

Top 75 North American Food Retailers

2008's leading 10 retailers look like last year's, except for movement within: Supervalu rose to 4th, Safeway fell to 5th, Publix moved to 7th, Ahold USA fell to 8th. New to the Top 75 this year are Tops Markets, Fareway Stores and Piggly Wiggly Carolina Co. Gone are Pathmark, Wild Oats and Associated Grocers, Seattle, all absorbed by acquisition. a=actual sales; e=estimate

RANK	COMPANY	TOP EXECUTIVE	CORPORATE/ FRANCHISE STORES	SALES IN \$ BILLIONS: DATE FISCAL YEAR ENDS
1	Wal-Mart Stores Bentonville, Ark. Volume total represents combined sales of Wal-Mart Supercenters, Sam's Clubs and Neighborhood Markets in the U.S. and Canada. Wal-Mart operates 2,419 supercenters in the U.S. and 14 in Canada, accounting for approximately \$191.5 billion (80% of the North America total; 586 Sam's Clubs in the U.S. and six in Canada, accounting for approximately \$44.5 billion (18%); and 128 Neighborhood Markets in the U.S., accounting for approximately \$4.8 billion (2%). Supercenters, clubs and Neighborhood Markets account for approximately 64% of Wal-Mart's 2007 annual sales, which are estimated to be \$374 billion; included in that number is approximately \$43.2 billion from 1,261 discount stores (988 in the U.S. and 273 in Canada) and approximately \$90 billion from 2,510 stores outside North America.	H. LEE SCOTT JR. president, CEO	3,153	240.8e 1/31/08
2	Kroger Co. Cincinnati Kroger sales encompass 2,491 supermarkets and multi-department stores, 780 convenience stores, 664 supermarket fuel centers and 406 fine jewelry stores. Combined sales from convenience stores and jewelry stores account for approximately \$3.45 billion, or 5% of total volume.	DAVID B. DILLON chairman, CEO	4,341	69.0e 2/2/08
3	Costco Wholesale Corp. Issaquah, Wash. Groceries, encompassing food, sundries and fresh products, plus pharmacy and gasoline, accounted for 63% of Costco's total sales, or \$39.8 billion. Of the company's total volume, 80% came from 385 warehouses in the U.S. and Puerto Rico, 13.5% from 71 warehouses in Canada and 6.5% from 64 warehouses in Mexico, the United Kingdom, Japan, South Korea and Taiwan.	JIM SINEGAL president, CEO	520	63.1a 9/2/07
4	Supervalu Minneapolis Sales from 1,607 corporate stores, encompassing 1,287 conventional supermarkets and 320 Save-A-Lots, account for 80% of total revenues. The company also licenses 858 Save-A-Lots and 31 Cub Foods stores.	JEFF NODDLE chairman, CEO	2,496	43.9e 2/23/08
5	Safeway Pleasanton, Calif.	STEVE BURD chairman, president, CEO	1,738	42.0e 12/29/07
6	Loblaw Cos. Toronto Loblaw operates 672 corporate stores and supplies 405 franchised stores. It also supplies product and banners to 451 associated stores that it does not own or lease.	MARK FOOTE president, chief merchandising officer	1,077	30.0e (U.S.) 12/31/07
7	Publix Super Markets Lakeland, Fla.	ED CRENSHAW president	925	23.0e 12/29/07
8	Ahold USA Quincy, Mass. Ahold USA, the U.S. division of Amsterdam-based Ahold, encompasses 376 units of Stop & Shop, 186 Giant Foods of Landover, Md., and 144 Giant Foods of Carlisle, Pa. Ahold sold Tops Markets and U.S. Foodservice during 2007, which accounted for sales of approximately \$1.7 billion and \$20 billion, respectively — volume excluded from 2007 sales estimates. Ahold USA accounts for approximately 51% of the parent company's 2007 sales total, which is estimated to be \$40.8 billion.	LAWRENCE BENJAMIN chief operating officer	706	20.9e 12/30/07
9	C&S Wholesale Grocers Keene, N.H. C&S supplies products to 10 Top 75 companies (A&P, Ahold USA, BJ's, Big Y, Demoulas Market Basket, Kroger, Safeway, Save Mart, Supervalu-owned Shaw's and Tops Markets) whose volume is reflected in the sales totals on this list for C&S and for each of those companies individually. C&S volume does not include retail sales from two of its subsidiaries: GU Family Markets, which operates 37 former Grand Union locations, and Southern Family Markets, which encompasses 42 supermarkets and 10 liquor stores.	RICK COHEN chairman, CEO	0	19.4e 9/30/07

10	Delhaize America Salisbury, N.C. Delhaize America, the U.S. division of Brussels-based Delhaize Group, encompasses 1,159 Food Lions, 165 Hannaford Bros. stores, 105 Sweetbays, 69 Harvey's, 61 Bloom units and 27 Bottom Dollar stores. Delhaize America accounts for approximately 65% of 2007 sales at Delhaize Group, which are estimated to be \$27.9 billion.	PIERRE OLIVIER-BECKERS CEO	1,586	18.2e 12/29/07
11	7-Eleven Dallas Merchandise at 7-Eleven accounts for approximately 60% of total sales, and gasoline accounts for the other 40%. 7-Eleven operates 5,590 stores in the U.S. and 462 in Canada. All stores in Canada and 30% of those in the U.S. are corporate-owned, with the rest of the U.S. stores franchised. U.S. sales account for approximately 91% of the North America total, with Canadian sales accounting for the other 9%.	JOE DEPINTO president, CEO	6,052	14.7e 12/31/07
12	Sobeys Stellarton, Nova Scotia Sobeys operates 633 corporate stores, encompassing supermarkets, convenience stores, drug stores and fuel centers, and supplies 731 franchised stores.	BILL MCEWAN president, CEO	1,364	14.2e (U.S.) 5/3/08
13	Meijer Grand Rapids, Mich.	HANK MEIJER CEO	181	13.6e 2/1/08
14	H.E. Butt Grocery Co. San Antonio Store total includes 28 units in Mexico, which account for 7.5% of sales, and three convenience stores.	CHARLES C. BUTT chairman, CEO	310	13.5e 10/28/07
15	Metro Montreal Metro operates 300 corporate stores that account for 80% of total sales and supplies 446 franchised stores, including 261 supermarkets and 185 drug stores. Eric La Fleche is scheduled to succeed Lessard as president and CEO in April.	PIERRE LESSARD president, CEO	746	10.5a (U.S.) 9/29/07
16	Wakefern Food Corp. Elizabeth, N.J. Wakefern supplies products to three Top 75 companies — Foodarama, Village Super Markets and Inserra Supermarkets — and volume from those companies is reflected in the sales totals for Wakefern and for each of those retailers individually. Wakefern operates 28 corporate stores under the ShopRite banner and 31 under the PriceRite banner; it declined to indicate what percentage of total sales those stores do.	JOSEPH S. COLALILLO chairman, CEO	59	9.9e 9/28/07
17	A&P Montvale, N.J. A&P acquired 140 Pathmark Stores in early December (before divesting six), adding approximately \$4 billion in sales to its base before divesting assets of about \$149 million.	ERIC CLAUS president, CEO	450	9.4e 2/23/08
18	Dollar General Corp. Goodlettsville, Tenn. Consumables, including groceries, fresh and refrigerated foods, and HBC products, account for approximately 66.5% of total sales. Store base includes approximately 50 Dollar General Markets that feature fresh produce and meat, which are not offered at Dollar General Stores.	DAVID BERE interim CEO	8,153	9.1e 1/1/08
19	BJ's Wholesale Club Natick, Mass. Groceries, encompassing food and sundries, account for approximately 72.5% of BJ's total sales.	HERB ZARKIN chairman, president, CEO	175	8.9e 2/3/08
20	Winn-Dixie Stores Jacksonville, Fla.	PETER LYNCH chairman, president, CEO	523	7.3e 6/25/08
21	Giant Eagle Pittsburgh Volume encompasses sales from 160 corporate supermarkets, 64 franchised supermarkets and 135 corporate-owned GetGo fuel and convenience stores.	DAVID SHAPIRA chairman, president, CEO	359	7.1e 6/30/08

22	Whole Foods Market Austin, Texas Results include one month of results from the acquisition of Wild Oats.	JOHN MACKEY chairman, CEO	276	6.6a 9/30/07
23	Trader Joe's Monrovia, Calif. Trader Joe's is wholly owned by the Albrecht family of Germany.	DAN BAIN chairman, CEO	310	6.5e 6/30/08
24	Albertsons LLC Boise, Idaho	ROBERT MILLER CEO	324	6.0e 2/21/08
25	Aldi Batavia, Ill. Aldi is the U.S. subsidiary of Aldi Group, Muelheim, Germany.	CHARLES YOUNGSTROM president	895	5.8e 12/31/07
26	Associated Wholesale Grocers Kansas City, Kan. Corporate stores at AWG account for 8% of total sales.	GARY PHILLIPS president, CEO	70	5.7e 12/29/07
27	Hy-Vee Food Stores West Des Moines, Iowa Hy-Vee operates 196 supermarkets and 26 drug stores.	RIC JURGENS chairman, CEO	222	5.6a 9/30/07
28	Save Mart Supermarkets Modesto, Calif.	ROBERT M. PICCININI chairman, CEO	248	4.6e 12/30/07
29	Wawa Wawa, Pa. Merchandise and services account for an estimated 60% of Wawa's total sales.	HOWARD STOECKEL president, CEO	570	4.5e 12/31/07
30	Wegmans Food Markets Rochester, N.Y.	DANNY WEGMAN CEO	71	4.5e 12/31/07
31	Nash Finch Co. Minneapolis Corporate stores at Nash Finch account for 13.2% of total sales.	ALEC COVINGTON president, CEO	59	4.2e 12/29/07
32	Unified Grocers Los Angeles Sales total for Unified includes \$900 million in volume from Associated Grocers, Seattle, which Unified acquired the day after its fiscal year ended.	AL PLAMANN president, CEO	0	4.0e 9/28/07
33	Roundy's Supermarkets Milwaukee	ROBERT A. MARIANO chairman, CEO	153	3.9e 12/30/07
34	Stater Bros. Markets San Bernardino, Calif.	JACK BROWN chairman, CEO	164	3.7a 9/30/07
35	Raley's Supermarkets Sacramento, Calif.	WILLIAM COYNE president, CEO	130	3.4e 6/28/08
36	Harris Teeter Matthews, N.C. Harris Teeter is a division of Ruddick Corp., Charlotte, N.C., and accounts for approximately 91% of Ruddick's total sales.	FRED MORGANTHALL president	164	3.3a 9/30/07

37	United Natural Foods Dayville, Conn. Corporate stores at United Natural Foods account for 1.5% of total sales.	MICHAEL F. FUNK president, CEO	12	3.3e 7/31/08
38	Price Chopper Schenectady, N.Y.	NEIL GOLUB president, CEO	116	3.2e 4/28/08
39	WinCo Foods Boise, Idaho	STEVEN L. GODDARD president, CEO	62	3.0e 3/29/08
40	Ingles Markets Asheville, N.C.	ROBERT P. INGLE II chairman	197	2.9a 9/29/07
41	Alex Lee Inc. Hickory, N.C. Sales at Alex Lee include \$1.2 billion from Lowes Food Stores and the balance from Alex Lee's Merchants Distributors Inc. and Institution Food House wholesale businesses.	BOYD GEORGE chairman, CEO	104	2.8a 9/29/07
42	Bi-Lo Mauldin, S.C.	BRIAN HOTAREK president, CEO	222	2.7e 12/31/07
43	Overwaita Food Group Langley, British Columbia	STEVE VAN DER LEEST president	112	2.6e (U.S.) 12/31/07
44	Associated Wholesalers Inc. Robesonia, Pa. Corporate stores at AWI account for 2.5% of total sales.	J. CHRIS MICHAEL president, CEO	9	2.5e 7/29/08
45	Demoulas Market Basket Tewksbury, Mass.	WILLIAM J. SHEA chairman	58	2.5e 12/29/07
46	Spartan Stores Grand Rapids, Mich. Corporate stores at Spartan, encompassing 88 supermarkets and 14 drug stores, account for 53% of total sales.	CRAIG STURKEN chairman, CEO	102	2.5e 3/29/08
47	Schnuck Markets St. Louis	SCOTT SCHNUCK chairman, CEO	102	2.4e 9/30/07
48	Grocers Supply Co. Houston Grocers Supply Co. declined to pinpoint what percentage of total sales Fiesta Mart, its corporate stores, account for.	MAX LEVIT president	51	2.3e 12/31/07
49	Smart & Final Los Angeles Smart & Final operates 198 warehouse stores (including 13 in Mexico); 50 cash-and-carry stores; and 36 farmers' market-style stores (28 Henry's and eight Sun Harvests, which were acquired Oct. 1, 2007, from Wild Oats Markets).	GEORGE GOLLEHER chairman, CEO	284	2.3e 12/30/07
50	Weis Markets Sunbury, Pa.	NORMAN RICH president, CEO	156	2.3e 12/29/07
51	Bashas' Chandler, Ariz.	EDDIE N. BASHA JR. chairman, CEO	164	2.2e 12/29/07

52	Brookshire Grocery Co. Tyler, Texas	BRUCE BROOKSHIRE chairman	157	2.1e 9/30/07
53	Houchens Industries Bowling Green, Ky. Houchens operates 140 conventional supermarkets under several banners (including Houchens, Food Giant, IGA, IGA Crossroads, Piggly Wiggly and Mad Butcher); 224 Save-A-Lot stores; and 40 convenience stores, which combine to account for approximately 70% of total corporate sales. Houchens' other revenue sources include warehousing, construction and recycling.	JIMMIE GIPSON chairman, CEO	404	2.0e 9/30/07
54	Tops Markets Williamsville, N.Y. Store count includes five franchised Tops locations.	FRANK CURCI CEO	76	1.7e 12/29/07
55	K-VA-T Food Stores Abingdon, Va.	STEVE SMITH chairman, president, CEO	95	1.65e 12/31/07
56	Associated Food Stores Salt Lake City Corporate stores at Associated Food Stores account for 23% of total sales.	RICH PARKINSON president, CEO	23	1.6e 3/29/08
57	Marsh Supermarkets Indianapolis Sales total includes volume from food-service and catering subsidiaries and four months' worth of volume from 146 Village Pantry convenience stores, which parent company Sun Capital split off in July 2007.	FRANK LAZARAN chairman, president, CEO	103	1.5e 3/31/08
58	Central Grocers Franklin Park, Ill. Central Grocers declined to indicate the percent of total sales done by corporate stores.	JIM DENGES president, CEO	29	1.4e 7/31/08
59	Big Y Foods Springfield, Mass. Big Y operates 55 conventional stores and one fine wine, liquor and gourmet food store called Table & Vine.	DONALD D'AMOUR chairman, CEO	56	1.3e 1/2/08
60	Brookshire Brothers Lufkin, Texas Brookshire Brothers operates 72 supermarkets and 29 convenience stores, which it acquired in July 2007 and which account for 0.2% of total sales.	JERRY JOHNSON president, CEO	101	1.3e 4/26/08
61	Foodarama Freehold, N.J.	RICHARD SAKER president, CEO	27	1.3e 11/3/07
62	Penn Traffic Co. Syracuse, N.Y. Penn Traffic also serves as a wholesaler to 118 stores — encompassing 60 licensed operators and 58 other independents — which combined to account for approximately 25% of total sales.	GREGORY J. YOUNG president, CEO	105	1.3e 2/2/08
63	Bozzuto's Cheshire, Conn. Corporate stores at Bozzuto's account for 2.5% of total sales.	MICHAEL BOZZUTO chairman, president	7	1.2a 9/29/07

64	Affiliated Foods Amarillo, Texas	GEORGE LANKFORD president	0	1.1e 9/29/07
65	Affiliated Foods Midwest Norfolk, Neb.	MARTIN ARTER president	0	1.1e 6/28/08
66	99 Cents Only Stores Commerce, Calif. Consumables at 99 Cents Only Stores account for approximately 55% of total sales.	ERIC SCHIFFER CEO	263	1.1e 3/31/07
67	United Supermarkets Lubbock, Texas	GANTT AND MATT BUMSTEAD co-presidents	46	1.1e 1/26/08
68	Village Super Market Springfield, N.J.	JAMES SUMAS chairman	25	1.1e 7/26/08
69	Inserra Supermarkets Mahwah, N.J.	LAWRENCE R. INSERRA JR. chairman, CEO	21	1.05e 12/29/07
70	Minyard Food Stores Coppell, Texas	MICHAEL BYARS president, CEO	59	0.90e 6/30/07
71	Purity Wholesale Grocers Boca Raton, Fla.	JEFF LEVITETZ chairman	0	0.90e 6/30/08
72	Haggen Inc. Bellingham, Wash. Haggen operates 32 supermarkets and one freestanding pharmacy.	DALE C. HENLEY president, CEO	33	0.87e 12/29/07
73	Fareway Stores Boone, Iowa	FRED GREINER president, chief operating officer	94	0.86e 10/31/07
74	Piggly Wiggly Carolina Co. Charleston, S.C.	DAVID SCHOOLS president, CEO	120	0.86 3/31/08
75	King Kullen Grocery Co. Bethpage, N.Y. King Kullen operates 43 supermarkets and three Wild by Nature natural food stores. It acquired five stores from A&P in December 2007.	BERNARD D. KENNEDY, RONALD CONKLIN co-chairmen	46	0.80e 9/27/07

ADDITIONAL NOTES: IGA, the Chicago-based voluntary network of independent grocers, accounted for 2007 sales of approximately \$21.5 billion worldwide with just under 6,000 stores, including approximately \$7 billion from 1,150 stores in the U.S.; \$3 billion (U.S.) from 418 stores in Canada; and \$11.5 billion from 4,400 stores in 42 countries outside North America. A large portion of IGA's volume in North America is included in the sales numbers for seven of IGA's 14 licensed wholesalers in the U.S. who appear on the Top 75 list (Affiliated Foods Midwest, Associated Wholesale Grocers, Bozzuto's, C&S Wholesale Grocers, Merchant Distributors Inc., Nash Finch Co. and Supervalu). Unified Grocers, Los Angeles, did not become an IGA-licensed wholesaler until the end of 2007.