	\$131.70	3.40%
NJ	Burlington (SuperCenter)	5	\$144.20	\$1,962.30	7.35%	5	\$138.40	7.05%
NJ	Camden (SuperCenter)	5	\$174.30	\$1,956.20	8.91%	5	\$165.30	8.45%
NJ	Cape May (SuperCenter)	1	\$50.00	\$606.30	8.25%	1	\$48.50	8.00%
NJ	Cumberland (SuperCenter)	3	\$101.70	\$660.70	15.39%	3	\$97.60	14.77%
NJ	Gloucester (SuperCenter)	3	\$125.90	\$1,226.60	10.26%	3	\$120.80	9.85%
NJ	Hudson (SuperCenter)	4	\$218.80	\$1,856.30	11.79%	4	\$211.40	11.39%
NJ	Hunterdon (SuperCenter)	2	\$89.10	\$487.90	18.26%	2	\$85.20	17.46%
NJ	Mercer (SuperCenter)	3	\$119.30	\$1,517.20	7.86%	3	\$113.70	7.49%
NJ	Middlesex (SuperCenter)	7	\$196.40	\$2,888.70	6.80%	7	\$192.30	6.66%
NJ	Monmouth (SuperCenter)	3	\$143.40	\$2,965.30	4.84%	3	\$137.50	4.64%
NJ	Morris (SuperCenter)	6	\$178.30	\$2,377.90	7.50%	6	\$170.80	7.18%
NJ	Ocean (SuperCenter)	5	\$173.30	\$2,163.50	8.01%	5	\$166.90	7.71%
NJ	Salem	1	\$24.90	\$175.30	14.20%	1	\$23.80	13.58%
NJ	Somerset (SuperCenter)	2	\$53.70	\$1,401.10	3.83%	2	\$51.60	3.68%
NJ	Sussex (SuperCenter)	2	\$43.30	\$635.70	6.81%	2	\$41.80	6.58%
NJ	Union (SuperCenter)	2	\$56.60	\$2,139.90	2.64%	2	\$55.20	2.58%
NJ	Warren (SuperCenter)	2	\$90.10	\$521.80	17.27%	2	\$86.50	16.58%
NJ Recap: 62 stores with sales of \$2.19 billion. Total retail food sales for NJ in the study: \$34.32 billion. Walmart share of NJ is 6.37%.								
NY	Dutchess (SuperCenter)	1	\$83.80	\$1,131.70	7.40%	1	\$80.60	7.12%
NY	Nassau (SC/Neighborhood Market)	6	\$362.20	\$5,990.80	6.05%	6	\$347.50	5.80%
NY	Orange (SuperCenter)	3	\$255.10	\$1,454.20	17.54%	3	\$244.20	16.79%
NY	Rockland	1	\$23.90	\$1,135.20	2.11%	1	\$22.80	2.01%
NY	Suffolk (SuperCenter)	7	\$358.30	\$6,662.50	5.38%	7	\$345.40	5.18%
NY	Westchester	1	\$43.40	\$4,404.70	0.99%	1	\$42.00	0.95%
NY Recap: 19 stores with sales of \$1.13 billion. Total retail food sales for NY in the study: \$43.89 billion. Walmart share of NY is 2.57%.								
PA	Adams (SuperCenter)	1	\$25.80	\$230.20	11.21%	1	\$25.10	10.76%
PA	Berks (SuperCenter)	5	\$137.30	\$1,656.80	8.29%	5	\$134.80	8.32%
PA	Bucks (SuperCenter)	5	\$230.20	\$3,350.60	6.87%	5	\$220.60	6.80%
PA	Carbon (SuperCenter)	1	\$35.90	\$185.60	19.34%	1	\$34.90	18.95%
PA	Chester (SuperCenter)	5	\$206.60	\$2,198.70	9.40%	5	\$197.40	8.98%
PA	Columbia (SuperCenter)	1	\$49.00	\$271.40	18.05%	1	\$47.20	17.39%
PA	Cumberland (SuperCenter)	4	\$137.50	\$1,289.40	10.66%	4	\$131.80	10.22%
PA	Dauphin (SuperCenter)	2	\$92.10	\$1,134.70	8.12%	2	\$89.20	7.86%
PA	Delaware (SuperCenter)	4	\$124.80	\$2,759.30	4.52%	4	\$119.60	4.33%
PA	Franklin (SuperCenter)	2	\$94.30	\$535.70	17.60%	2	\$91.70	17.12%
PA	Lackawanna (SuperCenter)	2	\$101.10	\$786.00	12.86%	2	\$96.20	12.24%
PA	Lancaster (SuperCenter)	3	\$160.70	\$1,849.30	8.69%	3	\$152.60	8.25%
PA	Lebanon (SuperCenter)	2	\$100.40	\$475.10	21.13%	2	\$96.40	20.29%
PA	Lehigh (SuperCenter)	2	\$96.70	\$1,607.20	6.02%	2	\$93.60	5.82%
PA	Luzerne (SuperCenter)	3	\$144.10	\$989.60	14.56%	3	\$138.70	14.02%

See **IN REVIEW: WALMART** on page 97

IN REVIEW: WALMART

From page 96

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
PA	Lycoming (SuperCenter)	1	\$31.20	\$493.40	6.32%	1	\$29.80	6.04%
PA	Mifflin (SuperCenter)	1	\$42.90	\$166.80	25.72%	1	\$41.10	24.64%
PA	Monroe (SuperCenter)	2	\$99.40	\$799.80	12.43%	2	\$95.20	11.90%
PA	Montgomery (SuperCenter)	8	\$303.80	\$4,439.70	6.84%	8	\$290.60	6.55%
PA	Northampton (SuperCenter)	2	\$74.10	\$1,376.50	5.38%	2	\$72.40	5.26%
PA	Northumberland (SuperCenter)	1	\$50.20	\$230.40	21.79%	1	\$47.90	20.79%
PA	Philadelphia (SuperCenter)	5	\$182.70	\$4,106.60	4.45%	5	\$173.60	4.23%
PA	Pike (SuperCenter)	1	\$36.30	\$211.10	17.20%	1	\$34.90	16.53%
PA	Schuylkill (SuperCenter)	2	\$97.80	\$430.20	22.73%	2	\$94.20	21.90%
PA	Snyder (SuperCenter)	1	\$30.00	\$172.90	17.35%	1	\$29.90	17.29%
PA	Union (SuperCenter)	1	\$49.30	\$138.80	35.52%	1	\$46.80	33.72%
PA	Wayne (SuperCenter)	1	\$49.90	\$170.30	29.30%	1	\$47.60	27.95%
PA	Wyoming (SuperCenter)	1	\$40.30	\$81.50	49.45%	1	\$38.20	46.87%
PA	York (SuperCenter)	6	\$254.20	\$1,786.60	14.23%	6	\$241.70	13.53%

PA Recap: 75 stores with sales of \$3.08 billion. Total retail food sales for PA in the study: \$34.18 billion. Walmart share of PA is 9.01%.

Mid-Atlantic Recap: 173 stores with sales of \$7.03 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

Walmart Per Store Average: \$40.65 million () Indicates another banner used by the company.

Source: *Food Trade News*, June 2025



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DIRECTORY OF RETAILERS

from page 78

Web: myfoodbazaar.com
Pres.: Spencer An
EVP: Edward Suh
Primary Supplier: Bozzuto's
FTN Stores: 37
FTN Vol.: \$735.2 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: Greg Finchum
Primary Supplier: Direct
FTN Stores: 9
FTN Vol.: \$87.1 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: Brian Johnson
Primary Supplier: UNFI

FTN Stores: 10
FTN Vol.: \$153.7 million

The Giant Company

Div. of Ahold Delhaize USA
P.O. Box 249
1149 Harrisburg Pike
Carlisle, PA 17013
Phone: (717) 249-4000
Web: giantfoodstores.com
Pres.: John Ruane
Chief Merchant: Rebecca Lupfer
SVP-Ops./Cust. Exp./Perish. Dist.:
Dave Lessard
VP-Omnichannel Merch.-Fresh:
Brian Lorenz
VP-Omnichannel Merch.-Center Store:
Steve Allison
VP-Mid-Atlantic Div.: Kathy Sweigert
VP-Greater Phil. Div.: Tim Santoro
VP-Marketing: John MacDonald
CFO: William Regan
Chief HR Officer: Jennifer Scott
Primary Distributor: Direct
FTN Stores: 161 (Includes Martin's,
Heirloom Market)
FTN Vol.: \$7.76 billion

Giant Food LLC

Div. of Ahold Delhaize USA
8301 Professional Pl.
Landover, MD 20785
Phone: (301) 341-4100
Web: giantfood.com
Pres.: Ira Kress
SVP: Diane Hicks
SVP-Merchandising/Chief Merchant:
Tonya Herring
VP-Mktg.: Dyani Hanrahan
VP-Finance: Tony Matala
VP-HR: Brian Wanner
VP-Dist.: Joe Urban
VP-Cat. Mgmt.-Fresh Foods:
Richard Manzi
Dir.-E-Comm.: Gregg Dorazio
Dir.-Fresh Field Merch.: Dave Grove
Dir.-Pharmacy: Paul Zvaleny
Dir.-Deli-Bakery: Cindy Volk
Dir.-Produce/Floral: Rob Nickels
Dir.-Meat/Seafood: Bill Campbell
Dir.-Non-Perish. Field Merch.:
Bobbi Majors
Dir.-Edible Groc./Dairy/Frozen:
Monica Simmons-Dolce
Dir.-Nonfood: Ashley Gray
Dir.-Merch. Planning: Frank Gallagher
Dir.-Pricing/Promotion: Erik Weenink

Dir.-Brands & Media: Kate Kowalzik
Dir.-Ext. Comms. & Comm Rels.:
Felis Andrade
Dir.-Mktg. Planning & Ops.: Kurt Guinther
Dir.-Digital Loyalty & CSM: Ryan Draude
Sales Mgrs.: Paul Maskavich, Lisa Rich-
ardson, Patrick Starliper, Robert Withers,
Joe Adams, Sonya Brown,
Norman Dichard, Jamit Singh
Primary Supplier: Direct/C&S
Wholesale Grocers
FTN Stores: 3
FTN Vol.: \$113.8 million

Great Valu Supermarkets

8258 Richfood Rd.
Mechanicsville, VA 23116
Phone: (804) 746-6000
Web: greatvalu.com
Primary Supplier: UNFI
FTN Stores: 3
FTN Vol.: \$33.3 million
**This is the advertising and marketing
arm that serves a group of independents
that operate in the FW/FTN marketing
area.*

See **DIRECTORY** on page 100

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PO Box 268
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Contact:
Peter Sosik
President - Mid-Atlantic
717-657-5702
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Darren Caudill

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DIRECTORY OF RETAILERS

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Grocery Outlet

5650 Hollis St.
Emeryville, CA 94608
Phone: (510) 845-1999
Web: groceryoutlet.com
Chmn.: Eric Lundberg
Pres./CEO: Jason Potter
EVP/Chief Ops. Officer:
Ramesh Chikkala
EVP/Chief Stores Officer: Pamda Burke
EVP/Chief Purch. Officer: Steve Wilson
Primary Supplier: Direct
FTN Stores: 41
FTN Vol.: \$272.4 million

IGA

275 Schoolhouse Rd.
Cheshire, CT 04611
Phone: (203) 272-3511
FTN Stores: 56
FTN Vol.: \$530.94
**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.*

Hannaford

Div. of Ahold Delhaize USA
145 Pleasant Hill Rd.
Scarborough, ME 04074
Phone: (800) 442-6049
Web: Hannaford.com
Pres.: Mike Vail
Primary Supplier: Direct
FTN Stores: 7
FTN Vol.: \$295.5 million

Karns Quality Food Ltd.

675 Silver Spring Rd.
Mechanicsburg, PA 17050
Phone: (717) 766-6477

Web: karnsfoods.com
CEO/Pres.: Andrea Karns
Chairman: D. Scott Karns
Primary Supplier: UNFI
FTN Stores: 10
FTN Vol.: \$186.0 million

Key Food Stores Co-op, Inc.

100 Matawan Rd., Ste. 100
Matawan, NJ 07747
Phone: (848) 202-3100
Web: keyfoods.com
Pres.: Dean Janeway
COO: George Knobloch
Primary Supplier: UNFI+
FTN Stores: 354
FTN Vol.: \$4.14 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.
+Key Foods' supply deal with UNFI will end in September; CC&S will then serve as the co-op's primary grocery supplier.*

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
SVP-Company Operations: 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
Dir.-HR: Carolann Maroney
Dir.-Meat/Deli/Seafood: Heber Zavala
Dir.-Produce/Floral: Joe Schneider
Dir.-Bakery: Tom Corcoran
Dir.-Center Store Merch./Procurement:
Chris La Bella
Dir.-Frozen/Specialty Foods Coord.:
James Mues

See **DIRECTORY** on page 101

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KOREAN BBQ

HANOVER
DARK RED
Kidney Beans
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DIRECTORY OF RETAILERS

from page 100

Sr. Cat. Mgr.-Center Store: Chris Williams
 Cat. Mgrs.-Grocery: Andrew Wasserman,
 Courtney Melito, Anthony Flynn
 Floral Buyer: Holly Litts
 Primary Supplier: Direct/Bozzuto's
 FTN Stores: 30 (includes Wild By Nature)
 FTN Vol.: \$567.2 million

Krasdale Foods

65 West Red Oak Ln.
 White Plains, NY 10604
 Phone: (914) 697-5300
 Web: krasdalefoods.com
 Pres./COO: Gus Lebiak
 CIO: Steve Laskowitz
 CMO: Dennis Hickey
 CLO: Howard Jacobs
 CFO: Tom Cunningham
 Chief Sales/Customer Officer:
 Cynthia Ramos
 VP-IT: Sara Marcy
 VP-Applications Dev.: Joe Alessi
 VP-IT Infrastructure: Simon Barker
 VP: Catherine Taibi
 VP-Procurement: Neil Gewelb
 VP-Finance: Rob Gangemi
 Controller: Billy Richards

Dir.-Cust. Experience: Natalie Menns
 GM DCs: Ike Kraemer, Guillermo Fisher
 Dir.-Logistics: Chris Ekmekjian
 Head Of HR: Bill Ross
 Dir.-Credit: Ivette Malave
 Dir.-Procurement: Mike Rios
 Sr. Cat. Mgr.: Paul Dreizler
 Mgr.-Private Brands: Angell Valerio
 Cat. Mgr.-Private Brands: Janet Rehm
 Buyers: Rizaldy Castillo, Sandra Hedberg,
 Derek Morton, Kristal McGuire, Justin
 Caruso
 Primary Supplier: Krasdale Foods Inc.
 FTN Stores: 474 (Includes AIM, Bravo, C
 Town, Market Fresh, Shop Smart, Stop 1)
 FTN Vol.: \$4.17 billion

Lidl U.S.

3500 S. Clark St.
 Arlington, VA 22202
 Phone: (571) 398-5435
 Web: lidl.com
 Pres./CEO Lidl US: Joel Rampoldt
 Chief Buying Officer: Peter Poutre
 Primary Supplier: Direct
 FTN Stores: 68
 FTN Vol.: \$765.7 million

McCaffrey's Markets

2204 West Cabot Blvd.
 Langhorne, PA 19047
 Phone: (215) 752-9440
 Web: mccaffreys.com
 Pres.: James J. McCaffrey III
 EVP: Jim McCaffrey IV
 Primary Supplier: UNFI
 FTN Stores: 8 (includes Simply Fresh)
 FTN Vol.: \$239.2 million

MOM's Organic Market

5566 Randolph Rd
 Rockville, MD 20852
 Phone: (301) 816-4944
 Web: momsorganicmarket.com
 CEO: Scott Nash
 Primary Supplier: UNFI
 FTN Stores: 6
 FTN Vol.: \$92.0 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: Ron Griswold

Primary Supplier: UNFI
 FTN Stores: 3
 FTN Vol.: \$43.17 million

Northeast Grocery, Inc.

461 Nott St.
 Schenectady, NY 12308
 Phone: (518) 355-5000
 Web: northeastgrocery.com
 CEO: John Persons
 Pres.-Price Chopper/Market 32: Blaine
 Bringhurst
 Pres.-Tops Markets: Ron Ferri
 Primary Supplier: C&S Wholesale Grocers
 FTN Stores: 17 (includes Tops, Price
 Chopper, Market 32)
 FTN Vol.: \$551.2 million

Redner's Markets Inc.

3 Quarry Rd.
 Reading, PA 19605
 Phone: (610) 926-3700
 Web: rednersmarkets.com
 Chmn.: Elaine Redner
 Pres./CEO: Ryan Redner
 COO: Gary M. Redner

See **DIRECTORY** on page 102



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DIRECTORY OF RETAILERS

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VP-Procurement: Dan Eberhart
 VP/General Counsel: Jason Hopp
 VP-Finance: Richard Rabenold
 VP-Groc. Ops.: William Wallace
 VP-Perishables: Charles Link
 VP-HR: Robert McDonough
 VP-IT: Nicholas Hidalgo
 Primary Supplier: UNFI
 FTN Stores: 34
 FTN Vol.: \$910.6 million

Retail Marketing Group, LLC

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

Save A Lot

400 Northwest Plaza Dr.
 St. Ann, MO 63074
 Phone: (314) 592-9100

Web: savealot.com
 CEO: Fred Boehler
 Primary Supplier: Direct
 FTN Stores: 48
 FTN Vol.: \$301.0 million

Seabra's Supermarkets

281 Ferry St.
 Newark, NJ 07105
 Phone: (973) 491-0399
 Web: seabrafoods.com
 Primary Supplier: C&S Wholesale Grocers
 FTN Stores: 11
 FTN Vol.: \$82.6 million

Sharp Shopper

1100 Sharp Ave.
 Ephrata, PA 17522
 Phone: (717) 733-9555
 Web: sharpshopper.net
 Owners: Mike & Darren Sharp
 Primary Supplier: Direct
 FTN Stores: 4
 FTN Vol.: \$55.2 million

ShopRite

5000 Riverside Dr.
 Keasby, NJ 08832
 Phone: (908) 527-3300

Web: shoprite.com
 Chmn.: Sean McMenamin
 Pres.: Mike Stigers
 CFO: Neil Falcone
 EVP-Chief Sales Officer: Darren Caudill
 Pres.-Price Rite: Kevin McDonnell
 Pres.-ShopRite Supermarkets:
 Steve Savas
 FTN Stores: 296 (Includes Price Rite, Fresh Grocer, Dearborn Market, Gourmet Garage, Fairway, DiBruno Bros.)
 FTN Vol.: \$19.0 billion
**This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. Most of the ShopRite stores are independently owned. Most of the Price Rite stores are corporately owned.*

Sprouts

5455 E. High St., Ste. 111
 Phoenix, AZ 85054
 Phone: (480) 814-8016
 Web: sprouts.com
 CEO: Jack Sinclair
 CFO: Curtis Valentine
 Pres./COO: Nick Konat
 Chief Merch. Officer: Scott Neal
 Chief Stores Officer: Dustin Hamilton
 Chief Strategy Officer: Dave McGlinchey

SVP/CMO: Alisa Gmelich
 SVP-Chief Forager.: Kim Coffin
 SVP-Supply Chain: Joe Hurley
 SVP-Real Estate: Dan Croce
 Primary Supplier: Direct/Kehe
 FTN Stores: 8
 FTN Vol.: \$169.6 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
 FTN Stores: 7
 FTN Vol.: \$430.3 million

Stop & Shop Supermarket Co.

Div. of Ahold USA
 Corporate Office
 1385 Hancock St.
 Quincy, MA 02169
 Phone: (800) 767-7772
 NY Division Office
 101 Market St. East

See **DIRECTORY** on page 103

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 Tcuffari@nordoninc.com
 Tony Cuffari (215)669-6238

DIRECTORY OF RETAILERS

from page 102

Nanuet, NY 10954
 Phone: (845) 624-3264
 Web: stopandshop.com
 Pres.: Roger Wheeler
 EVP/Chief Merchant: Lee Nicholson
 EVP-Operations: Dean Wilkinson
 Primary Supplier: Direct
 FTN Stores: 177
 FTN Vol.: \$7.56 billion

Super Supermarkets

525 Irvington Ave.
 Newark, NJ 07106
 Pres.: Mitchel Lopez
 Area Stores: 3
 Area Vol.: \$32.5 million
 Individual store owners are supplied by
 General Trading.

Supremo Food Market

249 E. Front St.
 Plainfield, NJ 07060
 Phone: (908) 668-9114
 Web: supremofoods.com
 FTN Stores: 11
 FTN Vol.: \$159.2 million
 Individual store owners are supplied by

General Trading.

Trade Fair, Inc.

30-12 30th Ave.
 Astoria, NY 11102
 Phone: (718) 721-2437
 Web: tradefairny.com
 Owner: Frank Jabar
 Primary Supplier: General Trading
 FTN Stores: 8
 FTN Vol.: \$129.6 million

Trader Joe's

East Coast Div.
 160 Federal St., 12th Fl.
 Boston, MA 02108
 Phone: (857) 400-3400
 Web: traderjoes.com
 Chmn./CEO: Bryan Palbaum
 Pres.: John Basalone
 Supplier: Direct
 FTN Stores: 65
 FTN Vol.: \$1.98 billion

Tri-State Co-Op

506 E. Gibbsboro Rd.
 Lindenwold, NJ 08021
 Phone: (856) 783-2534
 Pres.: William Deterding

VP: Paul Buckley
 Primary Supplier: UNFI
 FTN Stores: 9
 FTN Vol.: \$80.2 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
 CEO: Carl DelPrete
 COO: Phil DelPrete
 Pres.: Michael Nelson
 Primary Supplier: C&S Wholesale Grocers
 FTN Stores: 11
 FTN Vol.: \$254.7 million

Wegmans Food Markets, Inc.

1500 Brooks Ave.
 P.O. Box 30844
 Rochester, NY 14603-0844
 Phone: (585) 328-2550
 Web: wegmans.com
 Chmn.: Danny Wegman
 Pres./CEO.: Colleen Wegman

Primary Supplier: Direct
 FTN Stores: 30
 FTN Vol.: \$2.51 billion

Weis Markets, Inc.

1000 S. 2nd St.
 Sunbury, PA 17801
 Phone: (570) 286-4571
 Web: weismarkets.com
 Chmn./Pres./CEO: Jonathan Weis
 COO: Bob Gleeson
 SVP/CFO/Treasurer: Michael Lockhard
 SVP-HR: Jim Marcil
 SVP-Operations: David Gose
 SVP/CIO: Greg Zeh
 VP-Fresh: Doug Becker
 VP-Center Store: Mike Gross
 Primary Supplier: Direct
 FTN Stores: 113
 FTN Vol.: \$2.84 billion

Western Beef Supermarkets

47-05 Metropolitan Ave.
 Ridgewood, NY 11385
 Phone: (718) 417-3770
 Web: westernbeef.com

See **DIRECTORY** on page 139



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Legislative Line

Major Reorganization Announced At USDA

The United States Department of Agriculture (USDA) has released details of its latest reorganization plans and, while expected, let there be no doubt that USDA is going to drastically change under the Trump administration. What's in store? The downsizing program includes massive job cuts, the closure of some USDA offices to reduce "layers of bureaucracy" as Secretary Brooke Rollins stated, and a slew of new rules and regulations resulting from President Trump's "big, beautiful" tax bill, including changes to the USDA's Supplemental Nutrition Assistance Program (SNAP), that will impact food retailers' bottom line.

At press time, the tax bill was still in flux between the Senate and House versions which left a lot of the proposed departmen-

tal changes somewhat in limbo within the USDA mega bureaucracy. Republicans are pushing to finalize a bill and Democrats are opposing it but that's par for the game these days. However, Democrats voiced their immediate reaction to changes within USDA by questioning the thousands of job cuts and how the huge agency will be able to continue to deliver services without deterioration. The opposition party cited a report that 16,000 USDA staffers, which is about 16 percent of the agency's workforce, have already accepted offers to leave and more job cuts are planned.

Job Cuts Impact On Fed Workers

I understand the need to seek as many operational efficiencies as possible within USDA. Those



Barry F. Scher
Policy Solutions LLC

in the retail food and general merchandise business do that every day, week, and month of the year. But we do it methodically, unlike what has occurred in the current administration.

The *Washington Post* reported that when Trump took office in January, 2025, 2.4 million people worked for the federal government. At press time, the president and Elon Musk have so far hacked off roughly 6 percent of the federal workforce. All of this simply has to be devastating and a morale buster for federal employees. I sympathize with them. As for me, I'm happy Musk is gone.

Former President Bill Clinton had it right in the 1990s when he was in office and launched his "Reinventing Government" initiative. Over the span of seven years, Clinton's initiative saw the elimination of roughly 400,000 federal jobs – a 17 percent cut – mostly through voluntary buy-outs and attrition, according to a recent *Washington Post* article. Trump could learn a thing or two

by following Clinton's playbook for a do over of the federal bureaucracy.

Front-of-Package Nutritional Labeling Update

The Food and Drug Administration (FDA) is delaying implementation of a rule and comment period that would require food companies to print a new nutritional label panel on packages. The label panel is often referred to as the "Nutrition Info Box." The extension of the comment period expires on July 15, 2025. I wrote about the proposed new product labels three months ago. You may recall that the proposed new labels would provide information on saturated fat, sodium,

See **LEGISLATIVE LINE**
on page 157

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TAKING STOCK

from page 93

exactly what the retailer needs...Jason Hart, CEO of Aldi U.S., and the man who has led one of the hottest retailers in America for more than a decade, has been promoted to group COO of parent company Aldi Sud (South) and will join the privately-held retailer's executive board, effective September 1. He will be based in Salzburg, Austria. Replacing Hart will be current COO Atty McGrath, who has spent her entire career with the Batavia, IL-based merchant. She'll have big shoes to replace in Hart, who has been with Aldi since 1993 and was named chief executive in 2015. This year alone, the German discounter is expected to open 225 new stores... as part of its ongoing restructuring effort under new Amazon VP-Worldwide Grocery Jason Buechel the retailer will integrate Whole Foods (where Buechel also serves as CEO) more fully into Amazon's corporate programs including pay structure. Buechel also appointed a new leadership team under his watch which includes a combination of Whole Foods veterans and some core Amazon executives. The new lineup includes Karen Christensen, Bill Jordan, Sonya Gafsi Oblisk, Christina Minardi, Ganesh Rao, Vishy Subramanian and Anana Varadarajan. Despite some obvious roadblocks in its efforts to grow its grocery business (with Amazon Fresh being the most obvious hurdle), CEO Andy Jassy remains optimistic about "Godzilla's" future in grocery. "I'm very bullish about grocery. I think some folks don't realize how large a grocery business Amazon has today. If you look at our center of aisle things - so these are things like consumables, canned good, pharmaceutical items, beauty products, everyday essentials - if I just exclude Whole Foods Market and Amazon Fresh, we did over \$100 billion in gross sales last year in our grocery business on these items alone. So, it's a very significant business, and I think we have a bunch of other areas that will allow us to grow in this area." Jassy made his comments during a recent Q&A with some of Amazon's shareholders. During the session, he also singled out the success of Whole Foods and expressed his "excitement" over WFM's new smaller format, Daily Shop, which just opened its third store in the Hells Kitchen section of Manhattan. More Amazon news: Prime Days are coming and this year the extravaganza has been extended from two days to four (July 8-11). A new wrinkle this year is "Today's Big Deals," discounted deals to Amazon's Prime Members that launch daily at midnight (Pacific Daylight Time) and will be available while supplies last. And here's part of an internal Amazon memo about AI that I'm betting Jassy wasn't happy about when it was leaked and released: "We will need fewer people doing some of the jobs being done today, and more people doing other types of jobs. It's hard to know exactly where this nets out over time. But in the next few years, we expect this will reduce our total corporate workforce and we get efficiency gains from using AI more extensively across the company." While that statement isn't shocking, to see it in print can't be uplifting for associate morale..."Despite a challenging macroeconomic backdrop, we continue to increase the overall value of our membership." Those are the words of Ron Vachris, Costco's chief executive, after another stellar quarter for the Issaquah, WA-based club king. In Q3, Costco's net revenues increased 8 percent, its comp store sales in the U.S. (ex-gas) rose 7.9 percent, and its net profit jumped from \$1.68 billion to \$1.90 billion. The 42-year Costco veteran, who was named CEO in January 2024, said that recently imposed foreign tariffs made operations more complicated, but that his company was able to work around some of those increased costs by re-routing many products sourced from nations with higher tariffs to non-U.S. markets. And in the case of some items like bananas and pineapples where a workaround was not possible, the club store retailer chose to absorb those costs internally. In addition to strong sales at the cash reg-

TAKING STOCK continues on page 146

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IN REVIEW: CVS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	46	\$281.40	\$4,026.30	6.99%	44	\$260.50	6.47%
CT	Litchfield	7	\$49.60	\$771.30	6.43%	7	\$44.20	5.73%
CT	New Haven	37	\$228.50	\$3,634.30	6.29%	37	\$221.10	6.08%
CT Recap: 90 stores with sales of \$559.50 million. Total retail food sales for CT in the study: \$8.43 billion. CVS share of CT is 6.64%.								
DE	New Castle	14	\$74.20	\$2,251.60	3.30%	13	\$66.30	2.94%
DE Recap: 14 stores with sales of \$74.20 million. Total retail food sales for DE in the study: \$2.25 billion. CVS share of DE is 3.30%.								
NJ	Atlantic	13	\$68.20	\$1,027.30	6.64%	13	\$65.50	6.38%
NJ	Bergen	45	\$223.60	\$3,869.90	5.78%	45	\$217.90	5.63%
NJ	Burlington	23	\$115.20	\$1,962.30	5.87%	23	\$112.50	5.73%
NJ	Camden	24	\$142.50	\$1,956.20	7.28%	26	\$147.20	7.52%
NJ	Cape May	10	\$57.80	\$606.30	9.53%	10	\$55.60	9.17%
NJ	Cumberland	4	\$22.60	\$660.70	3.42%	4	\$20.96	3.17%
NJ	Essex	20	\$93.90	\$2,358.10	3.98%	21	\$94.90	4.02%
NJ	Gloucester	14	\$67.10	\$1,226.60	5.47%	14	\$63.10	5.14%
NJ	Hudson	16	\$72.40	\$1,856.30	3.90%	16	\$69.60	3.75%
NJ	Hunterdon	4	\$24.60	\$487.90	5.04%	4	\$23.40	4.80%
NJ	Mercer	17	\$94.10	\$1,517.20	6.20%	17	\$90.90	5.99%
NJ	Middlesex	25	\$145.20	\$2,888.70	5.03%	24	\$133.50	4.62%
NJ	Monmouth	28	\$151.60	\$2,965.30	5.11%	28	\$147.50	4.97%
NJ	Morris	23	\$129.20	\$2,377.90	5.43%	23	\$123.90	5.21%
NJ	Ocean	22	\$119.40	\$2,163.50	5.52%	22	\$116.70	5.39%
NJ	Passaic	11	\$67.20	\$1,519.30	4.42%	11	\$64.00	4.21%
NJ	Somerset	11	\$55.60	\$1,401.10	3.97%	11	\$53.20	3.80%
NJ	Sussex	3	\$15.60	\$635.70	2.45%	3	\$15.20	2.39%
NJ	Union	34	\$127.40	\$2,139.90	5.95%	24	\$120.50	5.63%
NJ	Warren	6	\$28.10	\$521.80	5.39%	6	\$27.30	5.23%
NJ Recap: 353 stores with sales of \$1.82 billion. Total retail food sales for NJ in the study: \$34.32 billion. CVS share of NJ is 5.31%.								
NY	Bronx	13	\$96.20	\$3,453.10	2.79%	13	\$93.40	2.70%
NY	Brooklyn	29	\$222.50	\$5,683.50	3.91%	29	\$214.70	3.78%
NY	Dutchess	13	\$76.20	\$1,131.70	6.73%	13	\$73.10	6.46%
NY	Manhattan	60	\$406.70	\$6,211.40	6.55%	59	\$387.50	6.24%
NY	Nassau	70	\$506.20	\$5,990.80	8.45%	70	\$448.40	7.48%
NY	Orange	13	\$74.30	\$1,454.20	5.11%	13	\$72.30	4.97%
NY	Putnam	2	\$12.90	\$317.70	4.06%	2	\$12.70	4.00%
NY	Queens	36	\$346.90	\$5,709.30	6.08%	36	\$337.20	5.91%
NY	Rockland	11	\$66.20	\$1,135.20	5.83%	11	\$64.60	5.69%
NY	Staten Island	17	\$118.20	\$1,737.50	6.80%	18	\$117.40	6.76%
NY	Suffolk	68	\$364.10	\$6,662.50	5.46%	68	\$353.20	5.30%
NY	Westchester	55	\$392.40	\$4,404.70	8.91%	56	\$388.10	8.81%
NY Recap: 387 stores with sales of \$2.68 billion. Total retail food sales for NY in the study: \$43.89 billion. CVS share of NY is 6.11%.								
PA	Adams	1	\$5.80	\$230.20	2.52%	1	\$5.70	2.44%
PA	Berks	16	\$104.30	\$1,656.80	6.30%	16	\$101.70	6.28%
PA	Bucks	34	\$215.90	\$3,350.60	6.44%	33	\$202.60	6.25%
PA	Carbon	1	\$5.50	\$185.60	2.96%	1	\$5.40	2.93%
PA	Chester	29	\$161.70	\$2,198.70	7.35%	29	\$157.60	7.17%
PA	Columbia	2	\$11.40	\$271.40	4.20%	2	\$11.10	4.09%
PA	Cumberland	12	\$58.20	\$1,289.40	4.51%	12	\$56.50	4.38%
PA	Dauphin	13	\$69.20	\$1,134.70	6.10%	13	\$64.90	5.72%
PA	Delaware	30	\$198.30	\$2,759.30	7.19%	33	\$192.90	6.99%
PA	Franklin	5	\$23.50	\$535.70	4.39%	5	\$23.00	4.29%
PA	Lackawanna	9	\$52.50	\$786.00	6.68%	9	\$50.90	6.48%
PA	Lancaster	22	\$114.80	\$1,849.30	6.21%	22	\$110.55	5.98%

See **IN REVIEW: CVS** on page 107

IN REVIEW: CVS

From page 106

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
PA	Lebanon	5	\$27.60	\$475.10	5.81%	5	\$23.60	4.97%
PA	Lehigh	17	\$104.20	\$1,607.20	6.48%	17	\$101.40	6.31%
PA	Luzerne	13	\$66.90	\$989.60	6.76%	14	\$67.10	6.78%
PA	Lycoming	5	\$41.30	\$493.40	8.37%	5	\$39.60	8.03%
PA	Mifflin	2	\$12.10	\$166.80	7.25%	2	\$11.70	7.01%
PA	Monroe	11	\$61.80	\$799.80	7.73%	11	\$60.20	7.53%
PA	Montgomery	46	\$278.20	\$4,439.70	6.27%	47	\$273.30	6.16%
PA	Montour	1	\$5.20	\$75.10	6.92%	1	\$5.10	6.79%
PA	Northampton	14	\$83.00	\$1,376.50	6.03%	14	\$81.90	5.95%
PA	Northumberland	5	\$24.90	\$230.40	10.81%	5	\$24.20	10.50%
PA	Philadelphia	48	\$342.80	\$4,106.60	8.35%	50	\$344.50	8.39%
PA	Pike	1	\$5.60	\$211.10	2.65%	1	\$5.40	2.56%
PA	Schuylkill	2	\$11.40	\$430.20	2.65%	2	\$11.10	2.58%
PA	Snyder	2	\$9.70	\$172.90	5.61%	2	\$9.40	5.44%
PA	Union	2	\$11.30	\$138.80	8.14%	2	\$11.10	8.00%
PA	Wayne	2	\$12.70	\$170.30	7.46%	2	\$12.60	7.40%
PA	Wyoming	1	\$5.60	\$81.50	6.87%	1	\$5.50	6.75%
PA	York	12	\$64.20	\$1,786.60	3.59%	12	\$60.90	3.41%

PA Recap: 363 stores with sales of \$2.19 billion. Total retail food sales for PA in the study: \$34.18 billion. CVS share of PA is 6.41%.

Mid-Atlantic Recap: 1,207 stores with sales of \$7.33 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

CVS Per Store Average: \$6.07 million

Source: Food Trade News, June 2025

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Central Pennsylvania Supermarket Leaders

- The Giant Company Share: 54.5%
- Weis Adds 3 Via Acquisitions
- Aldi Gaining Momentum
- Karns Holds Serve
- Supers Losing Ground To Alts.

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	The Giant Co. (Martin's)	52	\$2,491.60	54.48%	52	\$2,421.50	54.66%
2	Weis Markets	41	\$959.55	20.98%	38	\$905.54	20.44%
3	Karns Prime & Fancy Foods	10	\$186.00	4.07%	10	\$186.00	4.20%
4	Aldi	16	\$152.20	3.33%	15	\$138.90	3.14%
5	Wegmans	2	\$132.30	2.89%	2	\$131.10	2.96%
6	Family Owned Markets	6	\$107.50	2.35%	6	\$106.13	2.40%
7	Grocery Outlet	12	\$80.20	1.75%	12	\$78.90	1.78%
8	C&S Independents	47	\$70.50	1.54%	47	\$68.33	1.54%
9	Redner's Markets	3	\$53.50	1.17%	3	\$52.70	1.19%
10	IGA	5	\$47.84	1.05%	5	\$48.34	1.09%
		194	\$4,281.19	93.61%	190	\$4,137.44	93.39%

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 \$4.57 billion.

Source: *Food Trade News*, June 2025

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Central Pennsylvania Market Leaders

- Alts. Now Control 37.2%
- TGC Again Controls \$7.4B Market
- Walmart Comps Among The Best
- C-Stores Share Is 9.9%
- By Attrition, CVS Is Top Drug Chain

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	The Giant Co. (Martin's)	52	\$2,491.60	33.56%	52	\$2,421.50	33.76%
2	Weis Markets	41	\$959.55	12.92%	38	\$905.54	12.62%
3	Walmart (SuperCenter)	20	\$865.00	11.65%	20	\$828.50	11.55%
4	CVS	70	\$363.30	4.89%	70	\$345.20	4.81%
5	Sheetz	71	\$300.90	4.05%	71	\$301.00	4.20%
6	Target	12	\$233.10	3.14%	12	\$229.80	3.20%
7	Turkey Hill	114	\$192.10	2.59%	113	\$180.74	2.52%
8	Sam's Club	4	\$188.60	2.54%	4	\$181.60	2.53%
9	Karns Prime & Fancy Foods	10	\$186.00	2.50%	10	\$186.00	2.59%
10	Rite Aid	47	\$158.50	2.13%	50	\$172.50	2.40%
11	Rutter's Farm Stores	69	\$153.80	2.07%	69	\$148.50	2.07%
12	Aldi	16	\$152.20	2.05%	15	\$138.90	1.94%
13	Wegmans	2	\$132.30	1.78%	2	\$131.10	1.83%
14	BJ's Wholesale Club	4	\$126.00	1.70%	4	\$121.90	1.70%
15	Family Owned Markets	6	\$107.50	1.45%	6	\$106.13	1.48%
16	Costco	2	\$96.80	1.30%	2	\$94.70	1.32%
17	7-Eleven	31	\$86.60	1.17%	31	\$81.40	1.13%
18	Grocery Outlet	12	\$80.20	1.08%	12	\$78.90	1.10%
19	C&S Independents	47	\$70.50	0.95%	47	\$68.33	0.95%
20	Redner's Markets	3	\$53.50	0.72%	3	\$52.70	0.73%
		633	\$6,998.05	94.25%	631	\$6,774.94	94.21%

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 95. 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 \$7.43 billion.

Source: Food Trade News, June 2025

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⁽¹⁾: CIRCANA/IRI STANDARD-FOOD: NE REGION P/E 3/24/24
⁽²⁾: 8451 STRATUM RESEARCH: L52 2/17/24

Karns Hosts Annual Charity Golf Outing June 4 At Range End Golf Club In Dillsburg, PA

Karns held its annual charity golf outing June 4 at Range End Golf Club in Dillsburg, PA. Welcoming golfers were these members of the Karns family Andrea, Megan, Scott and Marleen Karns and Mat, Ruth and Bruce Rudderow.



These fine folks are Joann Gohn of Affinity, Matt Witner and Taylor Williard of Shipley Energy, guest Nicole Richards, and Ellen Abbott of LHM Foundation.



This Affinity Group foursome getting ready to tee off includes Ron Benjamin, Larry Balins, John Gramm and John Hamm.



Enjoying a fine day on the links for a great cause are Dan McCullough, Justin Kapp and Kevin Fox of Karns.



Smiling for our photographer are Denny Keckler of Higher Information Group, Doug DeBolt of Bureau of Account Management, and Mike Hearn of ABC27 in Harrisburg, PA.



Scott Karns of Karns is joined here by Allan Conte and Joe Irwin Jr. of CA Ferolie.



These smiles belong to Dee Shaffer, Megan Karns and Amy Burd of Karns.



Seth Weaver of Weaver's of Wellsville chats at the outing with Karns' Scott Karns.



Retired brokerage executive Tom Morrison (c) plays a round at the outing with two gentlemen from CA Ferolie, his son James Morrison (l) and Paul McGurkin.



Scott Karns (c) of Karns is joined here by Harrisburg Dairies' Shane Nixon, Alec Dewey, Tom Allwein and Justin Melcher.



These guys are Todd Keys and Gavin Thompson of Karns and John Morrison of Advantage Fresh.



This Karns duo includes Dave Diffenderfer and Dan McCullough.



Keith Meeks of Karns smiles for a photo with Jordan Wagener of Cento and retired industry executive Grant Rumble.



Attending the outing from Martin's Snacks are Butch Potter, Mike Stringent, Nate Leal and Rodney Roy.

Affordability, Business Costs Dominate Connecticut's 2025 Legislative Session

By **Wayne Pesce, President**
CT Food Association

Every legislative cycle brings its own set of priorities, personalities, and political dynamics - and 2025 was no exception. This year's General Assembly session, which wrapped up on June 6, began at a breakneck pace with more than 2,500 proposals introduced in just the first few weeks. By the end of the session, nearly 4,100 pieces of legislation had been filed, many of which carried potential implications for Connecticut food retailers, wholesalers, and suppliers.

The Connecticut Food Association (CFA) monitored more than 139 bills that could have affected the food industry and the broader business community. Our team worked throughout the session to shape legislation, provide testimony, and ensure that our members' voices were heard in committee rooms and caucus meetings across the Capitol complex.

Fighting For Business-Friendly Policies

This session's dominant theme was the rising cost of doing business in Connecticut - an issue CFA consistently elevates with policymakers. Lawmakers focused on cost drivers like electricity, housing, childcare, and healthcare. While these are core concerns for families, they're also critical to the food sector, which faces mounting operational expenses, labor shortages, and regulatory burdens.

Several proposals - ranging from new labor mandates to increased employer assessments - would have imposed significant costs on food businesses. CFA helped lead efforts to oppose or amend these bills, engaging with legislative leadership, working in coalition with other business associations, and activating member voices when necessary. Ultimately, all of the most burdensome proposals were sidelined.

Budget Tensions And Fiscal Guardrails

Even as policymakers debated new spending initiatives, the backdrop of expiring federal COVID-era funds loomed large. Governor Ned Lamont held firm on maintaining the state's fiscal guardrails, pushing back on attempts to breach the 2017 bipartisan spending cap. Ultimately, a compromise was reached by making



CFA Engagement In Key Policy Areas

Electricity Costs - We supported efforts to reduce supply costs and improve rate transparency for commercial customers.

Beverage Tax Proposal - In response to a proposal to tax sweetened beverages, floated as a funding mechanism to offset the loss of federal dollars for universal school meals, CFA mounted an aggressive campaign to defeat the measure. Working with coalition partners, we made it clear that such a regressive tax would impose significant economic harm on both consumers and retailers. The proposal was ultimately withdrawn.

Swipe Fee Reform - CFA launched a full-court press in support of federal and state-level swipe fee reform. With Connecticut merchants paying more than \$110 million annually in credit card processing fees, we continue to advocate for greater transparency and competition in the payments market to help small businesses lower their costs and keep sales tax merchant fees in the state.

Healthcare for Small Businesses - We

early state employee pension payments, freeing up \$200 million in cap space for the biennium without technically violating the cap. Though creative, this work-around highlights the long-term affordability challenges Connecticut still faces.

See **CFA**
on page 113

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- Weis Ups Market Share
- Wegmans Tops In Per Store Avg.
- New Store Projects Inert
- Aldi's Store IDs Solid

		2025	2025 Sales	% of 2025	2024	2024 Sales	% of 2024
Rank	Company	Stores	(in millions)	Market	Stores	(in millions)	Market
1	The Giant Co.	16	\$878.70	39.61%	16	\$849.60	39.84%
2	Weis Markets	13	\$409.97	18.48%	12	\$377.23	17.69%
3	ShopRite (Fresh Grocer/Price Rite)	8	\$334.90	15.10%	8	\$328.40	15.40%
4	Wegmans	3	\$227.40	10.25%	3	\$220.80	10.35%
5	Redner's Markets	6	\$160.00	7.21%	6	\$157.60	7.39%
6	Aldi	9	\$65.10	2.93%	9	\$62.30	2.92%
7	Krasdale	6	\$60.79	2.74%	5	\$49.94	2.34%
8	Amazon Groc. (Whole Foods)	1	\$33.00	1.49%	1	\$32.50	1.52%
9	Albertsons (Acme)	1	\$26.10	1.18%	1	\$26.10	1.22%
10	Grocery Outlet	3	\$20.60	0.93%	3	\$20.20	0.95%
		66	\$2,216.56	99.92%	64	\$2,124.67	99.64%

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 \$2.2 billion.

Source: Food Trade News, June 2025

Allentown-Bethlehem-Easton Market Leaders

- Alternates Share Remains At 36.1%
- TGC Again #1 Vs. All Channels
- WM, Target Control 11.6%
- Combined Club Share Is 5%
- Drug Chains Falter

		2025	2025 Sales	% of 2025	2024	2024 Sales	% of 2024
Rank	Company	Stores	(in millions)	Market	Stores	(in millions)	Market
1	The Giant Co.	16	\$878.70	23.81%	16	\$849.60	24.02%
2	Weis Markets	13	\$409.97	11.11%	12	\$377.23	10.67%
3	ShopRite (Fresh Grocer/Price Rite)	8	\$334.90	9.07%	8	\$328.40	9.28%
4	Walmart (SuperCenter)	7	\$296.80	8.04%	7	\$287.40	8.13%
5	Wegmans	3	\$227.40	6.16%	3	\$220.80	6.24%
6	CVS	38	\$220.80	5.98%	38	\$216.00	6.11%
7	Wawa	27	\$217.91	5.90%	26	\$210.76	5.96%
8	Redner's Markets	6	\$160.00	4.33%	6	\$157.60	4.46%
9	Walgreens	10	\$135.20	3.66%	10	\$134.40	3.80%
10	Target	6	\$132.30	3.58%	6	\$131.70	3.72%
11	Sam's Club	2	\$90.20	2.44%	2	\$87.80	2.48%
12	Rite Aid	18	\$76.30	2.07%	19	\$81.18	2.30%
13	Aldi	9	\$65.10	1.76%	9	\$62.30	1.76%
14	Krasdale	6	\$60.79	1.65%	5	\$49.94	1.41%
15	Costco	1	\$50.40	1.37%	1	\$48.00	1.36%
16	7-Eleven	17	\$46.20	1.25%	16	\$41.60	1.18%
17	BJ's Wholesale Club	1	\$44.00	1.19%	1	\$42.90	1.21%
18	Whole Foods	1	\$33.00	0.89%	1	\$32.50	0.92%
19	Albertsons (Acme)	1	\$26.10	0.71%	1	\$26.10	0.74%
20	Sheetz	5	\$23.00	0.62%	4	\$18.10	0.51%
		195	\$3,529.07	95.61%	191	\$3,404.31	96.25%

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 Walmart are extrapolated to include comparable supermarket categories, as explained on page 95. 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: \$3.7 billion.

Source: Food Trade News, June 2025



from page 111

emphasized the need for affordable health plan options, particularly for independent grocers and small to mid-size Connecticut companies.

Session Outcomes and What's Next

In the final days of the session, lawmakers passed a \$55.8 billion two-year budget, created a \$300 million child-care trust fund, increased special education funding, and enacted legislation on housing development, pharmacy benefit manager oversight, and artificial intelligence governance. While some of these initiatives aim to address long-standing challenges, they also signal a shift toward a more interven-

tionist policy posture in specific sectors.

Still, affordability remains a top concern, especially for small and mid-sized businesses that often bear the brunt of regulatory mandates and inflationary pressures. CFA will continue advocating for policies that enhance Connecticut's competitiveness while protecting the interests of our members.

As we look ahead to the off-session months, CFA will be meeting with lawmakers, regulatory agencies, and allied business groups to prepare for 2026. Our mission remains clear: to represent Connecticut's food industry with a strong, unified voice - and to ensure that policy decisions support growth, innovation, and affordability for all.

PER STORE AVERAGE LEADERS: 2025

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

Rank	Company	Stores	2025 Sales (in millions)	Per Store Avg. (in millions)
1	Costco*	50	\$5,850.30	\$117.01
2	Wegmans	30	\$2,509.35	\$83.65
3	ShopRite (FG/PR/Dearborn Mkt/GG/Fairway)	296	\$19,004.50	\$64.20
4	Stew Leonard's	7	\$430.30	\$61.47
5	BJ's Wholesale Club*	81	\$4,317.60	\$53.30
6	Corrado's Family Affair	2	\$101.50	\$50.75
7	Sam's Club	24	\$1,176.20	\$49.01
8	The Giant Company (Heirloom Market/Martin's)	161	\$7,764.30	\$48.23
9	Stop & Shop	177	\$7,559.20	\$42.71
10	Hannaford	7	\$295.50	\$42.21
11	Walmart (Neighborhood Market/SuperCenter)*	173	\$7,031.80	\$40.65
12	Amazon Grocery (Daily Shop/Fresh/Go/Whole Foods)	87	\$3,489.80	\$40.11
13	Giant Food	3	\$113.80	\$37.93
14	Northeast Grocery Inc. (Market 32/Price Chopper/Tops)	17	\$551.20	\$32.42
15	Big Y	18	\$580.70	\$32.26
16	DeCicco & Sons	11	\$350.00	\$31.82
17	Trader Joe's	65	\$1,982.20	\$30.50
18	McCaffrey's (Simply Fresh)	8	\$239.20	\$29.90
19	Albertsons (Acme/Balducci's/Kings/Safeway)	176	\$4,882.60	\$27.74
20	Redner's Markets	34	\$910.60	\$26.78

() 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 95.

Source: *Food Trade News*, June 2025

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IN REVIEW: REDNER'S MARKETS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
PA	Berks	11	\$311.20	\$1,656.80	18.78%	11	\$297.60	18.37%
PA	Bucks	2	\$62.40	\$3,350.60	1.86%	2	\$61.90	1.91%
PA	Carbon	1	\$25.30	\$185.60	13.63%	1	\$24.90	13.52%
PA	Chester	2	\$52.20	\$2,198.70	2.37%	2	\$51.50	2.34%
PA	Lackawanna	1	\$19.70	\$786.00	2.51%	1	\$19.40	2.47%
PA	Lancaster	1	\$15.40	\$1,849.30	0.83%	1	\$15.30	0.83%
PA	Lebanon	2	\$38.10	\$475.10	8.02%	2	\$37.40	7.87%
PA	Lehigh	3	\$81.80	\$1,607.20	5.09%	3	\$80.60	5.01%
PA	Luzerne	1	\$24.80	\$989.60	2.51%	1	\$24.60	2.49%
PA	Montgomery	5	\$142.70	\$4,439.70	3.21%	5	\$139.50	3.14%
PA	Northampton	2	\$52.90	\$1,376.50	3.84%	2	\$52.10	3.78%
PA	Schuylkill	3	\$84.10	\$430.20	19.55%	3	\$83.20	19.34%

PA Recap: 34 stores with sales of \$910.6 million. Total retail food sales for PA in the study: \$34.18 billion. Redner's Markets share of PA is 2.66%.

Mid-Atlantic Recap: 34 stores with sales of \$910.6 million annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Redner's Markets Per Store Average: \$26.78 million

Source: *Food Trade News*, June 2025



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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Total sales for those New Jersey counties included in the study are \$34.32 billion

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




ATLANTIC COUNTY (\$1.03 billion)
(Includes Atlantic City, Hammonton)

- Population 279,114
- # of Household..... 108,712
- Median Income \$76,819
- Under age 18..... 20.6%
- Over age 65..... 20.6%
- Female 51.3%
- White 54.8%
- Black..... 17.3%
- Hispanic 20.5%
- Asian..... 5.0%

1	ShopRite	5	\$374.30	36.44%
2	Wawa	27	\$193.68	18.85%
3	Albertsons (Acme)	4	\$117.40	11.48%
4	CVS	13	\$68.20	6.64%
5	Walmart (SuperCenter)	3	\$67.80	6.60%
6	Target	2	\$56.70	5.52%
7	Walgreens	10	\$49.70	4.84%
8	Sam's Club	1	\$36.80	3.58%
9	BJ's Wholesale Club	1	\$35.90	3.49%
10	7-Eleven	8	\$17.50	1.70%

11	Royal Farm Stores	3	\$11.60	1.13%
12	IGA	1	\$9.10	0.89%
13	Aldi	1	\$8.00	0.78%
14	Lidl	1	\$7.30	0.71%
15	Tri-State Co-Op	1	\$6.60	0.64%
16	Grocery Outlet	1	\$5.70	0.55%
17	Circle K	2	\$4.20	0.41%
18	Save A Lot	1	\$4.10	0.40%
		85	\$1,074.58	104.6%*



BERGEN COUNTY (\$3.87 billion)
(Includes Englewood, Hackensack, Ramsey)

- Population 978,641
- # of Household..... 353,307
- Median Income \$123,715
- Under age 18..... 20.7%
- Over age 65..... 18.7%
- Female 51.0%
- White 51.9%
- Black..... 8.0%
- Hispanic 23.3%
- Asian..... 17.7%

1	ShopRite (Fresh Grocer/Price Rite)	18	\$1,393.50	36.01%
2	Stop & Shop	10	\$311.40	8.05%
3	Albertsons (Acme/Kings)	9	\$288.40	7.45%
4	Amazon Groc. (AF/Whole Foods)	7	\$258.40	6.68%

See NEW JERSEY COUNTY SHARE on page 117



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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 116

5	CVS	45	\$223.60	5.78%
6	7-Eleven	64	\$163.10	4.21%
7	Costco	1	\$144.60	3.74%
8	Walmart (SuperCenter)	3	\$136.40	3.52%
9	Walgreens	30	\$127.50	3.29%
10	Wegmans	1	\$125.70	3.25%
11	Stew Leonard's	2	\$86.10	2.22%
12	Target	4	\$85.30	2.20%
13	BJ's Wholesale Club	2	\$64.20	1.66%
14	Trader Joe's	3	\$55.60	1.44%
15	Krasdale (AIM/Bravo/C Town/Market Fresh)	8	\$51.18	1.32%
16	Aldi	5	\$45.30	1.17%
17	Key Food	5	\$42.55	1.10%
18	Food Bazaar	2	\$36.50	0.94%
19	Wawa	5	\$36.17	0.93%
20	Uncle Giuseppe's	1	\$34.90	0.90%
21	ASG	5	\$31.80	0.82%
22	Lidl	3	\$26.20	0.68%
23	Quick Chek	8	\$22.40	0.58%

24	Allegiance (Foodtown)	2	\$19.00	0.49%
25	MOM's Organic Market	1	\$14.70	0.38%
26	Rite Aid	3	\$14.20	0.37%
27	The Fresh Market	1	\$8.10	0.21%
28	Circle K	3	\$7.10	0.18%
29	IGA	1	\$4.40	0.11%
		252	\$3,858.30	99.70%



BURLINGTON COUNTY (\$1.96 billion) (Includes Burlington, Willingboro)

• Population	475,515	• Female	50.6%
• # of Household.....	176,046	• White	63.5%
• Median Income	\$105,271	• Black.....	19.3%
• Under age 18.....	20.4%	• Hispanic	10.0%
• Over age 65.....	18.8%	• Asian.....	6.2%

1	ShopRite	10	\$597.40	30.44%
2	Wawa	39	\$255.09	13.00%
3	Albertsons (Acme)	7	\$162.40	8.28%
4	Walmart (SuperCenter)	5	\$144.20	7.35%
5	CVS	23	\$115.20	5.87%
6	Wegmans	1	\$87.20	4.44%
7	Target	4	\$82.10	4.18%

See NEW JERSEY COUNTY SHARE on page 118

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 117

8	Costco	1	\$61.90	3.15%
9	Aldi	5	\$55.10	2.81%
10	BJ's Wholesale Club	1	\$52.10	2.66%
11	7-Eleven	20	\$46.90	2.39%
12	Walgreens	5	\$45.90	2.34%
13	Amazon Groc. (Whole Foods)	1	\$43.70	2.23%
14	Military Commissaries	1	\$40.05	2.04%
15	Murphy's Markets	2	\$34.46	1.76%
16	Sam's Club	1	\$30.10	1.53%
17	Sprouts	1	\$19.50	0.99%
18	Trader Joe's	1	\$17.90	0.91%
19	Rite Aid	4	\$17.30	0.88%
20	Lidl	2	\$16.10	0.82%
21	Grocery Outlet	1	\$7.50	0.38%
22	Royal Farm Stores	2	\$6.60	0.34%
23	ASG (Compare)	1	\$3.60	0.18%
24	Quick Chek	1	\$3.50	0.18%
25	Circle K	1	\$2.80	0.14%
		140	\$1,948.60	99.30%



CAMDEN COUNTY (\$1.96 billion) (Includes Camden, Cherry Hill)

• Population	533,988	• Female	51.6%
• # of Household	200,569	• White	53.2%
• Median Income	\$86,384	• Black	22.5%
• Under age 18	22.6%	• Hispanic	19.5%
• Over age 65	16.9%	• Asian	6.3%

1	ShopRite	8	\$469.90	24.02%
2	Wawa	41	\$272.00	13.90%
3	Walmart (SuperCenter)	5	\$174.30	8.91%
4	Albertsons (Acme)	6	\$154.20	7.88%
5	CVS	24	\$142.50	7.28%
6	Target	5	\$111.30	5.69%
7	Walgreens	13	\$96.20	4.92%
8	Costco	1	\$71.20	3.64%
9	Wegmans	1	\$63.30	3.24%
10	Aldi	7	\$57.20	2.92%
11	Rite Aid	13	\$49.70	2.54%
12	7-Eleven	15	\$43.20	2.21%
13	Amazon Groc. (Whole Foods)	1	\$32.80	1.68%
14	BJ's Wholesale Club	1	\$29.70	1.52%
15	Supremo	1	\$29.30	1.50%

See NEW JERSEY COUNTY SHARE on page 119

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Wegmans Food Markets

NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 118

16	ASG (Associated/Compare)	3	\$23.40	1.20%
17	Royal Farm Stores	8	\$20.80	1.06%
18	Trader Joe's	1	\$20.40	1.04%
19	Save A Lot	3	\$17.90	0.92%
20	Heritage Dairy Stores	5	\$13.50	0.69%
21	MOM's Organic Market	1	\$13.50	0.69%
22	Key Food	1	\$10.66	0.54%
23	Lidl	1	\$7.20	0.37%
24	Tri-State Co-Op	1	\$6.60	0.34%
25	Grocery Outlet	1	\$5.80	0.30%
		167	\$1,936.56	99.00%

3	ShopRite	2	\$108.70	17.93%
4	CVS	10	\$57.80	9.53%
5	Walmart (SuperCenter)	1	\$50.00	8.25%
6	Walgreens	4	\$18.90	3.12%
7	Aldi	1	\$7.50	1.24%
8	Grocery Outlet	1	\$6.10	1.01%
9	7-Eleven	1	\$3.80	0.63%
10	C&S Independents	1	\$3.70	0.61%
11	Rite Aid	1	\$3.10	0.51%
		48	\$615.58	101.53%*



CAPE MAY COUNTY (\$606.3 million) (Includes Ocean City, Wildwood)

- Population 93,875
- # of Household 44,369
- Median Income \$88,046
- Under age 18 16.9%
- Over age 65 30.6%
- Female 51.4%
- White 84.9%
- Black 4.7%
- Hispanic 8.4%
- Asian 1.0%

1	Albertsons (Acme)	10	\$244.20	40.28%
2	Wawa	16	\$111.78	18.44%



CUMBERLAND COUNTY (\$660.7 million) (Includes Bridgeton, Vineland)

- Population 156,678
- # of Household 53,341
- Median Income \$64,499
- Under age 18 24.4%
- Over age 65 16.2%
- Female 49.2%
- White 41.7%
- Black 22.3%
- Hispanic 36.1%
- Asian 1.7%

1	ShopRite	4	\$233.60	35.36%
2	Walmart (SuperCenter)	3	\$101.70	15.39%
3	Wawa	11	\$91.28	13.82%
4	BJ's Wholesale Club	1	\$34.10	5.16%

See NEW JERSEY COUNTY SHARE on page 120



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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 119

5	Albertsons (Acme)	1	\$27.30	4.13%
6	Walgreens	3	\$27.10	4.10%
7	Rite Aid	6	\$23.90	3.62%
8	CVS	4	\$22.60	3.42%
9	Target	1	\$22.10	3.34%
10	Aldi	2	\$17.10	2.59%
11	Key Food	1	\$13.02	1.97%
12	Krasdale (AIM/C Town)	1	\$10.41	1.58%
13	Lidl	1	\$9.00	1.36%
14	ASG	1	\$6.50	0.98%
15	Save A Lot	1	\$4.80	0.73%
16	7-Eleven	1	\$2.60	0.39%
		42	\$647.11	97.94%



ESSEX COUNTY (\$2.34 billion) (Includes East Orange, Newark, West Caldwell)

• Population	881,527	• Female	51.4%
• # of Household	317,473	• White	29.1%
• Median Income	\$76,712	• Black	41.0%
• Under age 18	23.4%	• Hispanic	25.3%
• Over age 65	14.7%	• Asian	6.7%

1	ShopRite (Fresh Grocer)	10	\$932.40	39.54%
2	Krasdale (CTwn/Stop1/ShopSmt/MktFrsh)	28	\$274.03	11.62%
3	Key Food	10	\$196.64	8.34%
4	Walgreens	20	\$155.10	6.58%
5	Albertsons (Acme/Kings)	5	\$142.20	6.03%
6	Stop & Shop	3	\$124.90	5.30%
7	CVS	20	\$93.90	3.98%
8	Amazon Groc. (Whole Foods)	3	\$90.60	3.84%
9	7-Eleven	18	\$48.20	2.04%
10	Seabra's	6	\$37.80	1.60%
11	Allegiance (Foodtown)	3	\$29.60	1.26%
12	Wawa	4	\$28.12	1.19%
13	ASG (AIM/Pioneer)	5	\$26.10	1.11%
14	Corrado's Family Affair	1	\$25.90	1.10%
15	Target	1	\$21.50	0.91%

See NEW JERSEY COUNTY SHARE on page 121

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 120

16	Trader Joe's	1	\$20.60	0.87%
17	Aldi	2	\$18.90	0.80%
18	Quick Chek	4	\$12.70	0.54%
19	Save A Lot	2	\$11.30	0.48%
20	Super Supermarket	1	\$10.80	0.46%
21	Lidl	1	\$8.80	0.37%
22	Supremo	1	\$8.20	0.35%
		149	\$2,318.29	98.31%


6	CVS	14	\$67.10	5.47%
7	BJ's Wholesale Club	1	\$39.90	3.25%
8	Target	2	\$38.90	3.17%
9	Heritage Dairy Stores	24	\$35.10	2.86%
10	Walgreens	5	\$33.90	2.76%
11	Rite Aid	5	\$21.30	1.74%
12	Aldi	2	\$17.90	1.46%
13	Lidl	1	\$7.40	0.60%
14	7-Eleven	2	\$5.70	0.46%
15	Grocery Outlet	1	\$5.50	0.45%
16	Save A Lot	1	\$5.10	0.42%
17	Royal Farm Stores	1	\$4.00	0.33%
		97	\$1,223.45	99.74%



GLOUCESTER COUNTY (\$1.23 billion)
(Includes Paulsboro, Woodbury)

- Population 311,783
- # of Household..... 111,796
- Median Income \$102,807
- Under age 18..... 21.1%
- Over age 65..... 17.4%
- Female 51.0%
- White 74.4%
- Black..... 12.5%
- Hispanic 8.7%
- Asian..... 3.4%

1	ShopRite	6	\$426.20	34.75%
2	Wawa	23	\$176.25	14.37%
3	Walmart (SuperCenter)	3	\$125.90	10.26%
4	Albertsons (Acme)	4	\$117.30	9.56%
5	Sam's Club	2	\$96.00	7.83%



HUDSON COUNTY (\$1.86 billion)
(Includes Bayonne, Hoboken, Jersey City)

- Population 736,185
- # of Household..... 295,552
- Median Income \$90,032
- Under age 18..... 19.4%
- Over age 65..... 13.1%
- Female 50.0%
- White 28.8%
- Black..... 15.7%
- Hispanic 40.8%
- Asian..... 17.6%

1	ShopRite	5	\$465.30	25.07%
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See NEW JERSEY COUNTY SHARE on page 124

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Big Crowd On Hand As New Jersey Food Council Honors Heggelke, Unanue, Stigers At



The New Jersey Food Council held its annual Night of Distinction last month at The Palace at Somerset Park in Somerset, NJ. Among those on hand were Gary Capozzi of Pepsi; Linda Doherty of NJFC; Rob Thatford, Steve Heggelke and Pam Carstens of Bozzuto's; and Jason Read of Wawa.



Will Sumas (c) of Village ShopRite is flanked in this photo by Ken Atkinson (l) and Mike Atkinson of Douglas Sales.



All smiles for the Food Trade News photographer are Gary Capozzi of Pepsi, Linda Doherty of NJFC, Richard Saker of Saker ShopRites, Mike Stigers of Wakefern and Jason Read of Wawa.



Jim McCaffrey III of McCaffrey's Markets chats at the event with Phil Scaduto of Food Circus Supermarkets.



Making their way to The Palace at Somerset from McCaffrey's are Joe Anselmi, Anthony SanFillippo and Laura DiDonato.



Former New Jersey governor Chris Christie (c) smiles for a photo with Richard and Laura Saker of Saker ShopRites.



These fine folks are Sean McMenamin of McMenamin ShopRites, Jeannie and Joe Colalillo of Hunterdon ShopRite, Jim McCaffrey III of McCaffrey's Markets, and Renee and Mike Stigers of Wakefern.



This Saker ShopRites trio features Joseph Saker II, Rick Saker and Daniel Saker.



This Liberty Coca-Cola photo features Mike Rorabaugh, Kent Laurent, Ernest Benson, Michele Vitale and Dayra Marin.



Bill Schlosky of Utz chats at the event with Ron H. Murphy of Murphy's Fresh Markets.



Here we have Roland King, Maria King, Stacy Aurand, Anthony Massoni, George Veit and Chris Calvert of Zallie Family Markets.



These retailers are Jonathan Slawsby of Madison Food Group and Lawrence Inserra III of Inserra ShopRites.

2025 Night Of Distinction Held May 21 At The Palace At Somerset Park In Somerset, NJ



Jim Dorey (r) of Inserra ShopRites smiles for a photo with Christine and Steve DiPascale of TMK Produce.



Rafael Cuellar of ShopRite of Passaic chats at the Night of Distinction with Goya's Bob Unanue and Miguel Abreu.



Rob Thatford and Steve Heggelke of Bozzuto's smile for a photo with David Maniaci of Nicholas Markets.



Jeff Mondelli of Wakefern says hello to Bill Schlosky of Utz.



These smiles belong to Mike Tarloff of C&S, Linda Doherty of NJFC and Mike DeLoreto of Gibbons.



This photo features Jason Smith, Dan Ling, Jenny Caruso and Jeff Mondelli of Wakefern, and Doug Parker of JOH.



Wakefern's Darren Caudill smiles for a photo with Irv Glass of Glass Gardens ShopRite.



These industry vets are Jim Dorey of Inserra ShopRite, Jimmy Ostling of Wise Foods and Jim Ostling of Ostling Sales & Marketing.



Joe Colalillo of ShopRite of Hunterdon County says hello to Tom Cormier of Ahold Delhaize USA.



This photo features Rafael Toro, Mary Luzarrage and Bob Unanue of Goya; Tom Cormier of Ahold Delhaize ASA; and Miguel Abreu of Goya.



Food Trade News' Kevin Gallagher poses for a photo with former New Jersey governor Chris Christie and Bozzuto's Rob Thatford and Steve Heggelke.




Len Sitar of ShopRite of Carteret is joined in this photo by Wakefern's Renee and Mike Stigers and John Amaral.

NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 121

2	Walmart (SuperCenter)	4	\$218.80	11.79%
3	Walgreens (Duane Reade)	21	\$130.70	7.04%
4	Albertsons (Acme/Kings)	5	\$121.60	6.55%
5	BJ's Wholesale Club	3	\$107.50	5.79%
6	Krasdale (AIM/C Town)	11	\$90.41	4.87%
7	Costco	1	\$90.00	4.85%
8	Amazon Groc. (Whole Foods)	2	\$87.90	4.74%
9	CVS	16	\$72.40	3.90%
10	Stop & Shop	2	\$68.10	3.67%
11	Target	2	\$52.30	2.82%
12	Key Food	6	\$42.59	2.29%
13	7-Eleven	14	\$38.20	2.06%
14	Food Bazaar	2	\$37.90	2.04%
15	Sam's Club	1	\$35.90	1.93%
16	Supremo	1	\$31.70	1.71%
17	ASG (Associated/Met/Pioneer)	6	\$22.70	1.22%
18	Aldi	2	\$22.30	1.20%
19	Trader Joe's	1	\$19.80	1.07%

20	Seabra's	2	\$19.70	1.06%
21	Quick Chek	8	\$18.70	1.01%
22	Allegiance (Foodtown/Morton Williams)	2	\$18.40	0.99%
23	Lidl	2	\$13.50	0.73%
24	Fine Fare Supermarkets	3	\$11.20	0.60%
25	Wawa	1	\$9.27	0.50%
26	Rite Aid	1	\$4.50	0.24%
27	Circle K	1	\$2.60	0.14%
		125	\$1,853.97	99.87%



HUNTERDON COUNTY (\$487.9 million)
(Includes Clinton, Flemington)

- Population 131,708
- # of Household 50,322
- Median Income \$139,453
- Under age 18 19.0%
- Over age 65 21.7%
- Female 50.7%
- White 81.0%
- Black 3.1%
- Hispanic 9.6%
- Asian 5.3%

1	ShopRite	2	\$172.50	35.36%
2	Walmart (SuperCenter)	2	\$89.10	18.26%
3	Costco	1	\$64.70	13.26%
4	Stop & Shop	1	\$27.80	5.70%
5	Walgreens	4	\$26.60	5.45%

See NEW JERSEY COUNTY SHARE on page 125

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 124

6	CVS	4	\$24.60	5.04%
7	BJ's Wholesale Club	1	\$21.80	4.47%
8	Wawa	2	\$16.13	3.31%
9	Albertsons (Kings)	1	\$15.60	3.20%
10	IGA	1	\$8.06	1.65%
11	Quick Chek	2	\$6.80	1.39%
12	7-Eleven	2	\$5.00	1.02%
13	Rite Aid	1	\$4.60	0.94%
		24	\$483.29	99.06%

3	CVS	17	\$94.10	6.20%
4	McCaffrey's	2	\$80.50	5.31%
5	Costco	1	\$76.80	5.06%
6	Wawa	11	\$74.64	4.92%
7	Walgreens	13	\$73.50	4.84%
8	Wegmans	1	\$71.20	4.69%
9	Albertsons (Acme)	2	\$55.80	3.68%
10	7-Eleven	18	\$55.10	3.63%
11	Amazon Groc. (Whole Foods)	1	\$49.90	3.29%
12	BJ's Wholesale Club	1	\$40.10	2.64%
13	Target	2	\$36.70	2.42%
14	Aldi	4	\$36.50	2.41%
15	IGA	2	\$36.08	2.38%
16	Stop & Shop	1	\$31.20	2.06%
17	Food Bazaar	1	\$29.60	1.95%
18	Trader Joe's	1	\$22.90	1.51%
19	ASG (Compare)	5	\$20.10	1.32%
20	Quick Chek	6	\$16.30	1.07%
21	Allegiance (Foodtown)	1	\$13.00	0.86%
22	Save A Lot	2	\$10.00	0.66%



MERCER COUNTY (\$1.50 billion) (Includes Princeton, Trenton)

• Population	392,138	• Female	50.6%
• # of Household.....	141,464	• White	43.1%
• Median Income	\$96,333	• Black.....	21.7%
• Under age 18.....	21.9%	• Hispanic	23.3%
• Over age 65.....	16.6%	• Asian.....	12.9%

1	ShopRite	6	\$438.80	28.92%
2	Walmart (SuperCenter)	3	\$119.30	7.86%

See NEW JERSEY COUNTY SHARE on page 126

PALERMO DESSERTS

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 125

23	Lidl	1	\$8.50	0.56%
24	Supremo	2	\$8.20	0.54%
25	Grocery Outlet	1	\$7.20	0.47%
26	Rite Aid	1	\$4.40	0.29%
27	Krasdale (Stop 1)	1	\$3.02	0.20%
		107	\$1,513.44	99.75%

7	Wawa	21	\$135.43	4.69%
8	Key Food	11	\$109.18	3.78%
9	Costco	2	\$103.60	3.59%
10	Stop & Shop	3	\$98.40	3.41%
11	7-Eleven	37	\$87.20	3.02%
12	Krasdale (Bravo/CTwn/MktFrsh/Stop1/ShopSmt)	7	\$68.41	2.37%
13	Wegmans	1	\$67.20	2.33%
14	Aldi	8	\$66.30	2.30%
15	Quick Chek	22	\$52.80	1.83%
16	Albertsons (Acme)	2	\$47.10	1.63%
17	Sam's Club	1	\$33.80	1.17%
18	Amazon Groc. (Whole Foods)	1	\$33.50	1.16%
19	Trader Joe's	1	\$20.50	0.71%
20	Food Bazaar	1	\$15.30	0.53%
21	Rite Aid	4	\$13.20	0.46%
22	Lidl	2	\$12.50	0.43%
23	Supremo	1	\$7.70	0.27%
24	ASG	1	\$7.50	0.26%
25	Fine Fare Supermarkets	1	\$7.20	0.25%
26	Circle K	1	\$3.00	0.10%
		202	\$2,765.92	95.75%

See NEW JERSEY COUNTY SHARE on page 128



MIDDLESEX COUNTY (\$2.89 billion) (Includes Edison, New Brunswick, Woodbridge)

• Population	890,119	• Female	50.3%
• # of Household	305,610	• White	37.8%
• Median Income	\$109,028	• Black	13.1%
• Under age 18	21.2%	• Hispanic	24.0%
• Over age 65	16.7%	• Asian	26.2%

1	ShopRite	13	\$972.40	33.66%
2	Walmart (SuperCenter)	7	\$196.40	6.80%
3	Walgreens	20	\$164.20	5.68%
4	Target	6	\$152.30	5.27%
5	BJ's Wholesale Club	3	\$145.60	5.04%
6	CVS	25	\$145.20	5.03%

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IN REVIEW: WEGMANS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
DE	New Castle	1	\$84.80	\$2,251.60	3.77%	1	\$81.60	3.62%
DE Recap: 1 store with sales of \$84.8 million. Total retail food sales for DE in the study: \$2.25 billion. Wegmans share of DE is 3.77%.								
NJ	Bergen	1	\$125.70	\$3,869.90	3.25%	1	\$122.60	3.17%
NJ	Burlington	1	\$87.20	\$1,962.30	4.44%	1	\$85.30	4.35%
NJ	Camden	1	\$63.30	\$1,956.20	3.24%	1	\$62.50	3.19%
NJ	Mercer	1	\$71.20	\$1,517.20	4.69%	1	\$69.80	4.60%
NJ	Middlesex	1	\$67.20	\$2,888.70	2.33%	1	\$70.10	2.43%
NJ	Monmouth	2	\$119.30	\$2,965.30	4.02%	2	\$113.40	3.82%
NJ	Morris	1	\$133.70	\$2,377.90	5.62%	1	\$128.30	5.40%
NJ	Somerset	1	\$124.30	\$1,401.10	8.87%	1	\$121.40	8.66%
NJ Recap: 9 stores with sales of \$791.9 million. Total retail food sales for NJ in the study: \$34.32 billion. Wegmans share of NJ is 2.31%.								
NY	Brooklyn	1	\$115.20	\$5,683.50	2.03%	1	\$109.60	1.93%
NY	Manhattan	1	\$128.70	\$6,211.40	2.07%	1	\$122.10	1.97%
NY	Suffolk	1	\$111.40	\$6,662.50	1.67%	0	\$0.00	0.00%
NY	Westchester	1	\$80.30	\$4,404.70	1.82%	1	\$79.20	1.80%
NY Recap: 4 stores with sales of \$435.6 million. Total retail food sales for NY in the study: \$43.89 billion. Wegmans share of NY is 0.99%.								
PA	Bucks	2	\$167.40	\$3,350.60	5.00%	2	\$174.60	5.38%
PA	Chester	2	\$165.40	\$2,198.70	7.52%	2	\$159.30	7.25%
PA	Cumberland	1	\$62.00	\$1,289.40	4.81%	1	\$61.70	4.79%
PA	Delaware	1	\$115.20	\$2,759.30	4.17%	1	\$111.90	4.06%
PA	Lackawanna	1	\$54.90	\$786.00	6.98%	1	\$53.90	6.86%
PA	Lancaster	1	\$70.30	\$1,849.30	3.80%	1	\$69.40	3.75%
PA	Lehigh	1	\$70.60	\$1,607.20	4.39%	1	\$69.50	4.32%
PA	Luzerne	1	\$58.05	\$989.60	5.87%	1	\$57.90	5.85%
PA	Lycoming	1	\$41.70	\$493.40	8.45%	1	\$40.70	8.25%
PA	Montgomery	3	\$234.70	\$4,439.70	5.29%	3	\$246.80	5.56%
PA	Northampton	2	\$156.80	\$1,376.50	11.39%	2	\$151.30	10.99%

PA Recap: 16 stores with sales of \$1.2 billion. Total retail food sales for PA in the study: \$34.18 billion. Wegmans share of PA is 3.50%.

Mid-Atlantic Recap: 30 stores with sales of \$2.51 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

Wegmans Per Store Average: \$83.65 million

Source: Food Trade News, June 2025

— EST. 1964 —

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 126



MONMOUTH COUNTY (\$2.97 billion) (Includes Asbury Park, Freehold, Neptune)

- Population 647,520
- # of Household..... 250,195
- Median Income \$122,727
- Under age 18..... 20.7%
- Over age 65..... 19.8%
- Female 51.0%
- White 73.4%
- Black 7.2%
- Hispanic 13.0%
- Asian 5.8%

1	ShopRite (Dearborn Market)	12	\$829.30	27.97%
2	Costco	3	\$222.60	7.51%
3	Walgreens	24	\$197.40	6.66%
4	Wawa	24	\$151.86	5.12%
5	CVS	28	\$151.60	5.11%
6	Walmart (SuperCenter)	3	\$143.40	4.84%
7	Stop & Shop	3	\$143.10	4.83%
8	Albertsons (Acme)	5	\$133.80	4.51%
9	Wegmans	2	\$119.30	4.02%
10	Amazon Groc. (AF/Whole Foods)	4	\$113.40	3.82%
11	Target	5	\$108.10	3.65%
12	Allegiance (Foodtown)	4	\$93.00	3.14%
13	Trader Joe's	4	\$89.70	3.02%

14	7-Eleven	40	\$88.40	2.98%
15	BJ's Wholesale Club	2	\$70.40	2.37%
16	Sam's Club	1	\$70.10	2.36%
17	Aldi	7	\$59.20	2.00%
18	Quick Chek	17	\$40.70	1.37%
19	ASG	6	\$40.30	1.36%
20	Uncle Giuseppe's	1	\$27.40	0.92%
21	Krasdale	2	\$19.30	0.65%
22	Lidl	2	\$15.00	0.51%
23	Rite Aid	3	\$14.30	0.48%
24	Key Food	1	\$11.14	0.38%
25	Fine Fare Supermarkets	1	\$8.30	0.28%
26	Super Supermarket	1	\$7.80	0.26%
27	Grocery Outlet	1	\$7.60	0.26%
28	Circle K	2	\$4.30	0.15%
		208	\$2,980.80	100.52%*

See NEW JERSEY COUNTY SHARE on page 129

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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 128



MORRIS COUNTY (\$2.38 billion) (Includes Chatham, Morris Plains, Parsippany)

- Population 523,053
- # of Household..... 191,840
- Median Income \$134,929
- Under age 18..... 20.5%
- Over age 65..... 18.8%
- Female 50.4%
- White 66.9%
- Black..... 4.4%
- Hispanic 16.3%
- Asian..... 11.5%

1	ShopRite	11	\$739.60	31.10%
2	Albertsons (Acme/Kings)	10	\$226.70	9.53%
3	Walmart (SuperCenter)	6	\$178.30	7.50%
4	Stop & Shop	4	\$173.80	7.31%
5	Costco	2	\$136.50	5.74%
6	BJ's Wholesale Club	3	\$136.20	5.73%
7	Wegmans	1	\$133.70	5.62%
8	CVS	23	\$129.20	5.43%
9	Amazon Groc. (Whole Foods)	3	\$117.50	4.94%
10	Walgreens	14	\$95.80	4.03%
11	Target	4	\$78.80	3.31%
12	Wawa	8	\$39.19	1.65%
13	Weis Markets	3	\$34.91	1.47%

14	Quick Chek	16	\$34.60	1.46%
15	7-Eleven	13	\$27.40	1.15%
16	Trader Joe's	2	\$27.30	1.15%
17	Uncle Giuseppe's	1	\$23.90	1.01%
18	Aldi	2	\$18.10	0.76%
19	Allegiance (Foodtown)	1	\$11.00	0.46%
20	ASG	1	\$8.80	0.37%
21	Military Commissaries	1	\$2.13	0.09%
22	Circle K	1	\$2.10	0.09%
		130	\$2,375.53	99.90%



OCEAN COUNTY (\$2.16 billion) (Includes Lakehurst, Beach Island, Toms River)

- Population 666,434
- # of Household..... 241,521
- Median Income \$86,411
- Under age 18..... 25.0%
- Over age 65..... 23.0%
- Female 51.3%
- White 82.4%
- Black..... 4.0%
- Hispanic 11.0%
- Asian..... 2.1%

1	ShopRite	9	\$692.50	32.01%
2	Wawa	40	\$268.20	12.40%
3	Stop & Shop	5	\$201.60	9.32%
4	Walmart (SuperCenter)	5	\$173.30	8.01%

See NEW JERSEY COUNTY SHARE on page 130



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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 129

5	Albertsons (Acme)	5	\$130.30	6.02%
6	CVS	22	\$119.40	5.52%
7	Costco	2	\$112.30	5.19%
8	Walgreens	15	\$107.50	4.97%
9	BJ's Wholesale Club	2	\$82.70	3.82%
10	Target	3	\$57.40	2.65%
11	Aldi	5	\$57.30	2.65%
12	7-Eleven	21	\$52.80	2.44%
13	Rite Aid	12	\$33.70	1.56%
14	Quick Chek	9	\$25.10	1.16%
15	Trader Joe's	1	\$23.90	1.10%
16	Lidl	2	\$10.80	0.50%
17	Krasdale (Market Fresh)	2	\$9.52	0.44%
18	Murphy's Markets	1	\$8.71	0.40%
19	ASG	3	\$6.80	0.31%
20	Circle K	2	\$4.30	0.20%
21	Royal Farm Stores	1	\$3.60	0.17%
22	Military Commissaries	1	\$2.14	0.10%
		168	\$2,183.87	100.94%*


18	Lidl	1	\$6.90	0.45%
19	Circle K	2	\$4.80	0.32%
20	Wawa	1	\$4.37	0.29%
21	Rite Aid	1	\$4.10	0.27%
		94	\$1,517.33	99.87%



SALEM COUNTY (\$175.3 million)
(Includes Pennsville, Salem)

- Population 65,874
- # of Household 24,881
- Median Income \$78,412
- Under age 18 22.0%
- Over age 65 19.5%
- Female 50.8%
- White 70.6%
- Black 15.6%
- Hispanic 11.9%
- Asian 1.1%


1	Albertsons (Acme)	2	\$72.90	41.59%
2	Wawa	5	\$34.49	19.67%
3	Walmart	1	\$24.90	14.20%
4	Walgreens	2	\$15.40	8.78%
5	Rite Aid	2	\$7.30	4.16%
6	Save A Lot	1	\$6.20	3.54%
7	Heritage Dairy Stores	2	\$4.60	2.62%
8	IGA	1	\$4.20	2.40%
9	Circle K	1	\$2.30	1.31%
		17	\$172.29	98.28%



PASSAIC COUNTY (\$1.52 billion)
(Includes Passaic, Paterson, Wayne)

- Population 526,597
- # of Household 177,964
- Median Income \$87,137
- Under age 18 23.5%
- Over age 65 16.5%
- Female 50.9%
- White 38.5%
- Black 15.1%
- Hispanic 44.7%
- Asian 6.2%

1	ShopRite (Fresh Grocer/Price Rite)	8	\$514.30	33.85%
2	Stop & Shop	4	\$158.70	10.45%
3	Key Food	9	\$153.76	10.12%
4	Costco	2	\$107.10	7.05%
5	Walgreens	14	\$99.70	6.56%
6	Corrado's Family Affair	1	\$75.60	4.98%
7	CVS	11	\$67.20	4.42%
8	BJ's Wholesale Club	1	\$53.10	3.50%
9	Trader Joe's	2	\$48.30	3.18%
10	Amazon Groc. (AF/Whole Foods)	2	\$46.40	3.05%
11	7-Eleven	15	\$39.10	2.57%
12	Aldi	4	\$38.60	2.54%
13	Quick Chek	11	\$29.70	1.95%
14	Target	1	\$22.60	1.49%
15	Allegiance (Foodtown)	1	\$15.00	0.99%
16	ASG (Compare)	2	\$14.10	0.93%
17	Super Supermarket	1	\$13.90	0.91%



SOMERSET COUNTY (\$1.40 billion)
(Includes Bound Brook, Somerset, Somerville)

- Population 357,467
- # of Household 129,459
- Median Income \$135,960
- Under age 18 20.9%
- Over age 65 17.6%
- Female 50.8%
- White 49.7%
- Black 11.2%
- Hispanic 17.9%
- Asian 20.8%

1	ShopRite	7	\$555.50	39.65%
2	Costco	2	\$167.40	11.95%
3	Wegmans	1	\$124.30	8.87%
4	Stop & Shop	3	\$79.40	5.67%
5	CVS	11	\$55.60	3.97%
6	Walmart (SuperCenter)	2	\$53.70	3.83%
7	Walgreens	10	\$51.70	3.69%
8	Albertsons (Acme/Kings)	2	\$42.80	3.05%
9	BJ's Wholesale Club	1	\$39.10	2.79%
10	Amazon Groc. (Whole Foods)	1	\$35.80	2.56%
11	Target	2	\$35.10	2.51%
12	Quick Chek	11	\$31.50	2.25%
13	Trader Joe's	1	\$22.00	1.57%
14	Weis Markets	1	\$20.33	1.45%
15	Wawa	3	\$20.22	1.44%
16	7-Eleven	6	\$20.20	1.44%

See NEW JERSEY COUNTY SHARE on page 132

Together, we make a difference.

Thank you for helping us achieve success
in our stores and in our communities.

- 364 Supermarkets in seven states
- Provided \$65 million to hunger-relief agencies since 1999
- Over 3.1 million tons of material recycled in the last 40 years



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NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 130

17	The Fresh Market	1	\$13.30	0.95%
18	Fine Fare Supermarkets	2	\$11.70	0.84%
19	Key Food	1	\$9.44	0.67%
20	Rite Aid	1	\$4.20	0.30%
21	Royal Farm Stores	1	\$3.90	0.28%
		70	\$1,397.19	99.72%

9	7-Eleven	5	\$13.40	2.11%
10	Wawa	2	\$7.59	1.19%
		36	\$646.89	101.76%*




UNION COUNTY (\$2.14 billion)
(Includes Clark, Elizabeth, Springfield)

- Population 594,160
- # of Household..... 201,663
- Median Income \$100,117
- Under age 18..... 23.3%
- Over age 65..... 15.6%

- Female 50.6%
- White 36.6%
- Black..... 24.0%
- Hispanic 35.3%
- Asian..... 6.3%

1	ShopRite	8	\$714.20	33.38%
2	Albertsons (Acme/Kings)	4	\$154.50	7.22%
3	Stop & Shop	5	\$152.60	7.13%
4	CVS	34	\$127.40	5.95%
5	Walgreens	18	\$127.10	5.94%
6	7-Eleven	34	\$109.10	5.10%
7	Target	4	\$90.10	4.21%
8	Key Food	6	\$87.73	4.10%
9	Amazon Groc. (Whole Foods)	2	\$63.70	2.98%
10	Costco	1	\$63.10	2.95%
11	Wawa	9	\$56.66	2.65%
12	Walmart (SuperCenter)	2	\$56.60	2.64%
13	Sam's Club	1	\$54.70	2.56%

See NEW JERSEY COUNTY SHARE on page 133



SUSSEX COUNTY (\$635.7 million)
(Includes Franklin, Hoptacong, Newton)

- Population 147,444
- # of Household..... 57,328
- Median Income \$114,316
- Under age 18..... 19.5%
- Over age 65..... 19.4%

- Female 49.7%
- White 80.6%
- Black..... 3.5%
- Hispanic 12.7%
- Asian..... 2.4%

1	ShopRite	5	\$383.10	60.26%
2	Albertsons (Acme)	2	\$47.90	7.54%
3	Stop & Shop	1	\$47.10	7.41%
4	Weis Markets	2	\$45.50	7.16%
5	Walmart (SuperCenter)	2	\$43.30	6.81%
6	Quick Chek	10	\$23.60	3.71%
7	Walgreens	4	\$19.80	3.11%
8	CVS	3	\$15.60	2.45%

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Jim Nazzaro
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Joe Laflamme
jlaflamme7766@gmail.com • 781.264.7249

NEW JERSEY COUNTY SHARE OF MARKET: 2025

Continued from page 132


14	Supremo	2	\$51.30	2.40%
15	BJ's Wholesale Club	1	\$43.10	2.01%
16	Food Bazaar	1	\$34.90	1.63%
17	Aldi	4	\$34.20	1.60%
18	Quick Chek	11	\$29.90	1.40%
19	Seabra's	3	\$25.10	1.17%
20	Trader Joe's	1	\$21.90	1.02%
21	Lidl	2	\$16.40	0.77%
22	Save A Lot	1	\$6.90	0.32%
23	ASG	9	\$6.60	0.31%
24	Circle K	2	\$4.40	0.21%
		165	\$2,132.19	99.64%

3	Target	2	\$42.90	8.22%
4	CVS	6	\$28.10	5.39%
5	Albertsons (Acme)	1	\$26.10	5.00%
6	Weis Markets	1	\$22.89	4.39%
7	Quick Chek	8	\$22.30	4.27%
8	Wawa	3	\$21.68	4.15%
9	Rite Aid	4	\$16.50	3.16%
10	7-Eleven	3	\$10.30	1.97%
11	Aldi	1	\$8.60	1.65%
12	Walgreens	1	\$5.30	1.02%
13	C&S Independents	3	\$3.90	0.75%
		39	\$520.37	99.73%

() 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 2025



WARREN COUNTY (\$521.8 million)
(Includes Hackettstown, Phillipsburg)

- Population 112,031
- # of Household 44,943
- Median Income \$99,596
- Under age 18 19.2%
- Over age 65 20.3%
- Female 50.5%
- White 75.0%
- Black 7.7%
- Hispanic 13.7%
- Asian 3.2%

1	ShopRite	4	\$221.70	42.49%
2	Walmart (SuperCenter)	2	\$90.10	17.27%



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Orwigsburg, PA 17961
570-366-1477

www.Boyersfood.com

18 LOCATIONS THROUGHOUT NORTHEASTERN PA!



ShopRite Extends Market Share Lead In 70-County \$123 Billion Food Trade News Region

from page 1

NJ ShopRites were acquired by Glass Gardens.

A solid year by The Giant Company (TGC), elevated the Carlisle, PA-based regional chain to the number two spot among all food retailers in the region. TGC's numbers weren't spectacular, but comp store increases were positive, and the Ahold Delhaize USA (ADUSA) brand performed well in all of its operating regions – Central PA, the Delaware Valley, Northeast PA and the Lehigh Valley. Sales at its 161 stores were estimated to be \$7.76 billion.

The primary reason for TGC's ascension can be attributed to the slippage of now third-ranked Stop & Shop. After years of flat or declining revenue, the second largest ADUSA brand, bit the bullet last July by announcing it would close 32 underperforming stores (24 in the FTN region) by the end of 2024. It also named veteran company executive Roger Wheeler to replace the now retired Gordon Reid as president of the Quincy, MA-based operator. Estimated annual revenue at its 177 stores was \$7.56 billion.

While CVS fared the best when compared to its two other drug chain rivals – Walgreens and Rite Aid – the

Woonsocket, RI-based chain also faced comp store sales hurdles. Estimated sales at 1,207 stores in the region were estimated to be \$7.33 billion. Additionally, the company's pharmaceutical benefits management (PBM) unit CVS Caremark is currently being sued by the Federal Trade Commission.

Remaining in fifth place among retailers in the region was Walmart, which again did not open any new brick-and-mortar stores but managed to achieve one of the best comp store sales increases in the entire market. The Bentonville, AR-based mass merchant once again focused primarily on upgrading its e-commerce initiatives (which for the first time in its history is now profitable). However, beginning last year in Florida and Texas, Walmart began remodeling stores and adding a few new units to its roster, something the company said it will continue nationally over the next five years. Annual sales at its 173 stores in the region (including 105 SuperCenters) were estimated to be \$7.03 billion, up from \$6.76 billion last year.

Costco again enjoyed one of the finest years of any retailer in the market with strong comp store sales and a level of consumer loyalty that was among the best in the entire indus-

try. The Issaquah, WA-based club merchant operates 50 stores in the region (same as last year), good for estimated annual extrapolated sales of \$5.85 billion.

While Walgreens closed hundreds of stores across the country over the past year, the reduction of stores in the *Food Trade News* area was not as radical as in most. The Deerfield, IL-based unit of Walgreens Boots Alliance now operates 679 drug stores – three fewer than last year – and posted estimated annual revenue of \$5.3 billion, a slight dip from 2024.

Moving up a spot in this year's ranking was Target. However, it wasn't because the Minneapolis-based merchant produced strong comparable store sales (comps were flat to slightly negative). Target's modest sales gain over the past year can be attributed to the eight new stores it opened in the region. Now with 190 stores ranging in size from 20,000 square feet to 175,000 square feet, Target's estimated extrapolated annual sales were \$4.99 billion.

The Mid-Atlantic division of Albertsons whose banners include Acme, Safeway, Kings and Balducci's, again found the competitive climate challenging but held its own sales-wise. The Malvern, PA division operated 176 stores, (one fewer store than

last year - it closed a supermarket in Summit, NJ), and amassed estimated annual sales of \$4.88 billion.

Rounding out the top 10 was regional c-store powerhouse Wawa. Once again, the Wawa, PA-based merchant enjoyed some of the best comp sales of all retailers analyzed in our annual survey. During our 12-month measuring period, Wawa opened 23 new stores (many in Central PA) and now operates 598 units, good for \$4.34 billion in annual sales (excluding gas).

Other retailers that surpassed the \$1 billion sales mark were: BJ's (81 stores with extrapolated annual sales of \$4.32 billion); Krasdale, which supplies 474 independent stores and amassed sales of \$4.17 billion; Key Food, which oversees 354 independent supermarkets and \$4.14 billion in annual sales; Amazon Grocery, which includes Whole Foods, Amazon Fresh and Amazon Go (87 units good for estimated annual sales of \$3.49 billion); Weis Markets (113 stores, annual sales of \$2.84 billion); 7-Eleven (950 c-stores, estimated annual volume \$2.51 billion); Wegmans (30 stores whose estimated annual revenue was \$2.51 billion); ASG, which supervises 250 independent supermarkets with sales of \$2.45 billion; Aldi (199 discount units whose

estimated annual sales reached \$1.99 billion); Trader Joe's (65 stores, estimated annual volume of \$1.98 billion); beleaguered (and soon-to-be out of business) Rite Aid (353 stores – 49 fewer than last year, estimated annual volume of \$1.56 billion – approximately \$250 million less than in 2024); Allegiance Retail Services/Foodtown (131 stores with annual sales of \$1.42 billion); and Sam's Club (24 stores, estimated extrapolated annual sales \$1.18 billion).

By class of trade, the leaders are: supermarkets – ShopRite/Price Rite/Fresh Grocer et al (296 stores, \$19 billion in estimated annual retail sales); clubs - Costco (50 stores, \$5.85 billion in estimated extrapolated annual sales); mass - Walmart (173 stores, \$7.03 billion in estimated extrapolated annual sales); drug - CVS (1,207 stores and \$7.33 billion in estimated annual sales); and convenience stores - Wawa (598 stores and \$4.34 billion in annual revenue).

Viewed as a group, the 73 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,407 stores and accrued \$120.8 billion in annual sales in the *Food Trade News* marketing region, good for 98.14 percent of the region's \$123.1 billion food and drug market.

THANK YOU

MORE THAN 16 MILLION POUNDS

of food was rescued and distributed to our community in 2023 with the help of our Grocers Against Hunger Partners.

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TRADE CALENDAR

July 7

Krasdale will hold its annual golf outing at Upper Montclair Country Club in Clifton, NJ. For more information, contact Bridget Maloney at 914.697.5393 or bridgetm@alpha1marketing.com.

July 14

Key Food will host its annual golf outing to benefit the Morris Levine Key Food Stores Foundation at: Pine Hollow Country Club in E. Norwich, NY; Mill River Club in Oyster Bay, NY; and Mutton-town Club in E. Norwich, NY. For more information, contact Madeline Donohue at MadelineD@keyfoods.com.

July 28

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

August 5-6

Bozzuto's will hold its Big B Expo at Mohegan Sun in Uncasville, CT.

August 20

Key Food will hold its grocery selling show at a location TBA. For more information, contact Madeline Donohue at MadelineD@keyfoods.com.

August 26-27

C&S Robeson will hold its summer selling show at the Lancaster Convention Center.

September 11

Associated Supermarket Group will hold its fall buying show at Citi Field in Flushing, NY. For more information, contact Michelle Mendoza at 516.256.3100 or michelle.mendoza@asghq.com.

September 16

Eastern Produce Council and Idaho Potato Commission, Zespri and Oppenheimer will host an event at Met Life Stadium in East Rutherford, NJ. [easternproduce-council.com/event-9-16-25.php](http://www.njfoodcouncil.com/event-9-16-25.php).

September 27

Krasdale Foods will hold its annual gala at a location TBA. For more information, contact Bridget Maloney at 914.697.5393

or bridgetm@alpha1marketing.com.

September 30

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

October 4

Eastern Produce Council will host the 11th annual Joe DeLorenzo Family Apple Picking at Melick's Town Farm in Oldwick, NJ from 10:00 am to noon. To register, go to easternproduce-council.com/event-10-4-25.php

October 7-8

The Pennsylvania Food Merchants Association will hold its fall legislative conference at Hershey Country Club in Hershey, PA. For more information, go to www.pfma.org.

October 16

Friends of the Food Industry will hold its annual reception at Hackensack Golf Club in Oradell, NJ from 6:00-9:00 p.m. For more information, email Mike Casey at mcasey@lvieirasbakery.com.

October 16-18

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

October 18-21

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

October 23

Key Food will hold a perishable selling show at a location TBA. For more information, contact Madeline Donohue at MadelineD@keyfoods.com.

October 29

The New Jersey Food Council will hold its Loss Prevention Conference & Exhibition beginning at 8:00 a.m. at Forsgate Country Club in Monroe Twp., NJ. For more information, go to www.njfoodcouncil.com.

December 3

The New Jersey Food Council

See **TRADE CALENDAR** on page 144



Dear Valued Vendor and Corporate Partners,

At Murphy's Fresh Markets, we extend our sincere gratitude to our incredible business partners, namely — UNFI, Four Seasons Produce, Pepsi Cola, Liberty Coca-Cola, Dietz and Watson, Boar's Head Provisions, and so many others — for your outstanding support and collaboration over the past 47 years. Your dedication and partnership have been essential in helping us provide an exceptional shopping experience to our customers. Through our strong business relationships, we have grown together, and we are proud to have you as an integral part of the Murphy's Fresh Markets community.

Thank you.

The Murphy's Fresh Markets Team



Bringing Families to the Table Since 1959!

10 LOCATIONS IN THE HARRISBURG, PA REGION

KARNSFOODS.COM



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

The annual Ravitz Family Foundation golf outing was held June 12 at Scotland Run Golf Club in Williamstown, NJ. Welcoming golfers to the outing are Ravitz Family Markets' Shawn Ravitz, Brett Ravitz and Dan Bonomo.



Enjoying a fine day on the links for a great cause are Brandon Capizzi and John Capizzi of Domino Foods, Stephen Ducey of Acosta, and Brian Reardon and John Reardon of Ken's Foods.

These bottled beverages mavens are Al DeColli, Michael Cassara, Bridget Beck and Corey Hilson of Coca-Cola NA, and Mark Thompson and Chris Cusick of Liberty Coke.



Lawrence Taylor, who is retired from Utz, catches up with Bill Schlosky of Utz at the Ravitz golf outing.



Comprising this trio are Bimbo Bakeries' Ryan Auld, Tony Dineen and Keith Batheco.



Liscio's is well represented at the outing by Rob Gullo and Tom Collins.



This Schmidt Baking duo includes Keith Novak and John Sweeny.



Dan Bonomo (c) of Ravitz Family Markets is flanked here by Emily Hruska and Fran Dolan of Herr Food.



These fine folks are Joe Fox, Chris George, Christine Gamabogi and Rich Richmond of Ravitz Family Markets.



This foursome features Michael Rzucidlo, Bob Spiegel Jr., Bob Spiegel Sr., and Dominic DiBiase of Ravitz Family Markets.



Here we have Mike Cavanaugh, Doug McWilliams and Ed Randazo of Dietz & Watson.



All smiles for the *Food Trade News* camera are Ryan Flynn and Michael Flynn of Ravitz Family Markets.



Jim McCaffrey IV of McCaffrey's Markets is joined here by Joe Frisco and Michael Storti of Lynmar Builders.

Fighting student hunger

TOGETHER

As we continue to fight hunger in our local communities through our School Food Pantry Program, we want to thank our vendor partners for their generous support.

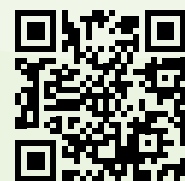
Together, we feed it forward and help nourish tomorrow.



STOP&SHOP
School Food
Pantry Program



Learn more:



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

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

Retailer	Number	Location
Aldi	15	Stratford, CT; Absecon, NJ*; Branchburg, NJ; Mt. Olive, NJ; Bethpage, NY; Great Neck, NY; Lake Ronkonkoma, NY; Staten Island, NY; Dillsburg, PA; Gettysburg, PA*; Harrisburg, PA; Lancaster, PA; Mount Joy, PA; Philadelphia, PA (Washington Ave.)*; Phoenixville, PA
Amazon Fresh	3	Havertown, PA; Philadelphia, PA-2 (Northern Liberties, Red Lion Rd.)
BJ's Wholesale Club	2	Mechanicsburg, PA (r); Staten Island, NY*
Costco	1	Silver Spring Twp., PA
DeCicco & Sons	2	Greenwich, CT; Scarsdale, NY
Food Bazaar	1	Manhattan, NY (Inwood)
The Giant Company	4	Jenkintown, PA*; Parkesburg, PA; Philadelphia, PA (Andorra); Salisbury Twp., PA (r)
Grocery Outlet	6	Deptford, NJ*; Toms River, NJ; Vineland, NJ; Carlisle, PA; Fairless Hills, PA*; Kennett Square, PA
H Mart	1	Manhattan, NY (E. 86th St)
Lidl	16	Bear, DE; Blackwood, NJ; Edison, NJ; Freehold, NJ*; Monroe Twp., NJ; Parsippany, NJ; Scotch Plains, NJ; Brooklyn, NY (Crown Heights*); Manhattan, NY- 3 (Chelsea, Grand St., Kips Bay); Orangetown, NY; Yonkers, NY; Bristol Twp., PA; Philadelphia, PA (North Broad & Girard); Warminster, PA
ShopRite	11	Blackwood, NJ (r); Freehold, NJ (r); Hillsborough Twp., NJ (r); Jersey City, NJ (r); Manahawkin, NJ (r); Manalapan, NJ; West Caldwell, NJ (r); West Deptford, NJ (e); Staten Island, NY; Valley Stream, NY; Roxborough, PA (e)
Sprouts	6	West Deptford, NJ*; Woodbridge, NJ; Lansdale, PA*; Limerick, PA; Philadelphia, PA (Northern Liberties)*; Centereach, NY
Target	9	Guilford, CT; Norwalk, CT; Flemington, NJ; Bridgehampton, NY; Bronx, NY (White Plains Rd.); Queens, NY (Astoria); Lansdale, PA; Parkesburg, PA; West Goshen, PA
Trader Joe's	5	Woodbridge, NJ; Manhattan, NY (55th & Broadway); Staten Island, NY; Berwyn, PA; Exton, PA
Uncle Giuseppe's	3	Bohemia, NY; Greenvale, NY; Levittown, NY
Wegmans	3	Norwalk, CT; Manhattan, NY (1932 Broadway); Cranberry Twp., PA
Weis Markets	1	Middletown, DE
Whole Foods	8	Old Saybrook, CT; Eatontown, NJ; Montgomery Twp., NJ; Hell's Kitchen, NY (Daily Shop); Manhattan, NY-2 (East Village) (Daily Shop); Stuyvesant Town, NY (Daily Shop)*; Lansdale, PA

(r) replacement store

(e) expansion

*store opened between 4/1/25 and 6/30/25

Source: *Food Trade News*, June 2025

DIRECTORY OF RETAILERS

from page 103

Pres.: Peter Castellana III
Primary Supplier: C&S Wholesale Grocers
FTN Stores: 18
FTN Vol.: \$246.8 million

DRUG STORES

CVS Caremark

One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
Pres./CEO: David Joyner
Reg. Stores: 1,207
Reg. Volume: \$7.33 billion
**Includes both stand-alone stores and pharmacies within Target locations.*

Rite Aid

1200 Intrepid Ave., 2nd Fl.
Philadelphia, PA 19112
Phone: (717) 761-2633
Web: riteaid.com
CEO: Matt Schroeder
Reg. Stores: 353
Reg. Vol.: \$1.56 billion

Walgreens

200 Wilnot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Tim Wentworth
Reg. Stores: 679 (Includes Duane Reade)
Reg. Volume: \$5.30 billion

CONVENIENCE STORES

7-Eleven

3200 Hackberry Rd.
Irving, TX 75063
Phone: (972) 828-7011
Web: 7-eleven.com
Pres./CEO: Joseph DePinto
Primary Supplier: McLane
FTN Stores: 950
FTN Vol.: \$2.51 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 Alex Miller
FTN Stores: 28

FTN Vol.: \$66.1 million

Cumberland Farms

Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Pres.: John Carey
Primary Supplier: Direct
FTN Stores: 44
FTN Vol.: \$116.4 million

Dash In

Div. of The Wills Group
102 Centennial St.
La Plata, MD 20646
Phone: (301) 932-3600
Chmn./CEO: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
FTN Stores: 10
FTN Vol.: \$24.1 million

Fas Mart/Shore Shop Stores

Div. of GPM Investments
8565 Magellan Pkwy., Ste. 400
Richmond, VA 23227
Phone: (804) 730-1568
Web: gpminvestments.com
CEO: Arie Kotler
Primary Supplier: McLane
FTN Stores: 15
FTN Vol.: \$29.2 million

Heritage Dairy Stores

376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage Jr.
Prim. Supplier: Direct (Heritage Wholesale)
FTN Stores: 31
FTN Vol.: \$53.2 million

Quick Chek Food Stores

Div. of Murphy USA
3 Old Hwy. 28
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
CEO-Murphy USA: Andrew Clyde
Primary Supplier: AFI
FTN Stores: 159
FTN Vol.: \$409.4 million

Royal Farms

3611 Roland Ave.
Baltimore, MD 21211
Phone: (410) 889-0200
Web: royalfarms.com
Pres.: John Kemp
Primary Supplier: Cooper Booth

FTN Stores: 48
FTN Vol.: \$147.0 million

Rutter's

Div. of CHR Corp.
2295 Susquehanna Trail, Ste. C
York, PA 17404
Phone: (717) 848-9827
Web: rutters.com
Pres.: Scott Hartman
Primary Supplier: Core-Mark
FTN Stores: 73
FTN Vol.: \$165.8 million

Sheetz, Inc.

243 Sheetz Way
Claysburg, PA 16625
Phone: (800) 765-4686
Web: sheetz.com
Exec. Vice Chmn.: Joe Sheetz
CEO/Pres.: Travis Sheetz
Primary Supplier: Direct
FTN Stores: 115
FTN Vol.: \$505.4 million

Turkey Hill Minit Markets

Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (800) 225-9702
Web: turkeyhillcstores.com
Pres.: John Carey
Primary Supplier: Core-Mark
FTN Stores: 232
FTN Vol.: \$428.2 million

Wawa, Inc.

Red Roof, 260 W. Baltimore Pike
Wawa, PA 19063
Phone: (610) 358-8000
Web: wawa.com
CEO: Chris Gheysens
Primary Supplier: McLane/Direct
FTN Stores: 598
FTN Vol.: \$4.34 billion

XtraMart Convenience Stores

Div. of Global Partners
800 South St., Ste. 500
Waltham, MA 02453
Phone: (800) 243-6366
Web: xtramart.com
CEO: Eric Slifka
FTN Stores: 8
FTN Vol.: \$20.2 million

WHOLESALE CLUBS

BJ's Wholesale Club

350 Campus Dr.
Westborough, MA 01752
Phone: (774) 512-7400
Web: bjs.com

CEO/Chmn.: Robert W. Eddy
FTN Stores: 81
FTN Vol.: \$4.32 billion (grocery/HBC only)

Costco

Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Pres./CEO: Ron Vachris
EVP/CFO: Gary Millerchip
Northeast Div. SVP/GM: Adam Self
FTN Stores: 50
FTN Vol.: \$5.85 billion (grocery/HBC only)

Sam's Club

2010 SE Simple Savings Dr.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: samsclub.com
CEO/Pres.: Chris Nicholas
FTN Stores: 24
FTN Vol.: \$1.18 billion (grocery/HBC only)

MASS MERCHANDISERS

Target

1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
FTN Stores: 190
FTN Vol.: \$4.99 billion (grocery/HBC only)

Walmart

702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
CEO: Doug McMillon
Pres./CEO - U.S.: John Furner
FTN Stores: 173 (includes SuperCenter/
Neighborhood Mkt.)
FTN Vol.: \$7.03 billion (grocery/HBC only)

UNFI Continues To Stumble; Wholesaler Hit By Cyber Attack, Pending Loss Of Key Food

from page 1

mutually terminating its supply agreement with Matawan, NJ-retail co-op Key Food on or about September 20.

C&S Wholesale Grocers then will once again service approximately 375 independent retailers who are a part of the co-op, most of whom operate stores in the five boroughs of New York City. Additionally, UNFI will discontinue operations at its Allentown, PA distribution center which it built specifically for Key Food in 2021. C&S was Key Food's main distributor for many years prior to the change to UNFI. Also, as part of the breakup is a \$53 million termination fee which UNFI will pay to Key Food, expected to be made in installment payments over a transition period ending in the first quarter of fiscal 2026.

UNFI said that after the cyberattack was discovered, the company "promptly activated its incident response plan and implemented containment measures, including proactively taking certain systems offline, which has

temporarily impacted the company's ability to fulfill and distribute customer orders. The incident has caused, and is expected to continue to cause, temporary disruptions to the company's business operations. The company is working actively to assess, mitigate, and remediate the incident with the assistance of third-party cybersecurity professionals and has notified law enforcement. Pursuant to its business continuity plans, the company has implemented workarounds for certain operations in order to continue servicing its customers where possible. The company is continuing to work to restore its systems to safely bring them back online. The investigation to assess the impact and scope of the incident remains ongoing and is in its early stages."

However, several of UNFI's Mid-Atlantic customers weren't empathetic about how UNFI has handled the situation once the cyberattack was discovered.

"Absolutely awful," said one regional Pennsylvania-based retail owner when he was contacted on

June 10. "Cyberattacks are very random and very unfortunate, but a publicly-traded company that relies on service should have been better prepared. We were told it could be more than a week before full deliveries are restored. That's totally unacceptable, but what's almost as bad is the lack of communication from leadership. Their silence is deafening."

A day later, CEO "Sandy" Douglas sent a video to UNFI's retailers updating the situation. The update did not provide a solution.

In his video, Douglas said that he was "optimistically aiming to return to a state that resembles our previous operational capacity by Sunday June 15." According to a survey of six Mid-Atlantic UNFI independent customers that didn't occur. In fact, those retailers told us that service level normalcy wasn't achieved until June 23, 17 days after UNFI first moved its systems offline.

The move also impacted UNFI's largest customer - Whole Foods Market - whose 525 stores nationally also experienced simi-

lar levels of out-of-stocks.

Independent retailers have voiced their frustration about UNFI in the past two years over the outsourcing of certain administrative services, the thinning of its retail customer service and its inability to offer independent merchants a more competitive private label program.

As for the impending Key Food departure, here's the statement in UNFI's 8-K filing: "In May 2025, United Natural Foods, Inc. and Key Food Stores Co-Operative, Inc. mutually agreed to terminate the Amended and Restated Northeast Supply Agreement, dated June 3, 2021, as further amended pursuant to which the company served as the primary grocery wholesaler to Key Food locations in the Northeast. The agreement will terminate on or around September 20, 2025, and Key Food's conventional products business in the Northeast will transition to another wholesaler. The company believes this is a positive outcome for both parties. The agreement allows the company to exit an unprofitable relationship and further strengthens the company's progress toward its longer-term strategic and three-year financial objectives. In conjunction with the termination, the company intends to discontinue operations at its Allentown, PA distribution center, consistent with efforts to optimize its distribution network and improve service to local customers and suppliers. Other customers currently serviced out of Allentown will be serviced from nearby facilities that the company believes can continue to service them efficiently and effectively."

The relationship between UNFI and Key Food began with great optimism when it was announced in late 2020. Key Food would be receiving groceries from a new 1.3 million square foot dedicated warehouse which was specifically built by UNFI to serve the co-op's independent customers. And UNFI would supply one of the largest retail groups in the country's biggest market, a 10-year deal valued at \$10 billion.

However, there was a bit of encouraging news for the beleaguered wholesaler. In its recently completed Q3 on May 3, UNFI saw its net sales increase 7.5 percent, most of it from its natural food portal (led by Whole Foods). Additionally, its adjusted EBITDA for Q3 was \$157 million compared with \$130 million in the corresponding period last year. However, although it reduced its loss from \$21 million to \$7 million in this period, the company continued to post bottom line red ink.

And due to the expected loss of revenue from the Key Food account and the closure of its Allentown DC, UNFI has lowered its full-year earnings outlook (extending into 2026) to between negative \$55 million to negative \$80 million.

Moreover, the distributor said that due to the ongoing assessment of the impact of the unauthorized activity on certain of its information technology systems, UNFI is not updating its outlook at this time for all other metrics in spite of its what it termed its underlying business momentum and third quarter performance.

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IN REVIEW: KRASDALE FOODS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield (C Town/Market Fresh)	6	\$58.33	\$4,026.30	1.45%	6	\$57.47	1.43%
CT	New Haven	5	\$27.76	\$3,634.30	0.76%	6	\$32.82	0.90%

CT Recap: 11 stores with sales of \$86.09 million. Total retail food sales for CT in the study: \$8.43 billion. Krasdale Foods share of CT is 1.02%.

NJ	Bergen (C Town)	8	\$51.18	\$3,869.90	1.32%	8	\$51.78	1.34%
NJ	Cumberland (AIM)	1	\$10.41	\$660.70	1.58%	1	\$10.25	1.55%
NJ	Essex (AIM/C Town)	28	\$274.03	\$2,358.10	11.62%	27	\$261.70	11.10%
NJ	Hudson	11	\$90.41	\$1,856.30	4.87%	11	\$89.08	4.80%
NJ	Mercer (Stop 1)	1	\$3.02	\$1,517.20	0.20%	1	\$2.97	0.20%
NJ	Middlesex (Market Fresh)	7	\$68.41	\$2,888.70	2.37%	7	\$67.71	2.34%
NJ	Monmouth	2	\$19.30	\$2,965.30	0.65%	2	\$19.01	0.64%
NJ	Ocean (Stop 1)	2	\$9.52	\$2,163.50	0.44%	2	\$9.38	0.43%

NJ Recap: 60 stores with sales of \$526.28 million. Total retail food sales for NJ in the study: \$34.32 billion. Krasdale Foods share of NJ is 1.53%.

NY	Bronx (AIM/Bravo/CTwn/MktFrsh/Stop1)	60	\$603.79	\$3,453.10	17.49%	61	\$619.35	17.94%
NY	Brooklyn (AIM/Bravo/CTwn/MktFrsh/Stop1)	86	\$778.73	\$5,683.50	13.70%	87	\$771.01	13.57%
NY	Manhattan (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	40	\$384.47	\$6,211.40	6.19%	39	\$362.90	5.84%
NY	Nassau (AIM/Bravo)	24	\$226.15	\$5,990.80	3.77%	25	\$235.62	3.93%
NY	Putnam (AIM)	2	\$15.79	\$317.70	4.97%	2	\$15.56	4.90%
NY	Queens (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	82	\$764.71	\$5,709.30	13.39%	85	\$780.57	13.67%
NY	Rockland (AIM/Bravo)	2	\$16.17	\$1,135.20	1.42%	3	\$28.71	2.53%
NY	Staten Island (MktFrsh/ShopSmt/Stop1)	7	\$52.52	\$1,737.50	3.02%	7	\$51.74	2.98%
NY	Suffolk (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	47	\$294.95	\$6,662.50	4.43%	51	\$298.40	4.48%
NY	Westchester (AIM/Bravo/CTwn/MktFrsh/ShopSmt/Stop1)	33	\$286.36	\$4,404.70	6.50%	33	\$282.14	6.41%

NY Recap: 383 stores with sales of \$3.42 billion. Total retail food sales for NY in the study: \$43.89 billion. Krasdale Foods share of NY is 7.80%.

PA	Berks (Bravo/C Town)	4	\$40.73	\$1,656.80	2.46%	4	\$40.13	2.48%
PA	Lehigh (C Town)	3	\$30.49	\$1,607.20	1.90%	3	\$30.04	1.87%
PA	Northampton	3	\$30.30	\$1,376.50	2.20%	2	\$19.90	1.45%
PA	Philadelphia (AIM/CTwn/MktFrsh/ShopSmt/Stop1)	10	\$32.06	\$4,106.60	0.78%	9	\$28.43	0.69%

PA Recap: 20 stores with sales of \$133.58 million. Total retail food sales for PA in the study: \$34.18 billion. Krasdale Foods share of PA is 0.39%.

Mid-Atlantic Recap: 474 stores with sales of \$4.17 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Krasdale Foods Per Store Average: \$8.80 million

() Indicates another banner used by the company.

Source: *Food Trade News*, June 2025



SHOPRITE CONTINUED ITS DECADES-LONG TRADITION OF SUPPORTING women's golf and giving back to community-based organizations at the 2025 ShopRite LPGA Classic presented by Acer, donating \$1.8 million to food banks, hospitals, education and youth programs, and other community champions during its charity luncheon held June 6. Among the organization's receiving funder was The ARC of Atlantic County (NJ), represented by Scott Hennis (c), who accepted a check from Wakefern's chief sales officer Darren Caudill and president Mike Stigers.

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Northeast Pennsylvania Supermarket Leaders

- Weis Still Dominant At 38.79%
- ShopRite Gains Share
- TGC Also Grows Market Share
- Aldi Opens Wilkes-Barre Store
- Price Chopper Shuts Taylor Unit

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Weis Markets	35	\$950.87	38.79%	37	\$983.05	39.66%
2	ShopRite (PR/Fresh Grocer)	16	\$487.90	19.90%	16	\$475.80	19.20%
3	The Giant Co.	9	\$406.70	16.59%	9	\$396.10	15.98%
4	Northeast Grocery (Price Chopper)	6	\$190.40	7.77%	7	\$208.30	8.40%
5	Wegmans	3	\$154.65	6.31%	3	\$152.50	6.15%
6	Aldi	14	\$134.00	5.47%	13	\$121.30	4.89%
7	Redner's Markets	2	\$44.50	1.82%	2	\$44.00	1.78%
8	Boyer's Markets	3	\$27.23	1.11%	3	\$37.81	1.53%
9	IGA	3	\$25.26	1.03%	3	\$26.95	1.09%
10	Key Food	4	\$23.83	0.97%	3	\$15.20	0.61%
		95	\$2,445.34	99.76%	96	\$2,461.01	99.29%

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 2025



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

TRADE CALENDAR

from page 135

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

December 2-4

The New York Produce Show will be held at Jacob Javits Center and Hilton Midtown in New York City. To register, go to easternproduceCouncil.com/event-new-york-produce-show-2025.php.

December 5

MAFTO will host Christmas For All Kids at Springfield Country Club in Springfield, PA beginning at 7:00 p.m. To register, go to www.mafto.org.

January 21-24, 2026

FMI Midwinter will be held at the Gaylord Pacific in San Diego. For more information, go to fmi.org/midwinter-conference.

February 1-3, 2026

The NGA Show will be held at the MGM Conference Center in Las Vegas. For more information,

go to thengashow.com/event-info.

June 7-9, 2026

The IDDBA show will be held in Orlando.

October 15-17, 2026

IFPA's Global Produce & Floral show will be held in Orlando.

October 17-20, 2026

The NFRA convention will be held at the Gaylord National Resort & Convention Center in National Harbor, MD.

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



Northeast Pennsylvania Market Leaders

- Alternates Grow To 40.39%
- Weis Tops Among All Channels
- Drug Chains Losing Share, Units
- C-Stores Control 8.01%
- Strong Comps Aid Walmart

Rank	Company	2025 Stores	2025 Sales (in millions)	% of 2025 Market	2024 Stores	2024 Sales (in millions)	% of 2024 Market
1	Weis Markets	35	\$950.87	22.35%	37	\$983.05	23.49%
2	Walmart (SuperCenter)	14	\$650.80	15.30%	14	\$622.50	14.88%
3	ShopRite (Fresh Grocer/Price Rite)	16	\$487.90	11.47%	16	\$475.80	11.37%
4	The Giant Co.	9	\$406.70	9.56%	9	\$396.10	9.47%
5	CVS	52	\$299.20	7.03%	53	\$292.80	7.00%
6	Northeast Grocery (Price Chopper)	6	\$190.40	4.48%	7	\$208.30	4.98%
7	Wegmans	3	\$154.65	3.64%	3	\$152.50	3.64%
8	Sam's Club	3	\$145.20	3.41%	3	\$142.20	3.40%
9	Rite Aid	33	\$138.20	3.25%	34	\$142.70	3.41%
10	Aldi	14	\$134.00	3.15%	13	\$121.30	2.90%
11	Turkey Hill	57	\$125.20	2.94%	57	\$120.10	2.87%
12	Sheetz	24	\$116.70	2.74%	23	\$112.00	2.68%
13	Target	4	\$73.40	1.73%	4	\$72.70	1.74%
14	Wawa	9	\$63.99	1.50%	6	\$43.37	1.04%
15	Redner's Markets	2	\$44.50	1.05%	2	\$44.00	1.05%
16	BJ's Wholesale Club	1	\$40.80	0.96%	1	\$39.60	0.95%
17	7-Eleven	10	\$35.50	0.83%	10	\$34.40	0.82%
18	Walgreens	5	\$29.90	0.70%	6	\$36.50	0.87%
19	Boyer's Markets	3	\$27.23	0.64%	3	\$37.81	0.90%
20	IGA	3	\$25.26	0.59%	3	\$26.95	0.64%
		303	\$4,140.40	97.32%	304	\$4,104.68	98.09%

The chart above lists the top 20 retailers in the Northeast Pennsylvania area that sell groceries, HBC, general merchandise, drugs and tobacco products. Volumes listed include 100% of store sales for supermarkets, convenience stores and drug chains. Sales for club stores, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 95.. 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: \$4.3 billion.

Source: Food Trade News, June 2025



Burns' Family Neighborhood Markets
Thank you to our amazing employees and industry partners for your support and hard work.



ShopRite

- › 5075 Edgemont Ave, Brookhaven, PA 19015
- › 5000 State Rd., Drexel Hill, PA 19026

ShopRite.com



the fresh grocer®

- › 421 S. 69th Street, Upper Darby, PA 19082
- › 3021 Grays Ferry Ave, Philadelphia, PA 19146
- › 5601 Chestnut St., Philadelphia, PA 19139
- › 5301 Chew Ave., Philadelphia, PA 19138
- › 1501 N. Broad St., Philadelphia, PA 19122

TheFreshGrocer.com

PEOPLE

from page 94

and in-store execution tools. In this expanded role, he will lead platform integration and analytics strategy.

Jose Torres has been promoted to director of sales. A U.S. Navy veteran and former independent grocery store owner, Torres brings more than 20 years of retail and sales leadership experience, having most recently led field teams across the CTown, Bravo and AIM segments.

Carroll Arroyo has been elevated to sales supervisor-inside sales, where she will manage lead follow-up, CRM compliance and customer outreach. Arroyo's more than 20-year tenure at Krasdale includes cross-functional experience in customer service, field sales and inside sales.

Joey Lebiak joins the business insights team as data analyst, transitioning from his previous role supporting Alpha 1 Marketing. He will now contribute to enterprise reporting, pipeline visibility and



Tony Kang

sales analytics.

"At Krasdale, we believe our people are our greatest asset," said Lebiak. "These appointments reflect our commitment to recognizing talent, investing in leadership and continuing to build a strong foundation for the future. All five of these employees has made a lasting impact on our organization, and I'm confident they will continue to drive innovation, service excellence

and growth for our retail partners."

JOH recently announced the addition of **Tony Kang** as account executive, center store in its New England region.

Kang brings more than 40 years of experience in the CPG industry, with a background in sales and marketing, corporate, retail and DSD. Over the course of his career, he has held leadership roles including sales team manager, general manager, national sales manager and key account executive. Most recently, Kang served as a key account manager at a national sales and marketing agency, where he played a critical role in implementing marketing strategies, leading customer teams and driving revenue growth.

"Tony is a seasoned professional," said Ryan Tierney, EVP, center store, New England. "His expansive knowledge, leadership experience and industry relationships make him an incredible asset to JOH. We're thrilled to welcome him to the family!"

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TAKING STOCK

from page 105

ister, membership fees generated more than \$1.2 billion for the 13-week period, with 4.6 percent of that amount coming from its membership fee increase implemented in September 2024. The company also announced that effective June 30, it will open earlier - one hour for all days but Saturday when its doors open 30 minutes earlier - for its executive club members...the news continues to be not so good for Target, which continued its sluggish performance in the recently completed Q1. To wit: comps dipped 3.8 percent although profit was up 13.6 percent compared to last year's poor Q1 results. Veteran CEO Brian Cornell's outlook for the remainder of 2025 was disappointing, too; he predicted a "low single-digit decline in sales. I said it earlier, but it bears repeating - Target has lost its mojo and like some supermarket operators, it has descended into the "mushy middle" of not differentiating itself from the competition. In his remarks to financial analysts following the earnings release last month, Cornell expressed his concerns about the current economic outlook... two of America's largest food-related corporations - Walmart and Procter & Gamble - aren't waiting around for worse news. Both firms are cutting jobs - Walmart is ridding 1,500 corporate positions in the U.S. and P&G will eliminate 7,000 jobs worldwide, which is 15 percent of its non-manufacturing workforce, in the next two years. And as Bob Dylan once famously sang, "you don't need a weatherman to know which way the wind blows" ("Subterranean Homesick Blues"), CEOs know that a cold north wind is likely coming, a reality supported by a recent report from the Bureau of Economic Analysts that revealed consumer spending slowed to 1.2 percent for the first three months of this year (compared to 4 percent in the previous quarter). Additionally, corporate profits declined by \$118 billion in the January-March period. As for food retailing, did I also mention that overstoring and potential huge SNAP benefit cuts are also on the menu? And one more Walmart note: earlier this month, the "Behemoth" opened a 102,000 square foot prescription processing facility in Frederick, MD. The new "central fill" facility will serve approximately 700 stores in the company's Eastern region and is capable of handling up to 100,000 scripts daily. About 200 associates - pharmacists, techs, asset protection and HR employees - will work at the new processing center.

Local Notes

June was a big month for store openings as Sprouts cut the ribbon on two perishables-driven units - in Woodbury, NJ and on Christopher Columbus Boulevard in Philly; Aldi also debuted two discount stores earlier this month on Staten Island and on Washington Avenue in Philly; and Grocery Outlet opened its stores in Deptford, NJ and Fairless Hills, PA. What do all those retailers have in common? None of them are traditional supermarkets and their footprints are all smaller than 30,000 square feet. If you want to find a new supermarket that opened in June in the entire Mid-Atlantic region, you have to travel to Maryland where Weis opened a new 65,000 square foot in Lake Linganore (the company's seventh store in Frederick County and the first of five Maryland and Delaware units it will open by the end of this year). Also opening in the Old Line state was Wegmans which opened its ninth Maryland unit in Rockville, an 80,000 square footer. Next month, Sprouts will debut in Montgomeryville, PA and Lidl will cut the ribbon on a long-delayed discount market in Bear, DE. Wakefern announced that it has acquired an old Ollie's Bargain Outlet in Waterbury, CT (the birthplace of the immortal Bill Grize who led Stop & Shop and Ahold USA for many years). The 34,000 square foot discount unit will open this fall...another day, another state conquered by c-store

TAKING STOCK continues on page 158

JOH Welcomes Guests To June 1 Cocktail Reception In The French Quarter During IDDBA Show

JOH held a cocktail reception June 1 at Basin Street Station in the French Quarter of New Orleans. Among those attending were Alex Sykes of JOH, Stepa Below and Mel Pierce of Giant Food, Allan Perkins of JOH, and Cindy Volk of Giant Food.



Here we have K.S. Cho, Pulmuone; Peter Vail, JOH; Ed Swartz, Pulmuone; Kelci Anderson, Hannaford; S.U. Nom, Pulmuone; Gina Peck, Tyson; Ada Lau, ADUSA; Nate Jewell, Hannaford; and Joe Semancik, Pulmuone.



Getting ready for a busy weekend at IDDBA are Joe Navitsky of JOH, Nancy Wingfield and Taneya Clark of The Giant Company and Mike Sonberg of Ithaca Hummus.



Mike Sonberg (c) of Ithaca Hummus smiles for a photo with Chris Darmody and Anne Rakosky of JOH.



This foursome includes Linda Johnstone and Maddy Trofa of Hormel Foods, Allan Perkins of JOH, and Maddie Rice of Giant Food.

SALES AGENCY SEEKING ADUSA TEAM LEAD

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But that's not where our story began. Many of our 18 merchants trace their roots back to the earliest fruit and vegetable marketplace in Philadelphia - Dock Street. As we celebrate 14 years in our state-of-the-art facility, we give a nod of gratitude to our ancestors and we thank everyone who helped us achieve this milestone. Here's to many more years of service to the produce community!

Fresh is Our Life's Work

6700 Essington Ave. Philadelphia, PA 19153
215) 336-3003 | www.pwpm.net





PWPMProduceMkt

IN REVIEW: WAWA

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
DE	New Castle	33	\$296.98	\$2,251.60	13.19%	32	\$300.31	13.34%
DE Recap: 33 stores with sales of \$296.98 million. Total retail food sales for DE in the study: \$2.25 billion. Wawa share of DE is 13.19%.								
NJ	Atlantic	27	\$193.68	\$1,027.30	18.85%	29	\$194.71	18.95%
NJ	Bergen	5	\$36.17	\$3,869.90	0.93%	5	\$34.02	0.88%
NJ	Burlington	39	\$255.09	\$1,962.30	13.00%	39	\$254.81	12.99%
NJ	Camden	41	\$272.00	\$1,956.20	13.90%	41	\$274.64	14.04%
NJ	Cape May	16	\$111.78	\$606.30	18.44%	16	\$113.63	18.74%
NJ	Cumberland	11	\$91.28	\$660.70	13.82%	11	\$92.56	14.01%
NJ	Essex	4	\$28.12	\$2,358.10	1.19%	4	\$27.11	1.15%
NJ	Gloucester	23	\$176.25	\$1,226.60	14.37%	22	\$174.10	14.19%
NJ	Hudson	1	\$9.27	\$1,856.30	0.50%	1	\$9.43	0.51%
NJ	Hunterdon	2	\$16.13	\$487.90	3.31%	2	\$16.24	3.33%
NJ	Mercer	11	\$74.64	\$1,517.20	4.92%	10	\$70.28	4.63%
NJ	Middlesex	21	\$135.43	\$2,888.70	4.69%	20	\$130.22	4.51%
NJ	Monmouth	24	\$151.86	\$2,965.30	5.12%	23	\$146.04	4.92%
NJ	Morris	8	\$39.19	\$2,377.90	1.65%	6	\$33.09	1.39%
NJ	Ocean	40	\$268.20	\$2,163.50	12.40%	40	\$267.68	12.37%
NJ	Passaic	1	\$4.37	\$1,519.30	0.29%	1	\$3.72	0.24%
NJ	Salem	5	\$34.49	\$175.30	19.67%	4	\$30.74	17.54%
NJ	Somerset	3	\$20.22	\$1,401.10	1.44%	3	\$19.71	1.41%
NJ	Sussex	2	\$7.59	\$635.70	1.19%	1	\$5.50	0.87%
NJ	Union	9	\$56.66	\$2,139.90	2.65%	9	\$56.62	2.65%
NJ	Warren	3	\$21.68	\$521.80	4.15%	3	\$22.45	4.30%
NJ Recap: 296 stores with sales of \$2.0 billion. Total retail food sales for NJ in the study: \$34.32 billion. Wawa share of NJ is 5.84%.								
PA	Berks	14	\$117.82	\$1,656.80	7.11%	13	\$114.25	7.05%
PA	Bucks	43	\$340.39	\$3,350.60	10.16%	41	\$336.87	10.39%
PA	Carbon	1	\$8.17	\$185.60	4.40%	1	\$8.25	4.48%
PA	Chester	36	\$274.80	\$2,198.70	12.50%	34	\$272.18	12.38%
PA	Cumberland	1	\$2.10	\$1,289.40	0.16%	0	\$0.00	0.00%
PA	Dauphin	1	\$3.22	\$1,134.70	0.28%	0	\$0.00	0.00%
PA	Delaware	41	\$318.52	\$2,759.30	11.54%	40	\$341.07	12.36%
PA	Franklin	1	\$1.00	\$535.70	0.19%	0	\$0.00	0.00%
PA	Lancaster	4	\$31.40	\$1,849.30	1.70%	4	\$30.84	1.67%
PA	Lehigh	13	\$108.40	\$1,607.20	6.74%	13	\$109.99	6.84%
PA	Luzerne	1	\$2.58	\$989.60	0.26%	0	\$0.00	0.00%
PA	Lycoming	1	\$4.00	\$493.40	0.81%	0	\$0.00	0.00%
PA	Monroe	7	\$57.41	\$799.80	7.18%	6	\$43.37	5.42%
PA	Montgomery	55	\$444.14	\$4,439.70	10.00%	55	\$443.67	9.99%
PA	Northampton	10	\$79.66	\$1,376.50	5.79%	9	\$70.07	5.09%
PA	Philadelphia	37	\$245.19	\$4,106.60	5.97%	37	\$256.09	6.24%
PA	York	3	\$3.47	\$1,786.60	0.19%	0	\$0.00	0.00%

PA Recap: 269 stores with sales of \$2.04 billion. Total retail food sales for PA in the study: \$34.18 billion. Wawa share of PA is 5.98%.

Mid-Atlantic Recap: 598 stores with sales of \$4.34 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Wawa Per Store Average: \$7.26 million

Source: *Food Trade News*, June 2025

IN REVIEW: TRADER JOE'S

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	5	\$150.10	\$4,026.30	3.73%	5	\$142.70	3.54%
CT	New Haven	1	\$25.70	\$3,634.30	0.71%	1	\$24.60	0.68%

CT Recap: 6 stores with sales of \$175.8 million. Total retail food sales for CT in the study: \$8.43 billion. Trader Joe's share of CT is 2.08%.

DE	New Castle	2	\$42.10	\$2,251.60	1.87%	2	\$40.80	1.81%
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DE Recap: 2 stores with sales of \$42.1 million. Total retail food sales for DE in the study: \$2.25 billion. Trader Joe's share of DE is 1.87%.

NJ	Bergen	3	\$55.60	\$3,869.90	1.44%	3	\$52.30	1.35%
NJ	Burlington	1	\$17.90	\$1,962.30	0.91%	1	\$17.40	0.89%
NJ	Camden	1	\$20.40	\$1,956.20	1.04%	1	\$19.70	1.01%
NJ	Essex	1	\$20.60	\$2,358.10	0.87%	1	\$19.90	0.84%
NJ	Hudson	1	\$19.80	\$1,856.30	1.07%	1	\$19.30	1.04%
NJ	Mercer	1	\$22.90	\$1,517.20	1.51%	1	\$22.10	1.46%
NJ	Middlesex	1	\$20.50	\$2,888.70	0.71%	1	\$19.60	0.68%
NJ	Monmouth	4	\$89.70	\$2,965.30	3.02%	3	\$65.70	2.22%
NJ	Morris	2	\$27.30	\$2,377.90	1.15%	2	\$26.50	1.11%
NJ	Ocean	1	\$23.90	\$2,163.50	1.10%	1	\$23.40	1.08%
NJ	Passaic	2	\$48.30	\$1,519.30	3.18%	2	\$47.00	3.09%
NJ	Somerset	1	\$22.00	\$1,401.10	1.57%	1	\$21.70	1.55%
NJ	Union	1	\$21.90	\$2,139.90	1.02%	1	\$21.50	1.00%

NJ Recap: 20 stores with sales of \$410.8 million. Total retail food sales for NJ in the study: \$34.32 billion. Trader Joe's share of NJ is 1.20%.

NY	Brooklyn	3	\$124.80	\$5,683.50	2.20%	3	\$119.60	2.10%
NY	Manhattan	10	\$401.40	\$6,211.40	6.46%	10	\$381.90	6.15%
NY	Nassau	5	\$185.60	\$5,990.80	3.10%	5	\$176.30	2.94%
NY	Queens	3	\$155.30	\$5,709.30	2.72%	3	\$146.20	2.56%
NY	Staten Island	1	\$40.10	\$1,737.50	2.31%	1	\$38.50	2.22%
NY	Suffolk	2	\$67.10	\$6,662.50	1.01%	2	\$63.40	0.95%
NY	Westchester	4	\$141.80	\$4,404.70	3.22%	4	\$134.50	3.05%

NY Recap: 28 stores with sales of \$1.12 billion. Total retail food sales for NY in the study: \$43.89 billion. Trader Joe's share of NY is 2.54%.

PA	Cumberland	1	\$20.90	\$1,289.40	1.62%	1	\$20.10	1.56%
PA	Delaware	3	\$71.30	\$2,759.30	2.58%	3	\$67.30	2.44%
PA	Montgomery	3	\$70.40	\$4,439.70	1.59%	2	\$45.00	1.01%
PA	Philadelphia	2	\$74.80	\$4,106.60	1.82%	2	\$70.30	1.71%

PA Recap: 9 stores with sales of \$237.4 million. Total retail food sales for PA in the study: \$34.18 billion. Trader Joe's share of PA is 0.69%.

Mid-Atlantic Recap: 65 stores with sales of \$1.98 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Trader Joe's Per Store Average: \$30.50 million

Source: *Food Trade News*, June 2025

IN REVIEW: BJ'S WHOLESALE CLUB

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	3	\$140.30	\$4,026.30	3.48%	3	\$135.60	3.37%
CT	Litchfield	1	\$46.60	\$771.30	6.04%	1	\$45.90	5.95%
CT	New Haven	4	\$211.30	\$3,634.30	5.81%	4	\$200.30	5.51%
CT Recap: 8 stores with sales of \$398.2 million. Total retail food sales for CT in the study: \$8.43 billion. BJ's Wholesale Club share of CT is 4.72%.								
DE	New Castle	3	\$153.20	\$2,251.60	6.80%	3	\$145.10	6.44%
DE Recap: 3 stores with sales of \$153.2 million. Total retail food sales for DE in the study: \$2.25 billion. BJ's Wholesale Club share of DE is 6.8%.								
NJ	Atlantic	1	\$35.90	\$1,027.30	3.49%	1	\$34.80	3.39%
NJ	Bergen	2	\$64.20	\$3,869.90	1.66%	2	\$61.10	1.58%
NJ	Burlington	1	\$52.10	\$1,962.30	2.66%	1	\$51.30	2.61%
NJ	Camden	1	\$29.70	\$1,956.20	1.52%	1	\$28.10	1.44%
NJ	Cumberland	1	\$34.10	\$660.70	5.16%	1	\$32.90	4.98%
NJ	Gloucester	1	\$39.90	\$1,226.60	3.25%	1	\$38.20	3.11%
NJ	Hudson	3	\$107.50	\$1,856.30	5.79%	3	\$103.80	5.59%
NJ	Hunterdon	1	\$21.80	\$487.90	4.47%	1	\$21.30	4.37%
NJ	Mercer	1	\$40.10	\$1,517.20	2.64%	1	\$38.90	2.56%
NJ	Middlesex	3	\$145.60	\$2,888.70	5.04%	3	\$138.40	4.79%
NJ	Monmouth	2	\$70.40	\$2,965.30	2.37%	2	\$67.80	2.29%
NJ	Morris	3	\$136.20	\$2,377.90	5.73%	2	\$83.80	3.52%
NJ	Ocean	2	\$82.70	\$2,163.50	3.82%	2	\$80.60	3.73%
NJ	Passaic	1	\$53.10	\$1,519.30	3.50%	1	\$52.20	3.44%
NJ	Somerset	1	\$39.10	\$1,401.10	2.79%	1	\$37.90	2.71%
NJ	Union	1	\$43.10	\$2,139.90	2.01%	1	\$41.30	1.93%
NJ Recap: 25 stores with sales of \$995.5 million. Total retail food sales for NJ in the study: \$34.32 billion. BJ's Wholesale Club share of NJ is 2.9%.								
NY	Bronx	2	\$183.10	\$3,453.10	5.30%	2	\$172.40	4.99%
NY	Brooklyn	3	\$326.20	\$5,683.50	5.74%	3	\$308.20	5.42%
NY	Dutchess	1	\$46.90	\$1,131.70	4.14%	1	\$45.10	3.99%
NY	Nassau	6	\$441.60	\$5,990.80	7.37%	6	\$419.60	7.00%
NY	Orange	2	\$80.30	\$1,454.20	5.52%	2	\$77.40	5.32%
NY	Queens	4	\$359.70	\$5,709.30	6.30%	4	\$345.20	6.05%
NY	Rockland	1	\$52.10	\$1,135.20	4.59%	1	\$50.30	4.43%
NY	Suffolk	6	\$378.40	\$6,662.50	5.68%	6	\$361.80	5.43%
NY	Westchester	3	\$172.50	\$4,404.70	3.92%	3	\$165.20	3.75%
NY Recap: 28 stores with sales of \$2.04 billion. Total retail food sales for NY in the study: \$43.89 billion. BJ's Wholesale Club share of NY is 4.65%.								
PA	Berks	1	\$25.70	\$1,656.80	1.55%	1	\$24.90	1.54%
PA	Bucks	3	\$112.40	\$3,350.60	3.35%	3	\$108.40	3.34%
PA	Chester	1	\$54.90	\$2,198.70	2.50%	1	\$53.20	2.42%
PA	Cumberland	1	\$42.20	\$1,289.40	3.27%	1	\$40.80	3.16%
PA	Delaware	1	\$69.20	\$2,759.30	2.51%	1	\$66.30	2.40%
PA	Franklin	1	\$32.90	\$535.70	6.14%	1	\$31.50	5.88%
PA	Lancaster	1	\$27.80	\$1,849.30	1.50%	1	\$27.10	1.47%
PA	Lehigh	1	\$44.00	\$1,607.20	2.74%	1	\$42.90	2.67%
PA	Monroe	1	\$40.80	\$799.80	5.10%	1	\$39.60	4.95%
PA	Montgomery	3	\$128.70	\$4,439.70	2.90%	3	\$119.20	2.68%
PA	Philadelphia	2	\$128.20	\$4,106.60	3.12%	2	\$121.70	2.96%
PA	York	1	\$23.10	\$1,786.60	1.29%	1	\$22.50	1.26%
PA Recap: 17 stores with sales of \$729.9 million. Total retail food sales for PA in the study: \$34.18 billion. BJ's Wholesale Club share of PA is 2.14%.								

**Mid-Atlantic Recap: 81 stores with sales of \$4.32 billion annually. Mid-Atlantic retail food sales total: \$3.51 billion.
BJ's Wholesale Club Per Store Average: \$53.3 million**

Source: Food Trade News, June 2025

IN REVIEW: AMAZON GROCERY

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield (Whole Foods)	6	\$261.80	\$4,026.30	6.50%	5	\$204.20	5.07%
CT	New Haven (Whole Foods)	1	\$37.90	\$3,634.30	1.04%	1	\$37.20	1.02%

CT Recap: 7 stores with sales of \$299.7 million. Total retail food sales for CT in the study: \$8.43 billion. Amazon Grocery share of CT is 3.55%.

NJ	Bergen (AF/Whole Foods)	7	\$258.40	\$3,869.90	6.68%	6	\$208.40	5.39%
NJ	Burlington (Whole Foods)	1	\$43.70	\$1,962.30	2.23%	1	\$43.10	2.20%
NJ	Camden (Whole Foods)	1	\$32.80	\$1,956.20	1.68%	1	\$32.30	1.65%
NJ	Essex (Whole Foods)	3	\$90.60	\$2,358.10	3.84%	3	\$89.40	3.79%
NJ	Hudson (Whole Foods)	2	\$87.90	\$1,856.30	4.74%	2	\$86.70	4.67%
NJ	Mercer (Whole Foods)	1	\$49.90	\$1,517.20	3.29%	1	\$49.20	3.24%
NJ	Middlesex (Whole Foods)	1	\$33.50	\$2,888.70	1.16%	1	\$37.30	1.29%
NJ	Monmouth (AF/Whole Foods)	4	\$113.40	\$2,965.30	3.82%	3	\$97.40	3.28%
NJ	Morris (Whole Foods)	3	\$117.50	\$2,377.90	4.94%	3	\$112.60	4.74%
NJ	Passaic (Whole Foods)	2	\$46.40	\$1,519.30	3.05%	1	\$36.80	2.42%
NJ	Somerset (Whole Foods)	1	\$35.80	\$1,401.10	2.56%	1	\$35.30	2.52%
NJ	Union (Whole Foods)	2	\$63.70	\$2,139.90	2.98%	2	\$65.20	3.05%

NJ Recap: 28 stores with sales of \$973.6 million. Total retail food sales for NJ in the study: \$34.32 billion. Amazon Grocery share of NJ is 2.84%.

NY	Brooklyn (Whole Foods)	3	\$145.60	\$5,683.50	2.56%	3	\$144.10	2.54%
NY	Manhattan (Go/Daily Shop/Whole Foods)	18	\$846.20	\$6,211.40	13.62%	20	\$814.40	13.11%
NY	Nassau (AF/Whole Foods)	6	\$298.70	\$5,990.80	4.99%	5	\$215.60	3.60%
NY	Suffolk (AF/Whole Foods)	3	\$101.70	\$6,662.50	1.53%	2	\$89.80	1.35%
NY	Westchester (Whole Foods)	4	\$222.60	\$4,404.70	5.05%	4	\$202.40	4.60%

NY Recap: 34 stores with sales of \$1.61 billion. Total retail food sales for NY in the study: \$43.89 billion. Amazon Grocery share of NY is 3.68%.

PA	Bucks (AF/Whole Foods)	4	\$75.20	\$3,350.60	2.24%	1	\$9.10	0.28%
PA	Chester (Whole Foods)	1	\$33.40	\$2,198.70	1.52%	1	\$32.90	1.50%
PA	Delaware (AF/Whole Foods)	4	\$136.20	\$2,759.30	4.94%	4	\$129.30	4.69%
PA	Lancaster (Whole Foods)	1	\$39.90	\$1,849.30	2.16%	1	\$39.10	2.11%
PA	Lehigh (Whole Foods)	1	\$33.00	\$1,607.20	2.05%	1	\$32.50	2.02%
PA	Montgomery (AF/Whole Foods)	5	\$160.80	\$4,439.70	3.62%	4	\$144.60	3.26%
PA	Philadelphia (Whole Foods)	2	\$123.20	\$4,106.60	3.00%	2	\$117.20	2.85%

PA Recap: 18 stores with sales of \$601.7 million. Total retail food sales for PA in the study: \$34.18 billion. Amazon Grocery share of PA is 1.76%.

Mid-Atlantic Recap: 87 stores with sales of \$3.49 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Amazon Grocery Per Store Average: \$40.11 million

() Indicates another banner used by the company.

Source: *Food Trade News*, June 2025

IN REVIEW: COSTCO

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	2	\$349.30	\$4,026.30	8.68%	2	\$331.80	8.24%
CT	New Haven	2	\$315.40	\$3,634.30	8.68%	2	\$298.20	8.21%

CT Recap: 4 stores with sales of \$664.7 million. Total retail food sales for CT in the study: \$8.43 billion. Costco share of CT is 7.88%.

DE	New Castle	1	\$51.20	\$2,251.60	2.27%	1	\$49.10	2.18%
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DE Recap: 1 store with sales of \$51.2 million. Total retail food sales for DE in the study: \$2.25 billion. Costco share of DE is 2.27%.

NJ	Bergen	1	\$144.60	\$3,869.90	3.74%	1	\$136.70	3.53%
NJ	Burlington	1	\$61.90	\$1,962.30	3.15%	1	\$60.80	3.10%
NJ	Camden	1	\$71.20	\$1,956.20	3.64%	1	\$69.60	3.56%
NJ	Hudson	1	\$90.00	\$1,856.30	4.85%	1	\$87.10	4.69%
NJ	Hunterdon	1	\$64.70	\$487.90	13.26%	1	\$61.50	12.61%
NJ	Mercer	1	\$76.80	\$1,517.20	5.06%	1	\$72.30	4.77%
NJ	Middlesex	2	\$103.60	\$2,888.70	3.59%	2	\$97.60	3.38%
NJ	Monmouth	3	\$222.60	\$2,965.30	7.51%	3	\$211.70	7.14%
NJ	Morris	2	\$136.50	\$2,377.90	5.74%	2	\$139.20	5.85%
NJ	Ocean	2	\$112.30	\$2,163.50	5.19%	2	\$106.70	4.93%
NJ	Passaic	2	\$107.10	\$1,519.30	7.05%	2	\$100.30	6.60%
NJ	Somerset	2	\$167.40	\$1,401.10	11.95%	2	\$158.40	11.31%
NJ	Union	1	\$63.10	\$2,139.90	2.95%	1	\$59.10	2.76%

NJ Recap: 20 stores with sales of \$1.42 billion. Total retail food sales for NJ in the study: \$34.32 billion. Costco share of NJ is 4.14%.

NY	Brooklyn	1	\$330.60	\$5,683.50	5.82%	1	\$314.90	5.54%
NY	Manhattan	1	\$363.20	\$6,211.40	5.85%	1	\$348.00	5.60%
NY	Nassau	3	\$459.60	\$5,990.80	7.67%	3	\$437.70	7.31%
NY	Queens	2	\$571.80	\$5,709.30	10.02%	2	\$543.60	9.52%
NY	Rockland	1	\$168.90	\$1,135.20	14.88%	1	\$159.20	14.02%
NY	Staten Island	1	\$353.60	\$1,737.50	20.35%	1	\$335.30	19.30%
NY	Suffolk	5	\$646.80	\$6,662.50	9.71%	5	\$614.60	9.22%
NY	Westchester	3	\$357.40	\$4,404.70	8.11%	3	\$338.40	7.68%

NY Recap: 17 stores with sales of \$3.25 billion. Total retail food sales for NY in the study: \$43.89 billion. Costco share of NY is 7.41%.

PA	Bucks	1	\$58.10	\$3,350.60	1.73%	1	\$56.20	1.73%
PA	Dauphin	1	\$60.10	\$1,134.70	5.30%	1	\$58.80	5.18%
PA	Delaware	1	\$91.90	\$2,759.30	3.33%	1	\$86.80	3.15%
PA	Lancaster	1	\$36.70	\$1,849.30	1.98%	1	\$35.90	1.94%
PA	Lehigh	1	\$50.40	\$1,607.20	3.14%	1	\$48.00	2.99%
PA	Montgomery	3	\$163.50	\$4,439.70	3.68%	3	\$155.10	3.49%

PA Recap: 8 stores with sales of \$460.7 million. Total retail food sales for PA in the study: \$34.18 billion. Costco share of PA is 1.35%.

Mid-Atlantic Recap: 50 stores with sales of \$5.85 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Costco Per Store Average: \$117.01 million

Source: Food Trade News, June 2025

IN REVIEW: ALDI

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	2	\$21.80	\$3,830.60	0.57%	1	\$12.40	0.32%
CT	Litchfield	2	\$27.40	\$770.80	3.55%	2	\$26.90	3.50%
CT	New Haven	10	\$137.80	\$3,552.40	3.88%	10	\$132.50	3.75%
CT Recap: 14 stores with sales of 187.0 million. Total retail food sales for CT in the study: \$8.43 billion. Aldi share of CT is 2.29%.								
DE	New Castle	3	\$25.40	\$2,150.60	1.18%	3	\$24.90	1.11%
DE Recap: 3 stores with sales of \$25.4 million. Total retail food sales for DE in the study: \$2.25 billion. Aldi share of DE is 1.18%.								
NJ	Atlantic	1	\$7.80	\$1,019.40	0.77%	1	\$8.80	0.88%
NJ	Bergen	5	\$44.20	\$3,714.10	1.19%	5	\$42.90	1.19%
NJ	Burlington	5	\$53.50	\$1,938.80	2.76%	5	\$51.60	2.67%
NJ	Camden	7	\$55.80	\$1,897.80	2.94%	7	\$55.10	2.93%
NJ	Cape May	1	\$7.20	\$597.10	1.21%	1	\$8.40	1.44%
NJ	Cumberland	2	\$16.60	\$663.70	2.50%	3	\$22.00	3.38%
NJ	Essex	2	\$17.80	\$2,321.20	0.77%	2	\$16.90	0.73%
NJ	Gloucester	2	\$17.10	\$1,192.00	1.43%	2	\$17.50	1.50%
NJ	Hudson	2	\$22.30	\$1,810.60	1.23%	2	\$21.10	1.20%
NJ	Mercer	4	\$35.40	\$1,475.60	2.40%	4	\$34.80	2.53%
NJ	Middlesex	8	\$64.90	\$2,810.40	2.31%	8	\$64.30	2.32%
NJ	Monmouth	7	\$56.30	\$2,870.50	1.96%	7	\$55.70	2.02%
NJ	Morris	1	\$8.40	\$2,258.40	0.37%	1	\$8.10	0.36%
NJ	Ocean	5	\$54.20	\$2,161.80	2.51%	5	\$53.40	2.50%
NJ	Passaic	2	\$15.60	\$1,466.50	1.06%	2	\$15.20	1.03%
NJ	Passaic	1	\$10.30	\$1,466.50	0.70%	0	\$0.00	0.00%
NJ	Union	3	\$18.60	\$2,162.40	0.86%	3	\$18.10	0.88%
NJ	Warren	1	\$8.10	\$503.10	1.61%	1	\$7.90	1.58%
NJ Recap: 59 stores with sales of \$514.1 million. Total retail food sales for NJ in the study: \$34.32 billion. Aldi share of NJ is 1.54%.								
NY	Bronx	4	\$38.50	\$3,461.80	1.11%	3	\$30.50	0.89%
NY	Brooklyn	3	\$43.60	\$5,517.50	0.79%	3	\$42.80	0.79%
NY	Dutchess	1	\$11.10	\$1,100.60	1.01%	1	\$10.90	0.98%
NY	Manhattan	1	\$22.40	\$6,069.70	0.37%	1	\$21.90	0.36%
NY	Nassau	2	\$21.20	\$5,873.00	0.36%	2	\$20.80	0.36%
NY	Orange	3	\$27.30	\$1,420.60	1.92%	3	\$27.80	2.06%
NY	Queens	2	\$36.20	\$5,642.40	0.64%	2	\$35.70	0.63%
NY	Rockland	2	\$23.70	\$1,107.40	2.14%	2	\$23.10	2.12%
NY	Suffolk	10	\$90.20	\$6,520.90	1.38%	10	\$88.40	1.38%
NY Recap: 28 stores with sales of \$314.2 million. Total retail food sales for NY in the study: \$43.89 billion. Aldi share of NY is 0.73%.								
PA	Berks	5	\$41.70	\$1,619.60	2.57%	4	\$32.50	2.01%
PA	Bucks	7	\$69.90	\$3,243.00	2.16%	7	\$68.80	2.21%
PA	Carbon	1	\$9.60	\$184.20	5.21%	1	\$9.40	5.03%
PA	Chester	5	\$46.10	\$2,120.60	2.17%	4	\$36.40	1.73%
PA	Columbia	2	\$18.70	\$265.70	7.04%	2	\$18.20	6.95%
PA	Cumberland	4	\$38.70	\$1,249.60	3.10%	4	\$38.10	3.04%
PA	Dauphin	2	\$20.50	\$1,103.00	1.86%	2	\$19.80	1.79%
PA	Delaware	4	\$48.10	\$2,734.20	1.76%	4	\$46.80	1.77%
PA	Franklin	1	\$8.30	\$468.80	1.77%	1	\$8.10	1.69%
PA	Lackawanna	1	\$10.50	\$797.20	1.32%	1	\$10.30	1.31%
PA	Lancaster	4	\$35.70	\$1,809.20	1.97%	4	\$35.20	1.86%
PA	Lebanon	1	\$7.90	\$461.30	1.71%	1	\$7.70	1.58%
PA	Lehigh	4	\$23.40	\$1,534.20	1.53%	4	\$24.90	1.62%
PA	Luzerne	3	\$25.60	\$999.60	2.56%	3	\$24.90	2.49%
PA	Lycoming	2	\$15.80	\$470.30	3.36%	1	\$7.80	1.70%
PA	Mifflin	1	\$9.10	\$154.60	5.89%	1	\$8.90	5.89%
PA	Monroe	2	\$24.30	\$763.80	3.18%	2	\$23.90	3.17%
PA	Montgomery	12	\$117.30	\$4,297.60	2.73%	12	\$111.60	2.64%
PA	Northampton	3	\$21.20	\$1,315.40	1.61%	3	\$20.80	1.65%
PA	Northumberland	1	\$10.20	\$223.70	4.56%	1	\$10.00	4.36%
PA	Philadelphia	13	\$126.70	\$4,009.50	3.16%	12	\$109.40	2.65%
PA	Schuylkill	1	\$9.40	\$426.80	2.20%	1	\$9.20	2.02%
PA	Snyder	1	\$11.30	\$161.80	6.98%	1	\$10.90	6.57%
PA	Union	1	\$8.30	\$129.10	6.43%	1	\$8.10	6.44%
PA	Wyoming	1	\$7.90	\$80.60	9.80%	1	\$7.60	9.61%
PA	York	3	\$27.80	\$1,725.40	1.61%	3	\$27.20	1.57%
PA Recap: 85 stores with sales of \$794.0 million. Total retail food sales for PA in the study: \$34.18 billion. Aldi share of PA is 2.39%.								

Mid-Atlantic Recap: 189 stores with sales of \$1.83 billion annually. Mid-Atlantic retail food sales total: \$123.1 billion.

Aldi Per Store Average: \$9.71 million

Source: Food Trade News, June 2025

IN REVIEW: WALGREENS

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
CT	Fairfield	21	\$158.10	\$4,026.30	3.93%	22	\$155.32	3.86%
CT	Litchfield	8	\$36.80	\$771.30	4.77%	8	\$36.50	4.73%
CT	New Haven	25	\$196.50	\$3,634.30	5.41%	24	\$189.20	5.21%
CT Recap: 54 stores with sales of \$391.4 million. Total retail food sales for CT in the study: \$8.43 billion. Walgreens share of CT is 4.64%.								
DE	New Castle	35	\$211.60	\$2,251.60	9.40%	37	\$210.00	9.33%
DE Recap: 35 stores with sales of \$211.6 million. Total retail food sales for DE in the study: \$2.25 billion. Walgreens share of DE is 9.40%.								
NJ	Atlantic	10	\$49.70	\$1,027.30	4.84%	10	\$48.90	4.76%
NJ	Bergen	30	\$127.50	\$3,869.90	3.29%	32	\$130.60	3.37%
NJ	Burlington	5	\$45.90	\$1,962.30	2.34%	6	\$48.20	2.46%
NJ	Camden	13	\$96.20	\$1,956.20	4.92%	13	\$94.90	4.85%
NJ	Cape May	4	\$18.90	\$606.30	3.12%	4	\$18.80	3.10%
NJ	Cumberland	3	\$27.10	\$660.70	4.10%	3	\$26.10	3.95%
NJ	Essex	20	\$155.10	\$2,358.10	6.58%	21	\$153.60	6.51%
NJ	Gloucester	5	\$33.90	\$1,226.60	2.76%	5	\$33.80	2.76%
NJ	Hudson (Duane Reade)	21	\$130.70	\$1,856.30	7.04%	22	\$131.90	7.11%
NJ	Hunterdon	4	\$26.60	\$487.90	5.45%	4	\$26.20	5.37%
NJ	Mercer	13	\$73.50	\$1,517.20	4.84%	13	\$72.80	4.80%
NJ	Middlesex	20	\$164.20	\$2,888.70	5.68%	20	\$159.00	5.50%
NJ	Monmouth	24	\$197.40	\$2,965.30	6.66%	24	\$193.90	6.54%
NJ	Morris	14	\$95.80	\$2,377.90	4.03%	14	\$95.30	4.01%
NJ	Ocean	15	\$107.50	\$2,163.50	4.97%	15	\$108.60	5.02%
NJ	Passaic	14	\$99.70	\$1,519.30	6.56%	14	\$98.60	6.49%
NJ	Salem	2	\$15.40	\$175.30	8.78%	2	\$15.20	8.67%
NJ	Somerset	10	\$51.70	\$1,401.10	3.69%	10	\$51.50	3.68%
NJ	Sussex	4	\$19.80	\$635.70	3.11%	4	\$19.60	3.08%
NJ	Union/NJ	18	\$127.10	\$2,139.90	5.94%	18	\$125.60	5.87%
NJ	Warren	1	\$5.30	\$521.80	1.02%	1	\$5.30	1.02%
NJ Recap: 250 stores with sales of \$1.67 billion. Total retail food sales for NJ in the study: \$34.32 billion. Walgreens share of NJ is 4.86%.								
NY	Bronx	16	\$148.20	\$3,453.10	4.29%	20	\$174.60	5.06%
NY	Brooklyn (Duane Reade)	40	\$216.90	\$5,683.50	3.82%	41	\$225.50	3.97%
NY	Dutchess	4	\$22.90	\$1,131.70	2.02%	4	\$22.70	2.01%
NY	Manhattan (Duane Reade)	78	\$916.20	\$6,211.40	14.75%	84	\$967.30	15.57%
NY	Nassau	27	\$230.40	\$5,990.80	3.85%	27	\$226.50	3.78%
NY	Orange	9	\$59.90	\$1,454.20	4.12%	9	\$58.10	4.00%
NY	Queens (Duane Reade)	43	\$451.70	\$5,709.30	7.91%	45	\$462.30	8.10%
NY	Rockland	6	\$55.80	\$1,135.20	4.92%	6	\$55.60	4.90%
NY	Staten Island (Duane Reade)	9	\$70.60	\$1,737.50	4.06%	9	\$70.20	4.04%
NY	Suffolk (Duane Reade)	29	\$205.90	\$6,662.50	3.09%	30	\$206.60	3.10%
NY	Westchester	14	\$105.80	\$4,404.70	2.40%	15	\$107.60	2.44%
NY Recap: 275 stores with sales of \$2.48 billion. Total retail food sales for NY in the study: \$43.89 billion. Walgreens share of NY is 5.66%.								
PA	Berks	1	\$6.90	\$1,656.80	0.42%	1	\$6.80	0.42%
PA	Bucks	10	\$64.80	\$3,350.60	1.93%	10	\$64.10	1.98%
PA	Chester	7	\$63.50	\$2,198.70	2.89%	7	\$63.20	2.87%
PA	Delaware	6	\$49.60	\$2,759.30	1.80%	6	\$49.10	1.78%
PA	Lackawanna	1	\$7.90	\$786.00	1.01%	1	\$7.80	0.99%
PA	Lancaster	1	\$5.80	\$1,849.30	0.31%	1	\$5.70	0.31%
PA	Lehigh	5	\$31.20	\$1,607.20	1.94%	5	\$30.80	1.92%
PA	Luzerne	1	\$7.80	\$989.60	0.79%	2	\$14.80	1.50%
PA	Monroe	1	\$5.30	\$799.80	0.66%	1	\$5.10	0.64%
PA	Montgomery	12	\$86.50	\$4,439.70	1.95%	12	\$85.60	1.93%
PA	Northampton	4	\$98.70	\$1,376.50	7.17%	4	\$98.30	7.14%
PA	Philadelphia	11	\$88.30	\$4,106.60	2.15%	16	\$160.70	3.91%
PA	Pike	2	\$8.90	\$211.10	4.22%	2	\$8.80	4.17%
PA	York	3	\$17.80	\$1,786.60	1.00%	3	\$17.60	0.99%
PA Recap: 65 stores with sales of \$543. million. Total retail food sales for PA in the study: \$34.18 billion. Walgreens share of PA is 1.59%.								

Mid-Atlantic Recap: 679 stores with sales of \$5.30 billion annually.

Mid-Atlantic retail food sales total: \$123.07 billion.

Walgreens Per Store Average: \$7.80 million.

() Indicates another banner used by the company.

Source: Food Trade News, June 2025

EPC Annual BBQ, Sponsored By NJDA, Held May 20 At Demarest Farms In Hillsdale, NJ



The Eastern Produce Council's annual BBQ, sponsored by the New Jersey Department of Agriculture (NJDA), was held May 20 at Demarest Farms in Hillsdale, NJ. Among those at the event were Wayne Hendrickson of Four Seasons, Joe Schneider of King Kullen, and Mike Adams of Wild About Sprouts.



Smiling for our photographer are Michael Paolino of Wakefern, Jay DeCamp of JOH, Mark Leone of Giorgio, Alexa Conciatori of Allegiance Retail Services, and Dan Oettinger of JOH.



Wakefern's Peter Machala is joined here by Bonnie Lundbead of Sunny Valley International and Joe Atchison of NJDA.



This NJDA foursome features Billy Conners, Christine Fries, Nancy Wood and Deelip Mhaska.



CA Ferolie is well represented at the outing by Stacy Conway, Sandra Horn, Diane Huening and Bob Pizzo.



This group includes Frank Russo of Christopher Ranch, Joe Kaszuba of House Foods, Tracy Simmonds of Affinity Group, Geoff Gero of House Foods, and Jamie Failing of Taylor Farms.

THANK YOU

to our fresh & consumer packaged goods partners for another successful year in the grocery industry. We make a great team!



IN REVIEW: SAM'S CLUB

State	County	2025 Stores	2025 Sales (in millions)	2025 County Food Sales	% of 2025 County Market	2024 Stores	2024 Sales (in millions)	% of 2024 County Market
NJ	Atlantic	1	\$36.80	\$1,027.30	3.58%	1	\$35.10	3.42%
NJ	Burlington	1	\$30.10	\$1,962.30	1.53%	1	\$29.20	1.49%
NJ	Gloucester	2	\$96.00	\$1,226.60	7.83%	2	\$94.20	7.68%
NJ	Hudson	1	\$35.90	\$1,856.30	1.93%	1	\$35.30	1.90%
NJ	Middlesex	1	\$33.80	\$2,888.70	1.17%	1	\$32.70	1.13%
NJ	Monmouth	1	\$70.10	\$2,965.30	2.36%	1	\$68.10	2.30%
NJ	Union	1	\$54.70	\$2,139.90	2.56%	1	\$53.00	2.48%

NJ Recap: 8 stores with sales of \$357.4 million. Total retail food sales for NJ in the study: \$34.32 billion. Sam's Club share of NJ is 1.04%.

NY	Dutchess	1	\$43.90	\$1,131.70	3.88%	1	\$42.80	3.78%
NY	Suffolk	1	\$40.20	\$6,662.50	0.60%	1	\$38.90	0.58%
NY	Westchester	1	\$92.30	\$4,404.70	2.10%	1	\$89.30	2.03%

NY Recap: 3 stores with sales of \$176.4 million. Total retail food sales for NY in the study: \$43.89 billion. Sam's Club share of NY is 0.40%.

PA	Berks	1	\$60.70	\$1,656.80	3.66%	1	\$59.20	3.66%
PA	Bucks	1	\$48.80	\$3,350.60	1.46%	1	\$47.30	1.46%
PA	Cumberland	1	\$35.90	\$1,289.40	2.78%	1	\$35.30	2.74%
PA	Dauphin	1	\$39.90	\$1,134.70	3.52%	1	\$39.20	3.45%
PA	Lackawanna	1	\$47.20	\$786.00	6.01%	1	\$45.80	5.83%
PA	Lehigh	1	\$45.60	\$1,607.20	2.84%	1	\$44.50	2.77%
PA	Luzerne	1	\$55.10	\$989.60	5.57%	1	\$54.00	5.46%
PA	Lycoming	1	\$42.90	\$493.40	8.69%	1	\$42.40	8.59%
PA	Montgomery	1	\$48.70	\$4,439.70	1.10%	1	\$47.20	1.06%
PA	Northampton	1	\$44.60	\$1,376.50	3.24%	1	\$43.30	3.15%
PA	Philadelphia	1	\$60.20	\$4,106.60	1.47%	1	\$58.70	1.43%
PA	York	2	\$112.80	\$1,786.60	6.31%	2	\$107.10	5.99%

PA Recap: 13 stores with sales of 642.4 million. Total retail food sales for PA in the study: \$34.18 billion. Sam's Club share of PA is 1.88%.

Mid-Atlantic Recap: 24 stores with sales of \$1.18 billion annually. Mid-Atlantic retail food sales total: \$123.07 billion.

Sam's Club Per Store Average: \$49.0 million

Source: Food Trade News, June 2025

PENNSYLVANIA COUNTY SHARE OF MARKET: 2025

Continued from page 48



YORK COUNTY (\$1.79 billion) (Includes Hanover, Shrewsbury, York)

• Population	471,420	• Female	50.2%
• # of Household	180,207	• White	79.9%
• Median Income	\$82,238	• Black	8.0%
• Under age 18	21.7%	• Hispanic	9.9%
• Over age 65	19.2%	• Asian	1.8%

1	The Giant Co.	10	\$588.50	32.94%
2	Walmart (SuperCenter)	6	\$254.20	14.23%
3	Weis Markets	8	\$222.93	12.48%
4	Sam's Club	2	\$112.80	6.31%
5	Rutter's Farm Stores	43	\$90.20	5.05%
6	CVS	12	\$64.20	3.59%
7	Target	3	\$63.10	3.53%
8	Sheetz	13	\$46.80	2.62%
9	Rite Aid	14	\$41.20	2.31%
10	Family Owned Markets	3	\$37.80	2.12%
11	Aldi	3	\$29.10	1.63%
12	Royal Farm Stores	9	\$28.20	1.58%
13	Turkey Hill	17	\$27.10	1.52%

14	BJ's Wholesale Club	1	\$23.10	1.29%
15	Grocery Outlet	3	\$21.60	1.21%
16	Karns Prime & Fancy Foods	1	\$18.00	1.01%
17	Walgreens	3	\$17.80	1.00%
18	Sprouts	1	\$16.20	0.91%
19	ShopRite	1	\$15.10	0.85%
20	7-Eleven	4	\$14.10	0.79%
21	Great Valu	1	\$13.70	0.77%
22	IGA	1	\$11.40	0.64%
23	C&S Independents	4	\$11.10	0.62%
24	Food Lion	1	\$5.30	0.30%
25	Save A Lot	1	\$4.20	0.24%
26	Wawa	3	\$3.47	0.19%
27	ASG	1	\$1.20	0.07%
		169	\$1,782.40	99.98%

() 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 2025

Soup to Nutz

from page 4

dren. Mike stayed with Wonder for 37 years in various positions until they closed. He moved on to Schmidt Baking where he was going to work for just five years. Five years turned into 15 and now he's decided to take a step back and enjoy his life with Carole, making memories with his grandchildren, riding his motorcycle and finding the next best place to have breakfast. But first, to commemorate his retirement, he's skydiving with his daughter and son! Mike, enjoy your well-deserved retirement and I'll meet you at the diner on Rt. 309 for breakfast soon. Happy trails!

The circle of life continues as we welcome **Connor Avery**

Baskin, son of **Megan** and **Dr. Ernest Baskin**, chairman of the Food Pharma and Healthcare Department at SJU. He arrived into the world on May 29 at 10:27 pm. Baby Connor is 6 lbs, 11 oz and 21 inches long. The family is doing well and settling into the life of having a newborn. His baby sister **Taylor** is excited about having a little brother. Congratulations on the beautiful addition to your family!

Heaven gained another angel on May 21 when **Thomas R. Furia Sr.**, founder and former president of Penn Jersey Paper Company and PJP Marketplace Grocery Stores passed away at 99 years of age surrounded by family. Tom was a pioneer in the paper industry, touching many lives through his relentless pursuit of excellence. He was a patient and faithful man, a listener, a lover of his family (his legacy)

and his work (his passion). His true legacy will be how he treated those around him: with dignity, patience, integrity, humility and respect. Always humble, kind and gracious; a true gentleman of his generation. The last time I saw Tom was two years ago at the celebration of Murphy's Markets 45-year anniversary. He was still sharp as a tack and enjoyed being with his industry friends. To tell you what kind of person he was, at the aforementioned event, **Ron Murphy** told the story of how Tom helped him purchase his first store. Ron needed \$5,000 to complete the purchase. He went to Tom who gave him the money and told him to pay him when he could. When Ron went to pay him, Tom said, no need, just pay it forward in your lifetime. That's who Tom was. And Ron did just that over and over.

Tom was the devoted father of

Mary Joan Furia, **Helene Hellwarth (John)**, **Thomas R. Furia Jr.**, **Carolyn Iuliano (Antonio)**, and **Lisa Furia-Cruz (Francisco)**. He is also survived by 15 grandchildren, 23 great grandchildren, his brother **Robert R. Furia (Jean)**, and extended family members and friends. He was predeceased by his brother **James Furia**. Contributions in his memory may be made to the Children's Hospital of Philadelphia: Heart Transplant Program/Cardiomyopathy: www.give2.chop.edu or Tunnel to Towers 2361 Hylan Blvd. Staten Island NY 10306 www.t2t.org. Rest in peace.

We also send condolences to industry veteran **Judy Spires** on the death of her beloved husband Bob. He was a gentleman and a family man and will be missed by all who had the pleasure to know him. You can read his formal obituary on page 20 of this issue.

Celebrating another trip around the sun this busy month of June are: **Phil Scaduto**, Food Circus Supermarkets; **Jim Burke Sr.** and **Jim Burke Jr.**, Seafood America; **Bill Derbyshire**, Liberty Coca Cola; **Doug Clemens**, Clemens Food Group; **Mark Tarzwell**, retired, Mrs. T's; **Nancy Rodgers-Fluharty**, Pace Target Brokers; and Best-Met Publishing's own **Terri Maloney** and **Jeff Metzger**. We also send special birthday wishes to the Philadelphia Wholesale Produce Market, which celebrates 14 years in their still-awesome facility on Essington Avenue.

Quote of the month: "When you arise in the morning, think of what a precious privilege it is to be alive - to breathe, to think, to enjoy, to love." Marcus Aurelius

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

Legislative Line

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and added sugar content in a new simple format showing whether the food has "Low," "Med" or "High" levels of these nutrients. It complements the FDA's well-known, present Nutrition Facts label, which gives consumers more detailed information about the nutrients in their food on the back labels of products.

"The 60-day additional comment period extension allows adequate time for interested parties to submit comments while also not significantly delaying rulemaking on the important issues in the proposed rule," according to the FDA announcement. Comments on the proposed rule can be submitted electronically to <http://www.regulations.gov>.

The proposed rule, when finalized, would require most food manufacturers to add a Nutrition Info Box to the front of most packaged food products three years after the final rule's effective date.

SNAP Costs Shift To States

Republicans are still hell-bent on shifting some of the SNAP costs to the states. Many

states are saying they cannot afford to foot the bill and that the needy will suffer as fewer food stamps are disbursed. Retailers can also anticipate that fewer food stamps will end up in their cash tills. Since SNAP was created in its current form 50 years ago, the federal government has paid the full cost of benefits and split administrative costs 50-50 with states. Republicans want to change that formula.

"If we want to make SNAP more efficient, we should pass a bipartisan farm bill, not cut benefits from families, veterans and seniors," said ranking House agriculture Democrat member Angie Craig. "The Republican proposal would not generate any cost savings - it would merely pass the buck from the federal government to the states and take food away from innocent people in the process." At press time, House Republicans were still assessing alternative ways to fund SNAP as there is no existing infrastructure for states to pay for SNAP benefits. And such a move would significantly strain state budgets or force states to pick and choose who to take food away from.

Food trade associations are not

idly sitting 'round as they have mounted a major lobbying effort on the Hill to convince lawmakers that cutting SNAP benefits is not the way to go. FMI - the Food Industry Association and the National Grocer's Association are just two of the major trade groups lobbying this issue. Leslie Sarasin, FMI's president, said, "Improving SNAP's efficiency and integrity is a shared goal. But we must not confuse reform with rollback. Policymakers should focus on strengthening the program - simplifying access, promoting employment and training opportunities and prosecuting criminals who try to steal SNAP benefits from those who need them most." We will see how all this unfolds in the current tax bill legislation.

FDA Launches New Review Program To Keep Food Supply Safe

The FDA has taken a major new step to increase transparency and ensure the safety of chemicals in our food supply by launching a stronger, more systematic review process for food chemicals already on the market. Under the leadership of Health and Human Services Secretary Robert F. Kennedy Jr. and FDA Commissioner Martin Makary, the FDA will roll out several key actions over the coming months

to include an evidence-based prioritization scheme for reviewing existing chemicals.

Until now, the FDA has conducted post-market chemical reviews on a case-by-case basis, often in response to citizen petitions or new scientific evidence. The new framework will be proactive, science-based, and built for long-term impact and is part of a larger initiative to improve food chemical oversight.

FDA Authorizes Natural Dyes

The FDA has approved three new natural food color additives - galdieria extract blue, calcium phosphate, and butterfly pea flower extract - for use in products like yogurt, beverages, pretzels, candies, and even ready-to-eat chicken, offering manufacturers more plant and mineral-based choices. The change is effective immediately and reflects the FDA's broader shift away from petroleum-based synthetic dyes.

HHS Secretary Kennedy said, "For too long, our food system has relied on synthetic, petroleum-based dyes that offer no nutritional value and pose unnecessary health risks. We are removing these dyes and approving safe, natural alternatives to protect families and support healthier choices."

Status Of Cultivated Meat Bans

According to *Meatingplace News*, Montana will become the fourth state in the U.S. where cultivated meat cannot be manufactured or commercialized after the state's governor Greg Gianforte signed legislation that effectively bans such products. Establishments such as retail food stores making or selling cultivated meat would also face suspended licenses. The law takes effect October 1, 2025.

Florida became the first state to pass such a ban in 2024, with Florida Governor Ron DeSantis signing the bill into law on May 1, 2025. Alabama followed with its own law shortly thereafter, while Mississippi's ban was made law in March. Indiana and Nebraska are expected to enact similar laws during their upcoming legislative sessions. As I said once before in my commentary about bans of cultivated meat products, you think politicians in these states are scared about a little competition in the meat department?

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Keeping it Close to Home

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SINCE 1970



TAKING STOCK

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dynamo Wawa. Last month it opened its first three stores in Indiana after debuting in Ohio in April. Over the past year, Wawa has also opened stores in these new states: Alabama, Georgia, Kentucky and North Carolina. It also plans to the ribbon on c-stores in West Virginia and Tennessee, both new states, too...we have more than a few obits to report this month including the passing of Bob Spires, 71, former executive with Acme and Saker and Zallie ShopRites and husband of Judy, who recently retired from the grocery biz after serving as president of Acme Markets and Kings Food Markets. I knew Bob for many years and his kindness and generosity towards others was what made him special. A line in his published obituary really stood out: "...he was a humble man who provided a steady presence, always offering unwavering love, support and wisdom. In addition to Judy, he is survived by his son Rob and daughter in law Hayley and grandchild Sloane...three supreme musical talents also left us in the past month - one underrated, one dynamic and one an all-time great. The underrated - that would be Rick Derringer, 77, leader of the group The McCoys ("Hang on Sloopy" - 1965), band member and producer of The Edgar Winter Group and hit solo artist ("Rock and Roll Hootchie Koo" - 1973). However, I most admired Derringer for his guitar work. He played on studio sessions for artists as diverse as Toots Thelma and the Matadors, Kiss and even Barbra Streisand. My favorite Derringer studio work was done on multiple Steely Dan albums. If you want to hear a great solo performance, listen to Derringer's slide work on "Show Biz Kids" (from the 1973 album "Countdown To Ecstasy"). Now for the dynamo: Sylvester "Sly" Stone, 82, who led one of the funkier R&B bands in history - Sly & The Family Stone - from the mid-1960s to the mid-1970s. "The "family" was comprised of multi-cultural and multi-ethnic singers, dancers and top-flight musicians (bassist Larry Graham is in my top five all-time). Together, they energized audiences while recording such popular songs like "Everyday People;" "I Want to Take You Higher;" "Dance to the Music;" "Family Affair;" "Hot Fun in the Summertime;" and "Thank You (Falettinme Be Mice Elf Agin)." Unfortunately, heavy drug use took its toll and for the majority of the last 30 years Sly lived mostly as a recluse. He and the band were inducted into the Rock & Roll Hall of Fame in 1993. As for the iconic, look no further than Brian Wilson, 82, leader of The Beach Boys. Sure, he penned such classic hits as "I Get Around," "Help Me, Rhonda;" and "Good Vibrations" (and more than a dozen others), but it was Wilson's phenomenal musical "ear" and drive for perfection that made him leaps and bounds better than just about any other popular legend. It all came together in 1966 when he created an album - "Pet Sounds" - built on the band's great harmonies, with unique sounds and beautiful songs (is there a better pop/rock tune than "God Only Knows?"). Both John Lennon and Paul McCartney said part of their inspiration to write and record "Sgt. Pepper's Lonely Hearts Club Band" (1967) emerged from hearing "Pet Sounds." Much like "Sly" Stone, Brian Wilson's career virtually ended for a 25-year period because of drugs and severe depression (the movie "Love & Mercy" - 2014 - does a pretty good job of depicting Wilson's demons and destructive lifestyle). Remarkably, Wilson returned to the stage in the mid-90s as a solo artist who finally got to perform the many great songs he wrote in the way he intended. A salute by a musical peer (you can easily guess who) summarizes his great career: "Brian Wilson was the most musically inventive voice in all of pop, with an otherworldly ear for harmony. He was also the visionary leader of America's greatest band, The Beach Boys. If there'd been no Beach Boys, there would have been no 'Racing In The Street.' Listen to 'Summer's Gone' from The Beach Boys' last album 'That's Why God Made The Radio' and weep. Farewell, Maestro. Nothing but love and a lovely lasting debt from all of us over here on E Street."

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