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INSIDE THIS ISSUE

TAKING STOCK

by Jeff Metzger

Retailers Ride The Inflation Gusts; In-Stock Store Conditions Were A Differentiator

"When all these price increases are woven into the system and ultimately passed along, it's going to have a profound effect on a lot of Americans. You can start at the farm, move to the manufacturing plants and ultimately to the stores' shelves - everything is going to cost more. A lot more. Even basic supply chain issues from finding enough labor to work in plants and warehouses to the shrinking number of truck drivers will play a role in driving up prices."

Believe it or not, those words were uttered a year ago by a senior VP from one of the country's leading CPG suppliers.

Not only were his predictions accurate, but inflation and supply chain challenges

See **TAKING STOCK** on page 6

Target, Costco, Wawa Are Biggest Gainers In $111.8B Region

Price Hikes Drive Retail Sales As ShopRite Again Dominates

A year ago many retailers predicted that the road ahead from a revenue perspective could be rocky as the record sales achieved because of COVID tailwinds were ebbing and seemed certain headed for a downward cycle. And then came inflation.

There were other factors, too, including a return to food hoarding (largely caused by diminished in-stock conditions) and a continuation of in-home eating that contributed to better than predicted results for most of the 74 retailers who we surveyed.

However, the primary reason for another year of healthy sales was rising prices. Over the past 12 months, the inflation rate in the U.S. rose to about 8 percent; price hikes in the grocery sector - fueled by labor shortages (leading to increased wages), raw materials and commodity challenges and production shortfalls – drove that number to above 10 percent.

As one senior executive at a Mid-Atlantic based regional chain said: "We're selling more stuff and making more profit with 70 percent in-store service levels than in normal times where our service levels never dipped below 95 percent."

That retailer and many others acknowledged that trend won't last and sets up a potential onerous scenario if inflation continues to rise and supply chain flow doesn't improve.

So, for the period from April 1, 2021 to March 31, 2022, here's the breakdown of the top 10 retailers that operate stores in the 70-county $111.8 billion market.

For the 37th consecutive year, ShopRite and its sister banners (Price Rite, Fresh Grocer, Gourmet Garage, Dearborn Market and Fairway Market) continued to dominate the landscape in the overall marketing area. Over the past 12 months, ShopRite added to its already saturated store base by adding new stores in Wayne, NJ, Poughkeepsie, NY and Matamoras, PA (a replacement unit for a store in Montague, NJ). During the year, the Keasbey, NJ grocery co-op also experienced some key personnel changes including the departure of veteran executive Jeff Reagan and the unexpected announcement that

See **MARKET STUDY** on page 136

THE 2022 FANCY FOOD SHOW WAS HELD EARLIER THIS MONTH AT the Javits Center in New York. Among the retailers in attendance were (l-r) Amanda Soucier, Justin Curtiss, Tony Groszew and Linda Groszew, all with Adams Hometown Markets. More photos from the show are on pages 106 and 107.

Search Underway For Top Day-To-Day Job

Sheridan To Retire As Wakefern Pres. In '23; Lane Abruptly Quits

Over the next 16 months, Wakefern Food Corp., the largest grocery wholesaler in the Mid-Atlantic and Northeast, will be searching for a new president/COO and a new executive vice president.

That's because Joe Sheridan, the veteran executive of the Keasbey, NJ-based co-op, has announced his retirement from Wakefern, which includes such powerful retail banners as ShopRite, Price Rite and Fresh Grocer. Sheridan recently finalized his retirement plan, about which he had previously notified Wakefern's board

See **WAKEFERN** on page 168

OBITUARY

Edward P. McLaughlin, category manager at C&S Wholesale Grocers, has passed away at age 64.

Born on May 11, 1958, in Upper Darby, PA, he was a son of the late Vincent and Patricia (Flanagan) McLaughlin. He was a graduate of Upper Darby High School, class of 1976. He faithfully attended Sacred Heart Roman Catholic Church in Royersford, PA. McLaughlin worked in the corporate offices of Genuardi's as the bakery manager for more than 25 years. Since 2004, he has worked for C&S Wholesale Grocers based out of Robesonia, PA.

In addition to his long and successful grocery career, McLaughlin was an active basketball referee for several leagues in the area, and he enjoyed interacting with the players and mentoring those around him. He volunteered and coached alongside his children during their sports careers in the Spring-Ford athletic programs, and he loved watching, cheering, and videotaping for others to enjoy the races of his daughter Emma Rose in the unified track program.

McLaughlin was a recipient of the generosity of Bringing Hope Home, an organization that assists families whose loved one is being affected by cancer. He would then go on to volunteer and represent the organization at many different events and share his story with others. Ed and his family, in honor of their daughter Emma Rose, was one of the founding families of the Buddy Walk over twenty years ago at Villanova University. Through the charity, the Buddy Walk helps support families with a loved one with Down Syndrome, and proceeds helped form and continue to operate the Trisomy-21 Center through Children's Hospital of Philadelphia. McLaughlin loved spending time with his family, taking trips to Sea Isle City, NJ, and participating in the Mummer's Parade.

McLaughlin is survived by his wife Johanna B. (Powers) McLaughlin, of Collegeville, PA; and three children, Patrick E. McLaughlin of Sea Isle City, NJ; Brenna P. McLaughlin, companion of Sonny Rennard of Collegeville, PA; and Emma Rose McLaughlin of Collegeville, PA.

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*SOURCE: IRI TOTAL US MULO+C L24WK ending 5.15.22

Metro Beat

By Kevin Gallagher

Hello everybody and welcome to the annual *Food Trade News* Market Study issue! What you now hold in your hands or are viewing at *www.foodtradenews.com* is the result of the entire Best-Met Publishing team's months of effort compiling! As most of you are familiar with, these projects are a real task which require months of research and compiling of data and it was a colossal effort to put together.

A big thank you to all of the customers, distributors, vendors and friends for your assistance in helping us compile this wealth of information. And once all of that data is in-house, our team here at Best-Met Publishing Company takes over.

The collective expertise in organizing projects of this magnitude continues to impress me. The finished project is a result of the attentive work of VP/editorial director **Terri Maloney**, VP/general manager **Maria Maggio**, our office manager and researcher extraordinaire **Beth Pripstein**, director of marketing/digital strategist **Karen Fernandez** and finally our publisher **Jeff Metzger**.

I challenge anyone to find this type of cohesive data on one of the most important marketing areas in the country anywhere else. It is a wealth of information and I hope you enjoy it and find it beneficial for your business and information. Kudos to all of my associates at BMP for all of their hard team work and dedication in putting this together and I trust you will find it useful for your business.

I had the opportunity to attend a terrific new trade event when the National Supermarket Association (NSA) debuted the inaugural NSA Women's Forum 2022 at the TWA Hotel at JFK Airport in New York City. The event was promoted as a networking event to "Inspire-Connect-Empower" women in the food industry and did it ever deliver!

The full day encompassed informative panels, award presentations and speakers. The day was emceed skillfully by News 12 meteorologist and television personality **Hilda Estevez**. Generational Award presentations were made to **Ursula Pena**, co-founder of the NSA; **Sixta Bueno**, Key Food owner; and **Iris Benzan-Diaz**, C-Town owner and NSA member.

Panel discussions were held on health and wellness, women in finance, and women in leadership. The leadership panel highlighted four accomplished women sharing their perspectives on how to guide and lead teams to success.

The panel featured **Jenny Jorge**, Gala Foods and NSA member; **Michelle Mendoza**, Associated Supermarket Group; **Donna Zambo**, Allegiance Retail Services; and **Mayra Linares-Garcia**. Industry Leadership awards were presented to **Mayra Linares-Garcia** of Coca-Cola and **Zulema Wiscovitch**, co-CEO and co-President of Associated Supermarket Group. Interestingly, Zulema was also at one point the first female executive director for the NSA which was also acknowledged by the big crowd. Kudos to NSA president **Samuel Collado** and board member **Anthony Pena** (as well as the entire NSA board) for spearheading the event, but special credit goes to the first female NSA executive board member **Nallely DeJesus** for driving the Women's Forum to excellence. Everyone I spoke with all pointed to Nallely as the one who really made the event as successful as it was. And lastly, it was a touching and surprising moment when Nallely brought longtime NSA administrative assistant **Denise Diaz** to the stage to recognize her for all of her behind the scenes hard work and dedication to the NSA. A very serving honor for a terrific lady!!!! Well done all around!

Stop & Shop is planning a $140 million capital investment to upgrade its New York City stores, with a focus on enhancing the shopping experience and bolstering the product selection to cater to a diverse urban market. The first location touched was the Bay Plaza Stop & Shop at Bartow Ave. in the Bronx. Operating in New York City for more than two decades, Stop & Shop has 25 stores in the boroughs of the Bronx, Brooklyn, Queens and Staten Island and also offers home delivery in all five boroughs, including Manhattan. At the center of the store updates is a "significantly expanded assortment" that will add with thousands of new items across departments. The Bay Plaza location introduced a new 1,000-item section called "Global Market" that features products from 14 countries and regions, such as authentic West Indian and Caribbean offerings with products specific to Puerto Rico, the Dominican Republic and Jamaica as well as Halal meat, dairy and grocery items.

Similarly, the remodel of the Stop & Shop store in Maspeth, Queens, will enlarge its product assortment for Chinese and South American shoppers, while customers of the chain's Sheepshead Bay store in Brooklyn will find more Eastern European and Kosher foods. Other NYC stores will carry hundreds of products made in the metropolitan New York area, such as West African fonio chips from NYC-based Yolélé and Mike's Amazing vegetable oils and mayonnaise.

In addition, the grocery chain said it will be NYC's first retailer to offer the free Flashfood mobile app. Flashfood offers shoppers access to exclusive deals on products that are nearing their best-by date.

Congratulations to good friend **Joe Parisi** as he was named president of Gristedes and D'Agostino's Supermarkets. You can read more about the specifics on Joe's new gig in the Local Notes section of *Taking Stock* on page 152.

When I talked to Joe about his promotion, he couldn't have seemed happier working with the team at Red Apple Group (RAG). One of the more interesting items he mentioned was how the atmosphere at RAG was like a big family. He said that **John** and **Margo Catsimatidis** genuinely care for their people and treat them as such. From the long time I have known Joe, I knew that struck a chord because Joe's family means the world to him. (Just ask him to show you the wedding pictures of his son **Joseph's** wedding in Greece a couple of weeks ago! And daughter **Gianna's** wedding is planned for next year!) Good luck, Joe, and we know your leadership will help take Gristedes and D'Ags to new heights!

Lidl's 22nd store on Long Island opened in a space that Waldbaum's occupied for nearly 40 years before closing in bankruptcy. The new store opened on Jericho Turnpike in Garden City Park. The retailer has spent more than $6 million on the store, which will employ more than 45 people, the chain said. Lidl entered the Long Island market after it purchased 27 stores in New York and New Jersey, including all 24 on Long Island, from Best Market in January 2019.

The company has said it plans to have 50 stores on Long Island by 2029 and two more stores are expected to open in the next year. The former Best Market in Commack, which was closed, is expected to reopen this fall as a 30,000 square foot store and a new store on Commack Road in Deer Park, the grocer's first new construction store on Long Island, in early 2023. When those stores officially open we will pass it along.

It's been nice to get out and attend some of the trade shows kicking back into gear around the area. Perhaps one of the better ones that really generated a lot of good will and networking was the Allegiance Retail Services (ARS) Holiday Food Show at the Meadowlands Expo Center in Secaucus, NJ. I believe every Allegiance member was on hand with full staffs in tow, all tasting, sampling and seeking out deals. A tip of the hat to the ARS staff and especially **Samer Rahman** for once again coordinating a strong and successful show.

Well, that will do it for now. I hope you all enjoy and utilize our Annual Market Study. It's been an undertaking to say the least and as always if you have any questions or comments, you can reach me at kevin@foodtradenews.com or 201.250.2217. Have a great summer and I hope to see you out at the many events on the trade calendar.

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TAKING STOCK

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have become even worse than he thought. However, despite continued spiraling inflation (a scary 11.9 percent in May) and even more problems with the nation's supply chains, retailers continued to produce robust sales propelled almost entirely by price increases.

Some other trends that began when COVID first impacted grocery shelves in March 2020 have continued or increased during the last 12 months. Eating at home remained strong as some schools hadn't returned fully to in-person learning, and restaurants, while performing better than in 2020 and early 2021, were still not back to 2019 levels. Additionally, retailers continued to post solid online sales (particularly curbside pickup) while also seeing their customers make more in-store visits than a year ago.

Despite the surprisingly strong results most retailers achieved during the past 12 months, the supply chain and inflation challenges are becoming of increasingly worrisome to merchants in all trade channels.

Unlike the beginning of the pandemic when certain products/categories simply disappeared from the shelves or other items were only available in limited varieties, now more products across the spectrum of the entire store are not available. If service levels were in the low 80 percent range during the early period of the pandemic, they have now dipped to the mid-60s to low 70s percent range on average.

And price increases have been coming at an unprecedented rate – one regional chain executive said his company has processed nearly 11,000 price changes since the beginning of 2022. Moreover, all segments of the supply chain have been adversely impacted by labor shortages which triggered a host of other problems. And COVID would still remain a factor in the past 12 months as the delta and omicron variants contributed to a spike in positive cases and a return to caution for many Americans.

Which brings us to today, when retailers live in a world where unit sales are down (from a year ago) but price increases of 15-35 percent from a year ago have inflated top line revenue. And even though some parts of the supply chain have improved in areas such as commodity and raw materials availability, the system remains highly dysfunctional and unpredictable.

Even many of those who predicted six months ago that inflation would abate and distribution patterns would return to more normal levels by the end of 2022 no longer see that as a reality. And what's worse is that over the past two months retailers are

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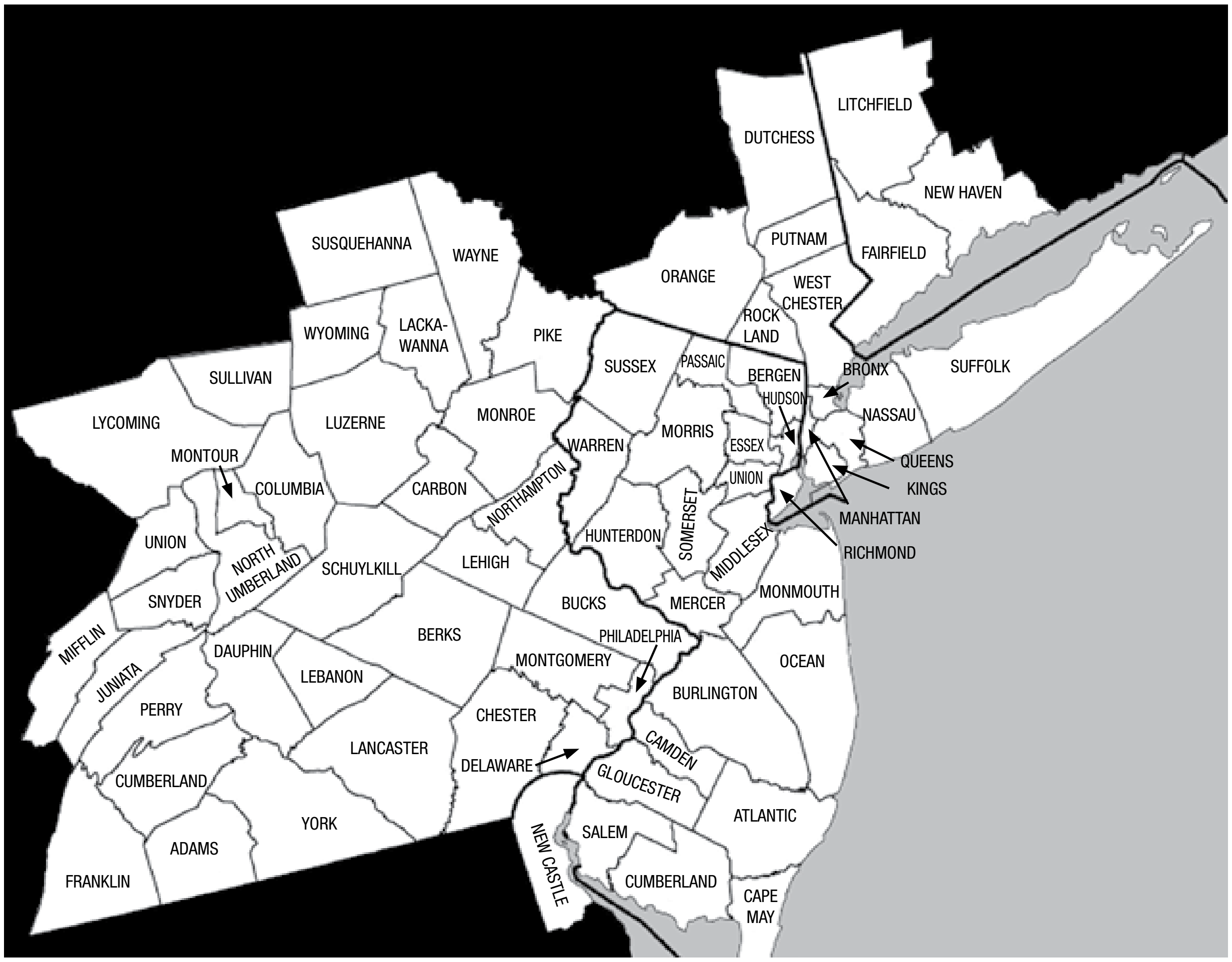
The 70-County *Food Trade News* Market



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

Over the last 12 months, the number one factor influencing all sales data has been inflation, which actually began in late 2020, but has spiraled to unprecedented levels over the past nine months. And higher prices translated to higher sales both at the store level and in the overall county-by-county spending for retail food.

So, while retail sales in most counties were at their highest in the 44 years we've been publishing this Market Study, there were still nine counties in the region 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 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 120,000-214,000 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 contributes to "leakage" in certain counties.

And stores located in "beach counties" such as in Atlantic, Cape May, Ocean and Monmouth Counties on the Jersey Shore, Suffolk County on Long Island or in mountain resorts like the Poconos (Monroe, Pike and Wayne Counties in Pennsylvania) also draw much of their summer sales from visitors who don't officially reside in those areas. Although total food and drug sales at those traditional resort-oriented counties still exceeded 100 percent of per capita sales, revenue decreased from previous years due to COVID-19 related lockdowns and restrictions.

Why are some percentages lower than others?

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

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

DIRECTORY OF RETAILERS

This directory includes retailers that operate stores in the Food Trade News market, which essentially covers a 70-county area that stretches from Litchfield County, CT to Cape May County, NJ on a north-south plane and from New Haven County, CT to Franklin County, PA on an east-west plane. Annual sales and store counts included are only for this 70-county area.

Adams Fairacre Farms
765 Dutchess Tnpk.
Poughkeepsie, NY 12603
Phone: (845) 454-4330
Web: adamsfarms.com
Owners: Patrick Adams, Steve Adams
Primary Supplier: Bozzuto's
Area Stores: 3
Area Vol.: $47.3 million

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

Ahold Delhaize USA
1385 Hancock St.
Quincy, MA 02169
Phone: (800) 767-7772
Web: aholddelhaize.com
Ahold Delhaize CEO: Frans Muller
Ahold Delhaize USA CEO: Kevin Holt
Pres.-RFBS: Roger Wheeler
Pres.-Peapod Digital Labs: JJ Fleeman

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.: Jim Perkins
SVP-Merch./Marketing: Tom Lofland
SVP-Ops.: Bill Crosby
VP-Merch./Mktg.: Jim Thatcher-Kings/ Balducci's
VPs-Ops.: Mike Styer, Brad Spooner, Rena Shiles, Tom McNerney-Kings/ Balducci's
VP-HR: Kimberly Hilser
DMs: Chrissy Pratt, Chris Sanchez, Brendan Murphy, Kevin Reger, Kristan Lewis, Johnathon Simmons, Matt Juhring, John Toomey, Jonathan Cruz, Richard O'Neal, Ed Tippett, Phil White, Lori Valenzuela, Frank Cardosa, Theresa Farello
Dir. Merch and Marketing: Sherry Caldwell
Dirs.-Merch.: Jay Habben, Arthur Goncalves
Sales Mgrs.-Own Brands: Anne Marie Mozzone, Matt Merville
Sales Mgrs.-Groc.: Pat Hildebrand, Jared Labat
Sales Mgr.-GM/HHB: Amber Armstrong
Sales Mgrs.-Liquor: Tim Ley, John Coleman
Sales Mgrs.-Produce: Ricardo Dimarzio, Joe Lerario
Sales Mgrs.-Meat: Mike Salisbury, Richard Michener
Sales Mgr.-Seafood: Charlie Bell
Sales Mgrs.-Bakery: Christine Hixon, Michele Tuscano
Sales Mgrs.-Deli: Angie Marshall, Matthew Nangle
Sales Mgrs.-Floral: Katie Vasquez, Michelle Edwards
Sr. Dir.-Catering: Jennifer Fouts
Sr. Dir.-Finance: Randy Weist
Dir.-Loss Prevention: Joe Conway
Dir.-Construction: Shawn Dekker
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.-E-Commerce: Alicia Bell, Betsy Gavigan
Spec. Projs.: Joe Hultz, Bud Corry
Corporate offices:
250 Parkcenter Blvd.
Boise, ID 83706
Phone: (208) 395-6200
Pres./CEO: Vivek Sankaran
Web: Albertsons.com
Primary Supplier: Direct
Area Stores: 179 (Includes Acme, Balducci's, Kings Food Markets, Safeway)
Area Vol.: $4.7 billion

Aldi, Inc.
1200 N. Kirk Rd.
Batavia, IL 60510
Phone: (630) 879-8100
Web: aldi.com
CEO: Jason Hart
Co-Pres.: Charles Youngstrom, David Behm, Brent Laubaugh
Primary Supplier: Direct
Area Stores: 169
Area Vol.: $1.53 billion

Allegiance Retail Services, LLC
485D US Hwy. 1 South, Ste. 420
Iselin, NJ 08830

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Celebrating
36
Years!

From page 10

Phone: (732) 596-6000
Web: allegianceretailservices.com
Chmn/CEO: Daniel Katz
Pres./COO: John Derderian
VP-Store Ops.: Dean Holmquist
VP/CMO: Donna Zambo
VP/CFO.: Joe Fantozzi
VP/Perishables: Samer Rahman
Sr. Dir.-IT: Sherry Toy
Sr. Dir.-DSD & Pricing: Jeff Spector
Sr. Dir.-Omni-Channel Sales: Daniel Dinkowitz
Sr. Dir.-Grocery: John Aleksandrowicz
Dir.-Dairy/Frozen: Jeff Kluck
Sr. Cat. Mgr.-Produce: Gary Roselli
Area Stores: 111 (Includes Foodtown, D'Agostino's, Gristedes)
Area Vol.: $1.25 billion
This retailer-owned co-op serves as the support group for a group of independent retailers in the Metro New York and Philadelphia areas. They are supplied by C&S.

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

America's Food Basket
1979 Marcus Ave., Ste. 216
New Hyde Park, NY 11042
Phone: (516) 502-2509
Web: afbasket.com
CEO: David Siegel
COO: Daniel Suriel
Primary Supplier: UNFI
Area Stores: 37 (Includes Ideal, Caribbean, NSA)
Area Vol.: $201.2 million

Associated Supermarkets 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
VP-Sales: Francisco Nieves
VP-Merch.: Jonathan D'Onofrio
VP-Marketing & CX: Michelle Mendoza
VP-IT: Ladwina Isaac
Primary Supplier: C&S Wholesale Grocers
Area Stores: 231
Area Vol.: $1.96 billion
**This is the advertising and marketing arm that serves a group of independent retailers with banners like Associated/Associated Fresh, Compare/Compare Fresh, Met Foods, Met Fresh, Metropolitan City Market, Pioneer and other independently owned retailers.*

Big Y
2145 Roosevelt Ave.
P.O. Box 7840
Springfield, MA 01102
Phone: (413) 784-0600
Web: bigy.com
CEO/Pres.: Charles L. D'Amour
COO/VP-Sales/Merch.: Mike D'Amour
SVP-Ops., Cust. Experience: Richard D. Bossie
VP: Real Estate: Mathieu L. D'Amour
Primary Supplier: Bozzuto's
Area Stores: 16
Area Vol.: $489.9 million

Boyer's Markets
301 S. Warren St.
Orwigsburg, PA 17961
Phone: (570) 366-1477
Web: boyersfood.com
Pres.: Dean Walker
CFO: Matthew Kase
EVP-Sales/Mktg.: Anthony Gigliotti
EVP-Ops: Mike Zmitrovich
Dir.-HR: Ann Marie Blashock
Meat Merch.: Joseph Cutrona
Produce Merch.: Michael Bush
Deli/Bakery/Seafood Merch.: Mellisa Erickson
Non-Perishable Merch.: Jeff O'Neill
Primary Supplier: UNFI
Area Stores: 19
Area Vol.: $208.62 million

C&S Independents
336 East Penn Ave.
Robesonia, PA 19551
Phone: (610) 693-3161
Web: cswg.com
Primary Supplier: C&S Wholesale Grocers
Area Stores: 191
Area Vol.: $819.1 million
**C&S Independents are comprised of the independent supermarkets serviced by C&S from its Robesonia, PA headquarters.*

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410-740-FOOD • 9650 Santiago Road • Columbia, MD 21045
michaelh@HughesSales.com • www.HughesSales.com

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seeing the first signs that inflation might not be their friend for very much longer as consumers have begun trading down and a potentially worse economic environment or even a recession is possible.

We'll be charting that course in the 2023 market study; this year's differential when comparing retailers against each other was largely determined by who maintained better in-stock conditions. That was an overall industry challenge, but one which some retailers executed better than others.

So, as I've done for the previous 44 years, here's my take on some of the highest sales producers in the 70-county marketing area that *Food Trade News* covers.

ShopRite – At store level, a solid but not spectacular year for the perennial New York Metro and Delaware Valley market leader. In-stock conditions when compared to the entire field were average (in the 70-75 percent range). During the past year, new ShopRites opened in Wayne, NJ, Poughkeepsie, NY and Matamoras, PA (a replacement store) and future new ShopRites are planned for Jersey City, NJ; Sussex, NJ, Greenburgh, NY; Huntington, NY; Mount Kisco, NY; Clementon, NJ; Glassboro, NJ; Woolwich, NJ; and Drexel Hill, PA - the latter four stores being replacement units. More news was actually made inside sister organization Wakefern. In December 2021, the grocery co-op's largest member, Saker, acquired seven Jersey Shore ShopRites from the Perlmutter family (Perlmart). Then, earlier this month it was revealed that veteran president and COO Joe Sheridan would be retiring in 15 months. Shortly thereafter, EVP Chris Lane, who some trade observers believed would become Sheridan's successor, abruptly resigned, leaving a potential hole at the top of the organizational chart. A search has begun to find Sheridan's successor. That alone should be an interesting process.

Stop & Shop (New York Metro Div.) - Not a good year for the largest retail brand in the Ahold Delhaize USA (ADUSA) stable. Stoppie simply couldn't maintain the momentum it achieved during the first year of the pandemic. The major reason was some of the poorest in-stock conditions of all of the retailers we measured. And the reason behind that (along with the supply chain challenges that all merchants faced) were the difficulties in transitioning its distribution and logistics from a third-party (C&S) into a its own vertically-integrated platform. The dysfunction manifested itself into a much higher percentages of out-of-stocks than the industry average and also cost ADUSA supply chain president Chris Lewis his job. There's potentially better news ahead with the parent company planning to invest $140 million in cap-ex for Stoppie's New York Metro stores. And don't discount president Gordon Reid, one of the best executives in the business.

The Giant Company (TGC) – What was a good year might have been better if, again, TGC could have kept its store better stocked. The Carlisle, PA-based ADUSA brand opened four new stores over the past 12 months including two new Heirloom Markets in Philadelphia where the non-union merchant has designs on significant growth over the next few years. By early next month, TGC will have opened two new supermarkets on N. Broad Street in Philadelphia and in nearby Richboro, PA. The high-volume retailer also has another Heirloom Market and Giant supermarket slated to open in Philly in the next two years. That's an ambitious plan for a company that's continued to grow annually since the early 1980s.

Walmart – Once again, the Behemoth did little to expand its brick-and-mortar presence in the market (it opened one SuperCenter in Yaphank, NY). However, comp store sales were good despite slightly worse than industry average in-stock store conditions (you'd think that with that much supplier clout, Walmart would be able to keep its shelves better stocked). The continuing reason new store activity during the past four years has been very limited is that the planet's largest retailer devoted the majority of its cap-ex into its digital and technology platforms. And part of its e-commerce initiative did include some physical improvements at store level such as additional curbside pick-up sites and more micro-fulfillment areas inside the physical stores. There's no reason not to be believe that as inflation drives prices even higher Walmart will become even stronger. Or to paraphrase CEO Doug McMillon: when price becomes even more a factor, they tend to fare better than the competition. Walmart is a tough enough competitor but think - if it could keep its stores cleaner and better stocked, and had a better trained

TAKING STOCK continues on page 61

DIRECTORY OF RETAILERS

From page 12

Caraluzzi's Markets
5 Francis Clark Cir.
Bethel, CT 06801
Phone: (203) 748-3547
Web: caraluzzi.com
Pres./CEO: Mark Caraluzzi
Primary Wholesaler: Bozzuto's
Area Stores: 3
Area Vol.: $63.2 million

Corrado's Market
1578 Main Ave.
Clifton, NJ 07011
Phone: (973) 340-0628
Web: corradosmarket.com
Contact: James Corrado
Primary Supplier: Direct
Area Stores: 5
Area Vol.: $206.7 million

Family Owned Markets
951 Roherstown Rd., Unit 201
Lancaster, PA 17601
Phone: (717) 874-5152
Web: familyownedmarkets.com
Dir.-Marketing: Kevin Hanus
Primary Supplier: MDI
Area Stores: 8
Area Vol.: $143.57 million

**This is the advertising and marketing arm that serves a group of independent retailers, including Martin's Country Market, Oregon Dairy, John Herr's Village Market and Yoder's Country Market.*

Fine Fare Supermarkets
2330 1st Ave.
New York, NY 10035
Phone: (212) 410-1640
Web: finefaresupermarkets.com
FTN Area Area stores: 50
FTN Area Area Vol.: $333.9 million
Individual store owners are supplied by General Trading.

Food Bazaar
Div. of Bogopa Service Corp.
650 Fountain Ave.
Brooklyn, NY 11208
Phone: (718) 346-6500
Web: myfoodbazaar.com
Pres.: Francis An
EVP: Edward Suh
Primary Supplier: Bozzuto's
Area Stores: 29
Area Vol.: $524.2 million

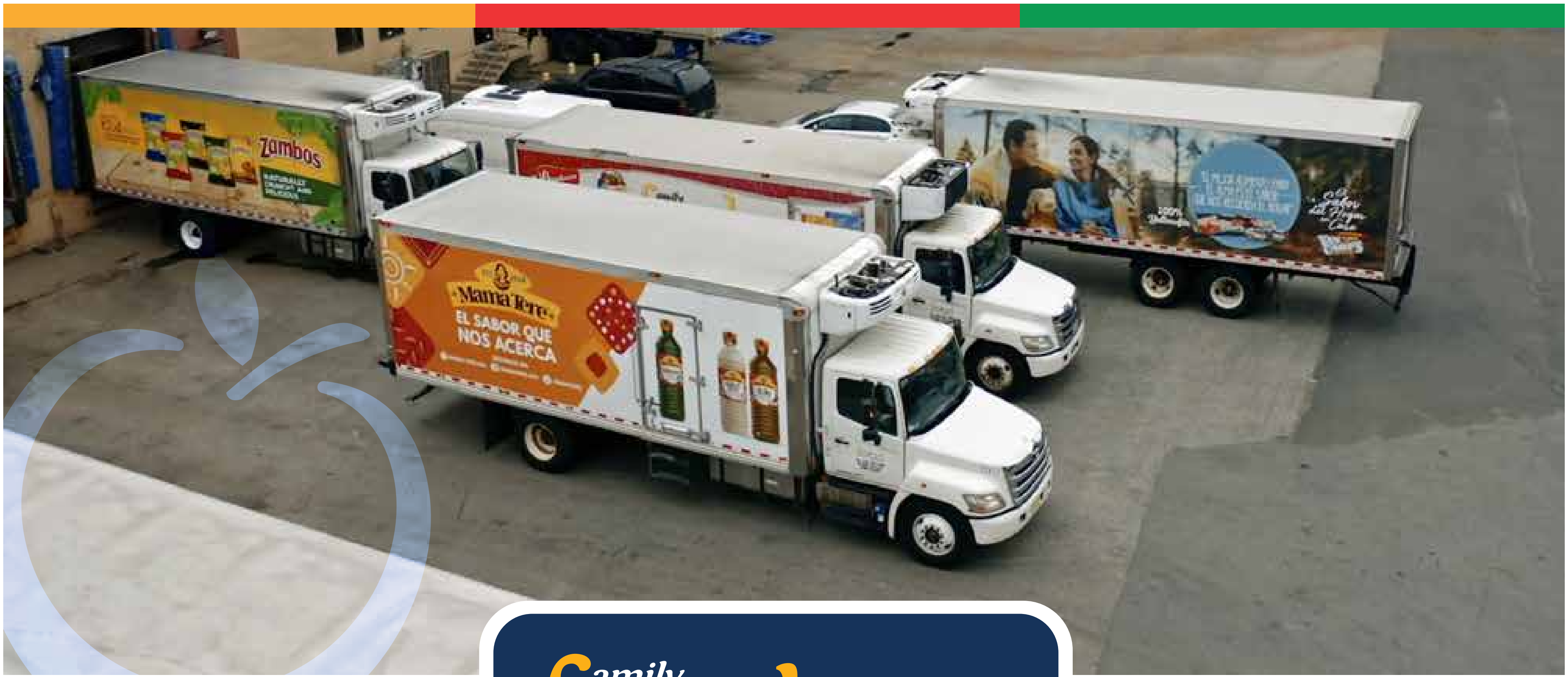
Food Lion
Div. of Ahold Delhaize USA
2110 Executive Dr.
P.O. Box 1330
Salisbury, NC 28145
Phone: (704) 633-8250
Web: foodlion.com
Pres: Meg Ham
Primary Supplier: Direct
Area Stores: 9
Area Vol.: $80 million

The Fresh Market
300 N. Greene St., Ste. 1100
Greensboro, NC 27401
Phone: (336) 272-1338
Web: thefreshmarket.com
Pres./CEO: Jason Potter
Primary Supplier: UNFI
Area Stores: 10
Area Vol.: $143.8 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.: Nicholas Bertram
SVP-Customer Experience: Glennis Harris
CMO/SVP-Omnichannel Merch.: John Ruane
VP-Omnichannel Merch.-Center Store: Parag Shah
VP-Omnichannel Fresh Merch.: Dave Lessard
Div. VP-Mid-Atlantic: Rebecca Lupfer
Div. VP-Greater Phil.: Manuel Haro
VP-Team Experience: Jennifer Heinzen Krueger
VP-Brand Experience: Matt Simon
VP-Finance: Julia Morales
Primary Distributor: Direct/C&S Wholesale Grocers
Area Stores: 159 (Includes Martin's, Heirloom Market)
Area Vol.: $7.02 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
VP-Mktg.: Dyani Hanrahan
VP-Finance: Tony Matala
VP-HR: Brian Wanmer
VP-Cat. Mgmt.-Fresh Foods: Richard Manzi
VP-Cat. Mgmt.-Non-Perishable: Diane Couchman
Dir.-Fresh Field Merch.: Cindy Volk
Dir.-Pharmacy: Paul Zvaleny
Dir.-Deli/Bakery: David Grove

See **DIRECTORY** on page 18



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Dir.-Produce/Floral: Rob Nickels
Dir.-Meat/Seafood: Bill Campbell
Dir.-Non-Perish. Field Merch.: Bobbi Majors
Dir.-Center Store Field Merch.: Cipriano Andrade
Dir.-Edible Groc./Dairy/Frozen: Monica Simmons-Dolce
Dir.-Nonfood: Daniel Wigginton
Dir.-Merch. Planning: Frank Gallagher
Dir.-Pricing & Promotion: Erik Weenink
Dir.-Brands & Media: Kate Kowalzik
Dir.-Ext. Comms. & Comm Rels.: Felis Andrade.
Dir.-Mktg. Planning & Ops.: Kurt Guinther
Dir.-Digital Loyalty & CSM: Ryan Draude
Dir.-Healthy Living: Lisa Coleman
Sales Mgrs.: Paul Maskavich, Lisa Richardson, Patrick Starliper, Robert Withers, Illham Tarbouz, Joe Adams, Scott Belcher, Gil Quarshie Jr., Steve Grassi
Primary Supplier: Direct/C&S Wholesale
Area Stores: 3
Area Vol.: $104.59 million

Great Valu Supermarkets
8258 Richfood Rd.
Mechanicsville, VA 23116
Phone: (804) 746-6000
Web: greatvalu.com
Pimary Supplier: UNFI
Area Stores: 4
Area Vol.: $48.8 million
**This is the advertising and marketing arm that serves a group of independents that operate in the marketing area.*

Grocery Outlet
5650 Hollis St.
Emeryville, CA 94608
Phone: (510) 845-1999
Web: groceryoutlet.com
CEO: Eric Lundberg
Pres.: RJ Sheedy
Primary Supplier: Direct
Area Stores: 23
Area Vol.: $155.8 million

Hannaford
Div. of Delhaize America
145 Pleasant Hill Rd.
Scarborough, ME 04074
Phone: (800) 442-6049
Web: Hannaford.com
Pres.: Mike Vail
Primary Supplier: Direct
Area Stores: 7
Area Vol.: $265.6 million

IGA
275 Schoolhouse Rd.
Cheshire, CT 06410
Phone: (203) 272-3511
Primary Supplier: Bozzuto's
Area Stores: 62
Area Vol.: $588.01 million
**This is the group of independent retailers that operate under the IGA banner and are supplied by Bozzuto's and supervised from its Cheshire, CT headquarters.*

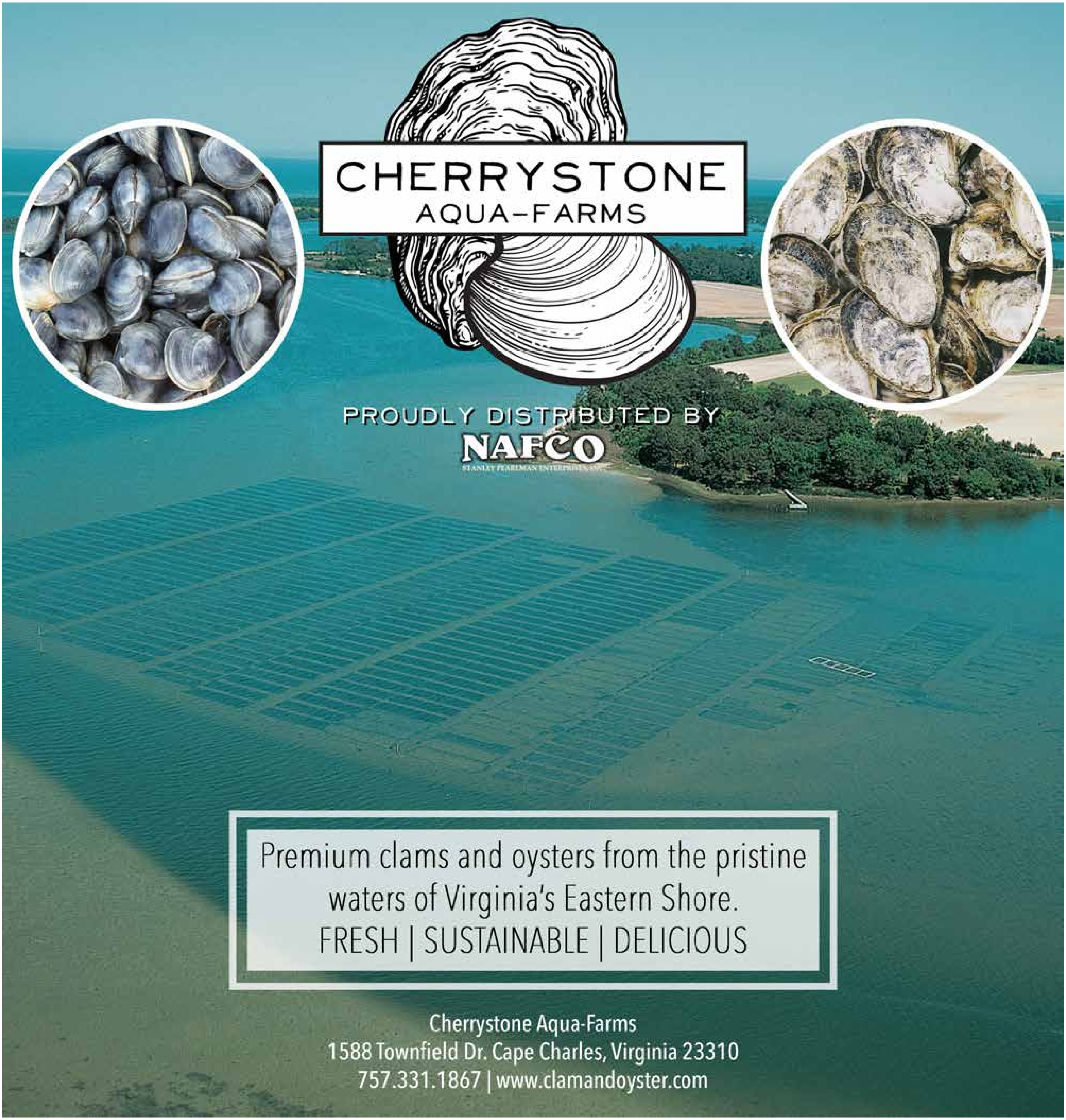
Independent Retailers Group
209 Front St.
Elmer, NJ 08318
Phone: (856) 358-3713
Dir.-Mktg.: Jeannette Schmidt
**This is the advertising and marketing arm that serves a group of smaller independent retailers operating in Pennsylvania and New Jersey. They are supplied by Bozzuto's.*

Karns Quality Foods Ltd.
675 Silver Spring Rd.
Mechanicsburg, PA 17050
Phone: (717) 766-6477
Web: karnsfoods.com
CEO/Pres.: D. Scott Karns
Primary Supplier: UNFI
Area Stores: 10
Area Vol.: $184.0 million

Key Food Stores Co-op, Inc.
100 Matawan Rd., Ste. 100
Matawan, NJ 07747
Phone: (848) 202-3100
Web: keyfoods.com
Pres.: Dean Janeway
COO: George Knobloch
Primary Supplier: UNFI
Area Stores: 298
Area Vol.: $3.37 billion
**This retailer-owned co-op serves as the advertising and marketing arm for a group of independent retailers in the Metro New York market, including Key Fresh, Food Dynasty, Food Emporium, Food Universe and SuperFresh.*

King Kullen Grocery Co.
102 Motor Pkwy., Ste. 410
Hauppauge, NY 11788
Phone: (516) 733-7100
Web: kingkullen.com
Chairman: James A Cullen Jr.
Pres./COO: Joseph Brown
EVP/CAO: Bernard Kennedy
VP-Corp. Strategy/Initiatives: Tracey Cullen
VP-Store Ops.: Frank Vassallo
VP-Perishables: Rich Conger
VP-King Kullen Pharmacies Corp.: Al Hesse
VP-Const./Maintenance: Stanley Mitchell

See **DIRECTORY** on page 30



FOOD TRADE NEWS MARKET STUDY 2022: RULES & ANALYSIS

As retailers rode COVID-created strong tailwinds to achieve record sales (and profits), many were skeptical and worried that the second-half of 2021 and 2022 would bring headwinds nearly as strong. And truthfully, a reversal of the gains made from early 2020 to mid-2021 might of become a stark reality if it weren't for…inflation.

It's a word that food retailers have welcomed in the past - when wholesale prices increases were modest and the economy was good. And over the past 12 months, higher prices have provided merchants with the level of comparable store gains thought to be not achievable after the record COVID-related volumes last year. However, there is a deep, ongoing concern that despite the continuation of robust sales, unabated inflation will soon lead to a very challenging economic environment, perhaps even a recession.

It was logical to see why sales zoomed for a 15-month period sales for food retailers in the region. The pandemic, which has sadly claimed more than one million American lives to date, forced people to eat at home. A byproduct of the lockdown was that consumers bought more food online and in stores than ever before. Even with such key items as sanitizing products and paper virtually non-existent on the shelves and many manufacturers producing a limited variety of their lines, consumers began hoarding products, worried that they might soon be unavailable, but also knowing that virtually all their meals would be eaten at the kitchen table.

Even as in-stock conditions began to improve and some of those long-term out-of-stock items ultimately returned, we began seeing significant and frequent price increases emerge about a year ago.

Of course, most of those price hikes were related to COVID and/or the effects of doing business during the pandemic. The labor shortages (truck drivers, manufacturing workers, warehouse employees, clerks and meatcutters) became severe during COVID and continued when the worst of the pandemic seemed to be behind us. Those labor shortages ultimately led to the availability of raw materials and commodities to become in short supply and ultimately highly in demand. And the cost of trying to find capable employees to replace those who left became an expensive task. Two years ago, retailers were still pushing back on paying their store level associates $15 an hour; now it's a challenge to find a store clerk who makes less than $18 an hour.

And while the skyrocketing cost of fuel is now the number one economic concern for American consumers, rising grocery prices are their second most worrisome issue. Food prices have risen more than 10 percent year-over-year, with meat and seafood costing about 15 percent more than 12 months ago. And there seems to be no end in sight. However, we are beginning to see some early signs of trading down, a potential indicator that consumers can't or won't be able to afford a prolonged period of continuing price increases.

As noted earlier, while service levels began to improve about a year ago, within a few months, in-stock conditions began to quickly deteriorate. Today, the service levels at most retail stores are slightly above 70 percent. Many stores have huge holes on their shelves, vaster than even when COVID created an early chaotic environment. And unlike those early months of the pandemic, it's not just a handful of categories that are affected, it seems like the out-of-stocks are spread throughout the store.

While most retailers had surprisingly good years, some merchants stood above the others. This year's study shows stellar performances from Costco, Target and Wawa – all non-supermarket entities – as well as Trader Joe's, a somewhat less-than-traditional supermarket operator. However, there were some traditional supermarket retailers whose comp stores sales were very healthy, including Weis Markets, Wegmans, The Giant Company (TGC) and Albertsons (Acme, Kings, Balducci's, Safeway). And other non-traditional retailers such as Aldi, Lidl and Walmart (and Sam's Club) posted better than industry average comps. As it's been for the past few years very few new stores opened as retailers deployed their capital on remodeling and e-commerce initiatives. The exceptions were Aldi and Lidl, both extreme value merchants looking to expand their geographies, and Wawa and Royal Farms, two convenience store merchants that opened stores in new marketing areas.

There was one major new entrant into the market – Amazon Fresh (AF) – which debuted in the Mid-Atlantic in August 2021 in Warrington, PA. To date, that remains the only AF store in the 70-county region. However, the unit of Mother Amazon is slated to open its first New Jersey (Paramus) and New York (Oceanside) this summer and reportedly has about 25 more leases signed in the *Food Trade News* marketing area. Thus far, most trade analysts have been underwhelmed by AF's presence in the Mid-Atlantic, in the Chicago area and on the West Coast. And if merchandising acumen, operational discipline and sales volume are deemed to be important, I would also give Amazon's first start-up grocery division a mediocre score. Still, we're dealing with "Godzilla," a company seemingly indifferent to early setbacks and challenges. And as some observers have pointed out – maybe the whole idea behind Amazon Fresh was to create additional hubs for the company's core e-commerce business. Perhaps, but it's clear that "Godzilla" still has a lot to learn about running brick and mortar grocery stores.

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

Delaware Valley

The Delaware Valley leaderboard remains unchanged. ShopRite, TGC, Acme and Wawa now control 49.5 percent of the $25.9 billion market. Of that group, Wawa had the best year and TGC opened the most stores as it continues its Philadelphia expansion effort. AF opened its first store in the DelVal (in Warrington, PA) and the hype was louder than the reality. But Amazon is relentless and we have "Godzilla" opening at last 13 more AF units in the 15-county market over the next three years. Others who nudged the sales needle forward were Target (two new stores and stellar comp sales) and Aldi (three new stores giving the German discounter 60 units in the market). Don't expect too much future movement in a market that's significantly overstored, retailer diverse and very competitive.

Metro New York

ShopRite, ShopRite, ShopRite. Some things never change. When we published our first Retail Market Study in 1979, the high-volume retailer was the Metro New York market leader. Forty-three years later ShopRite is still the dominant merchant in the massive $69.2 billion grocery and drug market. Perennial number two operator Stop & Shop, after a strong showing last year, found the terrain difficult to maneuver over the last 12 months and saw its share fall almost one full point. Behind those two supermarket retailers, alternate channel merchants dominated the field with third-ranked Costco having a stellar campaign when measuring comp store sales. Fourth and fifth ranked drug chains CVS and Walgreens both closed numerous stores and when you add in 16th ranked Rite Aid to the mix, the big three drug retailers shuttered a collective 51 stores in the densely populated 26-county area. From a City of New York micro-view, control of more than 750 independents, the battle remains very competitive between Kradsale, Key Food, ASG and Allegiance (ranked in order by sales). A couple of other things to keep an eye on – the openings of 14 potential Amazon Fresh stores in the next 24 months and Wegmans expansion into the new marketing areas of Lake Grove, NY (its first store on Long Island); Norwalk, CT (its first store in the Nutmeg State); and on Astor Place in Manhattan (its initial store in NYC wealthiest borough and second Big Apple stores overall).

A-B-E

The Lehigh Valley, an area covering four counties (Carbon, Lehigh and Northampton in PA and Warren in NJ) is a market that continues to demonstrate minimal share of market movement when viewed over a five-year span. TGC continued to pace the field, controlling about 25 percent of all food and drug sales in the $3.5 billion market. Weis enjoyed the best comp store sales gains, a large part of that coming from much higher than industry average in-stock conditions. Target's six stores also produced strong comps, and Wawa's robust same store revenue moved the c-store merchant from eighth to seventh place. The A-B-E market remains among the lowest MSA in the region in terms of alternate channels gaining a firm toehold. When you add the combined shares of CVS, Wawa, Target, Rite Aid, Sam's Club, Walgreens, Costco, 7-Eleven, BJ's and Turkey Hill, those non-supermarket entities only garner 33.9 percent of the Lehigh Valley Market.

Northeast Pennsylvania

NEPA remained the most economically challenged marketing area in our entire suvey. With population also continuing to decline, and only one new store opening in the past 12 months (a ShopRite in Matamoras, PA) among the major retailers, not much has changed from last year....or the year before...or the year before that. For more than 70 years, Weis has dominated the widespread 12-county market and the Sunbury, PA-based regional chain enjoyed another strong sales year, even aftter closing two units. Walmart, which a decade ago appeared to want to challenge Weis by opening new

See **RULES & ANALYSIS**
on page 149

FOOD TRADE NEWS’ LEADING CHAIN & INDEPENDENT RETAILERS: 2022

A corporate chain is defined as any retailer operating more than 17 stores. All companies listed below operate 18 or more supermarkets, convenience stores, drug units or club stores (although not necessarily in this region, as some of the businesses listed below operate other stores outside of the area *Food Trade News* defines as the Mid-Atlantic market). Military commissaries, Kmart, Target and Walmart are listed as well. Sales for club stores, Kmart, Target and Walmart are extrapolated to include comparable supermarket departments - as explained on page 149. Petroleum sales are not included. **Total sales of retail grocery, drugs, HBC, general merchandise and tobacco products in the Mid-Atlantic area are $111.8 billion**.

Rank	Company	Stores	2022 Sales (in millions)	2022 % of Area Market
1	ShopRite (Dearborn Mkt/Fairyway/Fresh Grocer/Gourmet Garage/Price Rite)	280	$16,818.40	15.04%
2	Stop & Shop	209	$7,967.88	7.13%
3	The Giant Company (Heirloom Market/Martin’s)	159	$7,024.54	6.28%
4	CVS	1,239	$6,634.60	5.93%
5	Walmart (Neighborhood Market/SuperCenter)	174	$6,161.40	5.51%
6	Walgreens (Duane Reade)	741	$5,048.80	4.52%
7	Costco	50	$5,042.10	4.51%
8	Albertsons (Acme/Balducci’s/Kings/Safeway)	179	$4,703.60	4.21%
9	Target	175	$4,285.30	3.83%
10	Krasdale (AIM/Bravo/Ctown/Market Fresh/Stop1/Shop Smart)	533	$3,933.74	3.52%
11	Wawa	544	$3,800.47	3.40%
12	BJ’s Wholesale Club	79	$3,693.70	3.30%
13	Key Food (Key/Key Fresh/Food Dynasty/Food Emp/Food Univ/SuperFresh)	298	$3,371.30	3.02%
14	Rite Aid	649	$2,739.00	2.45%
15	Whole Foods (Amazon Fresh/Amazon Go)	73	$2,717.20	2.43%
16	Weis Markets	110	$2,707.56	2.42%
17	7-Eleven	1,032	$2,372.20	2.12%
18	ASG (Associated/Compare/Met/Metropolitan City Market/Pioneer)	231	$1,962.94	1.76%
19	Wegmans	26	$1,935.90	1.73%
20	Trader Joe’s	58	$1,558.80	1.39%
21	Aldi	169	$1,534.90	1.37%
22	Allegiance Retail Services (Foodtown/D’Agostino’s/Gristedes)	111	$1,245.30	1.11%
23	Sam’s Club	23	$1,009.90	0.90%
24	Redner’s Markets	35	$871.70	0.78%
25	C&S Independents	191	$819.10	0.73%
26	King Kullen (Wild By Nature)	34	$687.54	0.61%
27	IGA	62	$588.01	0.53%
28	Lidl	58	$556.70	0.50%
29	Northeast Grocery Inc. (Market 32/Price Chopper/Tops)	18	$541.80	0.48%
30	Food Bazaar	29	$524.20	0.47%
31	Big Y	16	$489.90	0.44%
32	Sheetz	113	$463.40	0.41%
33	Stew Leonard’s	6	$403.00	0.36%
34	Turkey Hill	245	$401.70	0.36%
35	Quick Chek	161	$381.20	0.34%
36	Fine Fare Supermarkets	50	$333.90	0.30%
37	Save A Lot	51	$305.00	0.27%
38	Western Beef	20	$282.10	0.25%
39	Hannaford	7	$265.60	0.24%
40	McCaffrey’s (Simply Fresh)	7	$219.60	0.20%
41	Uncle Giuseppe’s	10	$210.10	0.19%
42	Boyer’s Markets	19	$208.62	0.19%
43	Corrado’s Family Affair	5	$206.70	0.18%
44	America’s Food Basket (Caribbean/Ideal/NSA)	37	$201.20	0.18%
45	Morton Williams	16	$188.80	0.17%
46	Karns Quality Foods	10	$184.00	0.16%
47	Supremo	12	$174.50	0.16%
48	Grocery Outlet	23	$155.80	0.14%
49	The Fresh Market	10	$143.80	0.13%
50	Family Owned Markets	8	$143.57	0.13%
51	Rutter’s Farm Stores	71	$141.70	0.13%

See **LEADING CHAINS & INDEPENDENTS** on page 23

FOOD TRADE NEWS' LEADING CHAIN & INDEPENDENT RETAILERS: 2022

from page 22

52	Royal Farm Stores	44	$120.80	0.11%
53	Trade Fair	8	$118.10	0.11%
54	Cumberland Farms	55	$117.20	0.10%
55	Giant Food	3	$104.59	0.09%
56	Tri-State Co-Op	12	$98.99	0.09%
57	Circle K	42	$91.70	0.08%
58	Sprouts	4	$87.60	0.08%
59	MOM's Organic Market	6	$84.90	0.08%
60	Food Lion	9	$80.00	0.07%
61	Seabra's	11	$76.60	0.07%
62	Military Commissaries	8	$63.97	0.06%
63	Caraluzzi's	3	$63.20	0.06%
64	Great Valu	4	$48.80	0.04%
65	Heritage Dairy Stores	32	$48.40	0.04%
66	Adam's Fairacre Farms	3	$47.30	0.04%
67	Murphy's Markets	3	$44.80	0.04%
68	Sharp Shopper	4	$44.70	0.04%
69	Super Supermarket	3	$31.60	0.03%
70	Fas-Marts	17	$27.80	0.02%
71	Dash-In	11	$24.10	0.02%
72	Kmart	2	$19.30	0.02%
73	XtraMart	8	$18.50	0.02%
74	High's/Baltimore	5	$15.40	0.01%
	GRAND TOTAL	**8,763**	**$109,832.32**	**98.23%**

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

Source: *Food Trade News*, June 2022

Soup to Nutz

By Maria Maggio

It's June, so you know what that means…the 2022 Market Study has arrived! We are still feeling the effects of the pandemic and cases of COVID-19 are still in our midst, but in general, people are moving on and attempting to live their best lives. Certainly, I don't have to tell you how much the food industry is suffering (other than the retailers who are enjoying the profits) with out of stocks, price increases, supply chain woes and ingredient shortages, you all tell us the trials and tribulations of doing business in an (almost) post pandemic world every day. The *Food Trade News* Market Study, which covers 70 counties in PA, NJ, DE, NY and CT in all channels of retail distribution, gives you the statistics you need along with the in-depth analysis we know you depend on as you plan your company's path for the coming year. With the world still in a state of flux, this data means more than ever before. Putting this monumental issue together requires coordination, cooperation, and gratitude. Together with our team comprised of **Jeff Metzger**, **Terri Maloney**, **Kevin Gallagher**, **Karen Fernandez** and **Beth Pripstein** from Best-Met; **Matt Danielson** and **Jenny Jones** from e-Ink; and the patient folks at Evergreen Printing we have compiled what we think is the most comprehensive collection of data of the territory we cover. Finally, a heartfelt thank you to you, our loyal advertisers, print and digital readers for your support throughout the year and in particular this Market Study issue. We couldn't do what we do without you! Don't have your own copy of the *Food Trade News* and *Food World* Market Studies? This year's issues, as well as those from years past, are available on our website www.foodtradenews.com throughout the year. Plus, you can keep up to date with every bit of industry news by signing up for breaking news…you'll never be uninformed!

DURING HER RECENT TRIP TO CASTELVETRANO, SICILY, *Food Trade News'* Maria Maggio had the opportunity to tour the Geolive plant where the Nocellara del Belìce D.O.P olives, more commonly known as Castelvetrano olives, are processed. In addition, she met with the family who own the company to learn the history of the world famous Castelvetrano olives. Pictured in the offices of Geolive with Maggio (2nd from l) are (l-r) Francesco Lombardo, Paolo Lombardo and Annamaria Lombardo, all of Geolive.

Two of my favorite trade groups resumed their in-person shows recently, the first since 2019. Unfortunately, they were back-to-back and many cases of COVID-19 went from one show to the other. The International Dairy Deli Bakery Association (IDDBA) 2022 show was held from June 5-7 in Atlanta at the World Congress Center followed by the Specialty Food Association (SFA) Summer Fancy Food Show June 12-14 in New York City at the Javits Center. Some changes in booth layouts were made to accommodate the need to stay farther apart than the usual "pack 'em in" philosophy from years ago. Masks and hand sanitizer were available at both shows and people were unashamed to use them. Even in a slightly modified form, it was good to get out to network, sell and be seen at these shows.

The industry was excited to get back together at the IDDBA show as the official numbers indicate. There were 7,542 registered attendees visiting 1,557 booths attending three days of seminars. The speakers were relevant, even **Nicole Kidman**, who was down to earth and funny. To make the show a little more fun, **Tim McGraw** performed for the first-come first-served crowd for an hour at the venue on Monday night. IDDBA president **Mike Eardley** gave his annual speech reinforcing that people remain the most important part of our business and that without them, our industry would be no more. To that point, he named people as the first of the three areas of investment retailers should be making: people, technology and the future of the deli and bakery. There were new products and product categories we don't usually see at this show (produce and frozen) as well as some good old standards. But for me, one product stood out because I had never seen anything like it before: lamb charcuterie. Aussie Select, the brand name from World Select Cuts, LLC, manufactures hand-crafted, premium charcuterie meats featuring pasture-raised Australian lamb. Available for both the retail and foodservice markets, it is the only ready-to-eat lamb on the market. There are three product offerings: agave rosemary lamb ham, lamb pastrami and tikka masala lamb ham. Three distinct flavors that come in 4 ounce pouches in the deli. Surprisingly delicious and not gamey at all. At the end of the show, 97,251 pounds of food was donated to Atlanta area food banks by the IDDBA exhibitors which equates to 81,043 meals. It was a good show with most retailers from our coverage area in attendance. Mark your calendars for IDDBA 2023 in Anaheim, CA, June 4-6 at the Anaheim Convention Center! See you there!

The Summer Fancy Food Show, which always draws a huge international crowd, was a little less crowded this year, or maybe it was the wider aisles that gave visitors more breathing room. Either way, the show did not disappoint. This show is the holy grail for those with dreams of owning their own specialty business. The show now hosts incubators, first time exhibitors, and women-owned businesses to help them realize those dreams. No longer the land of chocolate dipped potato chips and mustards, the SFA's annual State of the Specialty Food Industry Report reveals that the specialty food market reached total sales of $175 billion in 2021, up 7.4 percent versus 5.8 percent the year before, when foodservice's steep decline offset outsized gains in brick-and-mortar retail and ecommerce. "The specialty food market has prospered amid two difficult years, with our latest research showing specialty continues to grow at a faster rate than all food," said **Denise Purcell**, SFA's vice president, content and education. "Growth will continue, but at a slower pace than the industry experienced during the 2020 pandemic-influenced whirlwind of grocery shopping and at-home meal preparation--and will depend on supply chain bandwidth and shifts in challenges like inflation, shipping issues, cost increases, and materials shortages." At the end of the show, over 112,000 pounds of food was donated to City Harvest in Manhattan. "Combating hunger through food recovery is a longstanding endeavor for our organization," said **Jennifer Carney**, director of tradeshow operations for the SFA. The recovered food made its way to food pantries and soup kitchens in the New York City. I always say that food industry people are the most generous. The 2023 Summer Fancy Food Show will be held June 25-27 at the Javits Convention Center in New York City, with the Winter Fancy Food Show remaining in Las Vegas, January 15-17, 2023.

My quote of the month in May's Soup to Nutz featured words of wisdom from **Stephen Hawking** who reminded us that our past tells us who we are. I was fortunate enough to visit Italy a few weeks ago, specifically Torino in the northwestern part of Italy, and my beloved Sicily, not knowing how transformational this trip would be. It was the first time I have traveled alone internationally in over 30 years, and I was a little more than anxious, especially with COVID tests and mask rulings firmly in place. As it turns out, I had nothing to worry about as people mask up based on their comfort level, just as they do in the States.

The first leg of my trip was to see my cousins who are from Palermo but live up north in Torino because their careers brought them there. Torino, the capital of the Piedmont region and once the political capital of Italy, is a charming and sophisticated city of almost two million. It is home to FIAT, Juventus F.C., for you soccer lovers, the Shroud of Turin and the famous Italian foods, grissini (breadsticks) and the chocolate gianduja. I had never been to Torino, so this trip was a little bit touristy, but mostly a family visit. The food all over Italy is amazing and Torino is no different. We went to a one-star Michelin restaurant on the rooftop of a Savoia Family castle on the outskirts of Torino called Alfredo Russo, named for the chef, who came to the table to give us menu explanations and recommendations. I wish I could show you this amazing meal in photos, as I took many, but we aren't photojournalists. Torino is famous for a dish called Vitello Tonnato, and I ate it every day, but it was best prepared by Alfredo Russo. Each of the six courses was just a bite, but we were stuffed by the end of the meal, which was among the top five meals I have ever eaten.

After an emotional goodbye, I flew to Palermo to visit with other family members in Castelvetrano and to attend a family wedding.

See **SOUP TO NUTZ**
on page 168

Canada Dry

Adrenaline Shot
A&W Root Beer
7UP
Sunkist
Snapple
Stewart's Root Beer
C4 Original
bai
evian
essentia hydration perfected
core hydration
Pennsylvania Dutch
zenWTR
lemon perfect.
Sparkling ICE
AriZona
Hawaiian Punch
good2grow
Eternal Nature's Perfect Water
Orangina
Polar
Vita Coco
Yoo-hoo Chocolate Drink

Canada Dry Potomac:
3600 Pennsy Drive, Landover, MD 20785 • 301-773-5500
5330 Port Royal Road, Springfield, VA 22151 • 703-321-6100
6719 Dover Road, Glen Burnie, MD, 21061 • 410-760-7770
3100 Hopkins Road, Richmond, VA 23224 • 804-231-7777

Canada Dry Norfolk:
1400 Air Rail Ave, Virginia Beach, VA 23455 • 757-464-1771

Canada Dry Delaware Valley:
8275 Route 130, Pennsauken, NJ • 800-533-1911

Delaware Valley Supermarket Leaders

- ShopRite Supers Share At 32.6%
- Philly Openings Bolster TGC
- Acme Posts Strong Comp Sales
- Aldi Opens 3 More Stores
- AF Debuts In Warrington, PA

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	ShopRite (Fresh Grocer/PR)	82	$4,285.70	32.63%	83	$4,244.70	33.21%
2	The Giant Co. (Heirloom Mkt)	72	$3,111.71	23.69%	70	$3,042.07	23.38%
3	Albertsons (Acme)	101	$2,853.50	21.72%	101	$2,761.07	21.84%
4	Wegmans	10	$762.50	5.80%	10	$740.10	5.82%
5	Aldi	60	$530.70	4.04%	57	$477.10	3.84%
6	Whole Foods (Amazon Fresh)	14	$502.60	3.83%	13	$484.90	3.71%
7	Redner's Markets	10	$269.30	2.05%	10	$266.20	2.12%
8	Trader Joe's	11	$238.50	1.82%	11	$224.30	1.80%
9	McCaffrey's	7	$219.60	1.67%	7	$226.20	1.59%
10	Weis Markets	9	$205.16	1.56%	8	$176.39	1.42%
		376	**$12,979.27**	**98.81%**	**370**	**$12,643.03**	**98.73%**

The chart above lists the top 10 supermarket retailers in the Delaware Valley market. Counties/cities included are: Bucks, Chester, Delaware, Montgomery and Philadelphia in PA; New Castle in DE; and Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Mercer and Salem in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.
Total supermarket sales for the area are $13.1 billion. Source: *Food Trade News*, June 2022

UFCW LOCAL 1776
KEYSTONE STATE

UNITED FOOD & COMMERCIAL WORKERS LOCAL 1776

A VOICE FOR WORKING AMERICA

UFCW Local 1776 proudly represents union members in Pennsylvania, West Virginia, Ohio, and New York. We are 35,000 members strong with workers in grocery, wine & spirits, meat packing & processing, healthcare, gaming, cannabis, and more. We are proud to stand with our members and recognize their hard work during these challenging times.

Michele Kessler
Secretary-Treasurer

Wendell Young IV
President

Bellew Asfa
Recorder

3031 A Walton Rd. Plymouth Meeting, PA 19462
1-866-329-1776 | www.ufcw1776.org




Delaware Valley Market Leaders

- Alternates Share Grows To 42.7%
- TGC Cuts Into ShopRite Lead
- Wawa Comp Sales Zoom
- Drug Store Share: 13.6%
- Target Has Stellar Year

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	ShopRite (Fresh Grocer/PR)	82	$4,285.70	16.36%	83	$4,244.70	16.95%
2	The Giant Company	72	$3,111.71	11.88%	70	$3,042.07	12.15%
3	Albertsons (Acme)	101	$2,853.50	10.89%	101	$2,761.07	11.02%
4	Wawa	400	$2,850.57	10.88%	400	$2,375.90	9.49%
5	Walmart (SuperCenter)	56	$1,793.70	6.85%	56	$1,720.10	6.87%
6	CVS	323	$1,673.70	6.39%	323	$1,586.60	6.33%
7	Target	45	$1,033.30	3.94%	43	$882.70	3.52%
8	Walgreens	157	$929.20	3.55%	159	$913.20	3.65%
9	Rite Aid	249	$928.20	3.54%	260	$958.70	3.83%
10	BJ's Wholesale Club	20	$779.40	2.97%	20	$766.20	3.06%
11	Wegmans	10	$762.50	2.91%	10	$740.10	2.96%
12	7-Eleven	259	$573.60	2.19%	263	$562.30	2.25%
13	Costco	10	$548.60	2.09%	10	$501.70	2.00%
14	Aldi	60	$530.70	2.03%	57	$477.10	1.90%
15	Whole Foods (Amazon Fresh)	14	$502.60	1.92%	13	$484.90	1.94%
16	Sam's Club	7	$285.40	1.09%	7	$270.90	1.08%
17	Redner's Markets	10	$269.30	1.03%	10	$266.20	1.06%
18	Trader Joe's	11	$238.50	0.91%	11	$224.30	0.90%
19	McCaffrey's	7	$219.60	0.84%	7	$226.20	0.90%
20	Weis Markets	9	$205.16	0.78%	8	$176.39	0.70%
		1,902	**$24,374.94**	**93.03%**	**1,911**	**$23,181.33**	**92.56%**

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 149. 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: $26.2 billion.** Source: *Food Trade News*, June 2022


Helping small businesses succeed in a big business world.

DIRECTORY OF RETAILERS

From page 18

VP/Controller-Finance: Elizabeth Ostrove
VP-Accounting: James Leary
Dir.-HR: David Negron
Dir.-Meat/Seafood: Chris Cuttone
Dir.-Produce/Floral: Joe Schneider
Dir.-Deli: Joe Tyska
Dir.-Bakery: Tom Corcoran
Dir.-Groc./Dairy/Frozen Merch & Procurement: Chris La Bella
Non-Food Coordinator: Marshall Irving
Sr. Cat. Mgr.-Center Store: Chris Williams
Cat. Mgr.-Grocery: Anthony Flynn
Cat. Mgr.-Dairy/Fz./Groc.: James Mues
Floral Buyer: Holly Litts
Primary Supplier: Direct/Bozzuto's
Area Stores: 34 (includes Wild By Nature)
Area Vol.: $687.54 million

Krasdale Foods
65 West Red Oak Ln.
White Plains, NY 10604
Phone: (914) 697-5300
Web: krasdalefoods.com
Chmn./CEO: Charles Krasne
Pres./COO: Gus Lebiak
EVP/CIO: Steve Laskowitz
VP/CMO: Dennis Hickey
VP/CLO: Howard Jacobs
VP/CFO: Tom Cunningham
VP/Chief Sales Officer: Cynthia Ramos
VP-IT: Sara Marcy
VP Systems Dev.: Joe Alessi
VP Network Ent.: Simon Barker
VP: Catherine Taibi
VP: Neil Gewelb
Corp. Controller: Rob Gangemi
Dist. Ctr. Controller: Billy Richards
Dir. Customer Service: Natalie Menns
Dist. Ctr. GM: Ike Kraemer
Dir. Logistics: Chris Ekmekjian
Corp Dir HR: Bernie Patton
Dir. Credit: Ivette Malave
Procurement Mgr.: Paul Dreizler
Buyers: Dominick Greco, Rizaldy Castillo, Rajesh Parabdin, Janet Gioella, Mike Rios, Derek Morton, Sandra Chavez
Primary Supplier: Krasdale Foods Inc.
Area Stores: 533 (Includes AIM, Bravo, C Town, Market Fresh, Shop Smart, Stop 1)
Area Vol.: $3.93 billion

Lidl U.S.
3500 S. Clark St.
Arlington, VA 22202
Phone: (571) 398-5435
Web: lidl.com
Pres./CEO Lidl US: Michal Lagunionek
VP-U.S. Operations: Pavel Petkov
Primary Supplier: Direct
Area Stores: 58
Area Vol.: $556.7 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
Area Stores: 7 (includes Simply Fresh)
Area Vol.: $219.6 million

MOM's Organic Market
5566 Randolph Rd
Rockville, MD 20852
Phone: (301) 816-4944
Web: momsorganicmarket.com
CEO: Scott Nash
Primary Supplier: UNFI
Area Stores: 6
Area Vol.: $84.9 million

Morton Williams
15 E. Kingsbridge Rd.
Bronx, NY 10468
Phone: (718) 933-5910
Web: mortonwilliams.com
Co-Owners: Steven Sloan, Avi Kaner
Primary Supplier: Wakefern
Area Stores: 16
Area Vol.: $188.8 million

Murphy's Markets
381 Medford Tabernacle Rd.
Tabernacle, NJ 08088
Phone: (609) 268-8380
Web: murphysmarkets.com
Pres.: Ron S. Murphy
VP: Ron H. Murphy
Dir.-Operations: Steve Carney
Primary Supplier: UNFI
Area Stores: 3
Area Vol.: $44.8 million

Northeast Grocery, Inc.
461 Nott St.
Schenectady, NY 12308
Phone: (518) 355-5000
Web: pricechopper.com
CEO: Frank Curci
Pres.-Price Chopper/Market 32: Blaine Bringhurst
Pres.-Tops Markets: John Persons
Primary Supplier: C&S Wholesale Grocers
Area Stores: 18 (includes Tops, Price Chopper, Market 32)
Area Vol.: $541.8 million

Redner's Markets Inc.
3 Quarry Rd.
Reading, PA 19605
Phone: (610) 926-3700

See **DIRECTORY** on page 84


PIEROGIES
Mrs. T's
FAMILY FAVORITE SINCE 1952
Mrs.T's
Pierogies
classic cheddar
AGED SHARP CHEDDAR CHEESE & CREAMY WHIPPED POTATOES WRAPPED IN TENDER PASTA
MADE IN BATCHES
KEEP FROZEN COOKS IN MINUTES
NET WT. 16 OZ (1 LB) 454g
12 PIEROGIES
FAMILY FAVORITE SINCE 1952
Mrs.T's
mini
Pierogies
4 cheese medley
AGED CHEDDAR, PARMESAN, ROMANO & SWISS CHEESES AND CREAMY WHIPPED POTATOES WRAPPED IN TENDER PASTA
MADE IN BATCHES
KEEP FROZEN COOKS IN MINUTES
NET WT. 12.84 OZ (364g)
28 PIEROGIES

Philadelphia Supermarket Leaders

- **TGC Expands Market Lead**
- **ShopRite Sales Slightly Up**
- **In-Store Service Levels Boost Acme**
- **Amazon Fresh Enters Market**
- **Save A Lot Shuts Stores**

Rank	**Company**	**2022 Stores**	**2022 Sales (in millions)**	**% of 2022 Market**	**2021 Stores**	**2021 Sales (in millions)**	**% of 2021 Market**
1	The Giant Co. (Heirloom Mkt)	72	$3,111.71	30.00%	70	$3,042.07	29.45%
2	ShopRite (Fresh Grocer/PR)	57	$2,758.60	26.60%	58	$2,734.90	26.14%
3	Albertsons (Acme)	67	$1,931.10	18.62%	67	$1,869.86	18.30%
4	Wegmans	9	$697.30	6.72%	9	$676.20	6.69%
5	Whole Foods (Amazon Fresh)	13	$456.70	4.40%	12	$439.80	4.19%
6	Aldi	50	$452.30	4.36%	48	$406.00	4.02%
7	Redner's Markets	10	$269.30	2.60%	10	$266.20	2.63%
8	Weis Markets	9	$205.16	1.98%	8	$176.39	1.75%
9	Trader Joe's	8	$180.10	1.74%	8	$170.30	1.68%
10	Save A Lot	24	$157.00	1.51%	28	$180.60	1.79%
		319	**$10,219.27**	**98.52%**	**318**	**$9,962.32**	**98.39%**

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

Total supermarket sales for the area are $10.4 billion.

Source: *Food Trade News*, June 2022


WINE & BEER
LET'S MAKE
YOUR PRODUCE
DEPARTMENT POP!

Philadelphia Market Leaders

- Alternates Grab 41.9 % Of Market
- New Philly Units Boost TGC
- Big 3 Drug Chains Close Stores
- Wawa Rebounds With Strong Comps
- Target, WM Combine For 11%

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	The Giant Co. (Heirloom Mkt)	72	$3,111.71	15.53%	70	$3,042.07	15.52%
2	ShopRite (Price Rite)	57	$2,758.60	13.77%	58	$2,734.90	14.31%
3	Wawa	303	$2,126.97	10.61%	305	$1,759.84	9.21%
4	Albertsons (Acme)	67	$1,931.10	9.64%	67	$1,869.86	9.78%
5	CVS	259	$1,359.90	6.87%	259	$1,291.00	6.75%
6	Walmart (SuperCenter)	40	$1,318.50	6.79%	40	$1,247.70	6.53%
7	Target	37	$848.10	4.23%	37	$763.60	3.99%
8	Rite Aid	212	$805.40	4.02%	222	$833.00	4.36%
9	Wegmans	9	$697.30	3.48%	9	$676.20	3.54%
10	BJ's Wholesale Club	13	$529.90	2.64%	13	$520.70	2.72%
11	Walgreens	76	$507.50	2.53%	77	$495.40	2.59%
12	Whole Foods (Amazon Fresh)	13	$456.70	2.28%	12	$439.80	2.30%
13	Aldi	50	$452.30	2.16%	48	$406.00	2.12%
14	7-Eleven	190	$424.00	2.12%	194	$412.50	2.16%
15	Costco	7	$383.90	1.92%	7	$352.20	1.84%
16	Redner's Markets	10	$269.30	1.34%	10	$266.20	1.39%
17	Sam's Club	6	$253.60	1.27%	6	$241.30	1.26%
18	Weis Markets	9	$205.16	1.02%	8	$176.39	0.92%
19	Trader Joe's	8	$180.10	0.90%	8	$170.30	0.89%
20	Save A Lot	24	$157.00	0.78%	28	$180.60	0.94%
		1,462	**$18,777.04**	**93.70%**	**1,478**	**$17,879.56**	**93.53%**

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 149. 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: $20.04 billion.

Source: *Food Trade News*, June 2022


This Lane is
Open

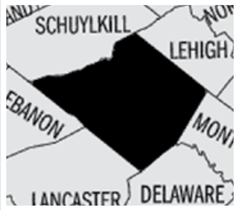
PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Total sales for those Pennsylvania counties included in the study are $31.33 billion

ADAMS COUNTY ($215.1 million)
(Includes Gettysburg, Littlestown)

- Population 104,127
- # of Households 39,628
- Median Income $68,411
- Under age 18.................... 19.80%
- Over age 65...................... 21.10%
- Female 50.80%
- White 88.70%
- Black................................ 2.00%
- Hispanic 7.30%
- Asian................................ 0.90%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Company	1	$62.03	28.84%
2	Weis Markets	2	$43.16	20.07%
3	IGA	3	$33.02	15.35%
4	Walmart	1	$21.80	10.13%
5	Sheetz	4	$18.20	8.46%
6	Rutter's Farm Stores	4	$9.50	4.42%
7	Rite Aid	2	$5.90	2.74%
8	7-Eleven	2	$5.60	2.60%
9	CVS	1	$5.20	2.42%
10	Turkey Hill	2	$3.50	1.63%
11	Royal Farm Stores	1	$2.60	1.21%
		23	**$210.51**	**97.87%**



BERKS COUNTY ($1.5 billion)
(Includes Reading, Wyomissing)

- Population 429,342
- # of Households 156,389
- Median Income $66,154
- Under age 18...................... 22.2%
- Over age 65........................ 17.6%
- Female 50.8%
- White 70.3%
- Black................................... 7.4%
- Hispanic 22.5%
- Asian................................... 1.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	The Giant Company	6	$310.53	20.53%
2	Redners Markets	11	$281.80	18.63%
3	Weis Markets	6	$145.69	9.63%
4	Walmart (SuperCenter)	5	$121.60	8.04%
5	Wawa	12	$94.60	6.25%
6	CVS	16	$89.20	5.90%
7	Rite Aid	15	$60.90	4.03%
8	Target	3	$59.60	3.94%
9	Sam's Club	1	$54.60	3.61%

See PENNSYLVANIA COUNTY SHARE on page 38

PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 36

10	Boyer's Markets	4	$50.70	3.35%
11	Turkey Hill	24	$37.80	2.50%
12	Krasdale (Bravo/Ctown)	4	$35.54	2.35%
13	Sheetz	10	$33.80	2.23%
14	Aldi	4	$31.40	2.08%
15	BJ's Wholesale Club	1	$22.90	1.51%
16	Grocery Outlet	2	$13.80	0.91%
17	ShopRite (Price Rite)	1	$12.10	0.80%
18	7-Eleven	6	$11.80	0.78%
19	C&S Independents	10	$8.00	0.53%
20	Fine Fare Supermarkets	1	$7.00	0.46%
21	Lidl	1	$6.80	0.45%
22	Save A Lot	1	$5.80	0.38%
23	Walgreens	1	$5.70	0.38%
24	Rutter's Farm Stores	2	$4.50	0.30%
25	Circle K	2	$4.10	0.27%
		149	**$1,510.26**	**99.85%**

BUCKS COUNTY ($3.0 billion)
(Includes Levittown, Quakertown, Warminster)

Population	646,098	Female	50.9%
# of Households	240,763	White	83.3%
Median Income	$93,181	Black	4.5%
Under age 18	20.2%	Hispanic	5.7%
Over age 65	19.2%	Asian	5.2%

1	The Giant Company	20	$875.81	29.58%
2	Wawa	38	$294.10	9.93%
3	Albertsons (Acme)	7	$249.60	8.43%
4	ShopRite	4	$204.10	6.89%
5	Walmart (SuperCenter)	5	$197.40	6.67%
6	CVS	32	$172.30	5.82%
7	McCaffrey's (Simply Fresh)	4	$107.30	3.62%
8	BJ's Wholesale Club	3	$98.80	3.34%
9	Target	4	$95.70	3.23%
10	Wegmans	1	$86.10	2.91%
11	Rite Aid	24	$82.80	2.80%
12	Redners Markets	3	$77.00	2.60%
13	7-Eleven	35	$75.30	2.54%
14	Weis Markets	3	$70.60	2.38%
15	Aldi	7	$64.60	2.18%

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

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16	Walgreens	10	$59.10	2.00%
17	Costco	1	$50.30	1.70%
18	Sam's Club	1	$43.80	1.48%
19	IGA	1	$20.28	0.68%
20	Grocery Outlet	2	$13.30	0.45%
21	Whole Foods (Amazon Fresh)	1	$9.40	0.32%
22	Tri-State Co-Op	1	$3.20	0.11%
23	Circle K	1	$2.70	0.09%
24	Turkey Hill	1	$2.40	0.08%
25	C&S Independents	2	$2.10	0.07%
		211	**$2,958.09**	**99.89%**

CARBON COUNTY ($187.3 million) (Includes Lehighton, Palmerton)

- Population 65,412
- # of Households 26,545
- Median Income $57,601
- Under age 18...................... 19.2%
- Over age 65........................ 21.7%
- Female 50.2%
- White 91.0%
- Black.................................. 2.3%
- Hispanic 5.3%
- Asian.................................. 0.6%

1	The Giant Company	1	$47.91	25.58%
2	Walmart (SuperCenter)	1	$32.30	17.25%
3	Redners Markets	1	$23.80	12.71%
4	Rite Aid	4	$16.10	8.60%
5	C&S Independents (ShurSave)	3	$12.60	6.73%
6	Great Valu	1	$9.70	5.18%
7	Boyer's Markets	1	$9.10	4.86%
8	Aldi	1	$8.60	4.59%
9	Wawa	1	$7.40	3.95%
10	Turkey Hill	3	$6.10	3.26%
11	CVS	1	$5.10	2.72%
12	Tri-State Co-Op	1	$3.20	1.71%
13	7-Eleven	1	$2.20	1.17%
		20	**$184.11**	**98.30%**

CHESTER COUNTY ($2.0 billion) (Includes Coatesville, West Chester)

- Population 538,649
- # of Households 192,951
- Median Income $104,161
- Under age 18...................... 22.5%
- Over age 65........................ 16.8%
- Female 50.8%
- White 78.8%
- Black.................................. 6.2%
- Hispanic 7.6%
- Asian.................................. 6.1%

1	The Giant Company	12	$577.42	28.88%
2	Wawa	33	$239.40	11.97%
3	Albertsons (Acme)	7	$211.60	10.58%
4	Walmart (SuperCenter)	5	$181.90	9.10%
5	Wegmans	2	$146.70	7.34%
6	CVS	27	$130.80	6.54%
7	Target	4	$109.10	5.46%
8	Redners Markets	2	$55.10	2.76%
9	Rite Aid	17	$53.10	2.66%
10	Walgreens	7	$51.40	2.57%
11	BJ's Wholesale Club	1	$48.30	2.42%
12	7-Eleven	13	$36.50	1.83%
13	Whole Foods	1	$30.70	1.54%
14	ShopRite	1	$28.40	1.42%
15	Aldi	3	$25.10	1.26%
16	Family Owned Markets	1	$21.77	1.09%
17	Turkey Hill	10	$16.10	0.81%
18	C&S Independents	6	$14.10	0.71%
19	Grocery Outlet	1	$7.60	0.38%
20	Lidl	1	$6.70	0.34%
21	Royal Farm Stores	1	$3.10	0.16%
22	Circle K	1	$2.10	0.11%
		156	**$1,996.99**	**99.88%**

COLUMBIA COUNTY ($254.6 million) (Includes Bloomsburg)

- Population 64,872
- # of Households 26,482
- Median Income $52,219
- Under age 18...................... 17.5%
- Over age 65........................ 20.1%
- Female 51.9%
- White 93.0%
- Black.................................. 2.0%
- Hispanic 3.0%
- Asian.................................. 1.2%

1	The Giant Company	2	$84.92	33.35%
2	Weis Markets	3	$56.73	22.28%
3	Walmart (SuperCenter)	1	$43.40	17.05%
4	Aldi	2	$17.50	6.87%
5	Boyer's Markets	1	$11.70	4.60%
6	Sheetz	2	$11.50	4.52%
7	CVS	2	$10.50	4.12%
8	Rite Aid	2	$9.50	3.73%
9	C&S Independents	1	$4.20	1.65%
10	Turkey Hill	1	$2.20	0.86%
		17	**$252.15**	**99.04%**

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

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CUMBERLAND COUNTY ($1.2 billion)
(Includes Carlisle, Mechanicsville)

- Population 262,919
- # of Households 101,176
- Median Income $71,979
- Under age 18.................... 20.20%
- Over age 65...................... 18.80%
- Female 50.50%
- White 84.60%
- Black................................ 4.70%
- Hispanic 4.30%
- Asian................................ 4.80%

1	The Giant Company	10	$472.87	39.19%
2	Walmart (SuperCenter)	4	$119.60	9.91%
3	Weis Markets	5	$109.93	9.11%
4	Karns Quality Foods	4	$75.00	6.22%
5	CVS	14	$65.80	5.45%
6	Wegmans	1	$59.80	4.96%
7	Sheetz	14	$52.20	4.33%
8	Rite Aid	12	$44.70	3.70%
9	BJ's Wholesale Club	1	$38.50	3.19%
10	Aldi	4	$36.20	3.00%
11	Target	2	$35.80	2.97%
12	Sam's Club	1	$33.20	2.75%
13	Trader Joe's	1	$19.10	1.58%
14	Turkey Hill	8	$11.80	0.98%
15	Rutter's Farm Stores	5	$10.80	0.90%
16	Military Commissaries	1	$8.40	0.70%
17	7-Eleven	3	$7.40	0.61%
18	Grocery Outlet	1	$7.00	0.58%
		91	**$1,208.10**	**100.13%***

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

- Population 287,400
- # of Households 113,759
- Median Income $63,123
- Under age 18.................... 22.50%
- Over age 65...................... 17.40%
- Female 51.50%
- White 64.50%
- Black................................ 19.20%
- Hispanic 9.90%
- Asian................................ 5.30%

1	The Giant Company	9	$454.73	43.57%
2	Walmart (SuperCenter)	2	$80.60	7.72%
3	Weis Markets	4	$71.75	6.87%
4	CVS	13	$61.20	5.86%
5	Karns Quality Foods	3	$60.00	5.75%
6	Costco	1	$54.80	5.25%
7	Sheetz	12	$53.20	5.10%
8	Rite Aid	12	$41.20	3.95%
9	Sam's Club	1	$36.10	3.46%
10	Target	2	$29.40	2.82%
11	Turkey Hill	16	$19.10	1.83%
12	Aldi	2	$18.90	1.81%
13	ShopRite (Price Rite)	1	$15.70	1.50%
14	C&S Independents	8	$12.50	1.20%
15	Sharp Shopper	1	$11.50	1.10%
16	Boyer's Markets	1	$11.18	1.07%
17	Save A Lot	1	$6.00	0.57%
18	Rutter's Farm Stores	2	$4.30	0.41%
		91	**$1,042.16**	**99.85%**

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

- Population 573,849
- # of Households 209,596
- Median Income $76,238
- Under age 18...................... 22.0%
- Over age 65........................ 16.8%
- Female 51.9%
- White 65.6%
- Black.................................. 22.7%
- Hispanic 4.1%
- Asian.................................. 6.3%

1	The Giant Company	10	$458.65	19.65%
2	Albertsons (Acme)	12	$389.20	16.67%
3	Wawa	39	$287.90	12.33%
4	ShopRite (Fresh GrocerPrice Rite)	6	$216.80	9.29%
5	CVS	31	$174.30	7.47%
6	Whole Foods	3	$109.20	4.68%
7	Walmart (SuperCenter)	4	$107.30	4.60%
8	Wegmans	1	$103.50	4.43%
9	Target	4	$90.80	3.89%
10	Costco	1	$76.40	3.27%
11	BJ's Wholesale Club	1	$60.70	2.60%
12	Walgreens	8	$52.10	2.23%
13	Rite Aid	18	$49.80	2.13%
14	Trader Joe's	2	$40.60	1.74%
15	Aldi	3	$33.20	1.42%
16	7-Eleven	15	$30.80	1.32%
17	C&S Independents	7	$25.90	1.11%
18	Save A Lot	4	$21.20	0.91%
19	MOM's Organic Market	1	$14.90	0.64%
20	The Fresh Market	1	$13.10	0.56%
21	Royal Farm Stores	4	$11.60	0.50%
22	Grocery Outlet	1	$6.70	0.29%
23	Lidl	1	$6.30	0.27%
		177	**$2,380.95**	**102.01%***

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

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FRANKLIN COUNTY ($455.6 million) (Includes Chambersburg, Greencastle, Waynesboro)

- Population 156,289
- # of Households 61,617
- Median Income $63,420
- Under age 18.................... 22.10%
- Over age 65...................... 20.10%
- Female 50.80%
- White 87.50%
- Black................................. 4.20%
- Hispanic 6.10%
- Asian................................. 1.10%

1	The Giant Company (Martin's)	4	$156.58	34.37%
2	Walmart (SuperCenter)	2	$82.80	18.17%
3	Weis Markets	2	$36.22	7.95%
4	Sheetz	8	$32.20	7.07%
5	BJ's Wholesale Club	1	$29.40	6.45%
6	CVS	5	$21.40	4.70%
7	Target	1	$17.80	3.91%
8	Rite Aid	4	$15.90	3.49%
9	Rutter's Farm Stores	7	$15.70	3.45%
10	Food Lion	1	$11.00	2.41%
11	Aldi	1	$7.80	1.71%
12	Save A Lot	2	$7.70	1.69%
13	Grocery Outlet	1	$6.60	1.45%
14	Walgreens	1	$5.80	1.27%
15	C&S Independents	2	$4.10	0.90%
16	Turkey Hill	1	$2.40	0.53%
		43	**$453.40**	**99.52%**

LACKAWANNA COUNTY ($759.9 million) (Includes Scranton)

- Population 215,563
- # of Households 87,737
- Median Income $54,064
- Under age 18..................... 20.5%
- Over age 65............20.3%v51.4%
- White 83.8%
- Black................................... 4.2%
- Hispanic 8.4%
- Asian................................... 3.1%

1	C&S Independents (ShurSave)	13	$134.90	17.75%
2	Walmart (SuperCenter)	2	$87.80	11.55%
3	Weis Markets	3	$78.90	10.38%
4	The Giant Company	2	$74.14	9.76%
5	Northeast Grocery Inc. (Price Chopper)	2	$58.60	7.71%
6	Wegmans	1	$51.80	6.82%
7	CVS	9	$45.20	5.95%
8	Rite Aid	12	$43.40	5.71%
9	Sam's Club	1	$42.10	5.54%
10	ShopRite (Price Rite)	2	$39.60	5.21%
11	Sheetz	5	$20.20	2.66%
12	Turkey Hill	11	$19.60	2.58%
13	Redners Markets	1	$18.90	2.49%
14	Target	1	$17.40	2.29%
15	Aldi	1	$9.80	1.29%
16	IGA	1	$7.80	1.03%
17	Walgreens	1	$6.70	0.88%
		68	**$756.84**	**99.60%**

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

- Population 553,652
- # of Households 204,003
- Median Income $69,588
- Under age 18.................... 23.40%
- Over age 65...................... 18.40%
- Female 51.00%
- White 81.30%
- Black................................. 5.20%
- Hispanic 11.00%
- Asian................................. 2.50%

1	The Giant Company	14	$494.13	26.67%
2	Weis Markets	13	$308.27	16.64%
3	C&S Independents	20	$143.40	7.74%
4	Walmart (SuperCenter)	3	$136.50	7.37%
5	CVS	24	$114.20	6.16%
6	Turkey Hill	62	$98.20	5.30%
7	Family Owned Markets	4	$85.69	4.62%
8	Wegmans	1	$65.90	3.56%
9	Sheetz	16	$60.80	3.28%
10	Target	3	$59.20	3.19%
11	Whole Foods	1	$37.30	2.01%
12	Costco	1	$33.70	1.82%
13	Aldi	4	$33.30	1.80%
14	BJ's Wholesale Club	1	$25.40	1.37%
15	Sharp Shopper	2	$23.30	1.26%
16	Grocery Outlet	4	$23.10	1.25%
17	Wawa	4	$21.20	1.14%
18	Rite Aid	6	$17.70	0.96%
19	Redner's Markets	1	$14.70	0.79%
20	High's/Baltimore	4	$12.40	0.67%
21	Rutter's Farm Stores	5	$11.50	0.62%
22	7-Eleven	4	$8.80	0.47%
23	Lidl	1	$6.40	0.35%
24	Walgreens	1	$5.50	0.30%
25	Save A Lot	1	$4.70	0.25%
26	IGA	1	$4.16	0.22%
27	Royal Farm Stores	1	$2.40	0.13%
		202	**$1,851.85**	**99.94%**

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

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LEBANON COUNTY ($438.8 million) (Includes Lebanon)

Population	143,493	Female	50.80%
# of Households	53,857	White	81.00%
Median Income	$61,632	Black	3.70%
Under age 18	22.70%	Hispanic	14.10%
Over age 65	19.90%	Asian	1.50%

1	The Giant Company	3	$93.96	21.41%
2	Walmart (SuperCenter)	2	$86.90	19.80%
3	Weis Markets	3	$65.55	14.94%
4	C&S Independents	7	$47.80	10.89%
5	Redner's Markets	2	$35.60	8.11%
6	Rite Aid	5	$17.40	3.97%
7	Turkey Hill	11	$17.10	3.90%
8	CVS	4	$17.00	3.87%
9	ShopRite (Price Rite)	1	$13.70	3.12%
10	Sheetz	2	$8.70	1.98%
11	America's Food Basket (Idea)	1	$7.70	1.75%
12	Aldi	1	$7.10	1.62%
13	Save A Lot	1	$6.30	1.44%
14	Grocery Outlet	1	$5.80	1.32%
15	Rutter's Farm Stores	2	$4.60	1.05%
16	7-Eleven	1	$2.40	0.55%
		47	**$437.61**	**99.73%**

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

Population	375,539	Female	51.0%
# of Households	140,072	White	62.5%
Median Income	$66,214	Black	9.9%
Under age 18	22.5%	Hispanic	26.2%
Over age 65	17.1%	Asian	3.8%

1	The Giant Company	7	$369.33	25.27%
2	Weis Markets	8	$270.39	18.50%
3	Wawa	12	$105.80	7.24%
4	Walmart (SuperCenter)	2	$86.70	5.93%
5	CVS	15	$79.20	5.42%
6	Redners Markets	3	$76.90	5.26%
7	Wegmans	1	$65.60	4.49%
8	Target	3	$63.50	4.35%
9	Costco	1	$42.80	2.93%
10	Sam's Club	1	$41.80	2.86%
11	Rite Aid	9	$39.60	2.71%
12	BJ's Wholesale Club	1	$38.10	2.61%
13	Whole Foods	1	$30.90	2.11%
14	Walgreens	4	$23.10	1.58%
15	7-Eleven	11	$22.90	1.57%
16	Krasdale	2	$17.73	1.21%
17	ShopRite (Price Rite)	1	$17.10	1.17%
18	Aldi	3	$16.20	1.11%
19	The Fresh Market	1	$12.90	0.88%
20	Turkey Hill	7	$11.80	0.81%
21	Supremo	1	$8.40	0.57%
22	Grocery Outlet	1	$7.10	0.49%
23	C&S Independents	6	$4.60	0.31%
24	Sheetz	1	$4.00	0.27%
		102	**$1,456.45**	**99.67%**

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

Population	326,053	Female	50.5%
# of Households	130,039	White	79.3%
Median Income	$53,194	Black	6.6%
Under age 18	19.7%	Hispanic	13.8%
Over age 65	20.2%	Asian	1.4%

1	C&S Independents (ShurSave)	22	$201.70	19.24%
2	Weis Markets	7	$165.62	15.80%
3	Walmart (SuperCenter)	3	$127.20	12.13%
4	Northeast Grocery Inc. (Price Chopper)	3	$77.90	7.43%
5	Rite Aid	14	$65.10	6.21%
6	CVS	14	$58.10	5.54%
7	Wegmans	1	$54.80	5.23%
8	Sam's Club	1	$49.50	4.72%
9	The Giant Company	1	$46.91	4.47%
10	Turkey Hill	23	$40.00	3.81%
11	Aldi	3	$24.10	2.30%
12	Redners Markets	1	$23.80	2.27%
13	Sheetz	5	$22.80	2.17%
14	Walgreens	3	$19.90	1.90%
15	Boyer's Markets	1	$16.90	1.61%
16	Target	1	$16.00	1.53%
17	America's Food Basket (Ideal)	2	$11.60	1.11%
18	Key Food	2	$6.40	0.61%
19	Save A Lot	1	$5.40	0.52%
20	Allegiance (Foodtown)	1	$3.90	0.37%
21	IGA	1	$3.38	0.32%
		110	**$1,041.01**	**99.29%**

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PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

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LYCOMING COUNTY ($441.7 million) (Includes Hughesville, Williamsport)

- Population 113,605
- # of Households 46,160
- Median Income $54,906
- Under age 18...................... 20.4%
- Over age 65........................ 19.8%
- Female 51.0%
- White 90.3%
- Black.................................. 4.8%
- Hispanic 2.2%
- Asian.................................. 0.7%

1	Weis Markets	6	$166.39	37.67%
2	Wegmans	1	$38.80	12.41%
3	The Giant Company	1	$44.66	10.11%
4	Sam's Club	1	$38.90	8.81%
5	CVS	5	$34.30	7.77%
6	Walmart	1	$28.20	6.38%
7	Sheetz	5	$23.10	5.23%
8	Target	1	$20.10	4.55%
9	Rite Aid	4	$11.20	2.54%
10	Turkey Hill	5	$10.80	2.45%
11	Aldi	1	$7.20	1.63%
12	Save A Lot	1	$6.10	1.38%
13	Tri-State Co-Op	1	$4.06	0.92%
14	C&S Independents	1	$1.10	0.25%
		34	**$434.91**	**98.46%**

MIFFLIN COUNTY ($142.8 million) (Includes Lewistown)

- Population 46,136
- # of Households 19,075
- Median Income $52,641
- Under age 18...................... 22.2%
- Over age 65........................ 22.1%
- Female 51.2%
- White 95.7%
- Black.................................. 0.9%
- Hispanic 1.7%
- Asian.................................. 0.7%

1	The Giant Company	2	$37.20	26.05%
2	Walmart (SuperCenter)	1	$37.00	25.91%
3	Weis Markets	1	$20.52	14.37%
4	Sheetz	3	$16.70	11.69%
5	CVS	2	$10.80	7.56%
6	Sharp Shopper	1	$9.90	6.93%
7	Aldi	1	$8.30	5.81%
		11	**$140.42**	**98.33%**

MONROE COUNTY ($726.8 million) (Includes Stroudsburg)

- Population 169,273
- # of Households 59,950
- Median Income $68,734
- Under age 18...................... 19.4%
- Over age 65........................ 17.8%
- Female 50.4%
- White 64.5%
- Black.................................. 16.4%
- Hispanic 17.0%
- Asian.................................. 2.7%

1	ShopRite	3	$161.70	22.25%
2	Weis Markets	5	$134.22	18.47%
3	The Giant Company	2	$95.10	13.08%
4	Walmart (SuperCenter)	2	$86.40	11.89%
5	CVS	11	$53.40	7.35%
6	BJ's Wholesale Club	1	$35.50	4.88%
7	Wawa	5	$33.80	4.65%
8	Northeast Grocery Inc. (Price Chopper)	1	$32.80	4.51%
9	Aldi	2	$22.80	3.14%
10	Allegiance (Foodtown)	1	$21.70	2.99%
11	Rite Aid	6	$19.90	2.74%
12	Target	1	$16.30	2.24%
13	Turkey Hill	3	$7.30	1.00%
14	C&S Independents	1	$4.60	0.63%
15	Sheetz	1	$4.30	0.59%
16	Military Commissaries	1	$1.59	0.22%
		46	**$731.41**	**100.63%***

MONTGOMERY COUNTY ($4.0 billion) (Includes Norristown, Pottstown)

- Population 860,578
- # of Households 318,648
- Median Income $49,905
- Under age 18...................... 21.5%
- Over age 65........................ 18.2%
- Female 51.4%
- White 75.0%
- Black.................................. 10.0%
- Hispanic 5.4%
- Asian.................................. 8.1%

1	The Giant Company	23	$1,030.69	25.53%
2	Wawa	52	$387.50	9.60%
3	Walmart (SuperCenter)	8	$284.60	7.05%
4	CVS	47	$244.30	6.05%
5	Wegmans	3	$223.50	5.54%
6	Albertsons (Acme)	7	$197.30	4.89%
7	ShopRite (Fresh Grocer)	4	$190.80	4.73%
8	Target	7	$182.50	4.52%
9	Costco	3	$139.60	3.46%
10	Redners Markets	5	$137.20	3.40%
11	Weis Markets	6	$134.56	3.33%
12	Whole Foods	4	$133.90	3.32%
13	BJ's Wholesale Club	3	$107.60	2.67%
14	Aldi	12	$104.60	2.59%
15	Rite Aid	25	$98.80	2.45%
16	Walgreens	13	$76.20	1.89%
17	7-Eleven	30	$67.30	1.67%
18	Sam's Club	1	$42.30	1.05%
19	Trader Joe's	2	$41.30	1.02%
20	IGA	3	$33.27	0.82%
21	McCaffrey's	1	$30.20	0.75%
22	Lidl	4	$22.40	0.55%

See **PENNSYLVANIA COUNTY SHARE** on page 50

PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 48

23	Sprouts	1	$19.60	0.49%
24	Royal Farm Stores	5	$16.30	0.40%
25	The Fresh Market	1	$15.40	0.38%
26	MOM's Organic Market	1	$15.30	0.38%
27	C&S Independents	4	$13.60	0.34%
28	Save A Lot	2	$11.00	0.27%
29	Turkey Hill	6	$9.20	0.23%
30	Grocery Outlet	1	$7.40	0.18%
31	Circle K	3	$6.20	0.15%
		287	**$4,024.42**	**99.68%**

MONTOUR COUNTY ($69.9 million)
(Includes Danville)

- Population 18,087
- # of Households 7,475
- Median Income $59,915
- Under age 18...................... 20.6%
- Over age 65........................ 21.5%
- Female 51.5%
- White 90.8%
- Black.................................. 1.8%
- Hispanic 2.9%
- Asian.................................. 3.4%

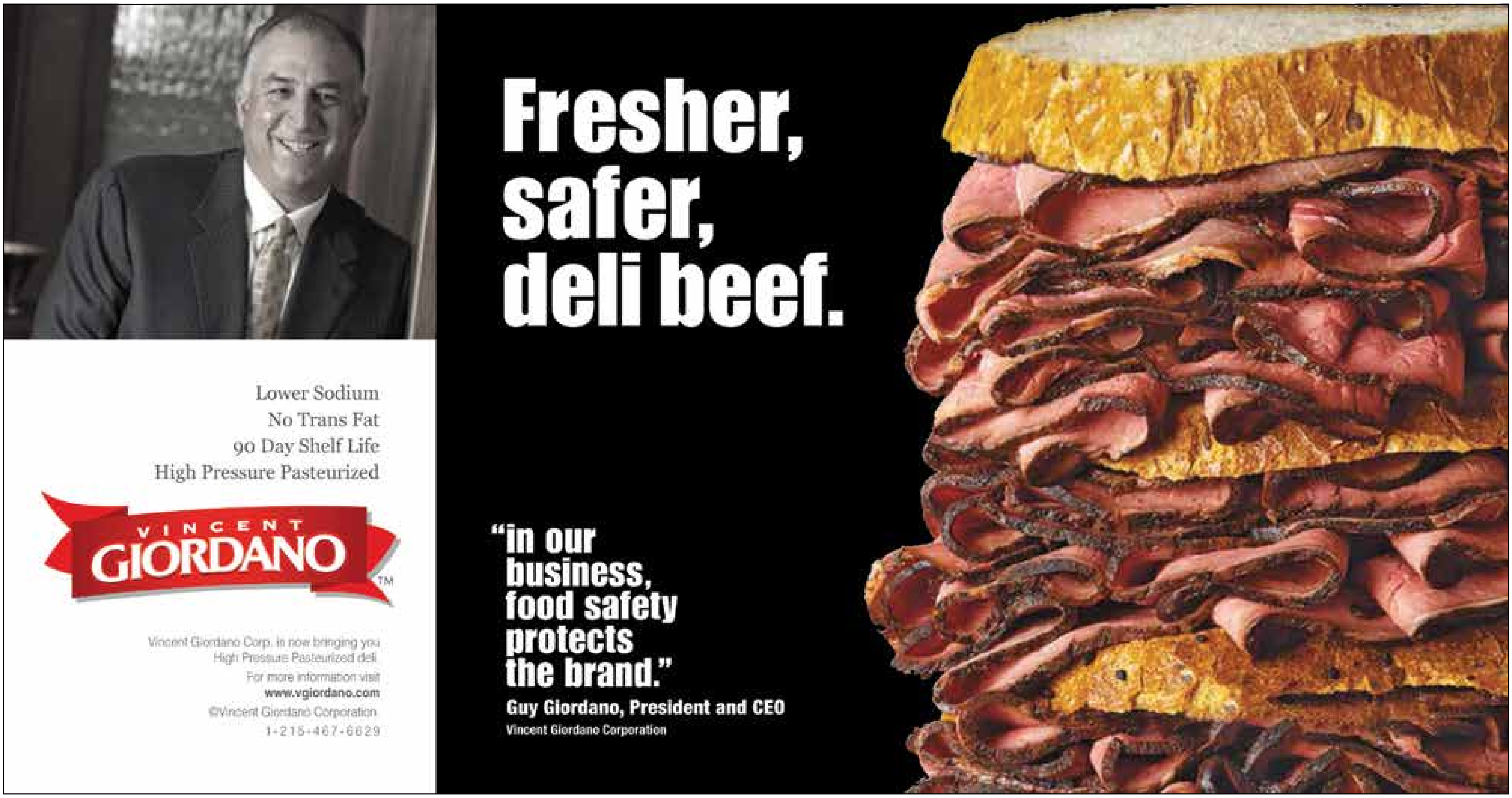
1	Weis Markets	1	$32.86	47.01%
2	The Giant Company	1	$26.95	38.56%
3	CVS	1	$4.90	7.01%
4	Sheetz	1	$4.90	7.01%
		4	**$69.61**	**99.59%**

NORTHAMPTON COUNTY ($1.2 billion)
(Includes Bethlehem)

- Population 313,628
- # of Households 115,300
- Median Income $73,088
- Under age 18...................... 19.7%
- Over age 65........................ 19.5%
- Female 50.8%
- White 75.4%
- Black.................................. 7.2%
- Hispanic 14.2%
- Asian.................................. 3.1%

1	The Giant Company	8	$383.67	31.72%
2	Wegmans	2	$138.40	11.44%
3	Weis Markets	4	$101.63	8.40%
4	CVS	17	$85.20	7.04%
5	ShopRite (Price Rite)	2	$69.90	5.78%
6	Walmart (SuperCenter)	2	$65.90	5.45%
7	Wawa	7	$57.00	4.71%
8	Redners Markets	2	$48.10	3.98%
9	C&S Independents	8	$44.70	3.70%
10	Sam's Club	1	$39.50	3.27%

See **PENNSYLVANIA COUNTY SHARE** on page 52



PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 50

11	Rite Aid	10	$32.10	2.65%
12	Walgreens	4	$24.20	2.00%
13	Target	1	$20.30	1.68%
14	Aldi	3	$19.90	1.65%
15	Krasdale	2	$17.63	1.46%
16	Sheetz	3	$15.00	1.24%
17	Turkey Hill	8	$14.20	1.17%
18	7-Eleven	2	$6.60	0.55%
19	Grocery Outlet	1	$6.60	0.55%
20	Lidl	1	$6.20	0.51%
21	Key Food	1	$5.10	0.42%
22	IGA	1	$1.56	0.13%
		90	**$1,203.39**	**99.50%**

NORTHUMBERLAND COUNTY ($227.1 million) (Includes Sunbury)

- Population 91,266
- # of Households 39,048
- Median Income $49,273
- Under age 18..................... 19.6%
- Over age 65....................... 21.8%
- Female 49.7%
- White 91.7%
- Black.................................. 3.0%
- Hispanic 3.9%
- Asian.................................. 0.5%

1	Weis Markets	4	$88.11	38.80%
2	Walmart (SuperCenter)	1	$44.10	19.42%
3	CVS	6	$26.70	11.76%
4	Turkey Hill	10	$21.80	9.60%
5	Boyer's Markets	2	$20.38	8.97%
6	Aldi	1	$9.30	4.10%
7	Tri-State Co-Op	1	$5.26	2.32%
8	Sheetz	1	$5.10	2.25%
9	Rite Aid	1	$3.60	1.59%
10	C&S Independents	3	$1.40	0.62%
		30	**$225.75**	**99.41%**

PERRY COUNTY ($115.1 million) (Includes New Bloomfield)

- Population 45,986
- # of Households 18,512
- Median Income $70,660
- Under age 18................... 21.30%
- Over age 65..................... 19.00%
- Female 49.40%
- White 95.00%
- Black................................. 1.20%
- Hispanic 2.30%
- Asian................................. 0.50%

1	Karns Quality Foods	2	$31.00	26.93%
2	The Giant Company	1	$30.77	26.73%
3	Weis Markets	1	$19.46	16.91%
4	Rite Aid	3	$13.70	11.90%
5	Sheetz	2	$10.90	9.47%
6	C&S Independents	5	$4.80	4.17%
7	Rutter's Farm Stores	1	$2.60	2.26%
		15	**$113.23**	**98.38%**

PHILADELPHIA CITY ($3.7 billion)

- Population 1,576,251
- # of Households 613,125
- Median Income $49,127
- Under age 18..................... 21.6%
- Over age 65....................... 14.0%
- Female 52.7%
- White 34.3%
- Black................................. 43.6%
- Hispanic 15.2%
- Asian................................... 7.8%

1	ShopRite (Fresh Grocer)	18	$790.80	21.46%
2	Albertsons (Acme)	17	$462.80	12.56%
3	CVS	58	$339.80	9.22%
4	Rite Aid	75	$314.90	8.54%
5	Wawa	40	$271.57	7.37%
6	Target	11	$245.00	6.65%
7	The Giant Company (Heirloom Market)	7	$169.14	4.59%
8	Walmart	5	$155.80	4.23%
9	7-Eleven	56	$129.60	3.52%
10	Walgreens	15	$122.80	3.33%
11	BJ's Wholesale Club	2	$108.80	2.95%
12	Save A Lot	14	$106.30	2.88%
13	Aldi	11	$105.60	2.87%
14	Whole Foods	2	$102.70	2.79%
15	IGA	3	$64.22	1.74%
16	Trader Joe's	2	$64.20	1.74%
17	Tri-State Co-Op	4	$54.57	1.48%
18	Sam's Club	1	$53.80	1.46%
19	Fine Fare Supermarkets	3	$48.70	1.32%
20	Krasdale	16	$44.76	1.21%
21	Sprouts	1	$32.30	0.88%
22	ASG (Juniata Supermarket)	1	$27.33	0.74%
23	Grocery Outlet	3	$22.60	0.61%
24	Lidl	2	$19.20	0.52%
25	The Fresh Market	1	$16.60	0.45%
26	MOM's Organic Market	1	$15.40	0.42%
27	Supremo	2	$13.10	0.36%
28	C&S Independents	14	$6.50	0.18%
29	Royal Farm Stores	1	$3.30	0.09%
30	Fas-Marts	1	$1.70	0.05%
		387	**$3,651.22**	**99.75%**

See **PENNSYLVANIA COUNTY SHARE** on page 54

PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 52

PIKE COUNTY ($196.8 million) (Includes Milford)

Population	59,952	Female	49.3%
# of Households	22,717	White	79.6%
Median Income	$67,495	Black	6.5%
Under age 18	17.4%	Hispanic	11.6%
Over age 65	23.5%	Asian	1.6%

1	ShopRite	1	$58.90	29.93%
2	Weis Markets	1	$53.69	27.28%
3	Walmart (SuperCenter)	1	$32.30	16.41%
4	Northeast Grocery Inc. (Price Chopper)	1	$27.70	14.08%
5	C&S Independents (ShurSave)	2	$13.70	6.96%
6	Turkey Hill	3	$7.50	3.81%
7	Key Food	1	$6.40	3.25%
8	Walgreens	1	$4.90	2.49%
		11	**$205.09**	**104.21%***

SCHUYLKILL COUNTY ($437.8 million) (Includes Pottsville)

Population	143,264	Female	48.8%
# of Households	58,646	White	90.1%
Median Income	$53,703	Black	3.6%
Under age 18	19.7%	Hispanic	5.2%
Over age 65	20.7%	Asian	0.6%

1	Boyer's Markets	9	$88.66	20.25%
2	Walmart (SuperCenter)	2	$84.60	19.32%
3	Redners Markets	3	$78.80	18.00%
4	The Giant Company	1	$46.70	10.67%
5	C&S Independents	12	$40.90	9.34%
6	Weis Markets	1	$29.21	6.67%
7	Rite Aid	8	$26.10	5.96%
8	Turkey Hill	10	$10.50	2.40%
9	CVS	2	$10.10	2.31%
10	Aldi	1	$8.50	1.94%
11	Sheetz	2	$8.10	1.85%
12	7-Eleven	1	$2.60	0.59%
		52	**$434.77**	**99.31%**

See PENNSYLVANIA COUNTY SHARE on page 58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SAME PRODUCT.
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PREMIUM PURE CANE
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IN REVIEW: THE GIANT COMPANY

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Adams	1	$62.03	$215.10	28.84%	1	$59.44	29.66%
PA	Berks	6	$310.53	$1,512.60	20.53%	6	$300.58	20.92%
PA	Bucks	20	$875.81	$2,961.30	29.58%	20	$877.40	31.12%
PA	Carbon	1	$47.91	$187.30	29.57%	1	$47.03	26.29%
PA	Chester	12	$577.42	$1,999.40	28.88%	12	$572.23	30.42%
PA	Columbia	2	$84.92	$254.60	33.35%	2	$80.75	34.99%
PA	Cumberland	10	$472.87	$1,206.50	39.19%	10	$448.61	39.41%
PA	Dauphin	9	$454.73	$1,067.10	42.61%	9	$438.40	42.89%
PA	Delaware	10	$458.65	$2,334.10	19.65%	10	$453.44	20.01%
PA	Franklin (Martin's)	4	$156.58	$455.90	34.35%	4	$148.67	32.33%
PA	Lackawanna	2	$74.14	$759.90	9.76%	2	$67.74	9.02%
PA	Lancaster	14	$494.13	$1,852.90	26.67%	14	$469.10	26.96%
PA	Lebanon	3	$93.96	$438.80	21.41%	3	$91.00	22.22%
PA	Lehigh	7	$369.33	$1,461.30	25.27%	7	$354.83	26.24%
PA	Luzerne	1	$46.91	$1,048.50	4.47%	1	$38.04	3.75%
PA	Lycoming	1	$44.66	$441.70	10.11%	1	$43.81	10.50%
PA	Mifflin	2	$37.20	$142.80	26.05%	2	$35.27	25.80%
PA	Monroe	2	$95.10	$726.80	13.08%	2	$88.95	13.05%
PA	Montgomery	23	$1,030.69	$4,037.30	25.53%	23	$1,040.01	26.73%
PA	Montour	1	$26.95	$69.90	38.56%	1	$25.85	39.83%
PA	Northampton	8	$383.67	$1,209.40	31.72%	8	$370.01	31.48%
PA	Perry	1	$30.44	$115.10	26.45%	1	$29.27	26.18%
PA	Philadelphia (Heirloom Market)	7	$169.14	$3,685.80	4.59%	5	$98.99	2.65%
PA	Schuylkill	1	$46.70	$437.80	10.67%	1	$43.86	10.40%
PA	Snyder	1	$34.83	$149.60	23.28%	1	$33.85	24.64%
PA	York	10	$545.24	$1,642.70	33.19%	10	$522.09	33.27%

PA Recap: 159 stores with sales of $7.02 billion. Total retail food sales for PA in the study: $31.33 billion. The Giant Company share of PA is 22.42%.

Mid-Atlantic Recap: 159 stores with sales of $7.02 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.

The Giant Company Per Store Average: $44.18 million ( ) Indicates another banner used by the company. Source: *Food Trade News*, June 2022

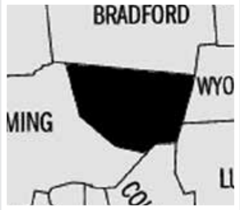
PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 54

SNYDER COUNTY ($149.6 million) (Includes Middleburg)

Population	39,621	Female	50.4%
# of Households	14,824	White	94.9%
Median Income	$60,227	Black	1.4%
Under age 18	20.7%	Hispanic	2.2%
Over age 65	19.5%	Asian	0.7%

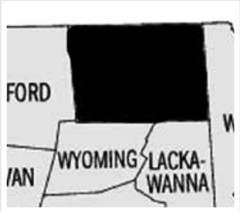
1	Weis Markets	1	$37.14	24.83%
2	The Giant Company	1	$34.83	23.28%
3	Walmart (SuperCenter)	1	$27.40	18.32%
4	Target	1	$20.10	13.44%
5	Aldi	1	$10.20	6.82%
6	CVS	2	$9.10	6.08%
7	Sheetz	1	$4.10	2.74%
8	C&S Independents	3	$2.60	1.74%
9	Turkey Hill	1	$2.30	1.54%
		12	**$147.77**	**98.78%**



SULLIVAN COUNTY ($5.3 million) (Includes Laporte)

Population	5,868	Female	47.7%
# of Households	2,751	White	92.6%
Median Income	$49,830	Black	3.9%
Under age 18	10.5%	Hispanic	1.8%
Over age 65	29.0%	Asian	0.4%

Multi-store retailers do not operate in this county.



SUSQUEHANNA COUNTY ($37.4 million) (Includes Montrose)

Population	38,389	Female	49.8%
# of Households	17,027	White	96.1%
Median Income	$55,788	Black	0.7%
Under age 18	18.4%	Hispanic	1.8%
Over age 65	24.3%	Asian	0.4%

1	Northeast Grocery Inc. (Price Chopper)	1	$22.90	61.23%
2	CVS	1	$4.50	12.03%
3	IGA	1	$3.54	9.47%
4	Rite Aid	1	$3.50	9.36%
5	Turkey Hill	1	$2.40	6.42%
		5	**$36.84**	**98.50%**

UNION COUNTY ($115.7 million) (Includes Lewisburg)

Population	42,568	Female	45.4%
# of Households	14,762	White	84.2%
Median Income	$56,824	Black	7.5%
Under age 18	17.6%	Hispanic	6.1%
Over age 65	18.6%	Asian	1.7%

1	Weis Markets	2	$49.41	42.71%
2	Walmart (SuperCenter)	1	$43.30	37.42%
3	CVS	2	$10.60	9.16%
4	Sheetz	2	$8.50	7.35%
		7	**$111.81**	**96.64%**

WAYNE COUNTY ($170.0 million) (Includes Mawley, Honesdale)

opulation	51,431	Female	46.9%
# of Households	18,938	White	89.9%
Median Income	$55,572	Black	3.7%
Under age 18	16.3%	Hispanic	4.9%
Over age 65	24.6%	Asian	0.7%

1	Weis Markets	2	$61.86	36.39%
2	Walmart (SuperCenter)	1	$43.90	25.82%
3	CVS	3	$17.70	10.41%
4	IGA	1	$16.64	9.79%
5	C&S Independents (ShurSave)	3	$9.20	5.41%
6	Tri-State Co-Op	1	$9.10	5.35%
7	Rite Aid	2	$7.80	4.59%
8	Walgreens	1	$4.20	2.47%
9	Turkey Hill	1	$2.50	1.47%
		15	**$172.90**	**101.71%***

WYOMING COUNTY ($71.8 million) (Includes Tunkhannock)

Population	26,034	Female	49.8%
# of Households	10,887	White	95.4%
Median Income	$60,075	Black	1.0%
Under age 18	19.4%	Hispanic	2.0%
Over age 65	21.9%	Asian	0.5%

1	Walmart (SuperCenter)	1	$35.20	49.03%
2	Weis Markets	1	$18.53	25.81%
3	C&S Independents	2	$6.00	8.36%
4	CVS	1	$5.10	7.10%
5	Rite Aid	1	$4.60	6.41%
		6	**$69.43**	**96.70%**

See PENNSYLVANIA COUNTY SHARE on page 59

PENNSYLVANIA COUNTY SHARE OF MARKET: 2022

Continued from page 58

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

Population	458,696	Female	50.60%
# of Households	174,425	White	82.60%
Median Income	$68,940	Black	7.10%
Under age 18	22.00%	Hispanic	8.10%
Over age 65	18.00%	Asian	1.50%

1	The Giant Company	10	$545.24	33.19%
2	Weis Markets	8	$218.54	13.30%
3	Walmart (SuperCenter)	6	$217.30	13.23%
4	Sam's Club	2	$99.30	6.04%
5	Rutter's Farm Stores	43	$78.20	4.76%
6	Target	3	$59.80	3.64%
7	CVS	12	$58.10	3.54%
8	Rite Aid	16	$45.10	2.75%
9	Sheetz	13	$45.10	2.75%
10	Family Owned Markets	3	$36.11	2.20%
11	Aldi	3	$26.10	1.59%
12	Turkey Hill	17	$25.10	1.53%
13	Royal Farm Stores	8	$23.10	1.41%
14	BJ's Wholesale Club	1	$20.80	1.27%
15	C&S Independents	9	$20.70	1.26%
16	Grocery Outlet	3	$20.70	1.26%
17	Karns Quality Foods	1	$18.00	1.10%
18	Walgreens	3	$17.10	1.04%
19	ShopRite (Price Rite)	1	$14.30	0.87%
20	Great Valu	1	$13.60	0.83%
21	IGA	1	$12.22	0.74%
22	Lidl	1	$6.50	0.40%
23	7-Eleven	3	$6.30	0.38%
24	Food Lion	1	$4.90	0.30%
25	Save A Lot	1	$4.20	0.26%
26	High's/Baltimore	1	$3.00	0.18%
		171	**$1,639.41**	**99.80%**

( ) 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 2022

IN REVIEW: WHOLE FOODS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	5	$193.70	$3,694.80	5.24%	5	$190.20	5.23%
CT	New Haven	1	$30.60	$3,412.60	0.90%	1	$29.10	0.88%

CT Recap: 6 stores with sales of $224.3 million. Total retail food sales for CT in the study: $7.85 billion. Whole Foods share of CT is 2.86%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen	4	$148.20	$3,410.90	4.34%	4	$143.10	4.27%
NJ	Burlington	1	$39.90	$1,833.80	2.18%	1	$39.20	2.27%
NJ	Camden	1	$30.90	$1,824.60	1.69%	1	$30.60	1.76%
NJ	Essex	3	$83.50	$2,152.30	3.88%	3	$82.90	3.99%
NJ	Hudson	1	$43.90	$1,618.20	2.71%	1	$42.80	2.75%
NJ	Mercer	1	$45.90	$1,367.90	3.36%	1	$45.10	3.41%
NJ	Middlesex	1	$34.80	$2,505.30	1.39%	1	$34.20	1.41%
NJ	Monmouth	3	$91.20	$2,598.70	3.51%	3	$90.30	3.56%
NJ	Morris	3	$101.10	$2,128.70	4.75%	3	$99.90	4.80%
NJ	Passaic	1	$34.80	$1,338.10	2.60%	1	$34.30	2.69%
NJ	Somerset	1	$33.70	$1,259.90	2.67%	1	$31.90	2.60%
NJ	Union	2	$61.20	$1,953.70	3.13%	2	$59.20	3.26%

NJ Recap: 22 stores with sales of $749.1 million. Total retail food sales for NJ in the study: $30.99 billion. Whole Foods share of NJ is 2.42%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Brooklyn	3	$131.70	$5,154.20	2.56%	3	$128.10	2.50%
NY	Manhattan (Amazon Go)	19	$735.60	$5,668.80	12.98%	16	$680.20	12.13%
NY	Nassau	4	$158.70	$5,461.30	2.91%	3	$114.30	2.06%
NY	Suffolk	2	$82.30	$5,965.50	1.38%	2	$80.60	1.36%
NY	Westchester	4	$181.40	$3,619.50	5.01%	4	$176.20	4.72%

NY Recap: 32 stores with sales of $1.29 billion. Total retail food sales for NY in the study: $39.64 billion. Whole Foods share of NY is 3.25%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Bucks (Amazon Fresh)	1	$9.40	$2,961.30	0.32%	0	$0.00	0.00%
PA	Chester	1	$30.70	$1,999.40	1.54%	1	$30.10	1.60%
PA	Delaware	3	$109.20	$2,334.10	4.68%	3	$107.50	4.74%
PA	Lancaster	1	$37.30	$1,852.90	2.01%	1	$37.00	2.13%
PA	Lehigh	1	$30.90	$1,461.30	2.11%	1	$30.50	2.26%
PA	Montgomery	4	$133.90	$4,037.30	3.32%	4	$131.80	3.39%
PA	Philadelphia	2	$102.70	$3,685.80	2.79%	2	$100.60	2.69%

PA Recap: 13 stores with sales of $454.1 million. Total retail food sales for PA in the study: $31.33 billion. Whole Foods share of PA is 1.45%.

Mid-Atlantic Recap: 73 stores with sales of $2.72 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
Whole Foods Per Store Average: $37.22 million

Source: *Food Trade News*, June 2022

TAKING STOCK

from page 14

labor force, how scary it could be especially in inflationary times.

Acme Markets (Kings/Balducci's/Safeway)– The Mid-Atlantic division of Albertsons, in this case primarily Acme Markets, had a strong year helped by inflation but also by ranking high on the leaderboard for having the best in-stock conditions in the entire survey. While all retailers struggled to get much over the 80 percent service level mark, Acme consistently had more product in its stores than almost all of its competitors. And one of the realities of this market study was that maintaining fuller shelves meant you sold more stuff. The $7.5 billion division headed by the talented and way underrated Jim Perkins produced excellent comps. The results at Kings and Balducci's weren't quite as impressive but Albertsons spent part of the past 12 months integrating those 2021 acquisitions into Albertsons systems.

Weis Markets – Another merchant that benefited from its ability to keep its shelves stocked better than most of its competitors. Weis only opened one store (Warminster, PA) during our measuring period, but had very strong overall comps and the closely-held publicly-traded regional supermarket chain continued to produce excellent earnings as well. It will spend $150 million in cap-ex this year (mainly on store upgrades) and the management team of chairman and CEO Jonathan Weis and COO Kurt Schertle has continued to grow their organization with a combination of new managers and experienced associates. As I've said earlier, Weis doesn't get the credit it deserves for its achievements.

Wawa – A strong bounce back year for the largest c-store chain in the 70-county region. Unlike most channels of trade that experienced record sales gains from early 2020 to early 2021, convenience stores in general were hurt by lockdowns and limited e-commerce opportunities. As a result, high-volume Wawa suffered through one of its worst periods when the pandemic began. This year it's been totally different. Consumers have increased their in-store visits (in all channels) and are also traveling more and utilizing the quick food and beverage opportunities available from c-stores (note: Wawa is a huge fuel player in the market; we don't include fuel sales in the market study). Wawa also benefited from its strong social media platform and improved e-commerce marketing. We've said it for a long time - the best convenience store operator in the country happens to be based in tiny Wawa, PA.

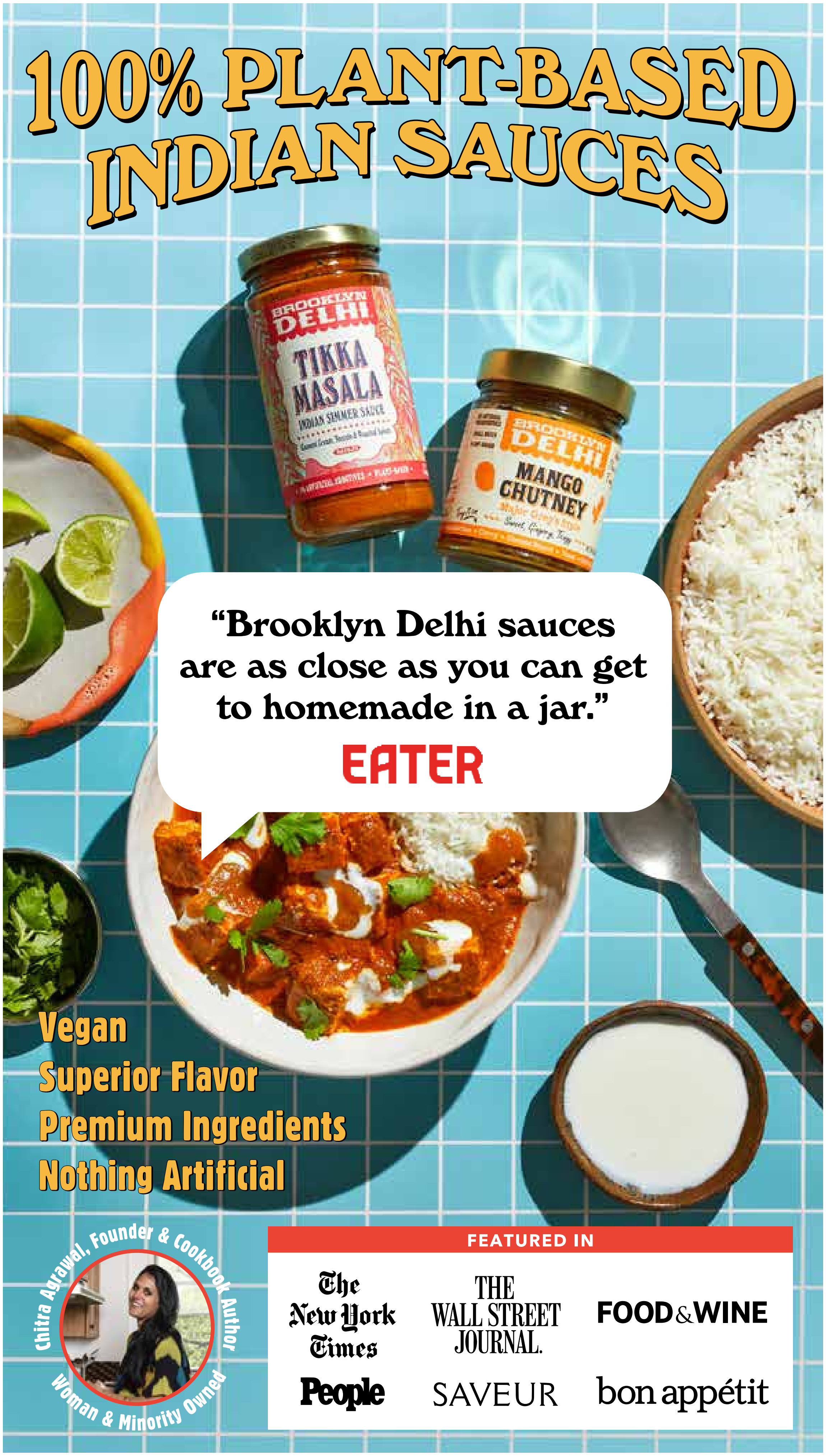
Wegmans – A year ago, Wegmans was not fully able to take advantage of the sales boom that positively affected virtually all retailers in all trade channels. A large part of that reason was the Rochester, NY-based uber-retailer's decision to close most of its service and salad bars and reduce some of its fresh food offerings. Although they may be in slightly reimagined forms, most of those service areas have reopened and Wegmans, already the highest volume per-store supermarket in the Mid-Atlantic market, produced strong comp store sales over the past year. The expansion pipeline has also reopened with new stores slated for Greenville, DE later this year and other new uber-units slated to debut in Lower Makefield Twp., PA and three new marketing areas – Manhattan, Norwalk, CT and Lake Grove, LI.

New York Metro Independents (Allegiance Retail Services, Associated Stores Group, Key Food, Krasdale) – The guardians of the New York City independent retailers are the three service groups and wholesalers that control thousands of supermarkets, superettes, greengrocers and bodegas that do business in the Big Apple's five boroughs.

The retailers serviced by wholesaler Krasdale and service organizations Key Food, Associated Stores Group (ASG) and Allegiance (ranked in order of sales), now account for more than 50 percent of the food sales in NYC. And while there are changes to report every year, those four companies have all done solid work of growing their advertising and marketing groups and supporting their customers/members.

For market leader Krasdale, its prime banners include C-Town, Bravo, AIM, Market Fresh, Smart Shop and Stop1 as well as growing multi-store independents such as North Shore Farms and DeCicco's. The company, which has been owned by the Krasne family since 1908, supplies 533 independent retailers that amassed an estimated $3.9 billion

TAKING STOCK continues on page 74



IN REVIEW: TRADER JOE'S

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	5	$126.80	$3,694.80	3.43%	5	$120.60	3.31%
CT	New Haven	1	$22.10	$3,412.60	0.65%	1	$20.30	0.62%

CT Recap: 6 stores with sales of $148.9 million. Total retail food sales for CT in the study: $7.85 billion. Trader Joe's share of CT is 1.90%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	2	$38.50	$2,085.30	1.85%	2	$35.80	1.80%

DE Recap: 2 stores with sales of $38.5 million. Total retail food sales for DE in the study: $2.09 billion. Trader Joe's share of DE is 1.85%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen	3	$48.70	$3,410.90	1.43%	3	$45.20	1.35%
NJ	Burlington	1	$16.10	$1,833.80	0.88%	1	$15.30	0.89%
NJ	Camden	1	$17.90	$1,824.60	0.98%	1	$16.80	0.97%
NJ	Essex	1	$17.50	$2,152.30	0.81%	1	$16.40	0.79%
NJ	Hudson	1	$18.40	$1,618.20	1.14%	1	$17.00	1.09%
NJ	Mercer	1	$19.90	$1,367.90	1.45%	1	$18.20	1.38%
NJ	Middlesex	1	$18.20	$2,505.30	0.73%	1	$17.30	0.71%
NJ	Monmouth	2	$38.70	$2,598.70	1.49%	2	$36.30	1.43%
NJ	Morris	2	$23.80	$2,128.70	1.12%	2	$22.10	1.06%
NJ	Ocean	1	$22.10	$2,089.80	1.06%	1	$20.10	0.99%
NJ	Passaic	2	$44.30	$1,338.10	3.31%	2	$41.30	3.24%
NJ	Somerset	1	$19.40	$1,259.90	1.54%	1	$18.50	1.51%
NJ	Union	1	$19.20	$1,953.70	0.98%	1	$18.10	1.00%

NJ Recap: 18 stores with sales of $324.2 million. Total retail food sales for NJ in the study: $30.99 billion. Trader Joe's share of NJ is 1.05%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Brooklyn	3	$108.40	$5,154.20	2.10%	2	$78.50	1.53%
NY	Manhattan	9	$331.70	$5,668.80	5.85%	8	$292.30	5.21%
NY	Nassau	5	$159.20	$5,461.30	2.92%	5	$150.80	2.72%
NY	Queens	2	$91.60	$5,417.10	1.69%	2	$88.30	1.62%
NY	Staten Island	1	$43.10	$1,592.20	2.71%	1	$40.70	2.57%
NY	Suffolk	2	$57.60	$5,965.50	0.97%	2	$54.60	0.92%
NY	Westchester	3	$90.40	$3,619.50	2.50%	3	$85.40	2.29%

NY Recap: 25 stores with sales of $882.0 million. Total retail food sales for NY in the study: $39.64 billion. Trader Joe's share of NY is 2.22%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Cumberland	1	$19.10	$1,206.50	1.58%	0	$0.00	0.00%
PA	Delaware	2	$40.60	$2,334.10	1.74%	2	$38.80	1.71%
PA	Montgomery	2	$41.30	$4,037.30	1.02%	2	$39.20	1.01%
PA	Philadelphia	2	$64.20	$3,685.80	1.74%	2	$60.20	1.61%

PA Recap: 7 stores with sales of $165.2 million. Total retail food sales for PA in the study: $31.33 billion. Trader Joe's share of PA is 0.53%.

Mid-Atlantic Recap: 58 stores with sales of $1.56 billion annually.

Mid-Atlantic retail food sales total: $111.81 billion. **Trader Joe's Per Store Average: $26.87 million**

Source: *Food Trade News*, June 2022


Pharmacy

IN REVIEW: SHOP RITE

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield (Price Rite/Garafalo/Grade A)	13	$652.50	$3,694.80	17.66%	13	$643.20	17.67%
CT	Litchfield (Price Rite)	1	$15.40	$739.60	2.08%	1	$44.70	5.64%
CT	New Haven (PR/Garafalo/Grade A/Tomaquindicz)	9	$448.70	$3,412.60	13.15%	9	$440.50	13.37%

CT Recap: 23 stores with sales of $1.12 billion. Total retail food sales for CT in the study: $7.85 billion. ShopRite share of CT is 14.23%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle (Kenny)	6	$326.20	$2,085.30	15.64%	6	$319.70	16.10%

DE Recap: 6 stores with sales of $326.2 million. Total retail food sales for DE in the study: $2.09 billion. Retailer share of DE is 15.64%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic (Village)	5	$341.20	$936.20	36.45%	5	$336.50	36.55%
NJ	Bergen (Price Rite/Clare/Glass/Inserra/Maniaci)	18	$1,241.80	$3,410.90	36.41%	18	$1,232.30	36.78%
NJ	Burlington (FG/Eickhoff-HFF/Maniaci/Ravitz/Saker/Somerset)	10	$545.30	$1,833.80	29.74%	10	$537.20	31.16%
NJ	Camden (Brown/Ravitz/Zallie)	8	$430.70	$1,824.60	23.61%	9	$431.80	24.84%
NJ	Cape May (Village)	2	$98.20	$557.00	17.63%	2	$100.70	18.85%
NJ	Cumberland (Bottino/Village)	4	$206.80	$604.30	34.22%	4	$205.80	35.77%
NJ	Essex (FG/Drulan/Infusino/Maniaci/Sunrise/Village)	10	$842.60	$2,152.30	39.15%	10	$830.90	39.95%
NJ	Gloucester (Ammons/Bottino/Zallie)	6	$351.70	$1,111.10	31.65%	6	$348.20	32.96%
NJ	Hudson (Inserra/Tully)	5	$436.90	$1,618.20	27.00%	5	$433.70	27.83%
NJ	Hunterdon (Colalillo)	2	$153.50	$446.30	34.39%	2	$150.60	34.49%
NJ	Mercer (Saker)	6	$401.20	$1,367.90	29.33%	6	$396.50	29.99%
NJ	Middlesex (FG/SRS/Glass/Maniaci/Saker/Sitar/Village	13	$869.20	$2,505.30	34.69%	13	$863.00	35.53%
NJ	Monmouth (Dearborn Market/Saker)	12	$754.30	$2,598.70	29.03%	12	$747.50	29.51%
NJ	Morris (Glass/Goldstein/Ronetco/Village/Wolfson)	11	$681.60	$2,128.70	32.02%	11	$687.10	33.02%
NJ	Ocean (Saker)	9	$611.50	$2,089.80	29.26%	9	$603.20	29.77%
NJ	Passaic (FG/PR/Cuellar/Infusino/Inserra/Maniaci)	7	$449.60	$1,338.10	33.60%	6	$399.40	31.36%
NJ	Somerset (Saker/Village)	7	$496.80	$1,259.90	39.43%	7	$492.50	40.10%
NJ	Sussex (Ronetco)	4	$289.60	$627.30	46.17%	5	$327.40	49.64%
NJ	Union (SRS/AJS/Glass/Village)	8	$664.50	$1,953.70	34.01%	8	$656.20	36.08%
NJ	Warren (Colalillo/Ronetco/Village)	3	$203.50	$460.20	44.22%	3	$198.90	45.67%

NJ Recap: 150 stores with sales of $10.07 billion. Total retail food sales for NJ in the study: $30.99 billion. ShopRite share of NJ is 32.5%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx (Village)	1	$46.90	$3,140.80	1.49%	1	$46.30	1.45%
NY	Brooklyn (Glass)	2	$158.10	$5,154.20	3.07%	2	$156.20	3.05%
NY	Dutchess (SRS)	4	$217.50	$1,051.30	20.69%	3	$170.40	16.74%
NY	Manhattan (Fairway/Gourmet Garage/Village)	7	$230.70	$5,668.80	4.07%	7	$218.20	3.89%
NY	Nassau (Buonadonna/Greenfield/Thompson)	6	$468.20	$5,461.30	8.57%	6	$454.20	8.20%
NY	Orange (SRS)	5	$285.40	$1,336.80	21.35%	6	$318.10	24.42%
NY	Putnam (SRS)	1	$52.70	$240.80	21.89%	1	$52.30	21.74%
NY	Queens (SRS)	1	$55.80	$5,417.10	1.03%	1	$55.10	1.01%
NY	Rockland (Glass/Inserra)	5	$385.70	$1,005.70	38.35%	6	$446.20	42.56%
NY	Staten Island (Mannix)	3	$356.90	$1,592.20	22.42%	3	$351.60	22.19%
NY	Suffolk (Buonadonna/Gallagher/Greenfield/Janson/Thompson)	10	$574.80	$5,965.50	9.64%	10	$567.40	9.58%
NY	Westchester (SRS/Fairway/Village)	10	$638.50	$3,619.50	17.64%	10	$628.30	16.83%

NY Recap: 55 stores with sales of $3.47 billion. Total retail food sales for NY in the study: $39.64 billion. ShopRite share of NY is 8.75%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks (Price Rite)	1	$12.10	$1,512.60	0.80%	1	$12.10	0.84%
PA	Bucks (Brown/Colalillo/Cowhey)	4	$204.10	$2,961.30	6.89%	4	$202.30	7.18%
PA	Chester (KTM)	1	$28.40	$1,999.40	1.42%	1	$28.10	1.49%
PA	Dauphin (Price Rite)	1	$15.70	$1,067.10	1.47%	1	$15.60	1.53%
PA	Delaware (Price Rite/Fresh Grocer/Burns/Collins)	6	$216.80	$2,334.10	9.29%	6	$214.40	9.46%
PA	Lackawanna (Price Rite/Bracey)	2	$39.60	$759.90	5.21%	2	$45.10	6.01%
PA	Lebanon (Price Rite)	1	$13.70	$438.80	3.12%	1	$13.60	3.32%
PA	Lehigh (Price Rite)	1	$17.10	$1,461.30	1.17%	1	$17.30	1.28%
PA	Monroe (Bracey/Kinsley/Village)	3	$161.70	$726.80	22.25%	3	$157.40	23.10%
PA	Montgomery (Fresh Grocer/Price Rite/Brown/Burns/KTM II)	4	$190.80	$4,037.30	4.73%	4	$188.70	4.85%
PA	Northampton (Price Rite/Colalillo)	2	$69.90	$1,209.40	5.78%	2	$69.10	5.88%
PA	Philadelphia (FG/Ammon/Brown/Colligas/GMS/McMenamin/Zallie)	18	$790.80	$3,685.80	21.46%	18	$784.20	20.97%
PA	Pike (SRS)	1	$58.90	$196.80	29.93%	0	$0.00	0.00%
PA	York (PriceRite)	1	$14.30	$1,642.70	0.87%	1	$14.40	0.92%

PA Recap: 46 stores with sales of $1.83 billion. Total retail food sales for PA in the study: $31.33 billion. ShopRite share of PA is 5.84%.

Mid-Atlantic Recap: 280 stores with sales of $16.82 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
ShopRite Per Store Average: $60.07 million ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022

IN REVIEW: ALBERTSONS MID-ATLANTIC

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield (Acme/Kings)	7	$127.60	$3,694.80	3.45%	7	$120.67	3.32%
CT Recap: 7 stores with sales of $127.6 million. Total retail food sales for CT in the study: $7.85 billion. Albertsons share of CT is 1.63%.								
DE	New Castle (Acme/Safeway)	14	$413.40	$2,085.30	19.82%	14	$389.70	19.62%
DE Recap: 14 stores with sales of $413.4 million. Total retail food sales for DE in the study: $2.09 billion. Albertsons share of DE is 19.82%.								
NJ	Atlantic (Acme)	4	$110.90	$936.20	11.85%	4	$110.44	12.00%
NJ	Bergen (Acme)	9	$275.30	$3,410.90	8.07%	9	$257.17	7.68%
NJ	Burlington (Acme)	7	$163.40	$1,833.80	8.91%	7	$162.11	9.40%
NJ	Camden (Acme)	6	$146.80	$1,824.60	8.05%	6	$143.42	8.25%
NJ	Cape May (Acme)	10	$232.40	$557.00	41.72%	10	$229.86	43.02%
NJ	Cumberland (Acme)	1	$25.40	$604.30	4.20%	1	$24.49	4.26%
NJ	Essex (Acme)	5	$138.20	$2,152.30	6.42%	5	$136.18	6.55%
NJ	Gloucester (Acme)	4	$110.40	$1,111.10	9.94%	4	$108.16	10.24%
NJ	Hudson (Acme)	5	$119.10	$1,618.20	7.36%	5	$111.89	7.18%
NJ	Hunterdon (Kings)	1	$14.90	$446.30	3.34%	1	$14.25	3.26%
NJ	Mercer (Acme)	2	$55.20	$1,367.90	4.04%	2	$54.16	4.10%
NJ	Middlesex (Acme)	3	$55.00	$2,505.30	2.20%	3	$53.97	2.22%
NJ	Monmouth (Acme)	5	$124.90	$2,598.70	4.81%	5	$123.83	4.89%
NJ	Morris (Acme/Kings)	10	$213.40	$2,128.70	10.02%	10	$211.83	10.18%
NJ	Ocean (Acme)	5	$121.30	$2,089.80	5.80%	5	$120.45	5.94%
NJ	Salem (Acme)	2	$70.20	$163.50	42.94%	2	$68.31	44.36%
NJ	Somerset (Acme)	2	$41.80	$1,259.90	3.32%	2	$40.77	3.32%
NJ	Sussex (Acme)	2	$54.20	$627.30	8.64%	2	$53.04	8.04%
NJ	Union (Acme/Kings)	5	$161.70	$1,953.70	8.28%	5	$152.06	8.36%
NJ	Warren (Acme)	1	$25.20	$460.20	5.48%	1	$24.27	5.57%
NJ Recap: 89 stores with sales of $2.26 billion. Total retail food sales for NJ in the study: $30.99 billion. Albertsons share of NJ is 7.29%.								
NY	Dutchess (Acme)	2	$45.60	$1,051.30	4.34%	2	$42.19	4.15%
NY	Nassau (Acme)	1	$14.10	$5,461.30	0.26%	1	$13.23	0.24%
NY	Putnam (Acme)	3	$60.50	$240.80	25.12%	3	$56.91	23.65%
NY	Westchester (Acme/Balducci's)	13	$272.20	$3,619.50	7.52%	13	$254.12	6.81%
NY Recap: 19 stores with sales of $392.4 million. Total retail food sales for NY in the study: $39.64 billion. Albertsons share of NY is 0.99%.								
PA	Bucks (Acme)	7	$249.60	$2,961.30	8.43%	7	$239.49	8.49%
PA	Chester (Acme)	7	$211.60	$1,999.40	10.58%	7	$200.73	10.67%
PA	Delaware (Acme)	12	$389.20	$2,334.10	16.67%	12	$367.96	16.24%
PA	Montgomery (Acme)	7	$197.30	$4,037.30	4.89%	7	$186.92	4.80%
PA	Philadelphia (Acme)	17	$462.80	$3,685.80	12.56%	17	$461.07	12.33%
PA Recap: 50 stores with sales of $1.51 billion. Total retail food sales for PA in the study: $31.33 billion. Albertsons share of PA is 4.82%.								

Mid-Atlantic Recap: 179 stores with sales of $4.7 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Albertsons Per Store Average: $26.28 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022


BOWERY
ZERO PESTICIDES
GROWN LOCALLY
INDOOR GROWN
NO NEED TO WASH
FRESHER LONGER
Baby Butter

IN REVIEW: WEIS MARKETS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Morris	3	$33.67	$2,128.70	1.58%	3	$38.74	1.86%
NJ	Somerset	1	$19.61	$1,259.90	1.56%	1	$22.73	1.85%
NJ	Sussex	2	$45.04	$627.30	7.18%	2	$46.87	7.11%
NJ	Warren	1	$20.27	$460.20	4.40%	1	$21.72	4.99%

NJ Recap: 7 stores with sales of $118.59 million. Total retail food sales for NJ in the study: $30.99 billion. Weis Markets share of NJ is 0.38%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Adams	2	$43.16	$215.10	20.07%	2	$35.14	17.53%
PA	Berks	6	$145.69	$1,512.60	9.63%	6	$128.29	8.93%
PA	Bucks	3	$70.60	$2,961.30	2.38%	2	$42.68	1.51%
PA	Columbia	3	$56.73	$254.60	22.28%	3	$50.48	21.87%
PA	Cumberland	5	$109.96	$1,206.50	9.11%	5	$100.45	8.82%
PA	Dauphin	4	$71.75	$1,067.10	6.72%	4	$70.09	6.86%
PA	Franklin	2	$36.22	$455.90	7.94%	2	$35.50	7.72%
PA	Lackawanna	3	$78.90	$759.90	10.38%	3	$74.21	9.89%
PA	Lancaster	13	$308.27	$1,852.90	16.64%	13	$275.80	15.85%
PA	Lebanon	3	$65.55	$438.80	14.94%	3	$59.43	14.51%
PA	Lehigh	8	$270.39	$1,461.30	18.50%	8	$222.04	16.42%
PA	Luzerne	7	$165.62	$1,048.50	15.80%	7	$161.15	15.88%
PA	Lycoming	6	$166.39	$441.70	37.67%	6	$154.30	36.97%
PA	Mifflin	1	$20.52	$142.80	14.37%	1	$19.65	14.37%
PA	Monroe	5	$134.22	$726.80	18.47%	5	$128.48	18.86%
PA	Montgomery	6	$134.56	$4,037.30	3.33%	6	$133.71	3.44%
PA	Montour	1	$32.86	$69.90	47.01%	1	$27.08	41.73%
PA	Northampton	4	$101.63	$1,209.40	8.40%	4	$96.37	8.20%
PA	Northumberland	4	$88.11	$227.10	38.80%	5	$81.05	40.34%
PA	Perry	1	$19.46	$115.10	16.91%	1	$19.12	17.10%
PA	Pike	1	$53.69	$196.80	27.28%	2	$49.21	34.36%
PA	Schuylkill	1	$29.21	$437.80	6.67%	1	$27.98	6.64%
PA	Snyder	1	$37.14	$149.60	24.83%	1	$31.56	22.97%
PA	Union	2	$49.41	$115.70	42.71%	2	$45.34	40.66%
PA	Wayne	2	$61.86	$170.00	36.39%	2	$61.64	36.52%
PA	Wyoming	1	$18.53	$71.80	25.81%	1	$19.25	27.30%
PA	York	8	$218.54	$1,642.70	13.30%	8	$206.48	13.16%

PA Recap: 103 stores with sales of $2.59 billion. Total retail food sales for PA in the study: $31.33 billion. Weis Markets share of PA is 8.27%.

Mid-Atlantic Recap: 110 stores with sales of $2.71 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Weis Markets Per Store Average: $24.61 million

Source: *Food Trade News*, June 2022

Metro New York Supermarket Leaders

- ShopRite Dominant At 26%
- Comps Take Hit At Stoppie
- Key Food Pushing Krasdale
- WFM Adds 4, Gains Share
- High Volume TJ's Opens 2

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	182	$11,926.20	25.97%	182	$11,865.90	25.48%
2	Stop & Shop	206	$7,887.29	17.18%	208	$8,388.30	17.90%
3	Krasdale	507	$3,806.37	8.29%	525	$4,300.17	9.18%
4	Key Food	294	$3,353.40	7.30%	288	$3,333.50	7.12%
5	Whole Foods (Amazon Go)	57	$2,146.40	4.67%	53	$2,017.30	4.31%
6	ASG Stores	223	$1,895.57	4.13%	204	$1,836.58	3.92%
7	Albertsons (Acme/Balducci's/Kings)	77	$1,824.90	3.97%	77	$1,748.31	3.73%
8	Trader Joe's	46	$1,301.20	2.83%	44	$1,183.80	2.53%
9	Allegiance (Foodtwn/D'Ags/Gristedes)	109	$1,219.70	2.66%	109	$1,294.78	2.76%
10	King Kullen (Wild By Nature)	34	$687.54	1.50%	34	$687.56	1.47%
		1,735	**$36,048.57**	**78.50%**	**1,724**	**$36,656.20**	**78.24%**

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 $45.9 billion.

Source: *Food Trade News*, June 2022

Metro New York Market Leaders

- Alternates Share Dips To 33.6%
- SR Share Of $69.2B Mkt. Is 17.2%
- Drug Chains Shut 51 Stores
- WM Opens SC In Yaphank, NY
- Costco, Target Show Best Comps

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	ShopRite (PR/FG/Dborn/GG/Fway)	182	$11,926.20	17.24%	182	$11,865.90	17.32%
2	Stop & Shop	206	$7,887.29	11.40%	208	$8,388.30	12.24%
3	Costco	37	$4,362.20	6.31%	37	$4,130.20	6.03%
4	CVS	727	$4,034.20	5.83%	734	$3,907.70	5.70%
5	Walgreens (Duane Reade)	563	$3,997.70	5.78%	588	$3,992.50	5.83%
6	Krasdale	507	$3,806.37	5.50%	525	$4,300.17	6.28%
7	Key Food	294	$3,353.40	4.85%	288	$3,333.50	4.86%
8	BJ's Wholesale Club	52	$2,703.70	3.91%	51	$2,612.30	3.81%
9	Target	101	$2,690.20	3.89%	96	$2,317.00	3.38%
10	Walmart	69	$2,556.00	3.69%	68	$2,371.80	3.46%
11	Whole Foods (Amazon Go)	57	$2,146.40	3.10%	53	$2,017.30	2.94%
12	ASG	223	$1,895.57	2.74%	204	$1,836.58	2.68%
13	Albertsons (Acme/Kings/Balducci's)	77	$1,824.90	2.64%	77	$1,748.31	2.55%
14	7-Eleven	726	$1,691.80	2.38%	718	$1,584.10	2.31%
15	Trader Joe's	46	$1,301.20	1.88%	44	$1,183.80	1.73%
16	Rite Aid	246	$1,245.70	1.80%	265	$1,290.60	1.88%
17	Allegiance (Foodtown/D'Ags/Gristedes)	109	$1,219.70	1.76%	109	$1,294.78	1.89%
18	King Kullen (Wild By Nature)	34	$687.54	0.99%	34	$687.56	1.00%
19	Wegmans	8	$682.30	0.99%	8	$660.40	0.96%
20	Aldi	70	$681.00	0.98%	62	$580.90	0.85%
		4,334	**$60,693.37**	**87.66%**	**4,351**	**$60,103.70**	**87.58%**

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 149. 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: $69.2 billion. ( ) Indicates another banner used by the company. Petroleum sales are not included. Source: *Food Trade News*, June 2022

TAKING STOCK

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in sales primarily in New York City and the surrounding areas of New York and New Jersey.

Key Food had another year of solid growth and has closed the gap with Krasdale for the number one position in New York City. Key now commands 16.9 percent of the five borough business compared to Krasdale's 17.1 percent. Overall, Key Food members operated 298 stores in the region which produced sales of $3.8 billion. During the past 12 months, Key also switched wholesalers and its member stores are now being supplied from a new UNFI distribution center in Allentown, PA. In 2021, it also relocated its headquarters from Staten Island to Matawan, NJ.

It was also a very good year for ASG, which in 2021 was acquired by industry veterans Joe Garcia and Zulema Wiscovitch with the additional help of some private equity capital. The new owners have changed the course of the Port Washington, NY-based retail services firm for the better and along with its strong core banners of Met, Associated, Pioneer it also added high-volume fresh specialist Uncle Giuseppe's and strong regional independent Western Beef to its customer base.

Allegiance Retail Services remained a significant factor in the competitive Big Apple battle, especially in Manhattan where Gristedes and D'Agostino's have significant market shares. Other banners under the Allegiance flag include Foodtown, Pathmark and Green Way Markets. The Iselin, NJ-based co-op now provides services for 111 supermarkets in New York, New Jersey and Pennsylvania whose current retail sales were approximately $1.3 billion.

New York City remains the strongest bastion of independent retailing in the country and those four firms have a firm grip of who services and/or supplies the overwhelming majority of those retail outlets.

However, the past 12 months have been uniquely challenging. Not only in dealing with COVID-related issues and the subsequent supply chain breakdowns, but also in the fact that no single market in the entire country suffered greater population losses than the five boroughs of New York City did. That negative trend is continuing, making the hurdles that independent grocers face daily an even more daunting task.

And while it's still not anywhere close to being a market leader (or even a market presence), we receive more inquiries about Amazon Fresh than any other merchant. So, here's my early overview of Amazon Fresh which currently has only one store open in the market (Warrington, PA) but has nearly 30 more leases signed in the 70-county region including several that will open later this year.

Amazon Fresh – To better assess Amazon Fresh at this early juncture, I visited the four Amazon Fresh units in the Washington, DC area that opened before June as well as the Warrington, PA store which debuted last August. To be blunt, early impressions were not good, unless you buy into the theory that the stores will primarily serve as retail hubs to supplement the parent company's e-commerce business. Or that its "Just Walk Out" technology is a game changer. From a blocking and tackling perspective at store level, execution has been subpar. Amazon Fresh's merchandising approach is quirky at best; store ops are not crisp, and for a company the size of Amazon you'd think in-store service levels would be better. It's still early in the game and Amazon has deeper pockets than almost everyone else, so there's still time to improve, but what's clear thus far is that the company has a long way to go to become a top-flight merchant.

Sheridan's Upcoming Retirement, Lane's Sudden Resignation Portends Big Changes At Wakefern

Based on the number of phone calls, texts and emails we received about Wakefern's executive VP's sudden resignation earlier this month, this was big news for a lot of companies, especially watchers of the Keasbey, NJ grocery co-op.

Let me go on record – I was/am a big Chris Lane fan. When the former Duane Reade executive was named to the EVP post six years ago, many assumed that in due time he would be elevated to the president and COO position, the highest day-to-day job at the Keasbey, NJ company. After all, many argued, Lane would follow in the same path as current president/COO Joe Sheridan who was anointed by Wakefern's board as EVP in 1996 and worked directly under then president/COO Dean Janeway. Fifteen years later, upon Janeway's retirement, Sheridan was named to his current post. If you know anything at

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IN REVIEW: ASG

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	New Haven	2	$7.30	$3,412.60	0.21%	1	$2.22	0.07%
CT Recap: 2 stores with sales of $7.3 million. Total retail food sales for CT in the study: $7.85 billion. ASG share of CT is 0.09%.								
NJ	Bergen	5	$28.93	$3,410.90	0.85%	3	$29.98	0.89%
NJ	Burlington	1	$2.92	$1,833.80	0.16%	1	$2.26	0.13%
NJ	Camden	2	$20.30	$1,824.60	1.11%	2	$15.45	0.89%
NJ	Cumberland	1	$0.03	$604.30	0.00%	2	$3.10	0.54%
NJ	Essex	9	$47.59	$2,152.30	2.21%	11	$38.34	1.84%
NJ	Hudson	3	$16.98	$1,618.20	1.05%	3	$16.22	1.04%
NJ	Mercer	3	$16.79	$1,367.90	1.23%	2	$7.27	0.55%
NJ	Monmouth	5	$17.30	$2,598.70	0.67%	1	$3.67	0.14%
NJ	Morris	1	$8.43	$2,128.70	0.40%	1	$0.14	0.01%
NJ	Ocean	2	$7.04	$2,089.80	0.34%	2	$6.53	0.32%
NJ	Passaic	4	$11.67	$1,338.10	0.87%	5	$34.52	2.71%
NJ	Union	5	$20.62	$1,953.70	1.06%	4	$18.23	1.00%
NJ Recap: 41 stores with sales of $198.6 million. Total retail food sales for NJ in the study: $30.99 billion. ASG share of NJ is 0.64%.								
NY	Bronx	35	$351.30	$3,140.80	11.19%	30	$306.71	9.57%
NY	Brooklyn	51	$497.47	$5,154.20	9.65%	46	$458.14	8.95%
NY	Manhattan	24	$175.65	$5,668.80	3.10%	21	$176.69	3.15%
NY	Nassau	19	$116.90	$5,461.30	2.14%	18	$134.19	2.42%
NY	Queens	26	$187.30	$5,417.10	3.46%	23	$174.22	3.20%
NY	Rockland	2	$14.49	$1,005.70	1.44%	2	$12.43	1.19%
NY	Staten Island	8	$94.56	$1,592.20	5.94%	8	$92.05	5.81%
NY	Suffolk	20	$280.71	$5,965.50	4.71%	22	$314.84	5.32%
NY	Westchester	2	$11.33	$3,619.50	0.31%	3	$17.46	0.47%
NY Recap: 187 stores with sales of $1.73 billion. Total retail food sales for NY in the study: $39.64 billion. ASG share of NY is 4.36%.								
PA	Philadelphia	1	$27.33	$3,685.80	0.74%	2	$32.45	0.87%
PA Recap: 1 store with sales of $27.33 million. Total retail food sales for PA in the study: $31.33 billion. ASG share of PA is 0.09%.								

Mid-Atlantic Recap: 231 stores with sales of $1.96 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
ASG Per Store Average: $8.5 million

Source: *Food Trade News*, June 2022

City of New York Supermarket Leaders

- Krasdale's Indies Remain #1
- Key Getting Closer To Krasdale
- ASG Adds Western Beef, Uncle G's
- WFM, 'Go' Add 3 Manhattan Units
- TJ's Opens In Manhattan, Bklyn

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Krasdale	320	$2,489.60	17.13%	339	$2,902.22	18.23%
2	Key Food	223	$2,456.90	16.91%	219	$2,455.30	16.75%
3	ASG	144	$1,306.28	8.99%	128	$1,207.81	8.13%
4	Stop & Shop	25	$1,036.27	7.13%	25	$1,116.43	7.52%
5	Whole Foods (Amazon Go)	22	$867.30	5.97%	19	$808.30	5.44%
6	ShopRite (Gourmet Garage/Fairway)	14	$848.40	5.84%	14	$827.40	5.57%
7	Allegiance (Foodtown/D'Ags/Gristedes)	75	$778.70	5.36%	73	$813.44	5.48%
8	Trader Joe's	15	$574.80	3.96%	13	$499.80	3.37%
9	Food Bazaar	19	$336.80	2.32%	20	$339.40	2.35%
10	Fine Fare Supermarkets	38	$237.40	1.63%	46	$278.40	1.87%
		895	**$10,932.45**	**75.23%**	**896**	**$11,248.50**	**75.08%**

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

Total supermarket sales for the area are $14.5 billion.

Source: *Food Trade News*, June 2022

City of New York Market Leaders

- Alts. Find Growth Difficult
- Key Pushing Krasdale For Lead
- Costco, Target Post Best Comps
- Drug Share Dips To 18% On Closings
- Amazon Go Units Reopen

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Krasdale	320	$2,489.60	11.87%	339	$2,902.22	13.04%
2	Key Food	225	$2,482.90	11.84%	221	$2,481.30	11.84%
3	Walgreens (Duane Reade)	232	$1,991.70	9.50%	244	$2,018.50	9.63%
4	ASG	144	$1,306.28	6.23%	128	$1,207.81	5.76%
5	CVS	168	$1,104.10	5.26%	170	$1,071.70	5.11%
6	Target	32	$1,071.20	5.11%	27	$818.90	3.91%
7	Stop & Shop	25	$1,036.27	4.94%	25	$1,116.43	5.33%
8	Whole Foods (Amazon Go)	22	$867.30	4.14%	19	$808.30	3.86%
9	ShopRite (Fairway/Gourmet Garage)	14	$848.40	4.05%	14	$827.40	3.95%
10	Allegiance (Foodtown/D'Ags/Gristedes)	75	$778.70	3.71%	73	$813.44	3.88%
11	BJ's Wholesale Club	9	$746.30	3.56%	9	$730.20	3.48%
12	Rite Aid	95	$623.50	2.97%	108	$675.40	3.22%
13	Trader Joe's	15	$574.80	2.74%	13	$499.80	2.38%
14	Food Bazaar	19	$336.80	1.61%	20	$339.40	1.62%
15	7-Eleven	130	$305.00	1.45%	127	$280.90	1.34%
16	Western Beef	17	$239.50	1.14%	14	$192.98	0.87%
17	Fine Fare Supermarkets	38	$237.40	1.13%	46	$278.40	1.33%
18	Morton Williams	15	$182.40	0.87%	15	$174.20	0.83%
19	America's Food Basket (C'bean/Ideal/NSA)	26	$146.40	0.70%	25	$135.10	0.64%
20	Aldi	8	$108.30	0.52%	7	$89.70	0.43%
		1,629	**$17,476.85**	**83.32%**	**1,643**	**$17,462.08**	**83.24%**

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 149. Counties (boroughs) included are: Bronx, Kings/Brooklyn, Manhattan, Queens and Richmond/Staten Island in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $20.97 billion.

Source: *Food Trade News*, June 2022

Long Island Supermarket Leaders

- Stoppie Dominant, Share Slipping
- ShopRite Nassau/Suffolk Sales Flat
- King Kullen Maintains 3rd Place
- Lidl Makes Gains, Opens 4
- Krasdale, ASG, Key Control 18.7%

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Stop & Shop	51	$2,178.59	32.67%	51	$2,300.46	33.74%
2	ShopRite	16	$1,043.00	15.64%	16	$1,021.60	10.33%
3	King Kullen (Wild By Nature)	34	$687.54	10.31%	34	$687.56	10.08%
4	Krasdale	73	$466.69	7.00%	74	$502.97	7.38%
5	ASG	39	$397.61	5.96%	40	$449.03	6.59%
6	Key Food	29	$385.00	5.77%	28	$414.40	6.08%
7	Lidl	20	$283.80	4.26%	16	$236.50	3.47%
8	Whole Foods	6	$241.00	3.61%	5	$194.90	2.86%
9	Trader Joe's	7	$216.80	3.25%	7	$205.40	3.01%
10	Uncle Giuseppe's	7	$132.50	1.99%	7	$128.60	1.89%
		282	**$6,032.53**	**90.47%**	**278**	**$6,141.42**	**90.07%**

The chart above lists the top 10 supermarket retailers in the Long Island market. Counties included are: Nassau and Suffolk in NY. ( ) Indicates another banner used by the company. Petroleum sales are not included.
Total supermarket sales for the area are $6.7 billion.

Source: *Food Trade News*, June 2022

Long Island Market Leaders

- Alt. Channel Share Grows to 42.3%
- Stoppie Still Atop Leaderboard
- Costco Avg. Volume Incredible
- Target, Walmart Control 10.1%
- Drug Share Declines, Now At 12%

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Stop & Shop	51	$2,178.59	19.07%	51	$2,300.46	20.08%
2	ShopRite	16	$1,043.00	9.13%	16	$1,021.60	8.92%
3	Costco	8	$937.80	8.21%	8	$919.20	8.02%
4	CVS	140	$771.50	6.75%	142	$765.90	6.68%
5	BJ's Wholesale Club	12	$699.80	6.12%	11	$643.60	5.62%
6	King Kullen (Wild By Nature)	34	$687.54	6.02%	34	$687.56	6.00%
7	7-Eleven	279	$677.00	5.92%	273	$612.40	5.34%
8	Walmart (Neighborhood Mkt)	13	$621.90	5.44%	12	$537.40	4.69%
9	Target	18	$531.40	4.65%	18	$513.50	4.48%
10	Krasdale	73	$466.69	4.08%	74	$502.97	4.39%
11	ASG	39	$397.61	3.48%	40	$449.03	3.92%
12	Key Food	29	$385.00	3.37%	28	$414.40	3.62%
13	Walgreens (Duane Reade)	56	$378.00	3.31%	56	$354.70	3.10%
14	Lidl	20	$283.80	2.48%	16	$236.50	2.06%
15	Whole Foods	6	$241.00	2.11%	5	$194.90	1.70%
16	Rite Aid	48	$220.00	1.93%	49	$215.10	1.88%
17	Trader Joe's	7	$216.80	1.90%	7	$205.40	1.79%
18	Uncle Giuseppe's	7	$132.50	1.16%	7	$128.60	1.12%
19	IGA	13	$100.36	0.88%	13	$104.59	0.91%
20	Stew Leonard's	2	$100.00	0.88%	2	$106.80	0.93%
		871	**$11,070.29**	**96.88%**	**862**	**$10,914.61**	**95.26%**

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, Target and Walmart are extrapolated to include comparable supermarket categories, as explained on page 149. Counties included are: Nassau and Suffolk in NY. Petroleum sales are not included. ( ) Indicates another banner used by the company..

Total food sales for the area are: $11.4 billion.

Source: *Food Trade News*, June 2022

DIRECTORY OF RETAILERS

From page 30

Web: rednersmarkets.com
Chairman: Richard Redner
Pres: Ryan Redner
COO: Gary M. Redner
VP-Procurement: Dan Eberhart
VP/General Counsel: Jason Hopp
VP-Finance: Richard Rabenold
VP-Groc. Ops.: William Wallace
VP-Perishables: Gary O'Brien
VP-HR: Robert McDonough
VP-IT: Nicholas Hidalgo
Primary Supplier: UNFI
Area Stores: 35
Area Vol.: $871.7 million

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

Save A Lot
400 Northwest Plaza Dr.
St. Ann, MO 63074
Phone: (314) 592-9100
Web: savealot.com
CEO: Leon Bergmann
Supplier: Direct
Area Stores: 51
Area Vol.: $305.0 million

Seabra's Supermarkets
574 Ferry St.
Newark, NJ 07105
Phone: (973) 491-0399
Web: seabrafoods.com
Primary Supplier: C&S Wholesale Grocers
Area Stores: 11
Area Vol.: $76.6 million

Sharp Shopper
1110 Sharp Ave.
Ephrata, PA 17522
Phone: (717) 733-9555
Web: sharpshopper.net
Owners: Dennis & Bonnie Sharp
Primary Supplier: Direct
Area Stores: 4
Area Vol.: $44.7 million

ShopRite
5000 Riverside Dr.
Keasby, NJ 08832
Phone: (908) 527-3300
Web: shoprite.com
Chmn/CEO: Joseph Colalillo
Pres./COO: Joseph Sheridan
Area Stores: 280 (Includes Price Rite, Fresh Grocer, Dearborn Market, Gourmet Garage, Fairway Market)
Area Vol.: $16.82 billion
**This is the retail arm of wholesaler grocery co-op Wakefern Food Corp. All of the ShopRite stores are independently owned. All of the Price Rite stores are corporately owned.*

Sprouts
5455 E. High St., Ste. 111
Phoenix, AZ 85054
Phone: (480) 814-8016
Web: sprouts.com
CEO: Jack Sinclair
CFO: Lawrence "Chip" Malloy
Pres./COO: Nick Konat
Chief Store Operations Officer: Dan Sanders
Chief Fresh Merch. Officer: Scott Neal
SVP/CMO: Gil Phillips
SVP-Chief Forager.: Kim Coffin
SVP-Supply Chain: Joe Hurley
SVP-East: Dan Croce
Primary Supplier: Direct/Kehe
Area Stores: 4
Area Vol.: $87.6 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
Area Stores: 6
Area Vol.: $403.0 million

Stop & Shop Supermarket Co.
New York Metro
Div. of Ahold USA
287 Bowman Ave.
Purchase, NY 10577
Phone: (914) 251-2800
Web: stopandshop.com
Pres.: Gordon Reid
SVP-Fresh: Peter Poutre
SVP-Merch. Services, Planning, Execution: Marwan Fakhouri
VP-Cat. Mgmt.: Joel Brissenden
VP-Merch. Planning, Exec.: Rudy DiPietro
Primary Supplier: Direct/C&S Wholesale Grocers
Area Stores: 209
Area Vol.: $7.97 billion

Super Supermarkets
525 Irvington Ave.
Newark, NJ 07106
Pres.: Mitchel Lopez

See **DIRECTORY** on page 100

MAFTO RECENTLY MADE A DONATION TO SMALL THINGS AT THE charity's facilities in Philadelphia, PA. On hand were (l-r) Barb Delp and Vito Baldini, Small Things; Andy Morfopoulos, MAFTO board member and chairman of the Community Care Package committee); JJ Brennan, MAFTO President; Noelle Allen, Small Things; and Mark Phander, MAFTO Chairman past-president.

TAKING STOCK

from page 74

all about Wakefern, you'd recognize how deliberate the "changing of the guard" process is at the co-op. To wit, when Janeway succeeded Jerry Yaguda as president and COO in 1996, he had served a similar EVP apprenticeship for six years.

There was never a guarantee that Lane would be named to replace Sheridan. On a relative basis, a six-year wait in the "on deck" circle might seem lengthy, it's really not when analyzing Wakefern's history.

Six years ago, when I wrote a piece in this column about Chris Lane's promotion, a lot of the industry buzz centered on Lane beating out another Wakefern veteran – Jeff Reagan, who had been with co-op longer than Lane – for the EVP spot (both were senior VPs at the time; Regan left Wakefern in early 2022).

When Sheridan was first promoted to EVP 26 years ago, the industry was much more stable and far less diverse. And since Sheridan took the helm 11 years ago, he has guided Wakefern masterfully through the seminal changes that have impacted the grocery business as well as managing internal affairs at Wakefern, especially his handling of the board, which one board member several years ago compared to "herding 50 rambunctious cats with big egos."

So as Wakefern's only EVP, Lane would be facing significantly different hurdles than Sheridan or Janeway did when they were named to that position in the 1990s. External challenges such as dealing with the emergence and growth of other trade channels, developing the company's e-commerce strategy and building an executive team of his own. The latter element was not only vital for Lane's potential personal growth but was important because the leadership team at Wakefern - one of the best in the entire grocery business – was beginning to age.

And give credit to Sheridan and Wakefern chairman and CEO Joe Colalillo for allowing Lane the freedom to innovate and guide the company with new or different initiatives than in the past. The industry was evolving rapidly and Lane certainly had the intellect and cojones to think outside the box.

Over the last five years, my colleague Kevin Gallagher and I have talked to at least two dozen Wakefern members about their view of Lane. Honestly, opinions were split between those who felt Lane's tenure had not been effective and those who praised him for guiding the company in a slightly different direction.

"Chris Lane is a much different personality than Joe Sheridan or even Dean Janeway for that matter," said one large ShopRite member/owner who was saddened by Lane's resignation. "A lot of outsiders view Wakefern's internal dynamics as being 'old guard vs. new guard,' but that's not really accurate. All of us are successful businessmen and are opinionated about what's best for our business; but we never lose sight that the co-op

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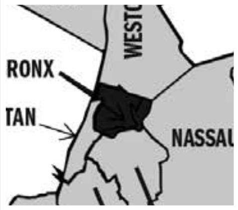
NEW YORK COUNTY SHARE OF MARKET: 2022

Total sales for those New York counties included in the study are $39.64 billion

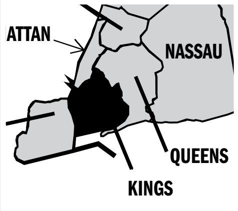


BRONX COUNTY ($3.1 billion)

- Population 1,424,948
- # of Households 510,135
- Median Income $41,895
- Under age 18...................... 24.6%
- Over age 65........................ 13.3%

- Female 52.8%
- White 9.0%
- Black.................................. 43.6%
- Hispanic 56.4%
- Asian.................................... 4.6%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Krasdale (CTwn/Bravo/Stop1/MktFresh)	72	$642.97	20.47%
2	Key Food	48	$478.40	15.23%
3	ASG (Associated/Compare/Met/Pioneer)	35	$351.30	11.19%
4	Stop & Shop	5	$195.07	6.21%
5	Walgreens (Duane Reade)	25	$190.60	6.07%
6	BJ's Wholesale Club	2	$157.10	5.00%
7	Allegiance (Foodtown)	10	$119.50	3.80%
8	Rite Aid	18	$113.10	3.60%
9	Fine Fare Supermarkets	16	$101.20	3.22%
10	Target	3	$101.10	3.22%
11	CVS	12	$77.50	2.47%
12	Western Beef	7	$73.20	2.33%
13	Food Bazaar	5	$70.80	2.25%
14	ShopRite	1	$46.90	1.49%
15	Aldi	3	$28.30	0.90%
16	7-Eleven	7	$15.70	0.50%
17	Morton Williams	1	$7.30	0.23%
		270	**$2,770.04**	**88.20%**

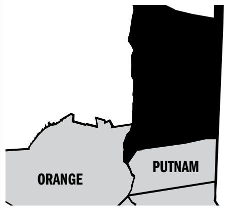


BROOKLYN ($5.2 billion)

- Population 2,641,052
- # of Households 972,314
- Median Income $63,973
- Under age 18...................... 22.7%
- Over age 65........................ 14.4%

- Female 52.6%
- White 36.8%
- Black.................................. 33.8%
- Hispanic 18.9%
- Asian.................................. 12.7%

1	Key Food	67	$747.00	14.49%
2	Krasdale (CTwn/Bravo/AIM/Stop1/ShopSmt/MktFrsh)	93	$723.04	14.03%
3	ASG (Associated/Compare/Met/Pioneer)	51	$497.47	9.65%
4	Costco	1	$278.30	5.40%
5	BJ's Wholesale Club	3	$276.80	5.37%
6	Allegiance (Foodtown/Gristedes)	17	$261.50	5.07%
7	Walgreens (Duane Reade)	48	$239.70	4.65%
8	Target	7	$221.60	4.30%
9	Rite Aid	31	$208.40	4.04%
10	CVS	29	$190.50	3.70%
11	Stop & Shop	4	$174.76	3.39%
12	ShopRite	2	$158.10	3.07%
13	Food Bazaar	7	$156.40	3.03%
14	Whole Foods	3	$131.70	2.56%
15	Trader Joe's	3	$108.40	2.10%
16	Wegmans	1	$101.20	1.96%
17	America's Food Basket (Caribbean/Ideal/NSA)	16	$83.10	1.61%
18	7-Eleven	19	$45.10	0.88%
19	Aldi	3	$41.10	0.80%
20	Western Beef	3	$39.80	0.77%
21	Fine Fare Supermarkets	6	$31.80	0.62%
22	Military Commissaries	1	$8.42	0.16%
		415	**$4,724.19**	**91.66%**



DUTCHESS COUNTY ($1.1 billion)
(Includes Beacon, Hyde Park, Poughkeepsie)

- Population 297,112
- # of Households 110,095
- Median Income $81,842
- Under age 18...................... 18.7%
- Over age 65........................ 18.1%

- Female 50.3%
- White 70.7%
- Black.................................. 12.1%
- Hispanic 12.9%
- Asian.................................... 3.7%

1	ShopRite	4	$217.50	20.69%
2	Stop & Shop	5	$211.49	20.12%
3	Hannaford	3	$113.50	10.80%
4	Walmart (SuperCenter)	1	$73.80	7.02%
5	Northeast Grocery Inc. (Price Chopper/Tops)	3	$72.80	6.92%
6	CVS	12	$60.30	5.74%
7	Albertsons	2	$45.60	4.34%
8	BJ's Wholesale Club	1	$41.90	3.99%
9	Sam's Club	1	$39.90	3.80%
10	Adam's Fairacre Farms	2	$33.40	3.18%
11	Rite Aid	8	$30.80	2.93%
12	Allegiance (Foodtown)	2	$26.00	2.47%
13	Target	1	$20.80	1.98%
14	Walgreens	4	$20.40	1.94%
15	Aldi	1	$10.20	0.97%
16	Cumberland Farms	4	$9.10	0.87%
17	Key Food	1	$6.90	0.66%
18	IGA	2	$6.45	0.61%
19	XtraMart	1	$2.50	0.24%
20	7-Eleven	1	$2.30	0.22%
21	Circle K	1	$2.30	0.22%
		60	**$1,047.94**	**99.68%**

See NEW YORK COUNTY SHARE on page 89

NEW YORK COUNTY SHARE OF MARKET: 2022

Continued from page 88

MANHATTAN ($5.7 billion)

- Population 1,576,876
- # of Households 758,720
- Median Income $89,812
- Under age 18...................... 14.3%
- Over age 65........................ 17.0%
- Female 52.6%
- White 47.2%
- Black.................................. 17.8%
- Hispanic 25.6%
- Asian.................................. 12.8%

1	Walgreens (Duane Reade)	95	$1,003.40	17.70%
2	Whole Foods (Amazon Go)	19	$735.60	12.98%
3	Target	13	$437.10	7.71%
4	CVS	65	$388.40	6.85%
5	Key Food	30	$359.90	6.35%
6	Trader Joe's	9	$331.70	5.85%
7	Costco	1	$313.40	5.53%
8	Allegiance (Foodtown/D'Ags/Gristedes)	38	$289.20	5.10%
9	Krasdale	48	$285.81	5.04%
10	ShopRite (Fairway/Gourmet Garage)	7	$230.70	4.07%
11	ASG (Associated/Compare/Met/Pioneer)	24	$175.65	3.10%
12	Morton Williams	14	$175.10	3.09%
13	Rite Aid	19	$123.80	2.18%
14	7-Eleven	46	$113.60	2.00%
15	Fine Fare Supermarkets	11	$80.30	1.42%
16	Aldi	1	$21.10	0.37%
17	America's Food Basket (Ideal)	2	$16.40	0.29%
18	Western Beef	1	$16.20	0.29%
19	Lidl	1	$7.10	0.13%
		444	**$5,104.46**	**90.04%**

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

- Population 1,390,907
- # of Households 449,967
- Median Income $120,036
- Under age 18...................... 21.4%
- Over age 65........................ 18.2%
- Female 51.2%
- White 58.5%
- Black.................................. 13.1%
- Hispanic 17.5%
- Asian.................................. 10.9%

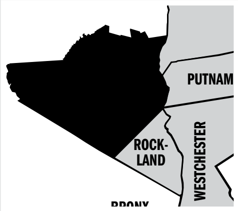
1	Stop & Shop	23	$949.42	17.38%
2	ShopRite	6	$468.20	8.57%
3	CVS	71	$460.30	8.43%
4	Costco	3	$388.00	7.10%
5	BJ's Wholesale Club	6	$371.20	6.80%
6	Walmart (SC/Neighborhood Mkt)	6	$317.40	5.81%

See NEW YORK COUNTY SHARE on page 90

NEW YORK COUNTY SHARE OF MARKET: 2022

Continued from page 89

7	Key Food	22	$300.80	5.51%
8	King Kullen (Wild By Nature)	14	$295.25	5.41%
9	Target	8	$268.20	4.91%
10	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	29	$244.81	4.48%
11	7-Eleven	101	$235.40	4.31%
12	Walgreens (Duane Reade)	27	$203.40	3.72%
13	Trader Joe's	5	$159.20	2.92%
14	Whole Foods	4	$158.70	2.91%
15	ASG (Associated/Compare/Met/Pioneer)	19	$116.90	2.14%
16	Lidl	7	$107.40	1.97%
17	Rite Aid	20	$95.50	1.75%
18	Uncle Giuseppe's	3	$62.30	1.14%
19	Western Beef	4	$55.90	1.02%
20	Stew Leonard's	1	$51.00	0.93%
21	Allegiance (Foodtown)	5	$48.80	0.89%
22	IGA	2	$17.16	0.31%
23	Albertsons (Kings)	1	$14.10	0.26%
24	America's Food Basket (Ideal)	3	$13.30	0.24%
25	Food Bazaar	1	$12.20	0.22%
26	Aldi	1	$11.70	0.21%
27	Cumberland Farms	3	$5.80	0.11%
28	Circle K	1	$3.90	0.07%
29	Quick Chek	1	$2.70	0.05%
30	Military Commissaries	1	$2.46	0.05%
		398	**$5,441.40**	**99.64%**



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

- Population 404,525
- # of Households 130,428
- Median Income $80,816
- Under age 18 .... 25.5%
- Over age 65 .... 14.3%
- Female 49.9%
- White 62.7%
- Black 13.2%
- Hispanic 21.6%
- Asian 3.0%

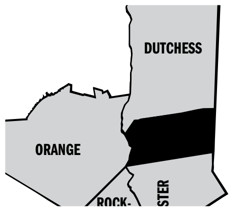
1	ShopRite	5	$285.40	21.35%
2	Walmart (Supercenter)	3	$226.70	16.96%
3	Northeast Grocery Inc. (Price Chopper/Mkt 32)	4	$164.20	12.28%
4	Hannaford	4	$152.10	11.38%
5	CVS	17	$85.60	6.40%
6	Stop & Shop	3	$75.84	5.67%

See **NEW YORK COUNTY SHARE** on page 91

NEW YORK COUNTY SHARE OF MARKET: 2022

Continued from page 90

7	BJ's Wholesale Club	2	$72.40	5.42%
8	Target	4	$67.80	5.07%
9	Walgreens	8	$45.10	3.37%
10	Allegiance (Foodtown)	2	$32.60	2.44%
11	Aldi	3	$26.20	1.96%
12	Quick Chek	8	$17.80	1.33%
13	Cumberland Farms	7	$16.20	1.21%
14	Rite Aid	4	$15.80	1.18%
15	Adam's Fairacre Farms	1	$13.90	1.04%
16	Save A Lot	2	$11.40	0.85%
17	Military Commissaries	1	$10.05	0.75%
18	7-Eleven	2	$5.90	0.44%
		80	**$1,324.99**	**99.12%**



PUTNAM COUNTY ($240.8 million)
(Includes Brewster, Carmel, Mahopac)

- Population 97,936
- # of Households 34,915
- Median Income $107,246
- Under age 18...................... 19.4%
- Over age 65........................ 18.0%
- Female 50.1%
- White 77.1%
- Black.................................. 3.9%
- Hispanic 16.4%
- Asian.................................. 2.3%

1	Albertsons (Acme)	3	$60.50	25.12%
2	ShopRite	1	$52.70	21.89%
3	Rite Aid	4	$50.80	21.10%
4	Northeast Grocery Inc. (Tops)	1	$15.00	6.23%
5	CVS	2	$12.30	5.11%
6	Allegiance (Foodtown)	1	$12.00	4.98%
7	Krasdale (AIM)	2	$10.07	4.18%
8	IGA	1	$5.70	2.37%
9	America's Food Basket (Ideal)	1	$5.20	2.16%
10	Key Food	1	$3.10	1.29%
		17	**$227.37**	**94.42%**

See NEW YORK COUNTY SHARE on page 92

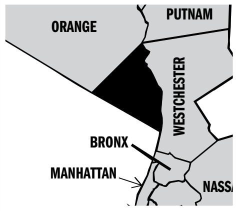
NEW YORK COUNTY SHARE OF MARKET: 2022

Continued from page 91

QUEENS COUNTY ($5.4 billion)

- Population 2,331,143
- # of Households 783,362
- Median Income $72,028
- Under age 18...................... 20.0%
- Over age 65........................ 16.3%
- Female 51.5%
- White 24.9%
- Black.................................. 20.7%
- Hispanic 28.2%
- Asian.................................. 26.9%

1	Key Food	70	$785.40	14.50%
2	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	97	$779.56	14.39%
3	Walgreens (Duane Reade)	54	$487.20	8.99%
4	Costco	2	$484.40	8.94%
5	Stop & Shop	11	$416.61	7.69%
6	CVS	43	$340.20	6.28%
7	BJ's Wholesale Club	4	$312.40	5.77%
8	Target	6	$226.20	4.18%
9	ASG (Associated/Compare/Met/Pioneer)	26	$187.30	3.46%
10	Rite Aid	24	$162.80	3.01%
11	Trade Fair	8	$118.10	2.18%
12	Food Bazaar	7	$109.60	2.02%
13	7-Eleven	45	$99.90	1.84%
14	Trader Joe's	2	$91.60	1.69%
15	Allegiance (Foodtown)	8	$80.10	1.48%
16	Western Beef	4	$78.40	1.44%
17	ShopRite	1	$55.80	1.03%
18	America's Food Basket (Ideal/NSA)	8	$46.90	0.87%
19	IGA	2	$26.00	0.48%
20	Fine Fare Supermarkets	5	$24.10	0.44%
21	Lidl	1	$17.90	0.33%
22	Aldi	1	$17.80	0.33%
		428	**$4,930.17**	**91.01%**



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

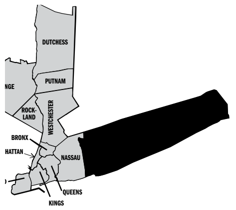
- Population 339,227
- # of Households 101,167
- Median Income $94,840
- Under age 18...................... 28.4%
- Over age 65........................ 15.9%
- Female 50.9%
- White 62.7%
- Black.................................. 13.1%
- Hispanic 18.4%
- Asian.................................... 6.2%

1	ShopRite	5	$385.70	38.35%
2	Costco	1	$141.10	14.03%
3	Stop & Shop	4	$113.08	11.24%
4	CVS	12	$67.20	6.68%
5	BJ's Wholesale Club	1	$45.30	4.50%
6	Target	2	$43.60	4.34%
7	Walgreens	5	$40.90	4.07%
8	Key Food	2	$39.10	3.89%
9	Krasdale (AIM/Bravo)	3	$25.42	2.53%
10	Aldi	2	$21.80	2.17%
11	Walmart	1	$20.80	2.07%
12	7-Eleven	8	$19.10	1.90%
13	ASG (Associated/Compare/Met/Pioneer)	2	$14.49	1.44%
14	Allegiance (Foodtown)	1	$10.30	1.02%
15	Rite Aid	1	$4.60	0.46%
16	America's Food Basket (Ideal/NSA)	1	$4.10	0.41%
		51	**$996.59**	**99.09%**

STATEN ISLAND ($1.6 billion)

- Population 493,494
- # of Households 167,160
- Median Income $85,381
- Under age 18...................... 21.8%
- Over age 65........................ 16.7%
- Female 51.4%
- White 59.6%
- Black.................................. 10.9%
- Hispanic 18.6%
- Asian.................................. 10.9%

11	ShopRite	3	$356.90	22.42%
2	Costco	1	$297.40	18.68%
3	Stop & Shop	5	$249.83	15.69%
4	CVS	19	$107.50	6.75%
5	ASG (Associated/Compare/Met/Pioneer)	8	$94.56	5.94%
6	Key Food	8	$86.20	5.41%
7	Target	3	$85.20	5.35%
8	Walgreens (Duane Reade)	10	$70.80	4.45%
9	Krasdale (ShopSmart/MktFresh/Stop1)	10	$58.22	3.66%
10	Trader Joe's	1	$43.10	2.71%
11	Allegiance (Foodtown)	2	$28.40	1.78%
12	7-Eleven	11	$24.80	1.56%
13	Western Beef	1	$18.60	1.17%
14	Rite Aid	3	$15.40	0.97%
15	Lidl	1	$9.60	0.60%
		87	**$1,559.81**	**97.97%**



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

- Population 1,526,344
- # of Households 495,667
- Median Income $105,362
- Under age 18...................... 20.9%
- Over age 65........................ 17.3%
- Female 50.8%
- White 66.6%
- Black.................................... 8.8%
- Hispanic 20.2%
- Asian.................................... 4.2%

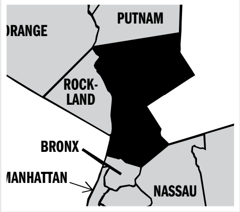
1	Stop & Shop	28	$1,229.17	20.60%
2	ShopRite	10	$574.80	9.64%
3	Costco	5	$549.80	9.22%
4	7-Eleven	178	$441.60	7.40%
5	King Kullen (Wild By Nature)	20	$392.29	6.58%
6	BJ's Wholesale Club	6	$328.60	5.51%

See NEW YORK COUNTY SHARE on page 93

NEW YORK COUNTY SHARE OF MARKET: 2022

Continued from page 92

7	CVS	69	$311.20	5.22%
8	Walmart (Supercenter)	7	$304.50	5.10%
9	ASG (Associated/Compare/Met/Pioneer)	20	$280.71	4.71%
10	Target	10	$263.20	4.41%
11	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	44	$221.88	3.72%
12	Lidl	13	$176.40	2.96%
13	Walgreens	29	$174.60	2.93%
14	Rite Aid	28	$124.50	2.09%
15	Key Food	7	$84.20	1.41%
16	IGA	11	$83.20	1.39%
17	Whole Foods	2	$82.30	1.38%
18	Aldi	9	$79.40	1.33%
19	Uncle Giuseppe's	4	$70.20	1.18%
20	Trader Joe's	2	$57.60	0.97%
21	Stew Leonard's	1	$49.00	0.82%
22	Sam's Club	1	$35.70	0.60%
23	The Fresh Market	1	$16.90	0.28%
24	Kmart	1	$13.20	0.22%
25	Quick Chek	5	$11.70	0.20%
26	Food Bazaar	1	$10.00	0.17%
27	Cumberland Farms	4	$7.10	0.12%
28	America's Food Basket (Ideal)	1	$3.00	0.05%
		517	**$5,976.75**	**100.19%***



WESTCHESTER COUNTY ($3.6 billion)
(Includes New Rochelle, White Plains, Yonkers)

- Population 997,895
- # of Households 353,485
- Median Income $99,489
- Under age 18...................... 21.7%
- Over age 65........................ 17.4%
- Female 51.5%
- White 52.6%
- Black................................. 16.7%
- Hispanic 25.5%
- Asian.................................. 6.5%

1	ShopRite (Fairway)	10	$638.50	17.64%
2	Stop & Shop	15	$603.06	16.66%
3	CVS	58	$371.20	10.26%
4	Costco	3	$333.60	9.22%
5	Albertsons (Acme/Kings)	13	$272.20	7.52%
6	Krasdale (AIM/CTwn/Bravo/Stop1/MktFrsh)	32	$241.54	6.67%
7	Whole Foods	4	$181.40	5.01%
8	BJ's Wholesale Club	2	$105.20	2.91%
9	Stew Leonard's	1	$97.00	2.68%
10	Walgreens (Duane Reade)	15	$93.70	2.59%
11	Trader Joe's	3	$90.40	2.50%
12	Target	3	$88.40	2.44%
13	Allegiance (Foodtown)	8	$88.10	2.43%
14	Sam's Club	1	$82.30	2.27%
15	Wegmans	1	$72.70	2.01%
16	Key Food	8	$60.70	1.68%
17	Walmart	1	$41.20	1.14%
18	Uncle Giuseppe's	1	$23.70	0.65%
19	Food Bazaar	1	$22.60	0.62%
20	7-Eleven	10	$22.40	0.62%
21	The Fresh Market	1	$16.40	0.45%
22	Rite Aid	5	$16.10	0.44%
23	MOM's Organic Market	1	$13.00	0.36%
24	ASG (Associated/Compare/Met/Pioneer)	2	$11.33	0.31%
25	America's Food Basket (Ideal)	2	$9.90	0.27%
26	Save A Lot	1	$5.30	0.15%
		202	**$3,601.93**	**99.51%**

( ) 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 2022

IN REVIEW: STOP & SHOP

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	22	$827.13	$3,694.80	22.39%	22	$887.70	24.39%
CT	Litchfield	7	$247.73	$739.60	33.50%	7	$263.89	33.32%
CT	New Haven	19	$855.74	$3,412.60	25.08%	19	$845.73	25.67%

CT Recap: 48 stores with sales of $1.93 billion. Total retail food sales for CT in the study: $7.85 billion. Stop & Shop share of CT is 24.6%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen	12	$351.57	$3,410.90	10.31%	12	$381.96	11.40%
NJ	Essex	3	$120.10	$2,152.30	5.58%	3	$121.50	5.84%
NJ	Hudson	2	$66.55	$1,618.20	4.11%	2	$71.03	4.56%
NJ	Hunterdon	1	$26.29	$446.30	5.89%	1	$27.82	6.37%
NJ	Mercer	1	$30.16	$1,367.90	2.20%	1	$31.22	2.36%
NJ	Middlesex	7	$172.87	$2,505.30	6.90%	7	$189.75	7.81%
NJ	Monmouth	6	$155.28	$2,598.70	5.98%	6	$173.85	6.86%
NJ	Morris	4	$160.62	$2,128.70	7.55%	4	$173.82	8.35%
NJ	Ocean	7	$240.09	$2,089.80	11.49%	7	$258.47	12.76%
NJ	Passaic	5	$178.32	$1,338.10	13.33%	5	$194.38	15.26%
NJ	Somerset	4	$98.64	$1,259.90	7.83%	4	$102.35	8.33%
NJ	Sussex	1	$47.22	$627.30	7.53%	1	$48.82	7.40%
NJ	Union	5	$147.10	$1,953.70	7.53%	5	$154.30	8.48%
NJ	Warren	1	$24.14	$460.20	5.25%	1	$25.52	5.86%

NJ Recap: 59 stores with sales of $1.82 billion. Total retail food sales for NJ in the study: $30.99 billion. Stop & Shop share of NJ is 5.87%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx	5	$195.07	$3,140.80	6.21%	5	$197.08	6.15%
NY	Brooklyn	4	$174.76	$5,154.20	3.39%	4	$178.44	3.49%
NY	Dutchess	5	$211.49	$1,051.30	20.12%	5	$226.34	22.24%
NY	Nassau	23	$949.42	$5,461.30	17.38%	23	$1,013.02	18.29%
NY	Orange	3	$75.84	$1,336.80	5.67%	3	$81.09	6.23%
NY	Queens	11	$416.61	$5,417.10	7.69%	11	$470.17	8.64%
NY	Rockland	4	$113.08	$1,005.70	11.24%	5	$132.47	12.64%
NY	Staten Island	5	$249.83	$1,592.20	15.69%	5	$270.74	17.08%
NY	Suffolk	28	$1,229.17	$5,965.50	20.60%	28	$1,287.44	21.75%
NY	Westchester	15	$603.06	$3,619.50	16.66%	15	$663.96	17.78%

NY Recap: 103 stores with sales of $4.22 billion. Total retail food sales for NY in the study: $39.64 billion. Stop & Shop share of NY is 10.64%.

Mid-Atlantic Recap: 209 stores with sales of $7.97 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Stop & Shop Per Store Average: $38.12 million

Source: *Food Trade News*, June 2022

The Giant Company recently announced that **Jennifer Heinzen Krueger** has been named VP-team experience effective May 30. She replaces Matt Lutcavage who is pursuing a new opportunity outside of the company.

In her new position, Krueger will lead the human resources team, focusing on fostering a culture of care and innovation and delivering an enhanced experience for more than 35,000 team members. Her areas of responsibility will include people strategy, talent management, organizational development, diversity and inclusion, communications, corporate social responsibility, change management, training and development, and total rewards. Krueger will report directly to Nicholas Bertram, president.

Jennifer Heinzen Krueger

Brian Benes

Kyla Caponigro

Krueger began her grocery career as a customer operations manager with The Giant Company in 1998. Over the past 23 years, she has held a variety of positions in increasing responsibility across the Giant and Ahold Delhaize organizations focused on team member development and training. Most recently, Krueger served as chief learning officer and VP-learning and development at Ahold Delhaize.

“Jen is an industry expert in learning and organizational development and is a role model for curiosity and continuous learning,” said Bertram. “I’m thrilled to welcome her back to The Giant Company and to my leadership team and look forward to her contributions as we continue our strategic growth.”

Krueger has a Ph.D. in workforce development and education from Penn State University and an MBA in business management from Monmouth University. She serves as the programming officer for NextUp’s (formerly the Network of Executive Women) Pennsylvania chapter.

Added Bertram, “Matt played a significant role in building our purpose-led company and in bringing our team promises to life. He will be missed by many, and we wish him well as he begins his new adventure.”

Advantage Group International recently announced the appointment of **Brian Benes** as director of client services, USA. He joins the global organization headquartered in Canada to provide organizational, sales and client service leadership in the USA marketplace.

Benes brings more than 15 years of retail and consumer packaged goods (CPG) experience to his new position, including his most recent position as insights manager at C.A. Fortune in Chicago. In that role, he managed insights, created compelling sales stories and worked closely with over 30 client brands to achieve their objectives. Brian has also held client

See **PEOPLE**
on page 169

DELAWARE COUNTY SHARE OF MARKET: 2022

Total sales for the one Delaware county included in the study are $2.1 billion.

NEW CASTLE COUNTY ($2.1 billion)
(Includes New Castle, Wilmington)

Population	571,708	Female	51.6%
# of Households	209,431	White	56.3%
Median Income	$75,275	Black	26.4%
Under age 18	21.4%	Hispanic	10.4%
Over age 65	16.1%	Asian	5.8%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Albertsons (Acme/Safeway)	14	$413.40	19.82%
2	ShopRite	6	$326.20	15.64%
3	Wawa	29	$256.20	12.29%
4	Walgreens	38	$197.10	9.45%
5	BJ's Wholesale Club	3	$132.30	6.34%
6	Giant Food	3	$104.59	5.02%
7	Target	3	$78.00	3.74%
8	Walmart (SuperCenter)	3	$76.80	3.68%
9	Rite Aid	22	$64.70	3.10%
10	Food Lion	7	$64.10	3.07%
11	CVS	13	$63.10	3.03%
12	Costco	1	$44.70	2.14%
13	Trader Joe's	2	$38.50	1.85%
14	7-Eleven	15	$30.00	1.44%
15	Aldi	3	$24.20	1.16%
16	Dash-In	11	$24.10	1.16%
17	Royal Farm Stores	8	$19.30	0.93%
18	Fas-Marts	12	$18.30	0.88%
19	Sprouts	1	$18.10	0.87%
20	Save A Lot	3	$13.90	0.67%
21	C&S Independents	7	$12.90	0.62%
22	Great Valu	1	$10.80	0.52%
23	IGA	1	$7.02	0.34%
24	Tri-State Co-Op	1	$6.90	0.33%
25	Lidl	1	$6.60	0.32%
26	Circle K	2	$4.00	0.19%
		210	**$2,055.81**	**98.59%**

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

Source: *Food Trade News*, June 2022

TAKING STOCK

from page 85

is the foundation of all of our businesses. I appreciated Chris' passion – he wasn't afraid to try new things. And change is always difficult especially with so much disruption including COVID to contend with. Along with Joe and his team, Chris helped accelerate our online platform (ShopRite From Home) - which I'm a strong believer in but others aren't, because it's a money losing proposition today. But if we didn't have an e-commerce presence – one that is improving – we wouldn't have a business in five years. Chris was a strong personality. I think his departure is a damaging blow."

Oh, there's one more important fact that affects this whole scenario. Earlier, I mentioned that over the past six years there have been some significant retirements by Wakefern executives who contributed greatly to the company's success over the past 25-40 years. Additionally, several other members of the co-op's leadership team, including the aforementioned Reagan, VP-merchandising Parag Shah and SVP-marketing Erik Keptner, have also left Wakefern.

In the past few months, Joe Sheridan also told the board that his retirement date would occur in October 2023 (more on the great job Sheridan did in his nearly 50-year career in a future issue). Suddenly, there's a potential huge void at the top of Wakefern's leadership. Within a day of Lane's resignation, the co-op announced that it will shortly begin a search to replace Sheridan. Sources told us that both internal and external candidates will be interviewed.

And now the handicapping has begun with no fewer than 50 readers already chiming in. Internally, Bill Mayo (SVP-chief administrative officer and a 27-year Wakefern veteran) and Steve Henig (SVP-chief customer officer who's been with the co-op for 30 years) are the names we've heard most. Externally, the prognosticating was less clear.

However, the feelings of one large broker executive, who's called on the company for more than 25 years, seemed to summarize those of other observers: "If Wakefern goes outside the organization to name Sheridan's replacement, he better have an understanding of how the Metro New York and Philadelphia markets work. Perhaps even more key, he better understand the dynamics of the company within the walls of Keasbey but also the unique and sometimes delicate nature of interacting with its 50 members. The intangibles are important."

Much more to come about this.

Stop & Shop To Invest $140 Million To Improve Its 25 NYC Supermarkets

In the New York Metro market, Stop & Shop has been playing catch up for decades. Unlike its sister brands - The Giant Company, Giant Food, Hannaford, Food Lion and even its New England division, which grew their dominant market shares organically over a period of more than 60 years - the largest Ahold Delhaize USA (ADUSA) unit entered the tough New York market through acquisitions (primarily Melmarkets and Mayfair) in the mid-1990s.

And while Stoppie has long been number two to perennial leader ShopRite/Wakefern, its market share has slipped over the past decade due to the growth of alternate channel retailers (particularly club stores and mass merchants) and those in the supermarket class of trade that are more differentiated (Whole Foods, Wegmans) than the Quincy, MA-based chain. Also contributing to Stop & Shop's NYM problems has been the lack of capital invested in its 206 stores in the large and diversified area which includes 26 counties in the region.

While it still has a long way to go to keep pace with the ferocious competition in the $69 billion market, the retailer has made moves in recent years to begin to change the view.

In 2019, Stoppie named Gordon Reid as its new president, bringing in a different personality and leadership approach to a company whose semi-inbred culture was often criticized. Then it gave Reid the necessary capital to improve the stores, beginning with more than $200 million to upgrade its 51 stores on Long Island where it is the leading food retailer. Parent firm ADUSA also sought to acquire King Kullen's 34 stores in Nassau and Suffolk Counties in 2020 before that deal was mutually cancelled.

And earlier this month, the company announced that it will invest $140 million to improve its 25 stores located in the City of New York – the Bronx, Brooklyn, Queens and Staten Island (Stop & Shop does not operate stores in Manhattan, but it delivers there

TAKING STOCK continues on page 115

IN REVIEW: KEY FOOD

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	4	$52.20	$3,694.80	1.41%	4	$47.00	1.29%
CT	New Haven	0	$0.00	$3,412.60	0.00%	1	$4.40	0.13%
CT Recap: 4 stores with sales of $52.2 billion. Total retail food sales for CT in the study: $7.85 billion. Key Food share of CT is 0.67%.								
NJ	Bergen	1	$8.00	$3,410.90	0.23%	1	$9.80	0.29%
NJ	Essex	4	$98.40	$2,152.30	4.57%	4	$88.60	4.26%
NJ	Hudson	4	$25.30	$1,618.20	1.56%	5	$28.00	1.80%
NJ	Middlesex	7	$60.20	$2,505.30	2.40%	6	$50.20	2.07%
NJ	Monmouth	1	$11.20	$2,598.70	0.43%	1	$12.70	0.50%
NJ	Passaic	5	$96.50	$1,338.10	7.21%	4	$69.10	5.43%
NJ	Somerset	1	$7.90	$1,259.90	0.63%	1	$6.90	0.56%
NJ	Union	3	$42.00	$1,953.70	2.15%	2	$32.00	1.76%
NJ Recap: 26 stores with sales of $349.5 million. Total retail food sales for NJ in the study: $30.99 billion. Key Food share of NJ is 1.13%.								
NY	Bronx	48	$478.40	$3,140.80	15.23%	44	$431.50	13.47%
NY	Brooklyn	67	$747.00	$5,154.20	14.49%	66	$764.30	14.93%
NY	Dutchess	1	$6.90	$1,051.30	0.66%	1	$7.30	0.72%
NY	Manhattan	30	$359.90	$5,668.80	6.35%	29	$319.70	5.70%
NY	Nassau	22	$300.80	$5,461.30	5.51%	21	$328.70	5.94%
NY	Putnam	1	$3.10	$240.80	1.29%	1	$3.50	1.45%
NY	Queens	70	$785.40	$5,417.10	14.50%	72	$845.70	15.53%
NY	Rockland	2	$39.10	$1,005.70	3.89%	2	$32.90	3.14%
NY	Staten Island	8	$86.20	$1,592.20	5.41%	8	$94.10	5.94%
NY	Suffolk	7	$84.20	$5,965.50	1.41%	7	$85.70	1.45%
NY	Westchester	8	$60.70	$3,619.50	1.68%	8	$71.40	1.91%
NY Recap: 264 stores with sales of $2.95 billion. Total retail food sales for NY in the study: $39.64 billion. Key Food share of NY is 7.44%.								
PA	Luzerne	2	$6.40	$1,048.50	0.61%	2	$5.70	0.56%
PA	Northampton	1	$5.10	$1,209.40	0.42%	1	$5.20	0.44%
PA	Philadelphia	0	$0.00	$3,685.80	0.00%	1	$6.90	0.18%
PA	Pike	1	$6.40	$196.80	3.25%	1	$7.90	5.52%
PA Recap: 5 stores with sales of $17.9 million. Total retail food sales for PA in the study: $31.33 billion. Key Food share of PA is 0.06%								

Mid-Atlantic Recap: 293 stores with sales of $3.36 billion annually. Mid-Atlantic retail food sales total: $109.43 billion.
Key Food Per Store Average: $11.31 million

Source: *Food Trade News*, June 2022

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From page 84

Area Stores: 3
Area Vol.: $31.6 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
Area Stores: 12
Area Vol.: $174.5 million
Individual store owners are supplied by General Trading.

Trade Fair, Inc.
30-12 30th Ave.
Astoria, NY 11102
Phone: (718) 721-2437
Web: tradefairny.com
Owner: Frank Jabar
Primary Supplier: General Trading
Area Stores: 8
Area Vol.: $118.1 million

Trader Joe's
East Coast Div.
160 Federal St., 12th Fl.
Boston, MA 02110
Phone: (857) 400-3400
Web: traderjoes.com
CEO: Dan Bane
Supplier: Direct
Area Stores: 58
Area Vol.: $1.56 billion

Tri-State Co-Op
506 E. Gibbsboro Rd.
Lindenwold, NJ 08021
Phone: (856) 783-2534
Pres.: Paul Buckley
Primary Supplier: UNFI
Area Stores: 12
Area Vol.: $98.99 million
**This is the marketing office for several smaller independent retailers operating in Maryland, Pennsylvania and New Jersey.*

Uncle Giuseppe's
225 Old Country Rd., North Wing, Ste. 2
Melville NY 11747
Phone: (516) 420-0126
Web: uncleg.com
Pres.: Phil DelPrete
Primary Supplier: UNFI
Area Stores: 10
Area Vol.: $210.0 million

Wegmans Food Markets, Inc.
1500 Brooks Ave.
P.O. Box 30844
Rochester, NY 14603-0844
Phone: (585) 328-2550
Web: wegmans.com
Chmn: Danny Wegman
Pres./CEO.: Colleen Wegman
Primary Supplier: Direct
Area Stores: 26
Area Vol.: $1.94 billion

Weis Markets, Inc.
1000 S. 2nd St.
Sunbury, PA 17801
Phone: (570) 286-4571
Web: weismarkets.com
Chairman/Pres./CEO: Jonathan Weis
COO: Kurt Schertle
SVP/CFO/Treasurer: Michael Lockhard
SVP-Real Estate/Store Dev.: Rusty Graber
SVP-HR: Jim Marcil
SVP-Operations: David Gose
SVP-Merch./Marketing: Bob Gleeson
SVP/CIO: Greg Zeh
Primary Supplier: Direct
Area Stores: 110
Area Vol.: $2.71 billion

Western Beef Supermarkets
47-05 Metropolitan Ave.
Ridgewood, NY 11385
Phone: (718) 417-3770
Web: westernbeef.com
Pres.: Peter Castellana III
Primary Supplier: C&S Wholesale Grocers
Area Stores: 20
Area Vol.: $282.1 million

Whole Foods Market
Div. of Amazon
Mid-Atlantic Div.
5515 Security Ln., Ste. 900
Rockville, MD 20852
Phone: (301) 984-4874
Web: wholefoodsmarket.com
Reg. Pres: Scott Allshouse
Northeast Div.
Harborside 3
210 Hudson St., Ste 700
Jersey City, NJ 07311
Phone: (201) 567-2090
Div. Pres.: Nicole Wescoe
Area Stores: 73 (includes Amazon Fresh, Amazon Go)
Area Vol: $2.72 billion

DRUG STORES

CVS Caremark
One CVS Dr.
Woonsocket, RI 02895
Phone: (401) 765-1500
Web: cvs.com
CEO/Pres.: Karen Lynch

See **DIRECTORY** on page 146

Retailers, Suppliers Make Their Way To Atlanta's World Congress Center For International Dairy-

The 2022 International Dairy Deli Bakery Show was held June 5-7 at Atlantic's World Congress Center. Among the retailers from the *Food Trade News* marketplace to attend were (l-r) Dana Czubas, Nick Wolfe, Tom Mariano and Pam Reglar, all with Zallie-Somerset ShopRites.

Christine Hixon (2nd from r) of Albertsons Mid-Atlantic is joined here by (l-r) Joe Pace III, Colleen Potts and Nancy Rodgers-Fluharty, all with Pace Target Brokerage.

Attending from Stop & Shop were (l-r) Paul Chapman, Tiffany Taylor, Clifton Lawrence and Jason Lachawiec.

These gentlemen from Stew Leonard's are TJ Leonard (l) and Andrew Hollis.

Taking care of business at the show for Godshall's are Francis Yupangco (l) Ron Godshall (c) and Sam Cureton.

These folks from Amoroso Baking are (l-r) Jesse Amoroso, Kyle Uniacke, Dave Deola and Len Amoroso.

Joseph Piraino (l) and Enrico Piraino of DePalo Foods smile for the *Food Trade News* photographer.

Brian Lorenz (l) of The Giant Company says hello to *Food Trade News'* Maria Maggio.

All smiles from the Vincent Giordano Company are Gary Leesman (l) and Justine Giordano.

Thom Nardi (l) of Paradigm Partners received the Champion of Change Award – Legendary in 2020; he is joined here by Joe Nardi, also of Paradigm Partners.

Burry Foods' Brad Gulmont (l) and Ryan Paterakis check out the 2023 IDDBA show floor.

This foursome features (l-r) Stacey Testino, Inspired Foods; Nathan Perc and Rick Gonzales, Heinen's; and Robert Crenshaw, Inspired Foods.

Andy Morfopoulos (l) of Ignite 2X Marketing says hello to Colin Wilson of California Milk Marketing Board.

Stew Leonard Jr. (r) is joined here by Dietz & Watson's Mike Eni (l) and Rich Wright.

Christie Crosby (l) of Food Marketing, Inc. smiles for a photo with Maria Maggio of *Food Trade News.*

Deli-Bakery Association's 2022 Show, The First Since COVID Forced Cancellation Of 2020 Convention

Happy to be back to the first post-pandemic IDDBA showcase were (l-r) Ryan Adams, Gary DeLeon and Chris Wilson, all with Albertsons Companies.

Traveling to Atlanta were Rose and Tim Kristie, Redner's Markets.

Giant Eagle is well represented in Atlanta by Cat Misour (l), Mike Caracciolo (c) and Casey Keil.

Handling business at the show for Weis Markets are Rob Dacko (l), Bob Gleeson (c) and Carl Hughes.

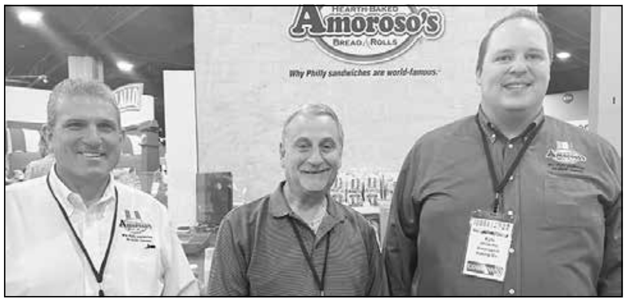
These fine folks are (l-r) Jeff Landsman, Specialty Food Sales Mid-Atlantic; Jonny Yoldo and Shantrece Jenkins, Manos Authentic; John Caha, Specialty Food Sales Mid-Atlantic; and Allison Collins, Manos Authentic.

This East Coast Fresh group shot includes (l-r) Erin Still, Keith Barton, Jennifer Ciatola, Kevin Gaither, Laura Ellis and Greg Kraft.

Here we have (l-r) Kirk Deravedisian, Belgioioso; Bill Sando, Hughes Sales; Errico Auricchio, Belgioioso; Heather Keating and Geoff Mason, Hughes Sales; Fred Hoefferle, Belgioioso; and Michael Hughes, Hughes Sales.

On hand from CA Ferolie are (l-r) Ernie Vespole, Travis Hubbard, Kyle Ward and Rusty McDaniel.

Scott Zagers (l) of Superior Foods poses for a photo with Seth Weaver of Ken Weaver Meats.



Carmen Addeo (c) of C&S is flanked in this photo by Dave Deola (l) and Kyle Uniacke of Amoroso's Baking.

These gentlemen from MDI are Chuck Alexander (l) and Allen Reavis.

In the Martin's booth our camera spotted Dennis Wenrick (l), Todd Bixby (c) and Kevin Thibodeau.

This Taylor Farms foursome features (l-r) Maureen Davis, Andrea Hatziyannis, Chris Cunningham and Jennifer Watts.

Jeff Pilarski (c) of Yancey's Fancy is joined here by Ron Benjamin (l) and Dan McShain, both with Affinity Retail Group.

This photo features (l-r) Cheryl Vellante, Lactalis; Joe Navitsky, Stephanie Wrackledge Scott and Scott Holbrook, JOH; Philippe Surget, Lactalis; Chris Darmody, Allan Perkins, Suzanne Malin and Erica Rancatore, JOH.

Ravitz ShopRites Hosts Annual Golf Outing Benefiting Ravitz Family Foundation At Scotland Run Golf Club

More than 130 golfers were on hand for the annual Ravitz Family Foundation Golf Outing held June 16 at Scotland Run Golf Club in Williamstown, NJ. Ravitz ShopRite's Jason Ravitz (l) and his son Andrew welcome their guests to the outing.

This Coca Cola NA trio features Zumari Patel (l), Bridget Beck (c) and Dave Snyder.

Here we have (l-r) John Sweeney and Michael Bergson of Schmidt Baking and Bill Schlosky and Mark Burns of Utz.

On hand from Liberty Coke were Matt McFarlane (l), John Tees (c) and Mark Thompson.

Herr Foods is well represented at the outing by Fran Dolan (l), Matthew Meadows (c) and Jim Rock.

These smiles belong to (l-r) Bill Schlosky, Utz; David Klein, Klein's ShopRite; Ryan Auld and Bob Kilpatrick, Bimbo Bakeries.

AM/PM Systems Hosts Area Retailers To 'Lunch & Learn' Featuring Helpful POS Tips, Insights

AM/PM Systems hosted area retailers to a "Lunch & Learn" event last month at Laguardia Airport Marriott in E. Elmhurst, NY. The event featured a full day of tips and insights on self-checkout systems, retail pricing, increasing basket size, shrink and much more. These folks in attendance are (l-r) Magda Desimone and Mike Miller, AM/PM Systems; Betti Saubel and Greg Saubel, Saubel's Markets; and Yves Bourdua, AM/PM Systems.

George (l) and Miriam Collado of C-Town are joined at the event by Johnny Maxion of AM/PM Systems.

All smiles for our photographer are (l-r) Hirbod Davari, AM/PM Systems; Chris Kardashian, NCR Corp.; David Corona and Bill Lukeman, Fine Fare Supermarkets.

This trio comprises Massiel Medina (l) of Your CFO on the Go, Dan Mann (c) of AM/PM Systems and Jay Laufenberg of LEAF Commercial Capital.

Steve Rosario (c) of C-Town is flanked in this photo by AM/PM Systems' Magda Desimone (l) and Jose Ramirez.

Retailers, Distributors, Suppliers Travel To Jacob Javits Center In New York City To Attend

The Fancy Food Show was held earlier this month at the Jacob Javits Center in New York. Andrew Crawford (r) of Davidson Specialty Foods says hello to Stop & Shop's (l-r) Ed Attubato, Christopher Solis and Steven Lobo.

Barry Rowen (l) of CA Ferolie is joined here by Joshua Diamond of HBD Sales.

This foursome features (l-r) Steve Thomas, UK Imports; Joe Reich, Karen Van Schaack and Jeff Kaplan, all with Source Atlantique.

This group includes (l-r) Steve McKenna, JOH: Dave Greenfield and Dom Mielnicki, Dream Pops; Jim Walsh, Ted Breitowich and Tony Sloan, JOH.

Smiling for our camera are (l-r) Ralph Carusillo, iTrade/ISM; Christiano Villani, Ilaria Bonucchi and Daniele Barbuto, Pomi USA.

Food Trade News' Maria Maggio (l) stops by the Atalanta Corp. booth manned by Rosalie Marfuggi (c) and Steve Millard.

These fine folks from L&S Packing are (l-r) Paul Altamore, Brad Denis, Jacqueline Massaro and Shannon Fritz.

Jim Rousseau (l) of Country Hen/Nest Fresh chats with Mike Casey (c) and Antonio Paradossi of Alma Foods.

Here we have (l-r) Lee Knudon and Rene Ofeno, Cargill Salt; Mike Lafiandra, Advantage Solutions; Dan Tegolini, Juan Basigalup, Laura Eckhardt and Brian Tockman, Cargill Salt.

These Brooklyn Dehli folks are Ben Garthus (l) and Chitra Agrawal.

This Grocery Outlet duo comprises Vivian Son (l) and Michele Rosenfeld.

2022 Summer Fancy Food Show In-Person For First Time Since Onset Of COVID-19 Pandemic

Mathew Thalakotur (c) of Mighty Gum is joined here by Adam O'Sullivan (l) and Lauren Erstling of Amazon Fresh.

Handling things at the show for Affinity Retail are Ron Benjamin (l) and Dan McShain.

All smiles for our camera are (l-r) Brian Kohlman, Bert Sartori and Cindy Ravanis of Sartori Cheese, Christine Collins of UNFI and Ben Kautz of Giant Food.

Sam's Club is well represented at the show by Sydney Tucker (l) and Katie Newman.

Here we have (l-r) Carla Zidarevich and Jennifer Rose-Rizzo, Target; Nancy Telencio and Danielle McDonald, Agilex; Robin Jeffers, Target; and Ophelia Meldener, Agilex.

Peter Machala (r) of Wakefern is joined here by Aron Levi (l) and Michael D'Amato, both with Natalie's.

This Walmart trio includes Catherine Hall (l), Kelly McKinnon (c) and Katie Miles.

Industry veteran Brian Haley (l) says hello to (2nd from l) Sylvia Mala and Fred Hoefferle of BelGioioso and UNFI's Christine Collins.

These smiles belong to Daniela Belen (l), John Coles (c) and Olivia Peloquin, all with Euro-American.

This Cento Fine Foods group features (l-r) Justin Giorla, Maurice Christino, Joe Cristella IV, Rick Ciccotelli, Bart Ricci, Silvio Conte and Geoff Dobren.

These fine folks are (l-r) Chris Swinnerton, Nancy Wingfield and Abby Blauch of The Giant Company and Allan Perkins and Scott Holbrook of JOH.

NEW JERSEY COUNTY SHARE OF MARKET: 2022

Total sales for those New Jersey counties included in the study are $30.99 billion

ATLANTIC COUNTY ($936.2 million) (Includes Atlantic City, Hammonton)

- Population 274,966
- # of Households.............. 101,103
- Median Income $63,680
- Under age 18..................... 21.1%
- Over age 65............18.6%v51.6%
- White 56.0%
- Black................................. 17.1%
- Hispanic 19.4%
- Asian.................................. 8.1%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite	5	$341.20	36.45%
2	Wawa	26	$171.70	18.34%
3	Albertsons (Acme)	4	$110.90	11.85%
4	Walgreens	14	$64.70	6.91%
5	CVS	13	$60.80	6.49%
6	Walmart (SuperCenter)	3	$60.40	6.45%
7	Target	2	$51.80	5.53%
8	BJ's Wholesale Club	1	$31.90	3.41%
9	Sam's Club	1	$31.80	3.40%
10	7-Eleven	7	$12.10	1.29%
11	IGA	1	$9.88	1.06%
12	Royal Farm Stores	3	$8.70	0.93%
13	Lidl	1	$7.10	0.76%
14	Tri-State Co-Op	1	$6.10	0.65%
15	Rite Aid	1	$5.10	0.54%
16	Save A Lot	1	$4.80	0.51%
17	Circle K	2	$3.70	0.40%
		86	**$982.68**	**104.96%***

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

- Population 953,819
- # of Households.............. 342,059
- Median Income $104,623
- Under age 18..................... 21.1%
- Over age 65....................... 17.7%
- Female 51.4%
- White 55.1%
- Black................................... 7.4%
- Hispanic 21.0%
- Asian................................ 17.0%

Rank	Company	Stores	Sales (in millions)	% of Market
1	ShopRite (Fresh Grocer/PR)	18	$1,241.80	36.41%
2	Stop & Shop	12	$351.57	10.31%
3	Albertsons (Acme/Kings)	9	$275.30	8.07%
4	CVS	47	$200.60	5.88%
5	7-Eleven	68	$155.20	4.55%

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

NEW JERSEY COUNTY SHARE OF MARKET: 2022

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6	Whole Foods	4	$148.20	4.34%
7	Costco	1	$122.80	3.60%
8	Walmart (SuperCenter)	3	$122.70	3.60%
9	Walgreens	32	$114.10	3.35%
10	Wegmans	1	$112.70	3.30%
11	Target	4	$80.30	2.35%
12	BJ's Wholesale Club	2	$56.20	1.65%
13	Stew Leonard's	1	$52.00	1.52%
14	Trader Joe's	3	$48.70	1.43%
15	Krasdale (AIM/Bravo/Ctown/Mkt Fresh)	9	$48.55	1.42%
16	Uncle Giuseppe's	1	$32.10	0.94%
17	Aldi	4	$31.60	0.93%
18	ASG	5	$28.93	0.85%
19	Corrado's Family Affair	1	$23.10	0.68%
20	Quick Chek	9	$20.90	0.61%
21	Allegiance (Foodtown)	2	$20.80	0.61%
22	Wawa	3	$20.80	0.61%
23	Food Bazaar	1	$18.10	0.53%
24	Lidl	2	$15.60	0.46%
25	MOM's Organic Market	1	$13.40	0.39%
26	Rite Aid	3	$13.40	0.39%
27	The Fresh Market	1	$8.10	0.24%
28	Key Food	1	$8.00	0.23%
29	Circle K	3	$6.30	0.18%
30	Kmart	1	$6.10	0.18%
31	IGA	1	$3.85	0.11%
		252	**$3,401.80**	**99.73%**

BURLINGTON COUNTY ($1.8 billion) (Includes Burlington, Willingboro)

• Population	464,269	• Female	50.8%
• # of Households	1,168,195	• White	66.6%
• Median Income	$90,326	• Black	18.3%
• Under age 18	20.7%	• Hispanic	8.5%
• Over age 65	17.4%	• Asian	5.4%

1	ShopRite	10	$545.30	29.74%
2	Wawa	40	$240.10	13.09%
3	Albertsons (Acme)	7	$163.40	8.91%
4	Walmart (SuperCenter)	5	$125.60	6.85%
5	CVS	22	$96.70	5.27%
6	Wegmans	1	$79.10	4.31%

See **NEW JERSEY COUNTY SHARE** on page 110

NEW JERSEY COUNTY SHARE OF MARKET: 2022

Continued from page 109

7	Target	4	$76.70	4.18%
8	Costco	1	$54.20	2.96%
9	Rite Aid	13	$53.10	2.90%
10	Aldi	5	$49.20	2.68%
11	BJ's Wholesale Club	1	$45.90	2.50%
12	7-Eleven	20	$41.70	2.27%
13	Walgreens	6	$40.70	2.22%
14	Whole Foods	1	$39.90	2.18%
15	Murphy's Markets	2	$34.90	1.90%
16	Military Commissaries	1	$30.06	1.64%
17	Sam's Club	1	$27.20	1.48%
18	Sprouts	1	$17.60	0.96%
19	Trader Joe's	1	$16.10	0.88%
20	Lidl	2	$14.80	0.81%
21	Grocery Outlet	1	$7.50	0.41%
22	Royal Farm Stores	2	$5.90	0.32%
23	IGA	1	$4.16	0.23%
24	Quick Chek	1	$3.20	0.17%
25	ASG (Compare)	1	$2.92	0.16%
26	Circle K	1	$2.30	0.13%
		151	**$1,818.24**	**99.15%**

CAMDEN COUNTY ($1.82 billion)
(Includes Camden, Cherry Hill)

- Population 523,771
- # of Households 190,600
- Median Income $70,957
- Under age 18...................... 22.6%
- Over age 65........................ 16.1%

- Female 51.7%
- White 55.8%
- Black.................................. 21.6%
- Hispanic 17.6%
- Asian................................... 6.0%

1	ShopRite	8	$430.70	23.61%
2	Wawa	39	$249.20	13.66%
3	Walmart (SuperCenter)	5	$151.80	8.32%
4	Albertsons (Acme)	6	$146.80	8.05%
5	CVS	27	$138.10	7.57%
6	Target	5	$104.60	5.73%
7	Rite Aid	26	$97.60	5.35%
8	Walgreens	12	$77.40	4.24%
9	Costco	1	$63.40	3.47%
10	Wegmans	1	$58.40	3.20%
11	Aldi	7	$53.30	2.92%
12	7-Eleven	19	$38.30	2.10%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

Continued from page 110

13	Whole Foods	1	$30.90	1.69%
14	Supremo	1	$27.10	1.49%
15	BJ's Wholesale Club	1	$25.30	1.39%
16	ASG (Associated/Compare)	2	$20.30	1.11%
17	Royal Farm Stores	8	$19.20	1.05%
18	Trader Joe's	1	$17.90	0.98%
19	MOM's Organic Market	1	$12.90	0.71%
20	Save A Lot	3	$12.60	0.69%
21	Heritage Dairy Stores	5	$11.30	0.62%
22	Lidl	1	$6.70	0.37%
23	Tri-State Co-Op	1	$6.60	0.36%
		181	**$1,800.40**	**98.67%**

CAPE MAY COUNTY ($557.0 million)
(Includes Ocean City, Wildwood)

- Population 95,661
- # of Households 40,670
- Median Income $72,385
- Under age 18..................... 17.3%
- Over age 65........................ 27.3%
- Female 51.3%
- White 85.0%
- Black................................... 4.8%
- Hispanic 8.1%
- Asian................................... 1.0%

1	Albertsons (Acme)	10	$232.40	41.72%
2	Wawa	16	$108.60	19.50%
3	ShopRite	2	$98.20	17.63%
4	CVS	11	$54.60	9.80%
5	Walmart (SuperCenter)	1	$44.20	7.94%
6	Walgreens	4	$18.20	3.27%
7	Aldi	1	$7.90	1.42%
8	Rite Aid	1	$3.20	0.57%
9	C&S Independents	1	$1.80	0.32%
		47	**$569.10**	**102.17%***

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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CUMBERLAND COUNTY ($604.3 million)
(Includes Bridgeton, Vineland)

Population	153,627	Female	49.1%
# of Households	50,947	White	45.4%
Median Income	$55,709	Black	21.9%
Under age 18	23.7%	Hispanic	31.8%
Over age 65	15.6%	Asian	1.4%

1	ShopRite	4	$206.80	34.22%
2	Walmart (SuperCenter)	3	$89.60	14.83%
3	Wawa	11	$88.00	14.56%
4	Walgreens	5	$34.70	5.74%
5	BJ's Wholesale Club	1	$30.70	5.08%
6	Rite Aid	7	$27.60	4.57%
7	Albertsons (Acme)	1	$25.40	4.20%
8	CVS	5	$24.40	4.04%
9	Target	1	$20.60	3.41%
10	Aldi	2	$13.10	2.17%
11	Krasdale (AIM/CTown)	1	$9.08	1.50%
12	Lidl	1	$8.20	1.36%
13	Save A Lot	1	$5.60	0.93%
14	7-Eleven	2	$4.20	0.70%
15	Heritage Dairy Stores	1	$2.00	0.33%
16	ASG	1	$0.03	0.00%
		47	**$590.01**	**97.64%**

ESSEX COUNTY ($2.2 billion)
(Includes East Orange, Newark, West Caldwell)

Population	854,917	Female	51.9%
# of Households	290,680	White	30.2%
Median Income	$63,959	Black	41.9%
Under age 18	23.7%	Hispanic	23.8%
Over age 65	13.9%	Asian	5.9%

1	ShopRite (Fresh Grocer)	10	$842.60	39.15%
2	Krasdale (CTown/Stop1/ShopSmt/MktFrsh)	26	$239.91	11.15%
3	Walgreens	23	$150.30	6.98%
4	Albertsons (Acme/Kings)	5	$138.20	6.42%
5	Stop & Shop	3	$120.10	5.58%
6	Key Food	4	$98.40	4.57%
7	CVS	22	$94.40	4.39%
8	Whole Foods	3	$83.50	3.88%
9	7-Eleven	23	$52.10	2.42%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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10	ASG (Met/Pioneer)	9	$47.59	2.21%
11	Seabra's	6	$34.70	1.61%
12	Allegiance (Foodtown)	3	$33.60	1.56%
13	Corrado's Family Affair	1	$23.90	1.11%
14	Target	1	$20.30	0.94%
15	Wawa	3	$19.10	0.89%
16	Trader Joe's	1	$17.50	0.81%
17	Aldi	2	$16.10	0.75%
18	Quick Chek	5	$12.10	0.56%
19	Rite Aid	3	$11.30	0.53%
20	Save A Lot	2	$11.30	0.53%
21	Super Supermarket	1	$10.50	0.49%
22	Lidl	1	$7.90	0.37%
23	Supremo	1	$7.60	0.35%
24	Fine Fare Supermarkets	1	$6.10	0.28%
		159	**$2,099.10**	**97.53%**

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

- Population 304,477
- # of Households 106,376
- Median Income $89,056
- Under age 18...................... 21.6%
- Over age 65......................... 16.3%
- Female 51.4%
- White 77.8%
- Black................................. 11.2%
- Hispanic 2.3%
- Asian.................................. 3.1%

1	ShopRite	6	$351.70	31.65%
2	Wawa	22	$157.20	14.15%
3	Walmart (SuperCenter)	3	$114.10	10.27%
4	Albertsons (Acme)	4	$110.40	9.94%
5	Sam's Club	2	$86.50	7.79%
6	CVS	15	$63.60	5.72%
7	Rite Aid	14	$55.30	4.98%
8	Target	2	$39.40	3.55%
9	BJ's Wholesale Club	1	$34.50	3.11%
10	Heritage Dairy Stores	24	$31.30	2.82%
11	Walgreens	5	$27.80	2.50%
12	Aldi	2	$16.70	1.50%
13	Lidl	1	$6.50	0.59%
14	Save A Lot	1	$5.90	0.53%
15	7-Eleven	2	$4.50	0.41%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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16	Royal Farm Stores	1	$3.00	0.27%
		105	**$1,108.40**	**99.76%**

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

- Population 707,463
- # of Households 261,289
- Median Income $75,062
- Under age 18....................... 20.3%
- Over age 65......................... 12.2%
- Female 50.2%
- White 29.0%
- Black.................................. 14.8%
- Hispanic 442.7%
- Asian.................................. 16.4%

1	ShopRite	5	$436.90	27.00%
2	Walmart (SuperCenter)	4	$183.40	11.33%
3	Walgreens (Duane Reade)	23	$126.80	7.84%
4	Albertsons (Acme/Kings)	5	$119.10	7.36%
5	BJ’s Wholesale Club	3	$93.40	5.77%
6	Costco	1	$77.60	4.80%
7	CVS	16	$68.30	4.22%
8	Stop & Shop	2	$66.55	4.11%
9	Target	2	$49.20	3.04%
10	Whole Foods	1	$43.90	2.71%
11	7-Eleven	17	$41.30	2.55%
12	Krasdale (AIM/Ctown)	6	$38.73	2.39%
13	Food Bazaar	2	$34.50	2.13%
14	Sam’s Club	1	$31.30	1.93%
15	Supremo	1	$29.30	1.81%
16	Key Food	4	$25.30	1.56%
17	Aldi	2	$19.80	1.22%
18	Quick Chek	9	$19.20	1.19%
19	Trader Joe’s	1	$18.40	1.14%
20	Seabra’s	2	$18.10	1.12%
21	ASG (Associated/Met/Compare)	3	$16.98	1.05%
22	Lidl	2	$12.50	0.77%
23	Rite Aid	3	$12.50	0.77%
24	Fine Fare Supermarkets	3	$10.60	0.66%
25	Wawa	1	$8.50	0.53%
26	Morton Williams	1	$6.40	0.40%
27	Allegiance (Foodtown)	1	$5.30	0.33%
28	Circle K	1	$2.30	0.14%
		122	**$1,616.16**	**99.87%**

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TAKING STOCK

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as does Ahold Delhaize's online grocery retailer FreshDirect).

The company's Bay Plaza store in the Bronx was the first to be remodeled on June 10, with additional store upgrades across the boroughs taking place over the next two years. In addition to the investment in its stores, Stop & Shop has committed $1 million to fight food insecurity across NYC this year through several local initiatives and community partnerships.

"We're proud to make such a significant investment in New York City, and we're excited to show customers that we can be the one-stop shop for everything they need and that we're delivering great value, particularly in this current economic environment," said Reid. "We're also committed to fighting hunger in the boroughs and as part of our $1 million commitment, we're investing nearly half a million in the city's public schools and colleges to ensure local students have consistent access to healthy food so they can succeed in the classroom and beyond."

A key component of Stop & Shop's enhancements is a significantly expanded assortment with thousands of new items across the store to better meet the needs of the diverse neighbors it serves. The refurbished Bay Plaza store features a new 'Global Market' with authentic products from 14 different regions tailored to its neighbors and for those looking for unique products for globally inspired cooking.

The big retailer currently employs approximately 3,300 associates at its 25 Big Apple units.

'Round The Trade

Amazon has announced its annual "Prime Days" online discount event for this year will be held in a 33-hour period on July 12 and July 13 and industry analysts are predicting even better sales than in 2021 when revenue for the event reached an estimated $11 billion. As "Godzilla's" competitors have done for the past several years, there will be similar types of events at Target ("Deal Days" from July 11-13) and Walmart, which has not yet announced its specific timeline for its annual "Deals for Days" events but typically runs its online savings marathon during the same period as its two major rivals...and speaking of rivalries, as I stated last month, I believe there's reason to be concerned with recent Q1 financial reports from the nation's two largest mass merchants – Walmart and Target – which both posted solid comp store sales gains but saw earnings plummet noticeably. "Throughout the quarter, we faced unexpectedly high costs, driven by a number of factors, resulting in profitability that came in well below our expectations, and well below where we expect to operate over time," Target CEO Brian Cornell stated. Among the "factors" Cornell noted was the stress of dealing with the continued supply chain dysfunction. Within days of that release came an announcement that the large national retailer would immediately begin canceling orders from suppliers (some grocery, but primarily in clothing and home goods) as it seeks to radically reduce existing inventories. Target cited a shift in spending habits by its customers - an increase in travel and more eating away from home - and rapidly rising costs, particularly in labor and transportation. "Retail inventories are elevated," said Michael Fiddelke, Tar-Jay's CFO. "And they certainly are for us, in some categories that we misforecast. We determined that acting aggressively was the right way to continue to fuel the business." Predictably, for the first time since the COVID pandemic began to impact people's lives and businesses nearly 30 months ago, we're seeing a few cracks in the record breaking profit performances of industry leaders. While sales have not yet been severely impacted, that day may not be far off. Cornell and McMillon did not address the issue directly, but there's a growing feeling among retailers that manufacturers are taking price increase liberties beyond the supply chain difficulties which are real and painful for everybody. More Walmart news: the Behemoth announced that it will open four new "first generation" fulfillment centers over the next two years that prioritize the utilization of robotics and machine learning. The new DCs, which are expected to add 4,000 new jobs, will be located in Joliet, IL; McCordsville, IN; Lancaster, TX; and Greencastle, PA (Franklin County)...Walmart is taking a page out of Amazon's book by expanding the role of its physical stores to make them mobile fulfillment centers. According to a story on *CNBC*, Walmart's 4,700 U. S. stores could be used to enhance its e-commerce business by serving as bases for drone deliveries as well as departure locations for its fledgling direct refrigerator drop off business. The story adds that other future services could include packing and shipping goods to households

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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HUNTERDON COUNTY ($446.3 million) (Includes Clinton, Flemington)

- Population 129,924
- # of Households 47,647
- Median Income $117,858
- Under age 18...................... 19.1%
- Over age 65........................ 19.4%
- Female 50.7%
- White 84.8%
- Black.................................. 2.7%
- Hispanic 7.0%
- Asian.................................. 4.4%

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

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

- Population.................. 385,898
- # of Households 131,440
- Median Income............ $83,306
- Under age 18 .... 21.2%
- Over age 65 .... 15.6%
- Female 51.1%
- White............................ 48.2%
- Black 21.5%
- Hispanic......................... 18.5%
- Asian 12.0%

1	ShopRite	6	$401.20	29.33%
2	Walmart (SuperCenter)	3	$102.70	7.51%
3	CVS	18	$88.10	6.44%
4	McCaffrey's	2	$82.10	6.00%
5	Walgreens	14	$70.80	5.18%
6	Wegmans	1	$65.20	4.77%
7	Costco	1	$64.70	4.73%
8	Wawa	9	$58.10	4.25%
9	Albertsons (Acme)	2	$55.20	4.04%
10	IGA	3	$46.02	3.36%
11	Whole Foods	1	$45.90	3.36%

See **NEW JERSEY COUNTY SHARE** on page 118

TAKING STOCK

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and for Walmart's growing third-party business. According to Tom Ward, the retailer's chief e-commerce officer, "If a store acts as a fulfillment center, we can send those items the shortest distance in the fastest time." And Walmart also has big plans for its drone capabilities, announcing earlier this month that it is expanding its drone delivery capacity to 4 million households (1 million packages annually) in six states including Virginia. In case you were curious, each drone can carry up to 10 pounds of merchandise. In an SEC filing earlier this month, it was announced that Walmart had acquired a 62.2 percent stake in automated warehouse solutions company Symbotic, the robotics firm led by chairman Rick Cohen (who is also the executive chairman of C&S). Walmart also stated that its original agreement with Symbotic, announced last year in which the Wilmington, MA-based firm would equip 25 of the "Behemoth's" regional distribution centers, has now been expanded to cover all 42 warehouses nationally. A few weeks before Walmart confirmed the deal, Symbotic became a publicly-traded firm (symbol: SYM) utilizing the SPAC route with primary financial partner SoftBank Group Corp. driving the deal.. At the end of the day on June 21, Symbotic shares were trading at $15.56. You've got to hand it to Rick Cohen: he's nearly 70 but he still has the vision and passion to create a new business model. He truly is the Babe Ruth of distribution and logistics...Amazon will finally be launching the long-awaited "Prime Air" drone service, testing the initiative in a small town – Lockeford, CA, near Sacramento - later this year. "Godzilla" first received FAA approval to fly drones in 2020. Yes, there's more Amazon news, too: the Seattle-based juggernaut late last month announced a 20-to-1 stock split, its first share split since 1999. As with most companies that go the "split" route, Amazon is seeking to provide shareholders (and potential holders) with a more affordable share price. To wit, utilizing pre-split numbers, as of June 14, Amazon's stock price was $2,060 per share (approx. $102 per share at the new price). That's a big number but noticeably less than the company's 52-week high of $3,773 per share ($188.65 at the new price). If you're concerned that this financial move emanated from a slight sense of desperation, think again. For its full fiscal 2021, Amazon's total sales were $470 billion, up 22 percent year-over-year. And it earned $33.4 billion in profit, a jump of 56 percent, in FY '20. Don't cry for me Jeff Bezos! According to research firm Edge by Ascential, "Godzilla" will overtake the "Bentonville Behemoth" to become the largest retailer in the U.S. by 2024. One more important piece of Amazon news concerns Dave Clark, who last month announced his resignation as CEO of the company's worldwide consumer business, saying he will join global supply chain software firm Flexport, effective September 1. Clark was highly regarded at Amazon and is generally credited with developing Amazon's warehouse network from only a few locations to a massive network of facilities serving the company internationally and in the U.S....e-commerce analytics firm Brick Meets Click/Mercatus reported that online grocery sales once again decreased in May (based on year-over-year revenue), following a trend that began earlier in 2022. The drop in online sales shouldn't be that shocking considering how robust digital volume was during the first of the pandemic. But the level of decline – 12.3 percent last month and 6.9 percent in April – surprised some observers. The one bright area in the e-commerce matrix is the sales gains made in pickup which gained 9 percentage points when compared to May 2021. Sylvain Perrier, CEO of Toronto-based Mercatus, offered these insightful comments: "Customers appreciate the convenience of ordering online, but they are also becoming more cost-conscious. So, to defend the base business, grocers can promote pickup to address both issues. Assuming the pickup aligns with customer expectations, showcasing the savings associated with pickup's lower fees, no fuel charges, or zero tips can better protect your online customers and sales by highlighting a more affordable alternative to home delivery."...and customers are certainly becoming more cost-conscious as witnessed by the beginning of "trading down" shopping patterns and also in a recent *Washington Post* survey that reported that most Americans expect inflation to worsen and have begun adjusting their spending habits to adapt to rising costs. The survey notes that 9 in 10 Americans have begun hunting for cheaper prices and nearly 75 of those polled are reducing their spending on entertainment and out-of-home dining...one of the more noticeable trends of the last three years is the disclosure (and touting) of publicly-traded companies' ESG (Environmental, Social and Governance) performances. This in general has been a very good thing as companies are openly reporting on their improved efforts in protecting the environment and improving their social responsibilities. But the skeptic that I am has also wondered how much "window dressing" some of these firms are

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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12	BJ's Wholesale Club	1	$35.80	2.62%
13	Target	2	$34.80	2.54%
14	7-Eleven	16	$33.60	2.46%
15	Aldi	4	$33.20	2.43%
16	Stop & Shop	1	$30.16	2.20%
17	Food Bazaar	1	$26.90	1.97%
18	Trader Joe's	1	$19.90	1.45%
19	ASG (Compare)	3	$16.79	1.23%
20	Quick Chek	6	$16.50	1.21%
21	Save A Lot	2	$10.70	0.78%
22	Rite Aid	2	$8.10	0.59%
23	Lidl	1	$7.60	0.56%
24	Supremo	2	$7.50	0.55%
25	Krasdale (Stop1)	1	$2.63	0.19%
		103	**$1,364.20**	**99.73%**

MIDDLESEX COUNTY ($2.5 billion)
(Includes Edison, New Brunswick, Woodbridge)

- Population 860,807
- # of Households 287,971
- Median Income $91,731
- Under age 18...................... 21.7%
- Over age 65........................ 15.5%
- Female 50.6%
- White 41.7%
- Black.................................. 12.0%
- Hispanic 22.1%
- Asian.................................. 24.9%

1	ShopRite	13	$869.20	34.69%
2	Walmart (SuperCenter)	7	$174.90	6.98%
3	Stop & Shop	7	$172.87	6.90%
4	Walgreens	19	$136.50	5.45%
5	BJ's Wholesale Club	3	$124.20	4.96%
6	CVS	24	$123.70	4.94%
7	Target	5	$117.90	4.71%
8	Wawa	20	$117.50	4.69%
9	Costco	2	$87.50	3.49%
10	7-Eleven	39	$82.80	3.30%
11	Wegmans	1	$69.20	2.58%
12	Krasdale (Bravo/CTown/MktFrsh/Stop1/ShopSmt)	8	$61.94	2.47%
13	Aldi	8	$61.20	2.44%
14	Key Food	7	$60.20	2.40%
15	Quick Chek	25	$56.90	2.27%
16	Albertsons (Acme)	3	$55.00	2.20%
17	Sam's Club	1	$30.10	1.56%
18	Whole Foods	1	$34.80	1.39%
19	Rite Aid	6	$20.80	0.83%
20	Trader Joe's	1	$18.20	0.73%
21	Lidl	2	$11.10	0.44%
22	Circle K	4	$7.90	0.32%
23	Supremo	1	$6.90	0.28%
		207	**$2,501.31**	**99.92%**

MONMOUTH COUNTY ($2.6 billion)
(Includes Asbury Park, Freehold, Neptune)

- Population 645,354
- # of Households 238,235
- Median Income $103,523
- Under age 18...................... 20.9%
- Over age 65........................ 18.2%
- Female 51.3%
- White 75.1%
- Black.................................... 7.5%
- Hispanic 11.1%
- Asian.................................... 5.6%

1	ShopRite (Dearborn Market)	12	$754.30	29.03%
2	Costco	3	$190.50	7.33%
3	Walgreens	25	$155.30	5.98%
4	Stop & Shop	6	$155.28	5.98%
5	Wawa	21	$127.30	4.90%
6	Allegiance (Foodtown)	6	$125.90	4.84%
7	CVS	26	$125.70	4.84%
8	Albertsons (Acme)	5	$124.90	4.81%
9	Walmart (SuperCenter)	3	$123.60	4.76%
10	Wegmans	2	$104.90	4.04%
11	Whole Foods	3	$91.20	3.51%
12	7-Eleven	42	$89.70	3.45%
13	Target	4	$80.60	3.10%
14	BJ's Wholesale Club	2	$62.20	2.39%
15	Sam's Club	1	$61.20	2.36%
16	Aldi	7	$53.60	2.06%
17	Quick Chek	18	$39.70	1.53%
18	Trader Joe's	2	$38.70	1.49%
19	Rite Aid	6	$25.20	0.97%
20	Lidl	3	$18.80	0.72%
21	ASG	5	$17.30	0.67%
22	Key Food	1	$11.20	0.43%
23	Circle K	4	$8.30	0.32%
24	Fine Fare Supermarkets	1	$8.30	0.32%
25	Krasdale	1	$8.20	0.32%
26	Super Supermarket	1	$7.60	0.29%
		210	**$2,609.48**	**100.41%***

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

- Population 510,981
- # of Households 184,162
- Median Income $117,298
- Under age 18...................... 20.8%
- Over age 65........................ 17.6%
- Female 50.8%
- White 70.5%
- Black.................................... 3.8%
- Hispanic 13.9%
- Asian.................................. 10.8%

1	ShopRite	11	$681.60	32.02%
2	Albertsons (Acme/Kings)	10	$213.40	10.02%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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3	Stop & Shop	4	$160.62	7.55%
4	Walmart (SuperCenter)	6	$154.30	7.25%
5	Costco	2	$126.30	5.93%
6	Wegmans	1	$113.70	5.34%
7	CVS	22	$107.10	5.03%
8	Whole Foods	3	$101.10	4.75%
9	Walgreens	14	$85.20	4.00%
10	BJ's Wholesale Club	2	$77.10	3.62%
11	Target	4	$74.10	3.48%
12	Weis Markets	3	$33.67	1.58%
13	Quick Chek	16	$32.10	1.51%
14	7-Eleven	15	$30.90	1.45%
15	Corrado's Family Affair	1	$27.40	1.29%
16	Trader Joe's	2	$23.80	1.12%
17	Uncle Giuseppe's	1	$21.80	1.02%
18	Wawa	4	$21.10	0.99%
19	Allegiance (Foodtown)	1	$13.00	0.61%
20	Rite Aid	3	$10.20	0.48%
21	ASG	1	$8.43	0.40%
22	Aldi	1	$7.60	0.36%
23	Circle K	1	$1.70	0.08%
24	Military Commissaries	1	$1.53	0.07%
		129	**$2,127.75**	**99.96%**

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

- Population 648,998
- # of Households 229,454
- Median Income $72,679
- Under age 18...................... 24.2%
- Over age 65........................ 22.8%

- Female 51.7%
- White 84.3%
- Black.................................. 3.6%
- Hispanic 9.5%
- Asian.................................. 1.9%

1	ShopRite	9	$611.50	29.26%
2	Stop & Shop	7	$240.09	11.49%
3	Wawa	38	$238.60	11.42%
4	Walmart (SuperCenter)	5	$151.70	7.26%
5	Albertsons (Acme)	5	$121.30	5.80%
6	CVS	22	$106.40	5.09%
7	Walgreens	15	$96.00	4.59%
8	Costco	2	$95.40	4.57%
9	BJ's Wholesale Club	2	$74.30	3.56%
10	7-Eleven	27	$65.70	3.14%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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11	Krasdale (Market Fresh)	8	$61.84	2.96%
12	Target	3	$54.00	2.58%
13	Aldi	5	$50.50	2.42%
14	Rite Aid	17	$42.10	2.01%
15	Quick Chek	9	$24.60	1.18%
16	Trader Joe's	1	$22.10	1.06%
17	Circle K	7	$15.40	0.74%
18	Great Valu	1	$14.70	0.70%
19	Murphy's Markets	1	$9.90	0.47%
20	Lidl	2	$9.60	0.46%
21	ASG	2	$7.04	0.34%
22	Military Commissaries	1	$1.46	0.07%
		189	**$2,114.23**	**101.17%***

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

Population	518,117	Female	51.2%
# of Households	168,681	White	40.3%
Median Income	$73,562	Black	14.9%
Under age 18	23.7%	Hispanic	2.8%
Over age 65	15.0%	Asian	5.7%

1	ShopRite (Fresh Grocer/PR)	7	$449.60	33.60%
2	Stop & Shop	5	$178.32	13.33%
3	Corrado's Family Affair	2	$132.30	9.89%
4	Costco	2	$103.60	7.74%
5	Key Food	5	$96.50	7.21%
6	Walgreens	14	$87.50	6.54%
7	CVS	12	$64.80	4.84%
8	Trader Joe's	2	$44.30	3.31%
9	Whole Foods	1	$34.80	2.60%
10	Quick Chek	10	$24.10	1.80%
11	Target	1	$20.90	1.56%
12	Allegiance (Foodtown)	1	$19.50	1.46%
13	7-Eleven	7	$14.80	1.11%
14	Aldi	2	$14.30	1.07%
15	Super Supermarket	1	$13.50	1.01%
16	Rite Aid	3	$12.30	0.92%
17	ASG (Compare)	4	$11.67	0.87%
18	Lidl	1	$7.30	0.55%
19	Circle K	2	$4.40	0.33%
		82	**$1,334.49**	**99.73%**

SALEM COUNTY ($163.5 million) (Includes Pennsville, Salem)

Population	64,046	Female	51.0%
# of Households	24,414	White	73.4%
Median Income	$64,234	Black	14.8%
Under age 18	21.4%	Hispanic	9.8%
Over age 65	19.0%	Asian	1.1%

1	Albertsons (Acme)	2	$70.20	42.94%
2	Wawa	4	$26.60	16.27%
3	Walmart	1	$21.90	13.39%
4	Walgreens	2	$11.90	7.28%
5	Rite Aid	3	$9.60	5.87%
6	Save A Lot	1	$6.60	4.04%
7	IGA	1	$4.42	2.70%
8	Heritage Dairy Stores	2	$3.80	2.32%
9	Circle K	1	$2.20	1.35%
		17	**$157.22**	**96.16%**

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

Population	345,647	Female	51.1%
# of Households	119,721	White	54.8%
Median Income	$116,510	Black	10.5%
Under age 18	21.5%	Hispanic	15.2%
Over age 65	16.2%	Asian	18.8%

1	ShopRite	7	$496.80	39.43%
2	Costco	2	$141.50	11.23%
3	Wegmans	1	$112.50	8.93%
4	Stop & Shop	4	$98.64	7.83%
5	Walmart (SuperCenter)	2	$47.60	3.78%
6	CVS	11	$46.80	3.71%
7	Albertsons (Acme/Kings)	2	$41.80	3.32%
8	Walgreens	8	$35.90	2.85%
9	Target	2	$34.50	2.74%
10	BJ's Wholesale Club	1	$33.90	2.69%
11	Whole Foods	1	$33.70	2.67%
12	Quick Chek	11	$28.60	2.27%
13	Wawa	4	$21.50	1.71%
14	Weis Markets	1	$19.61	1.56%
15	Trader Joe's	1	$19.40	1.54%
16	The Fresh Market	1	$12.20	0.97%
17	Fine Fare Supermarkets	2	$11.30	0.90%
18	Key Food	1	$7.90	0.63%
19	7-Eleven	2	$5.30	0.42%
20	Rite Aid	1	$4.10	0.33%
21	Royal Farm Stores	1	$3.30	0.26%
		66	**$1,256.85**	**99.76%**

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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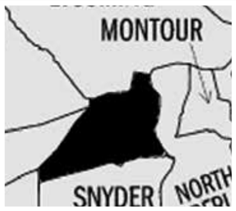
SUSSEX COUNTY ($627.3 million) (Includes Franklin, Hoptacong, Newton)

- Population 145,543
- # of Households 54,166
- Median Income $96,222
- Under age 18...................... 19.4%
- Over age 65........................ 18.0%
- Female 50.3%
- White 85.1%
- Black.................................... 2.7%
- Hispanic 9.2%
- Asian.................................... 2.0%

1	ShopRite	4	$289.60	46.17%
2	7-Eleven	35	$79.90	12.74%
3	Albertsons (Acme)	2	$54.20	8.64%
4	Stop & Shop	1	$47.22	7.53%
5	Weis Markets	2	$45.04	7.18%
6	Walmart (SuperCenter)	2	$42.50	6.78%
7	Quick Chek	10	$23.20	3.70%
8	CVS	3	$11.10	1.77%
9	Walgreens	2	$10.60	1.69%
10	Rite Aid	2	$7.90	1.26%
11	C&S Independents	2	$7.30	1.16%
12	Circle K	1	$2.30	0.37%
		66	**$620.86**	**98.97%**



UNION COUNTY ($1.9 billion) (Includes Clark, Elizabeth, Springfield)

- Population 572,114
- # of Households 191,862
- Median Income $82,644
- Under age 18...................... 23.3%
- Over age 65........................ 14.7%
- Female 51.1%
- White 39.2%
- Black.................................. 23.8%
- Hispanic 32.8%
- Asian.................................... 5.7%

1	ShopRite	8	$664.50	34.01%
2	Albertsons (Acme/Kings)	5	$161.70	8.28%
3	Stop & Shop	5	$147.10	7.53%
4	CVS	24	$115.60	5.92%
5	Walgreens	16	$103.80	5.31%
6	BJ's Wholesale Club	2	$99.70	5.10%
7	Target	4	$83.30	4.26%
8	Supremo	3	$74.60	3.82%
9	7-Eleven	31	$70.10	3.59%
10	Costco	1	$63.60	3.26%
11	Whole Foods	2	$61.20	3.13%
12	Walmart (SuperCenter)	2	$50.50	2.58%
13	Key Food	3	$42.00	2.15%
14	Wawa	6	$34.40	1.76%
15	Food Bazaar	1	$32.20	1.65%

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NEW JERSEY COUNTY SHARE OF MARKET: 2022

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16	Seabra's	3	$23.80	1.22%
17	Quick Chek	10	$23.50	1.20%
18	ASG	5	$20.62	1.06%
19	Trader Joe's	1	$19.20	0.98%
20	Lidl	2	$17.50	0.90%
21	Aldi	3	$16.80	0.86%
22	Save A Lot	1	$8.10	0.41%
23	Circle K	3	$7.20	0.37%
24	Fine Fare Supermarkets	1	$4.50	0.23%
		142	**$1,945.52**	**99.58%**

WARREN COUNTY ($460.2 million)
(Includes Hackettstown, Phillipsburg)

- Population 110,731
- # of Households 42,322
- Median Income $83,497
- Under age 18...................... 19.3%
- Over age 65........................ 18.7%
- Female 51.0%
- White 80.4%
- Black.................................... 5.7%
- Hispanic 10.2%
- Asian.................................... 2.9%

1	ShopRite	3	$203.50	44.22%
2	Target	2	$40.80	8.87%
3	Walmart (SuperCenter)	1	$38.90	8.45%
4	Albertsons (Acme)	1	$25.20	5.48%
5	Stop & Shop	1	$24.14	5.25%
6	CVS	6	$24.10	5.24%
7	Wawa	3	$21.30	4.63%
8	Weis Markets	1	$20.27	4.40%
9	Rite Aid	5	$20.10	4.37%
10	Quick Chek	6	$18.20	3.95%
11	C&S Independents	5	$8.30	1.80%
12	7-Eleven	3	$6.80	1.48%
13	Walgreens	1	$4.80	1.04%
		39	**$456.41**	**99.18%**

( ) 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 2022

IN REVIEW: KRASDALE FOODS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield (Ctown/Mkt Fresh)	6	$50.90	$3,694.80	1.38%	6	$54.33	1.49%
CT	New Haven	13	$62.98	$3,412.60	1.85%	13	$67.22	2.04%

CT Recap: 19 stores with sales of $113.88 million. Total retail food sales for CT in the study: $7.85 billion. Krasdale share of CT is 1.45%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen (Ctown)	9	$48.55	$3,410.90	1.42%	9	$51.82	1.55%
NJ	Cumberland (AIM)	1	$9.08	$604.30	1.50%	1	$9.69	1.68%
NJ	Essex (AIM/Ctown)	26	$239.91	$2,152.30	11.15%	28	$278.09	13.37%
NJ	Hudson	6	$38.73	$1,618.20	2.39%	6	$41.34	2.65%
NJ	Mercer (Stop 1)	1	$2.63	$1,367.90	0.19%	1	$2.81	0.21%
NJ	Middlesex (Market Fresh)	8	$61.94	$2,505.30	2.47%	7	$50.01	2.06%
NJ	Monmouth	1	$8.20	$2,598.70	0.32%	1	$8.17	0.32%
NJ	Ocean (Stop 1)	8	$61.84	$2,089.80	2.96%	7	$57.19	2.82%

NJ Recap: 60 stores with sales of $470.88 million. Total retail food sales for NJ in the study: $30.99 billion. Krasdale share of NJ is 1.52%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx (AIM/Bravo/Ctown/Mkt Fr/Stop 1)	72	$642.97	$3,140.80	20.47%	80	$744.13	23.22%
NY	Brooklyn (AIM/Bravo/Ctown/Mkt Fr/ShopSmt/Stop1)	93	$723.04	$5,154.20	14.03%	97	$804.91	15.72%
NY	Manhattan (AIM/Bravo/Mkt Fr/ShopSmt/Stop1	48	$285.81	$5,668.80	5.04%	50	$422.61	7.54%
NY	Nassau (AIM/Bravo)	29	$244.81	$5,461.30	4.48%	30	$266.15	4.81%
NY	Putnam (AIM)	2	$10.07	$240.80	4.18%	1	$10.75	4.47%
NY	Queens (AIM/Bravo/Ctown/Mkt Fr/ShopSmt/Stop1)	97	$779.56	$5,417.10	14.39%	100	$857.40	15.75%
NY	Rockland (AIM/Bravo)	3	$25.42	$1,005.70	2.53%	3	$27.14	2.59%
NY	Staten Island (Mkt Fr/Shop Smt/Stop 1)	10	$58.22	$1,592.20	3.66%	12	$73.17	4.62%
NY	Suffolk (AIM/Bravo/Ctown/Mkt Fr/ShopSmt/Stop1)	44	$221.88	$5,965.50	3.72%	44	$236.82	4.00%
NY	Westchester (AIM/Bravo/Ctown/Mkt Fr/ShopSmt/Stop1)	32	$241.54	$3,619.50	6.67%	31	$248.92	6.67%

NY Recap: 430 stores with sales of $3.23 billion. Total retail food sales for NY in the study: $39.64 billion. Krasdale share of NY is 8.15%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks (Bravo/Ctown)	4	$35.54	$1,512.60	2.35%	4	$37.93	2.64%
PA	Lehigh (Ctown)	2	$17.73	$1,461.30	1.21%	2	$18.93	1.40%
PA	Northampton	2	$17.63	$1,209.40	1.46%	1	$18.82	1.60%
PA	Philadelphia (AIM/Ctown/Mkt Fr/Shop Smt/Stop 1)	16	$44.76	$3,685.80	1.21%	18	$57.75	1.54%

PA Recap: 24 stores with sales of $115.66 million. Total retail food sales for PA in the study: $31.33 billion. Krasdale share of PA is 0.37%.

Mid-Atlantic Recap: 533 stores with sales of $3.93 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Krasdale Per Store Average: $7.35 million ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022

Legislative Line

White House To Host Major Food Conference

The first White House Conference on Food, Nutrition and Health was held in 1969 and influenced the country's food policy agenda for the next 50 years. It was a huge initiative that eventually resulted in policy and regulatory changes at the U.S. Department of Agriculture, the U.S. Department of Health and Human Services, the Food and Drug Administration, and even non-government organizations. Thus, a lot of attention will be forthcoming this fall as the Biden administration recently made a major announcement that they will host a White House Conference on Hunger, Nutrition, and Health this coming September.

The goal of the planned White House conference may sound simple, but for those who plan, particulate, and then regulate the conference outcomes it is far from that. The announced goal of the conference is, and I quote," To end hunger and increase healthy eating and physical activity by 2030, so that fewer Americans experience diet-related diseases like diabetes, obesity, and hypertension." The 2022 White House conference will catalyze the public and private sectors around a coordinated strategy to accelerate progress and drive transformative change in the U.S. to meet these goals. Groups who will work on the project will include anti-hunger and nutrition advocates, food companies, the healthcare community, state and local governments, and others, the White House said.

Members of the food industry and other interested parties are being asked at this time to provide input to the process leading up to the September White House conference. To provide input to the conference agenda, the Biden administration will be hosting listening sessions across the country over the next several months. Preparation for the high-level conference is expected to accelerate progress toward launch of a national plan for achieving the health goals and closing disparity gaps. You can participate and obtain additional information at WhiteHouse.gov/HungerHealthConference.

Legislation Introduced To Improve Food Safety

U.S. Senator Edward Markey (D-MA) has introduced the Ensuring Safe and Toxic-Free Foods Act, which if enacted, will mean stricter regulations of "Generally Recognized as Safe" (GRAS) and create a new FDA office to assess the safety of chemicals in America's food supply. Other co-sponsors of the proposed legislation include Senators Richard Blumenthal (D-CT), and Elizabeth Warren (D-MA). Thus far, the legislation has been endorsed by the Environmental Working Group, the Center for Science in the Public Interest, Environmental Defense Fund, Breast Cancer Prevention Partners, and Earthjustice.

Citing why his proposed legislation is needed, Senator Markey said, "The only mystery families should encounter at mealtime is what is for dinner, not what is in dinner. Americans deserve to know that the food at their kitchen table is safe for themselves and their families to eat."

FTC Versus Fake Marketing Reviews

If you shop online for food or general merchandise, you are bombarded with all types of information to get you to make a purchase. Obviously, some of the messages are true, some false, and some bend the truth a bit. Well, the Federal Trade Commission (FTC) wants to resolve this issue. The FTC is proposing an updated set of rules that would attempt to rein in the burgeoning use of phony reviews to hawk products online and also work to prevent the suppression of negative reviews, according to a report that crossed my desk from Nutra Ingredients USA.

"We're updating the guides to crack down on fake reviews and other forms of misleading marketing, and we're warning marketers on stealth advertising that targets kids," said Samuel Levine, director of the FTC's Bureau of Consumer Protection. The FTC's recent announcement concerns proposed changes to FTC's Endorsement Guides document that incorporates some of the suggestions found in the more than 75 comments it had already received on the proposed new guidelines. The document is now open for another round of public comment before being made final.

"FDA Approved"?

The FDA has issued a document reminding consumers and marketers that in only a few cases is 'FDA approved' a factual statement. 'FDA approved' language and seals appear on hundreds of dietary supplements and functional food products. The logos and statements imply that the products have received an overarching official government imprimatur, when this is never the case, according to a report from Nutra Ingredients USA.

Barry F. Scher
Policy Solutions LLC

FDA is currently reiterating to marketers that the misuse of FDA's logo in bogus 'FDA approved' statements and or of its seals is a technical violation of the law, and the FDA log should not be used to misrepresent the agency or to suggest that the FDA endorses any private organization, product, or service.

OSHA Previews Upcoming Workplace Safety Rules

Last month the Occupational Safety Health Administration (OSHA) previewed what is on the horizon for workplace safety rules. Speaking to lawmakers, OSHA Administrator Doug Parker noted that OSHA is in the process of developing a149i-

See **LEGISLATIVE LINE**
on page 153

IN REVIEW: WEGMANS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen	1	$112.70	$3,410.90	3.30%	1	$109.60	3.27%
NJ	Burlington	1	$79.10	$1,833.80	4.31%	1	$77.50	4.50%
NJ	Camden	1	$58.40	$1,824.60	3.20%	1	$57.60	3.31%
NJ	Mercer	1	$65.20	$1,367.90	4.77%	1	$63.90	4.83%
NJ	Middlesex	1	$64.60	$2,505.30	2.58%	1	$67.30	2.77%
NJ	Monmouth	2	$104.90	$2,598.70	4.04%	2	$100.60	3.97%
NJ	Morris	1	$113.70	$2,128.70	5.34%	1	$109.40	5.26%
NJ	Somerset	1	$112.50	$1,259.90	8.93%	1	$108.10	8.80%
NJ Recap: 9 stores with sales of $711.1 million. Total retail food sales for NJ in the study: $30.99 billion. Wegmans share of NJ is 2.29%.								
NY	Brooklyn	1	$101.20	$5,154.20	1.96%	1	$97.50	1.90%
NY	Westchester	1	$72.70	$3,619.50	2.01%	1	$67.90	1.82%
NY Recap: 2 stores with sales of $173.9 million. Total retail food sales for NY in the study: $39.64 billion. Wegmans share of NY is 0.44%.								
PA	Bucks	1	$86.10	$2,961.30	2.91%	1	$83.60	2.97%
PA	Chester	2	$146.70	$1,999.40	7.34%	2	$140.50	7.47%
PA	Cumberland	1	$59.80	$1,206.50	4.96%	1	$59.20	5.20%
PA	Delaware	1	$103.50	$2,334.10	4.43%	1	$101.60	4.48%
PA	Lackawanna	1	$51.80	$759.90	6.82%	1	$50.90	6.78%
PA	Lancaster	1	$65.90	$1,852.90	3.56%	1	$65.20	3.75%
PA	Lehigh	1	$65.60	$1,461.30	4.49%	1	$63.30	4.68%
PA	Luzerne	1	$54.80	$1,048.50	5.23%	1	$52.70	5.19%
PA	Lycoming	1	$54.80	$441.70	12.41%	1	$37.90	9.08%
PA	Montgomery	3	$223.50	$4,037.30	5.54%	3	$215.40	5.54%
PA	Northampton	2	$138.40	$1,209.40	11.44%	2	$134.70	11.46%
PA Recap: 15 stores with sales of $1.05 billion. Total retail food sales for PA in the study: $31.33 billion. Wegmans share of PA is 3.35%.								

Mid-Atlantic Recap: 26 stores with sales of $1.94 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
Wegmans Per Store Average: $74.46 million

Source: *Food Trade News*, June 2022

THE GIANT COMPANY (TGC) AND EMPOWER AT THE BRIDGE Foundation recently announced a new partnership to feed underserved families with nutritious foods grown locally while beginning to convert the city of Harrisburg's food desert into a food oasis. At the announcement of the new partnership in the "Giant Bleacher Garden" located at the old Bishop McDevitt High School, the future headquarters of The Bridge, Eco-Village in Harrisburg, PA, were (l-r) Jessica Groves, community impact manager, TGC; Amahl Pitts, chief executive officer, and Kerry MacDearmid, chief operations officer, Harrisburg City F.A.R.M.; Garry Gilliam, president, Empower at the Bridge Foundation and founder and CEO, The Bridge; Julie Morales, VP-finance, TGC; Pennsylvania Governor Tom Wolf; Glennis Harris, SVP-customer experience, TGC; Pennsylvania First Lady Frances Wolf; and Thelma Shifflett (Garry Gilliam's mother).

TAKING STOCK

from page 117

adding to their ESG reporting. Now, the Securities and Exchange Commission (SEC) wants publicly-held companies to disclose more detailed information about the "do-gooder" stuff they're claiming. Recently, Walmart was fined for incorrectly claiming some clothing they were selling was environmentally sound, when in fact it wasn't. Soon, we'll hopefully see how much "greenwash" is actually "eyewash."...Mark "Everything I Touch Turns To Gold" Lore is at it again. The serial entrepreneur who founded online diaper service Quidsi (and sold it to Amazon for $500 million in 2010) and jet.com (which he sold to Walmart for $3.3 billion in 2016) has just raised another $350 million for his latest project, the Wonder Group, a food delivery startup that is building a network of food trucks that can in essence create a portable ghost kitchen for onsite eating or through home delivery. Currently, Wonder services about 132,000 households in Northern New Jersey. Lore ultimately wants to expand the concept nationally and, with a market cap now at about $3.5 billion, he's well on his way. Do not bet against this guy...the bees are back in Carlisle! Following the theft of its honeybees earlier in the year, The Giant Company (TGC) announced that two new beehives, housing 30,000 honeybees, are now at home near the company's seven-acre pollinator-friendly solar field at its corporate headquarters. The company will continue to add to the colony over the next several months and will ultimately house 450,000 honeybees in nine beehives by next year. "The theft of our bees and beehives in January brought to light the issue many beekeepers around the country are facing – not only have bee populations been declining for decades, now they are also being stolen," said Nicholas Bertram, president of TGC. "Bees and other pollinators are crucial to growing fruits and vegetables; without them, our produce departments and mealtimes around the table would look much different, with many of our favorite items missing from plates. Recognizing the impact bee colony loss has on our local food supply chain, we knew we would bring honeybees back to our corporate headquarters, but not everyone is as fortunate as us. That's why we also wanted to support other local beekeepers impacted by this issue, too."...we have some major CPG news to report as well. Kellogg has announced that it will split its business into three separate publicly-traded divisions as its seeks to gain more shareholder value. The Battle Creek, MI manufacturer said that its global snacking business ($11.4 billion in annual sales and includes such brands as Pringles, Cheez-It, Pop-Tarts, Kellogg's Rice

TAKING STOCK continues on page 139

Central Pennsylvania Supermarket Leaders

- Eye Opener: TGC Share At 53.1%
- Excellent Comps Boost Weis
- C&S Indies Hold Serve
- Karns Adds Perry Co. Unit
- Competition Thwarts Big Gains

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	The Giant Company (Martin's)	52	$2,310.31	53.11%	51	$2,206.58	53.01%
2	Weis Markets	38	$872.88	20.07%	38	$802.01	19.34%
3	C&S Independents	51	$233.30	5.36%	51	$232.25	5.60%
4	Karns Prime & Fancy Foods	10	$184.00	4.12%	9	$171.00	4.12%
5	Aldi	15	$129.40	2.97%	15	$125.70	2.99%
6	Wegmans	2	$125.70	2.89%	2	$124.40	3.00%
7	Family Owned Markets	7	$121.80	2.80%	7	$127.48	3.07%
8	Grocery Outlet	10	$63.20	1.45%	10	$64.10	1.55%
9	Redner's Markets	3	$50.30	1.16%	3	$49.80	1.20%
10	IGA	5	$49.40	1.14%	5	$47.32	1.14%
		193	**$4,140.29**	**95.18%**	**191**	**$3,950.64**	**95.28%**

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 $4.35 billion.

Source: *Food Trade News*, June 2022

THANK YOU

to our fresh & consumer packaged goods partners for another successful year in the grocery industry!

We make a great team!

The GIANT™ Company

Central Pennsylvania Market Leaders

- Alts. Stymied By Supers; Share 35.3%
- TGC: Unvanquished Against All Comers
- Target, WM Share Is 13.6%
- CVS, Rite Aid Control 7.8%
- Sheetz, TH, Rutters Pace C-Stores

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	The Giant Company (Martin's)	52	$2,310.31	33.14%	51	$2,206.58	33.17%
2	Weis Markets	38	$872.88	12.52%	38	$802.01	12.06%
3	Walmart (SuperCenter)	20	$745.50	10.70%	20	$707.10	10.63%
4	CVS	73	$342.90	4.92%	74	$339.00	5.10%
5	Sheetz	71	$281.30	4.04%	71	$274.70	4.13%
6	C&S Independents	51	$233.30	3.35%	51	$232.25	3.49%
7	Target	11	$202.00	2.90%	11	$184.30	2.77%
8	Rite Aid	60	$201.60	2.89%	60	$196.10	2.95%
9	Karns Prime & Fancy Foods	10	$184.00	2.64%	9	$171.00	2.57%
10	Turkey Hill	117	$177.20	2.54%	113	$163.60	2.46%
11	Sam's Club	4	$168.60	2.42%	4	$162.00	2.44%
12	Rutter's Farm Stores	69	$137.20	1.97%	67	$127.50	1.92%
13	Aldi	15	$129.40	1.86%	15	$125.70	1.89%
14	Wegmans	2	$125.70	1.80%	2	$124.40	1.87%
15	Family Owned Markets	7	$121.80	1.75%	7	$127.48	1.92%
16	BJ's Wholesale Club	4	$114.10	1.64%	4	$113.20	1.70%
17	Costco	2	$88.50	1.27%	2	$82.50	1.24%
18	Grocery Outlet	10	$63.20	0.91%	10	$64.10	0.96%
19	Redner's Markets	3	$50.30	0.72%	3	$49.80	0.75%
20	IGA	5	$49.40	0.71%	5	$47.32	0.71%
		624	**$6,599.19**	**94.67%**	**617**	**$6,300.64**	**94.73%**

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 149. Petroleum sales are not included. Counties/cities included are: Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York. ( ) Indicates another banner used by the company.

Total food sales for the area are: $6.97 billion.

Source: *Food Trade News*, June 2022

Northeast Retailers And Industry Suppliers Travel To Meadowlands Exposition Center In

Allegiance Retail Services held its 2022 Holiday Selling Show June 16 at the Meadowlands Expo Center in Secaucus. Samer Rahman (c) of Allegiance Retail Services welcomes Lou Scaduto (l) and Louis Scaduto of Food Circus Supermarkets to the show.

Pete Telesco (l) of C&S Wholesale Grocers chats with Ken Brickel (c) of Allegiance Retail Services and David Carhart of Food Circus Supermarkets.

This group includes (l-r) Ken Mariano and Michael Mignosi, Mignosi's Foodtown; Stephen Grzelak, Mark McFadden and Brian Daly, Allegiance Retail Services.

This Red Apple Group foursome includes (l-r) Robert Mariano, Joe Parisi, Rick Rodriguez and John Vasapoli.

All smiles for our photographer are (l-r) Daniel Romanoff and Frank Kissel, Nebraskaland; Gerard Quinn and Tom Figlioline, PSK Foodtown.

Delano McClaren (l) of PSK Foodtown is joined here by Samer Rahman of Allegiance Retail Services.

Making their way to the Meadowlands earlier this month were (l-r) Joe Atchison of the New Jersey Department of Agriculture; New Jersey Department of Agriculture Secretary Doug Fisher; Dean Holmquist and Gary Roselli, Allegiance Retail Services.

Adam Shapiro (c) of Green Way Markets is flanked in this photo by Joe Russo (l) of Pompeian and Jerry Nieves of Acosta.

Frank Miranda (l) of NLM Marketing smiles for a photo with John Colberg of PSK Foodtown.

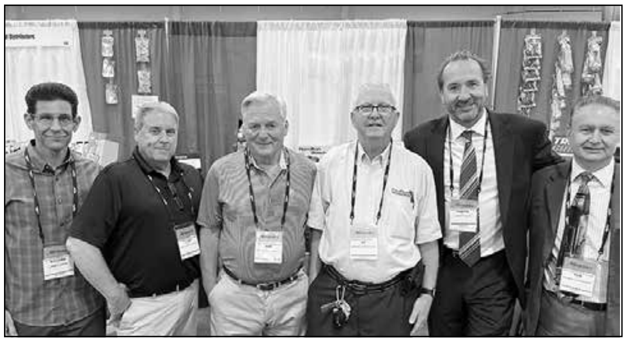
This Food Circus Supermarkets trio comprises Marcus Murphy (l), George Clayton (c) and Bill Gear.

These fine folks are (l-r) Adam Shapiro, Green Way Market; Jeff Spector, Allegiance Retail Services; Tony Abbatemarco, Food Circus Supermarkets; Letia Childs, Liberty Coke; and Jaclyn Arturi, Allegiance Retail Services.

Secaucus, NJ June 16 To Attend Allegiance Retail Services 2022 Holiday Selling Show

Noah Katz (l), PSK/444 Fulton Management Group is joined here by Samer Rahmen of Allegiance Retail Services.

John Aleksandrowicz (l) of Allegiance Retail Services chats with Phil Nardella (c) and Henry Cabezas of JOH.



Here we have (l-r) Rich Picnic and Vinny Mannino, Liberty Sales & Marketing; Ron Ruta and Ed McKavanaugh, Allegiance Retail Services; Martin Terry, Liberty Sales & Marketing; and Ron Rallo, Imperial Distributors.

Handling business at the show for Island Fresh are Alan Schor (l) and Chris Adirente.

This group includes (l-r) Bob Palermo, DeLallo; Eddie Trapani, 444 Fulton Management Group; John Pauciullo and Steve Hungerbuhler, RDD Associates.

Jamie Falling (l) of Taylor Farms is joined by Affinity Group's (2nd from l-r) Jeanie Sorrentino, Anthony Latona, Max D'Onofrio and Shawn Pramraj.

This Pace Target Sales group shot features (l-r) Nancy Rodgers-Fluharty, Joe Pace Jr., Candi Schaum, Colleen Potts and Donna Pritchard.

Keeping busy at the Allegiance show are (l-r) Ed Hunt, PSK; Jaclyn Arturi, Allegiance Retail Services; James Santos, Barcel USA; and Tony Dineen, Bimbo Bakeries.

This photo includes (l-r) Bill Lardieri, Flowers Foods; Jeff Anastasia and Sal Delio, Utz; and Ron Ruta, Allegiance Retail Services.

Joe Atchison (l) and Christine Fries of the New Jersey Department of Agriculture are joined by Dean Holmquist of Allegiance Retail Services.

Chris Meehan (l) of Northeast Food Marketing poses for a photo with John Baxter of Phillips Foods.

IN REVIEW: WALGREENS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	20	$130.60	$3,694.80	3.53%	20	$121.70	3.34%
CT	Litchfield	9	$39.50	$739.60	5.34%	9	$37.30	4.71%
CT	New Haven	23	$155.80	$3,412.60	4.57%	23	$142.80	4.33%

CT Recap: 52 stores with sales of $325.9 million. Total retail food sales for CT in the study: $7.85 billion. Walgreens share of CT is 4.15%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	38	$197.10	$2,085.30	9.45%	38	$197.20	9.93%

DE Recap: 38 stores with sales of $197.1 million. Total retail food sales for DE in the study: $2.09 billion. Walgreens share of DE is 9.45%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic	14	$64.70	$936.20	6.91%	15	$66.20	7.19%
NJ	Bergen	32	$114.10	$3,410.90	3.35%	35	$124.20	3.71%
NJ	Burlington	6	$40.70	$1,833.80	2.22%	6	$39.60	2.30%
NJ	Camden	12	$77.40	$1,824.60	4.24%	12	$73.80	4.25%
NJ	Cape May	4	$18.20	$557.00	3.27%	4	$19.80	3.71%
NJ	Cumberland	5	$34.70	$604.30	5.74%	5	$31.20	5.42%
NJ	Essex	23	$150.30	$2,152.30	6.98%	23	$144.10	6.93%
NJ	Gloucester	5	$27.80	$1,111.10	2.50%	5	$29.10	2.75%
NJ	Hudson (Duane Reade)	23	$126.80	$1,618.20	7.84%	23	$120.60	7.74%
NJ	Hunterdon	4	$24.30	$446.30	5.44%	4	$23.70	5.43%
NJ	Mercer	14	$70.80	$1,367.90	5.18%	14	$68.30	5.17%
NJ	Middlesex	19	$136.50	$2,505.30	5.45%	20	$136.20	5.61%
NJ	Monmouth	25	$155.30	$2,598.70	5.98%	26	$154.60	6.10%
NJ	Morris	14	$85.20	$2,128.70	4.00%	14	$87.80	4.22%
NJ	Ocean	15	$96.00	$2,089.80	4.59%	15	$91.60	4.52%
NJ	Passaic	14	$87.50	$1,338.10	6.54%	15	$88.20	6.93%
NJ	Salem	2	$11.90	$163.50	7.28%	2	$11.40	7.40%
NJ	Somerset	8	$35.90	$1,259.90	2.85%	9	$38.20	3.11%
NJ	Sussex	2	$10.60	$627.30	1.69%	3	$14.60	2.21%
NJ	Union	16	$103.80	$1,953.70	5.31%	17	$105.10	5.78%
NJ	Warren	1	$4.80	$460.20	1.04%	1	$5.10	1.17%

NJ Recap: 258 stores with sales of $1.48 billion. Total retail food sales for NJ in the study: $30.99 billion. Walgreens share of NJ is 4.77%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx (Duane Reade)	25	$190.60	$3,140.80	6.07%	27	$195.70	6.11%
NY	Brooklyn (Duane Reade)	48	$239.70	$5,154.20	4.65%	50	$241.70	4.72%
NY	Dutchess	4	$20.40	$1,051.30	1.94%	4	$18.90	1.86%
NY	Manhattan (Duane Reade)	95	$1,003.40	$5,668.80	17.70%	99	$1,019.70	18.18%
NY	Nassau (Duane Reade)	27	$203.40	$5,461.30	3.72%	27	$189.20	3.42%
NY	Orange	8	$45.10	$1,336.80	3.37%	10	$53.10	4.08%
NY	Queens (Duane Reade)	54	$487.20	$5,417.10	8.99%	58	$493.60	9.07%
NY	Rockland	5	$40.90	$1,005.70	4.07%	6	$42.80	4.08%
NY	Staten Island (Duane Reade)	10	$70.80	$1,592.20	4.45%	10	$67.80	4.28%
NY	Suffolk	29	$174.60	$5,965.50	2.93%	29	$165.50	2.80%
NY	Westchester	15	$93.70	$3,619.50	2.59%	16	$97.50	2.61%

NY Recap: 320 stores with sales of $2.57 billion. Total retail food sales for NY in the study: $39.64 billion. Walgreens share of NY is 6.48%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks	1	$5.70	$1,512.60	0.38%	1	$5.50	0.38%
PA	Bucks	10	$59.10	$2,961.30	2.00%	10	$60.30	2.14%
PA	Chester	7	$51.40	$1,999.40	2.57%	7	$46.20	2.46%
PA	Delaware	8	$52.10	$2,334.10	2.23%	8	$52.40	2.31%
PA	Franklin	1	$5.80	$455.90	1.27%	1	$5.40	1.17%
PA	Lackawanna	1	$6.70	$759.90	0.88%	1	$6.30	0.84%
PA	Lancaster	1	$5.50	$1,852.90	0.30%	1	$5.30	0.30%
PA	Lehigh	4	$23.10	$1,461.30	1.58%	4	$22.30	1.65%
PA	Luzerne	3	$19.90	$1,048.50	1.90%	3	$18.90	1.86%
PA	Montgomery	13	$76.20	$4,037.30	1.89%	13	$70.80	1.82%
PA	Northampton	4	$24.20	$1,209.40	2.00%	4	$23.10	1.97%
PA	Philadelphia	15	$122.80	$3,685.80	3.33%	16	$123.20	3.29%
PA	Pike	1	$4.90	$196.80	2.49%	1	$4.70	3.28%
PA	Wayne	1	$4.20	$170.00	2.47%	1	$4.10	2.43%
PA	York	3	$17.10	$1,642.70	1.04%	3	$16.30	1.04%

PA Recap: 73 stores with sales of $478.7 million. Total retail food sales for PA in the study: $31.33 billion. Walgreens share of PA is 1.53%.

Mid-Atlantic Recap: 741 stores with sales of $5.05 billion annually.

Mid-Atlantic retail food sales total: $111.81 billion.

Walgreens Per Store Average: $6.81 million ( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022

New Jersey's Bag Ban Is In Place. What's Next?

By Linda Doherty, President

In an 18-month runway, the nation's most trailblazing single use bag ban and plastic law was recently implemented in early May. The New Jersey Food Council (NJFC), the New Jersey Clean Communities Council (NJCCC), the NJ Business Action Center (NJBAC) and the NJ Department of Environmental Protection (NJDEP) teamed up to develop a robust public campaign to educate and inform NJFC food retail members, bag suppliers, New Jersey's business community and 9.2 million residents how best to comply with the law.

In this landmark legislation, the impact is vast to the shopping experience because it encapsulates the operations of all retailers, grocers, restaurants, schools, main street shops, meals on wheels, food trucks, senior centers, dining facilities, movie theaters, pharmacies, liquor stores, and foodbanks who have a six-month delay.

Since the law was signed, NJFC developed a toolkit of Bag Up NJ resources for members to use from signage, in-store announcements, social media messaging, collateral materials, sponsored events and food retailers found innovative and cost-effective ways in which to spread the important message, especially to overburdened communities.

NJFC members have reached all corners of the state, handing out reusable bags and educational materials, while also answering questions and serving as a consistent, informed resource for the public.

The industry braced for May 4 – the day the law went into effect. And it came and went without any fanfare. The public was prepared, most shoppers remembered their bags or ran back out to their cars to retrieve their reusables or purchased a new bag to transport their groceries or found another means to carry their stuff.

There have been some lessons learned including the loss of hand baskets, a new look at bagging policies, evaluation of on-line shopping programs and pilot programs on bag exchange services. Nevertheless, the new law is in place, the education campaign prepared the public and NJ's grocery shoppers have quickly made the adjustment to the new normal.

Our next messaging campaign will target bag cleaning, sanitizing and properly maintaining reusable bags as a reminder. Shoppers are quickly learning the reusable bags come in many shapes and sizes, as well as material such as woven or nonwoven polypropylene, nylon or polyester, bamboo or hemp, cotton or insulated.

While these reusable bags are a sustainable alternative to single use bags, they can generate germs and mold, and cross-contaminate food. Phase two of the public education campaign will focus on spreading the word on how best to wash and store bags safely between each use. Shoppers will be reminded to "Clean, Separate and Store" the bags.

For now, kudos to our New Jersey grocery and retail industries for taking on this arduous public service and moving the Garden State to a more sustainable and litter-free environment for generations to come.

Inflation Spurs Strong Retail Sales Again; ShopRite, Stop & Shop, TGC Pace Field

from page 1

executive VP Chris Lane had resigned. With the recent news that long-time president and COO Joe Sheridan will be retiring in October 2023, Wakefern/ShopRite has begun a search to fill Sheridan's post. As for the numbers, ShopRite and Wakefern's other banners operated 280 stores in the region (two more than last year) and rang up estimated sales of $16.8 billion.

Stop & Shop had a challenging year especially when compared to the COVID-related and new remodels gains it made in the previous 12 months. The largest Ahold Delhaize USA (ADUSA) brand operated two fewer supermarkets this year (209 vs. 211) and saw sales dip to $7.97 billion in the competitive New York Metro market.

Conversely, another ADUSA brand – The Giant Company – continued its positive roll that began years before COVID. The Carlisle, PA-based supermarket chain opened three new stores over the past 12 months, including new Giant stores and Heirloom Markets in Philadelphia with two more Giants and another Heirloom Market also slated to open in Philadelphia over the next 18 months. Sales at its 159 stores surpassed the $7 billion mark for the first time.

Maintaining its fourth-place slot, CVS also retained its leadership among drug chains in the market. However, like rivals Walgreens and Rite Aid, the Woonsocket, RI-based drug chain closed stores in the 70-county region. Now operating 1,239 drug stores, CVS amassed estimated sales of $6.6 billion

For the first time in almost four years, Walmart did open a new store over the past 12 months. Its new SuperCenter in Yaphank, NY (Suffolk County) which debuted last fall and is - not surprisingly - producing big numbers. There were also a handful of stores that were upgraded, but the “Bentonville Behemoth” once again focused primarily on building its e-commerce profile which did include an expansion of its curbside pickup services and an addition of about a dozen micro-fulfillment centers. Annual extrapolated food and drug sales for its 174 stores in the region are estimated at $6.2 billion.

Like CVS, Walgreens also closed drug stores during the past year, particularly in the five boroughs of New York City. The Deerfield, IL-based division of Walgreens Boots Alliance, remained the highest per store average drug chain in the region, and now operates 741 stores in the market (27 fewer than last year) that produced estimated annual sales of $5.05 billion.

Costco enjoyed one of the finest years of any retailer in the market with double-digit comp store increases as well as gains in traffic counts and average ring. The Issaquah, WA-based club merchant now operates 50 stores in the region good for estimated annual extrapolated sales of $5.04 billion. Earlier this year, Costco promoted 56-year old Ron Vachris to president, indicating that it is lining up a potential succession plan when current CEO Craig Jelinek, 69, retires.

It was another solid year for the Mid-Atlantic division of Albertsons whose banners include Acme, Safeway, Kings and Balducci's. While the Malvern, PA-based division operated the same number of stores as last year (179), it continued to offer its customers some of the best in-stock conditions of any retailer in the market. It was that level of execution which helped the retailer generate improved comps over a very healthy 2021. Sales grew from $4.6 billion in 2021 to $4.7 this year.

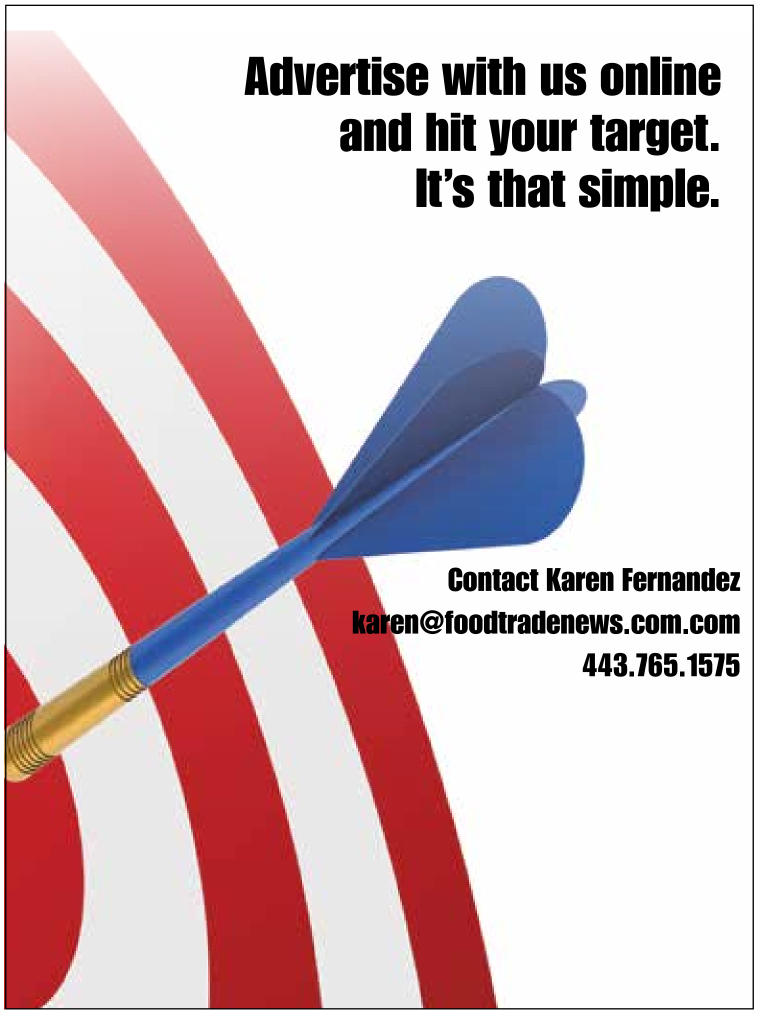
Nobody had a better year in the market than Target. The Minneapolis-based mass merchant produced double-digit same store sales gains while also opening seven new units (most of them smaller, urban formats). Now with 175 stores in all parts of the 70-county region, Target's extrapolated annual sales are estimated to be $4.29 billion, a $568 million increase over last year. Additionally, Tar-jay has another 18 new stores planned over the next three years.

Rounding out the top 10 is the leading wholesaler serving Metro New York independent retailers (that is not a co-op), Krasdale, which continued to service the most stores in the market (533 – mostly in the five boroughs of New York City). Those stores rang up annual retail sales of $3.9 billion during the 12-month measuring period. The privately-held wholesaler supplies such NYC stalwart independent banners as AIM, Bravo, C-Town, Market Fresh, Stop1 and Shop Smart.

Other retailers that topped the $1 billion mark in annual sales in the region included Wawa (544 stores with annual sales of $3.8 billion); BJ's (79 stores with extrapolated annual sales of $3.7 billion); Key Food (298 stores with annual sales of $3.4 billion); Rite Aid (649 stores, estimated annual sales of $2.70 billion); Whole Foods, including Amazon Fresh and Amazon Go (73 units, good for estimated annual sales of $2.72 billion); Weis Markets (110 stores, annual sales of $2.71 billion; 7-Eleven (1,032 c-stores, estimated annual volume $2.4 billion); ASG (231 stores, annual sales of $1.96 billion); Wegmans (26 stores whose estimated annual revenue was $1.94 billion); Trader Joe's (58 stores, estimated annual volume of $1.6 billion); Aldi (169 discount units whose estimated annual sales reached $1.5 billion); Allegiance Retail Services (111 stores with annual sales of $1.25 billion) and Sam's Club (23 stores, estimated extrapolated annual sales $1.01 billion).

By class of trade, the leaders are: supermarkets – ShopRite/Price Rite/Fresh Grocer et al (280 stores, $16.8 billion in estimated annual retail sales); clubs - Costco (50 stores, $5.04 billion in estimated extrapolated annual sales); mass - Walmart (174 stores, $6.2 billion in estimated extrapolated annual sales); drug - CVS (1,239 stores and $6.6 billion in estimated annual sales); and convenience stores - Wawa (544 stores and $3.8 billion in annual revenue).

Viewed as a group, the 74 chains and independents operating in the grocery, club, mass, drug and c-store channels operated 8,763 stores and accrued $109.6 billion in annual sales in the *Food Trade News* marketing region, good for 98.23 percent of the region's $111.8 billion food and drug market.



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

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

Retailer	**Number**	**Location**
99 Ranch	1	Westbury, NY*
Acme Markets	1	Brigantine, NJ (e)*
Aldi	6	Branford, CT; Millsboro, DE; Newark, DE; Greenport, NY*; College Twp., PA; Lewisburg, PA*
Amazon Fresh	28	Brookfield, CT; Westport, CT; Bridgewater, NJ; East Brunswick, NJ; Eatontown, NJ; Hamilton Twp., NJ; Holmdel, NJ; Iselin, NJ; Lodi, NJ; Moorestown, NJ; Nutley, NJ; Paramus, NJ; Parlin, NJ; Voorhees, NJ; Woodland Park, NJ; East Setauket, NY; Glen Cove, NY; Oceanside, NY; Plainview, NY; Staten Island, NY; Bensalem, PA; Broomall, PA; Exton, PA; Havertown, PA; Langhorne, PA; Philadelphia, PA (3 - 5th & Spring Garden, Riverview, Red Lion Plaza); Willow Grove, PA
America's Food Basket/Ideal Food Basket)	2	Bethlehem, PA (Ideal); Reading, PA (Ideal)
BJ's Wholesale Club	4	Wayne, NJ; Greenburgh, NY; Staten Island, NY; Mechanicsburg, PA (r)
Corrado's	1	Brick Twp., NJ
Costco	1	Patterson, NY
DeCicco & Sons	1	Sleepy Hollow, NY
The Giant Company	5	Philadelphia (3 - Broad & Spring Garden, S. Broad & Washington, South Street-Heirloom Mkt.); Pocono Summit, PA; Richboro, PA
Grocery Outlet	2	Hamilton Twp., NJ*; Philadelphia, PA (21st & Jefferson)
Lidl	15	Bear, DE; Edison, NJ; Freehold, NJ; Gloucester, NJ; Monroe Twp., NJ; Parsippany, NJ; Somerdale, NJ; Commack, NY; Deer Park, NY; Garden City Park, NY*; Orangetown, NY; Bensalem, PA; Bristol Twp., PA; Clifton Heights, PA; Warminster, PA
McCaffrey's	1	Gladwyne, PA
Redner's Markets	1	Lewes, DE
ShopRite	10	Clementon, NJ (r); Manhattan, NY (Gourmet Garage - Hudson St.); Glassboro, NJ (e); Jersey City, NJ; Sussex, NJ; Woolwich, NJ (r); Greenburgh, NY; Huntington, NY; Mt. Kisco, NY; Drexel Hill, PA (r)
Target	18	Eatontown, NJ; Kearny, NJ; Old Bridge, NJ; Wall Twp., NJ; Bronx, NY (Fordham Rd.); Brooklyn, NY (2 - Flatbush & Church, Kings Plaza); Lake Success, NY; Manhattan, NY (5 - Union Square, Times Square, 23rd & 8th, 125th St., Broadway & Houston); Port Chester, NY; Queens, NY (2 - Astoria, Long Island City); Yonkers, NY; Lebanon, PA
Trader Joe's	4	Bayonne, NJ; Manhattan, NY (2 - 55th & Broadway, 125th St.); Yorktown, NY
Wegmans	5	Norwalk, CT; Greenville, DE; Lake Grove, NY; Manhattan, NY (Astor Place); Lower Makefield Twp., PA
Whole Foods	6	Stamford, CT; Jersey City, NJ; Montgomery Twp., NJ; Woodcliff Lake, NJ; Manhattan, NY (Wall St., Madison Ave.*)

*store opened between 4/1/22 and 6/26/22

(r) - replacement store

(e) - store expansion

Source: *Food Trade News*, June 2022

PHILABUNDANCE RECENTLY LAUNCHED THE "LET'S EAT" INITIATIVE to provide nutritious meals to thousands of food-insecure children and their families during the summer when schools are closed. On hand for the initial distribution earlier this month at the Philabundance Community Kitchen were (l-r) Loree Jones, CEO of Philabundance; Meredith Laurence, @BlueJeanChef; Elias Bitar, Norma's Restaurant; Erik Oberholtzer, Tender Greens; Chuck Wright, Dorothy Wong, Christina Bitar and John Coates, Philabundance.

TAKING STOCK

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Krispies Treats and Nutri-Grain); its North American Cereal business (approximately $2.4 billion in annual revenue and includes such brands as Rice Krispies, Corn Flakes, Fruit Loops and Frosted Flakes); and its plant-based business (sales of about $340 million in FY 2021 and will be built around its MorningStar Farms brand) will all operate as independent businesses and be given new names that will be announced at a later date. "Kellogg has been on a successful journey of transformation to enhance performance and increase long-term shareowner value. This has included re-shaping our portfolio, and today's announcement is the next step in that transformation," said Steve Cahillane, company's chairman and CEO. "These businesses all have significant standalone potential, and an enhanced focus will enable them to better direct their resources toward their distinct strategic priorities. In turn, each business is expected to create more value for all stakeholders, and each is well positioned to build a new era of innovation and growth." This massive reorg is expected to be completed by the end of 2023...additionally, Mondelez said that it will buy energy bar maker Clif Bar in a deal valued at $2.9 billion (that's a lot of energy)...good news for our friend Brian Tuberman, CEO of front end retail solutions firm STCR, which services retailers in the Northeast and Mid-Atlantic markets from its Endwell, NY headquarters. STCR recently received a significant capital infusion from Tampa-based PE firm Mangrove Equity Partners which will allow the company to accelerate its growth plan...interesting *New York Times* interview with "interim" Starbucks CEO "Humble Howie" Schultz, who returned to the java giant in April. He blamed the recent efforts to unionize Starbucks stores on being a "proxy" of what is happening nationally. "We're right in the middle of it. If a company as progressive as Starbucks, that has done so much and is at the 100th percentile in our entire industry for benefits for our people, can be threatened by a third party that means any company in America can." Ya know, Howie, it's OK to have pride in a company that you pioneered and helped grow globally, but this is 2022. I believe it's time to start listening to your people so you can better understand the seminal changes we're all going through culturally. You might not like it (and neither do I in many aspects), but America in 2022 in no way resembles Brooklyn in 1973. Battling with your associates while also offering us constant reminders of your bombastic ego is no way to be the chief steward of a publicly-held company. Just sayin'... and sadly, it's time to put up the RIP flag on a great American institution (no, not Howard Schultz) – Howard Johnson's restaurants. The last remaining orange and blue eatery located in picturesque Lake George, NY actually closed in February, but it wasn't announced until last month. In the 1960s there were about 1,000 HoJos nationally, and for a time it was America's largest restaurant chain. But tastes changed and other fast food and quick serve restaurants emerged to diminish Howard Johnson's presence. The igno-

TAKING STOCK continues on page 152

Allentown-Bethlehem-Easton Supermarket Leaders

- TGC Extends Market Leadership
- Weis Makes Biggest Share Jump
- Wegmans Reopens Service Depts.
- ShopRite/Price Rite Steady
- Virtually No New Stores In Lehigh Val.

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	The Giant Company	16	$800.91	39.13%	16	$771.87	39.11%
2	Weis Markets	13	$392.29	19.17%	13	$340.13	17.44%
3	ShopRite (Price Rite)	7	$290.50	14.19%	7	$285.30	14.37%
4	Wegmans	3	$204.00	9.97%	3	$198.00	10.15%
5	Redner's Markets	6	$148.80	7.27%	6	$147.70	7.36%
6	C&S Independents	22	$70.20	3.43%	21	$62.05	3.18%
7	Aldi	7	$44.70	2.18%	7	$42.60	2.08%
8	Krasdale	4	$35.36	1.73%	3	$37.75	1.94%
9	Whole Foods	1	$30.90	1.51%	1	$30.50	1.56%
10	Albertsons	1	$25.20	1.23%	1	$24.27	1.21%
		80	**$2,042.86**	**99.82%**	**78**	**$1,940.17**	**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 $2.0 billion.

Source: *Food Trade News*, June 2022

Allentown-Bethlehem-Easton Market Leaders

- **Alternates Control 33.9%**
- **TGC's ACV Now At 24.1%**
- **WM Aided By Solid Comps**
- **Drug Chains Control 10.7%**
- **Target, WM Share Is 10.5%**

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	The Giant Company	16	$800.91	24.14%	16	$771.87	24.56%
2	Weis Markets	13	$392.29	11.82%	13	$340.13	10.82%
3	ShopRite (Price Rite)	7	$290.50	8.75%	7	$285.30	9.08%
4	Walmart (SuperCenter)	6	$223.80	6.74%	6	$208.90	6.65%
5	Wegmans	3	$204.00	6.15%	3	$198.00	6.30%
6	CVS	39	$193.60	5.83%	38	$179.40	5.71%
7	Wawa	23	$191.50	5.77%	21	$146.55	4.66%
8	Redner's Markets	6	$148.80	4.48%	6	$147.70	4.70%
9	Target	6	$124.60	3.76%	6	$113.20	3.60%
10	Rite Aid	28	$107.90	3.25%	29	$109.20	3.48%
11	Sam's Club	2	$81.30	2.45%	2	$77.80	2.48%
12	C&S Independents	22	$70.20	2.12%	21	$62.05	1.97%
13	Walgreens	9	$52.10	1.57%	9	$50.50	1.61%
14	Aldi	7	$44.70	1.35%	7	$42.60	1.36%
15	Costco	1	$42.80	1.29%	1	$39.20	1.25%
16	7-Eleven	17	$38.50	1.16%	16	$37.70	1.20%
17	BJ's Wholesale Club	1	$38.10	1.15%	1	$36.90	1.17%
18	Krasdale	4	$35.36	1.07%	3	$37.75	1.20%
19	Turkey Hill	18	$32.10	0.97%	18	$32.80	1.04%
20	Whole Foods	1	$30.90	0.93%	1	$30.50	0.97%
		229	**$3,143.96**	**94.75%**	**224**	**$2,948.05**	**93.82%**

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 149. Counties included are: Carbon, Lehigh and Northampton in PA; Warren in NJ. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $3.5 billion.

Source: *Food Trade News*, June 2022

Northeast Pennsylvania Supermarket Leaders

- Weis Remains NEPA Dominant
- TGC Closing In On C&S Indies
- ShopRite Adds Matamoras Unit
- Aldi Opens 3 Discount Stores
- Population Continues To Decline

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Weis Markets	35	$906.32	36.36%	37	$852.19	36.22%
2	C&S Independents	48	$376.80	15.12%	48	$372.56	16.10%
3	The Giant Company	9	$372.68	14.95%	9	$345.14	14.79%
4	ShopRite (Price Rite)	6	$260.20	10.44%	5	$202.50	9.01%
5	Northeast Grocery Inc. (Price Chopper)	7	$197.00	7.90%	7	$195.46	7.98%
6	Wegmans	3	$161.40	6.48%	3	$141.50	6.11%
7	Aldi	10	$90.70	3.64%	7	$57.30	2.48%
8	Boyer's Markets	4	$48.98	1.97%	4	$45.86	1.98%
9	Redner's Markets	2	$42.70	1.71%	2	$42.40	1.83%
10	IGA	3	$27.82	1.12%	3	$28.34	1.22%
		127	**$2,484.60**	**99.68%**	**125**	**$2,283.25**	**98.49%**

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 2022

Northeast Pennsylvania Market Leaders

- Alternates Share Flat At 37%
- Weis Still King Of All Channels
- WM, Target Control 15.7%
- Turkey Hill, Sheetz Open Stores
- Aldi Adds 3 New Locations

Rank	Company	2022 Stores	2022 Sales (in millions)	% of 2022 Market	2021 Stores	2021 Sales (in millions)	% of 2021 Market
1	Weis Markets	35	$906.32	22.17%	37	$852.19	22.08%
2	Walmart (SuperCenter)	14	$571.80	13.99%	14	$533.90	13.83%
3	C&S Independents	48	$376.80	9.22%	48	$372.56	9.65%
4	The Giant Company	9	$372.68	9.12%	9	$345.14	8.94%
5	CVS	54	$266.50	6.52%	54	$256.40	6.64%
6	ShopRite (Price Rite)	6	$260.20	6.36%	5	$202.50	5.25%
7	Northeast Grocery Inc. (Price Chopper)	7	$197.00	4.82%	7	$195.46	5.06%
8	Rite Aid	42	$165.10	4.04%	43	$163.10	4.23%
9	Wegmans	3	$161.40	3.95%	3	$141.50	3.67%
10	Sam's Club	3	$130.50	3.19%	3	$123.20	3.19%
11	Turkey Hill	57	$111.70	2.73%	54	$98.10	2.54%
12	Sheetz	22	$100.40	2.46%	20	$86.20	2.23%
13	Aldi	10	$90.70	2.22%	7	$57.30	1.48%
14	Target	4	$69.80	1.71%	4	$62.80	1.63%
15	Boyer's Markets	4	$48.98	1.20%	4	$45.86	1.19%
16	Redner's Markets	2	$42.70	1.04%	2	$42.40	1.10%
17	Walgreens	6	$35.70	0.87%	6	$34.00	0.88%
18	BJ's Wholesale Club	1	$35.50	0.87%	1	$34.70	0.90%
19	Wawa	5	$33.80	0.83%	5	$28.93	0.75%
20	IGA	3	$27.82	0.68%	3	$28.34	0.73%
		335	**$4,005.40**	**97.98%**	**329**	**$3,704.58**	**95.97%**

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 149. Counties included are: Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Sullivan, Union, Wayne and Wyoming in PA. Petroleum sales are not included. ( ) Indicates another banner used by the company.

Total food sales for the area are: $4.1 billion.

Source: *Food Trade News*, June 2022

Marcum Holds 2022 New York City Food And Beverage Summit At Convene Conference Center

Marcum held its 2022 New York City Food and Beverage Summit earlier this month at Convene Conference Center. After a two-year pandemic imposed hiatus, a big crowd was on hand to network and hear from an expert panel discussing things to consider when selling your company. Lou Biscotti (c) of Marcum welcomes Michael Tucker (l) of Long Island Food Council and Brian Todd of NJDEA.

The Emerging Companies Showcase winner was Angel Planet Foods, represented by Nick Decker (l), Zheng Song (c) and Caitlin Lonergan.

This Haymaker Coffee group shot includes (l-r) Eun Cho, Claudia Pak, Melissa Pak and Amon Wilkes.

David Tomasello (l) of Mercado Magico says hello to Jonathan Alpert of Alpert CFO Consultants.

John Topolovec (c) of TD Bank is flanked in this photo by Flo Federman (l) and James Aspromonti of Marcum.

The panelists and moderator for the summit included (l-r) Brian Boyle, Capstone Partners; Clement Pointillart, Verlinvest; Daniel Grubbs, Pepsico Ventures Group; and Lou Biscotti, Marcum.

TRADE CALENDAR

July 11

Key Food Stores will hold its annual invitational golf outing at three golf courses on Long Island – Pine Hollow Country Club, The Mill River Club and the Muttown Club – to benefit the Morris Levine Key Food Stores Foundation. For more information, contact Madeline Donohue at 848.202.4716 or madelined@keyfoods.com.

July 11-12

Weis Markets will hold its annual golf outing at several area courses near the company's Sunbury, PA headquarters. More details to come at a later date.

July 18

Ahold Delhaize USA will hold its annual Our Family golf outing at 12 Central Pennsylvania golf courses. Registration begins at 7:30 a.m. followed by a 9:00 a.m. shotgun start.

July 18

Krasdale Foods will hold its second annual golf outing at Glen Head Country Club in Glen Head, Long Island. For more information, email Joe Lebiak at jlebiak@alpha1marketing.com.

July 25

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

July 25-26

The C&S Robesonia holiday selling show will be held at Lancaster Convention Center in Lancaster, PA.

August 2

Bozzuto's will host its Merchandising Marketplace 2022 at Foxwoods Resort Casino. For more information, contact Don Anthony at 203.250.5651 or danthony@bozzutos.com. You can also find more information, or register to attend at foodshowbozzutos.info.

August 4

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

August 8

CIFI's annual charity golf outing will be held at Engineers Country Club in Roslyn Harbor, NY. For more information, contact Jim Gorman at 201.949.2232 or jgorman@caferolie.com.

August 16-18

FMI Fresh Forward will be held at Embassy Suites By Hilton at the Downtown Denver Convention Center. For more information, go to www.fmi.org.

August 17

Key Food will hold a selling show at Nassau Veterans Memorial Coliseum in Uniondale, Long Island. For more information, contact Madeline Donohue at madelined@keyfoods.com or 848.202.4716.

August 17

Murphy's Markets will hold its golf outing at Medford Village Country Club in Medford, NJ.

August 30

Family Owned Markets will hold its golf outing at Fox Chase Golf Club in Stevens, PA.

August 31

NSA will hold a trade show at Resorts World Casino in South Ozone Park, NY. For more information, email denise.diaz@nsaglobal.org or call 718.747.2860.

August 31- September 1

Terrapinns Home Delivery World 2022 will be held at the Pennsylvania Convention Center in Philadelphia, PA. For more information go to www.terrapinn.com.

September 15

Zallie ShopRite will hold its golf outing at Valleybrook Country Club in Blackwood, NJ.

September 20

Brown's ShopRites will hold its golf outing. More details to follow at a later date.

September 20

The Eastern Produce Council Tailgate event, sponsored by the Idaho Potato Commission and Litehouse Foods, will be held at MetLife Stadium in Secaucus, NJ. For more information, go to www.easternproducecouncil.com.

September 21

The Pat Romano Sr. Memorial Golf Invitational to benefit the SCARC Foundation will be held at Newton Country Club in Newton, NJ; Lake Mohawk Country Club in Sparta, NJ; and Farmstead Golf Club in Lafayette, NJ. For more information, call SCARC at 973.383.7422 or Ronetco at 973.927.8300.

September 26

Allegiance Retail Services will hold its 10th annual golf outing at Upper Montclair Country Club in Clifton, NJ. For more information, contact Samer Rahman at srahman@allegiancehq.com.

September 28-October 1

Expo East will be held in Philadelphia, PA. For more information, go to www.expoeast.com.

See **TRADE CALENDAR** on page 161


STOP&SHOP
School Food Pantry

Owner Danny Hamdan Celebrates Grand Opening Of Met Fresh Store In Bedford-Stuyvesant

A new Met Fresh store opened earlier this month in the Bedford Stuyvesant neighborhood of Brooklyn. Owner Danny Hamdan (c) was eager to showcase his first solely-owned and operated store to the local patrons. Joining him were (l-r) Francisco Nieves, ASG; Pete Silvestri, DMS Perimeter; Ken Scher and Jordan Rivera, ASG.

On hand to help celebrate the grand opening were Cesar Bonifacio (l) of Retail Fluent and Daniel Romanoff of Nebraskaland.

Erwin Recalde (r) of ASG chats with Louis Nazario (l) and Alex DeLaparra, both with Met Fresh.

Francisco Nieves (l) of ASG is joined here by Abdullah Hamdan of Met Food.

These fine folks are (l-r) Daniel Romanoff and Awni Assad, Nebraskaland; Allie Hamdan, Met Fresh; and Maurizio Ingrao, Nebraskaland.

DIRECTORY OF RETAILERS

From page 100

Co-Pres.-CVS Pharmacy: Michelle Peluso, Prem Shah
Area Stores: 1,239
Area Vol.: $6.63 billion
**Includes both stand-alone stores and pharmacies within Target locations.*

Rite Aid
30 Hunter Ln.
Camp Hill, PA 17011
P.O. Box 3165
Harrisburg, PA 17105
Phone: (717) 761-2633
Web: riteaid.com
Pres../CEO: Heyward Donigan
SVP-Marketing, Merch.: Erik Keptner
Area Stores: 649
Are Vol.: $2.74 billion

Walgreens
200 Wilmot Rd.
Deerfield, IL 60015
Phone: (847) 940-2500
Web: walgreens.com
CEO: Rosalind Brewer
Area Stores: 741 (Includes Duane Reade)
Area Vol.: $5.05 billion

CONVENIENCE STORES

7-Eleven
3200 Hackberry Rd.
Irving, TX 75063
Phone: (972) 828-7011
Web: 7-eleven.com
Pres./CEO: Joseph DePinto
Primary Supplier: McLane
Area Stores: 1,032
Area Vol.: $2.37 billion

Circle K Convenience Stores, Inc.
Div. of Couche-Tard
935 E. Tallamadge Ave.
Akron, OH 44310
Phone: (330) 630-6300
1100 Situs Court, Ste 100
Raleigh, NC 27606
Phone: (919) 774-6700
Web: circlek.com
Pres./CEO Brian P. Hannasch
Area Stores: 42
Area Vol.: $91.7 million

Cumberland Farms
Div. of EG Group
165 Flanders Rd.
Westborough, MA 01581
Phone: (508) 366-4445
Web: cumberlandfarms.com
Pres.: George Fournier
Primary Supplier: Direct
Area Stores: 55
Area Vol.: $117.2 million

Dash In
Div. of The Wills Group
102 Centennial St.
La Plata, MD 20646
Phone: (301) 932-3600
Chmn/CEO: Julian B. Wills III
Web: dashin.com
Primary Supplier: McLane
Area Stores: 11
Area 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: fasmart.com
CEO: Arie Kotler
Primary Supplier: McLane
Area Stores: 17
Area Vol.: $27.8 million

Heritage's Dairy Stores
376 Jessup Rd.
Thorofare, NJ 08086
Phone: (856) 845-2855
Web: heritages.com
Pres.: Skeeter Heritage Jr.
Prim. Supplier: Direct (Heritage Wholesale)
Area Stores: 32
Area Vol.: $48.4 million

High's of Baltimore, LLC
Div. of Carroll Independent Fuel Co.
2700 Loch Raven Rd.
Baltimore, MD 21218
Phone: (410) 859-3636
Web: highsstores.com
Pres.: John Phelps
Primary Supplier: Liberty
Area Stores: 5
Area Vol.: $15.4 million

Quick Chek Food Stores
Div. of Murphy USA
3 Old Hwy. 28
Whitehouse Station, NJ 08889-0600
Phone: (908) 534-2200
Web: quickchek.com
CEO-Murphy USA: Andrew Clyde
Primary Supplier: AFI
Area Stores: 161
Area Vol.: $381.2 million

Royal Farms
3611 Roland Ave.
Baltimore, MD 21211

See **DIRECTORY** on page 159

IN REVIEW: BJ’S WHOLESALE CLUB

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	3	$149.30	$3,694.80	4.04%	3	$147.20	4.04%
CT	Litchfield	1	$41.10	$739.60	5.56%	1	$40.40	5.10%
CT	New Haven	4	$181.40	$3,412.60	5.32%	4	$178.50	5.42%

CT Recap: 8 stores with sales of $371.8 million. Total retail food sales for CT in the study: $7.85 billion. BJ’s Wholesale Club share of CT is 4.74%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	3	$132.30	$2,085.30	6.34%	3	$130.40	6.57%

DE Recap: 3 stores with sales of $132.3 million. Total retail food sales for DE in the study: $2.09 billion. BJ’s Wholesale Club share of DE is 6.34%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic	1	$31.90	$936.20	3.41%	1	$31.30	3.40%
NJ	Bergen	2	$56.20	$3,410.90	1.65%	2	$55.60	1.66%
NJ	Burlington	1	$45.90	$1,833.80	2.50%	1	$45.60	2.65%
NJ	Camden	1	$25.30	$1,824.60	1.39%	1	$24.80	1.43%
NJ	Cumberland	1	$30.70	$604.30	5.08%	1	$30.20	5.25%
NJ	Gloucester	1	$34.50	$1,111.10	3.11%	1	$34.00	3.22%
NJ	Hudson	3	$93.40	$1,618.20	5.77%	3	$92.60	5.94%
NJ	Hunterdon	1	$18.80	$446.30	4.21%	1	$18.40	4.21%
NJ	Mercer	1	$35.80	$1,367.90	2.62%	1	$35.20	2.66%
NJ	Middlesex	3	$124.20	$2,505.30	4.96%	3	$122.50	5.04%
NJ	Monmouth	2	$62.20	$2,598.70	2.39%	2	$61.50	2.43%
NJ	Morris	2	$77.10	$2,128.70	3.62%	2	$76.20	3.66%
NJ	Ocean	2	$74.30	$2,089.80	3.56%	2	$73.50	3.63%
NJ	Somerset	1	$33.90	$1,259.90	2.69%	1	$33.50	2.73%
NJ	Union	2	$99.70	$1,953.70	5.10%	2	$96.70	5.32%

NJ Recap: 24 stores with sales of $843.9 million. Total retail food sales for NJ in the study: $30.99 billion. BJ’s Wholesale Club share of NJ is 2.72%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx	2	$157.10	$3,140.80	5.00%	2	$153.50	4.79%
NY	Brooklyn	3	$276.80	$5,154.20	5.37%	3	$270.40	5.28%
NY	Dutchess	1	$41.90	$1,051.30	3.99%	1	$40.80	4.01%
NY	Nassau	6	$371.20	$5,461.30	6.80%	6	$365.20	6.59%
NY	Orange	2	$72.40	$1,336.80	5.42%	2	$71.10	5.46%
NY	Queens	4	$312.40	$5,417.10	5.77%	4	$306.30	5.63%
NY	Rockland	1	$45.30	$1,005.70	4.50%	1	$44.70	4.26%
NY	Suffolk	6	$328.60	$5,965.50	5.51%	5	$278.40	4.70%
NY	Westchester	2	$105.20	$3,619.50	2.91%	2	$103.70	2.78%

NY Recap: 27 stores with sales of $1.71 billion. Total retail food sales for NY in the study: $39.64 billion. BJ’s Wholesale Club share of NY is 4.31%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks	1	$22.90	$1,512.60	1.51%	1	$22.40	1.56%
PA	Bucks	3	$98.80	$2,961.30	3.34%	3	$97.60	3.46%
PA	Chester	1	$48.30	$1,999.40	2.42%	1	$47.40	2.52%
PA	Cumberland	1	$38.50	$1,206.50	3.19%	1	$38.10	3.35%
PA	Delaware	1	$60.70	$2,334.10	2.60%	1	$59.60	2.63%
PA	Franklin	1	$29.40	$455.90	6.45%	1	$29.30	6.37%
PA	Lancaster	1	$25.40	$1,852.90	1.37%	1	$25.20	1.45%
PA	Lehigh	1	$38.10	$1,461.30	2.61%	1	$36.90	2.73%
PA	Monroe	1	$35.50	$726.80	4.88%	1	$34.70	5.09%
PA	Montgomery	3	$107.60	$4,037.30	2.67%	3	$105.40	2.71%
PA	Philadelphia	2	$108.80	$3,685.80	2.95%	2	$106.30	2.84%
PA	York	1	$20.80	$1,642.70	1.27%	1	$20.60	1.31%

PA Recap: 17 stores with sales of $634.8 million. Total retail food sales for PA in the study: $31.33 billion. BJ’s Wholesale Club share of PA is 2.03%.

Mid-Atlantic Recap: 79 stores with sales of $3.69 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
BJ’s Wholesale Club Per Store Average: $46.75 million

Source: *Food Trade News*, June 2022

FOOD TRADE NEWS MARKET STUDY 2022: RULES & ANALYSIS

from page 20

stores, has ceased new brick and mortar expansion, giving Weis, TGC and several strong C&S independents such as Gerrity's a chance to breathe and grow. But big opportunities to gain share are limited, partly due to the challenges in the $4.1 billion market. Well, at least the Poconos are pretty.

Central Pennsylvania

Nobody continued to dominate its backyard like TGC. The high-volume ADUSA brand now controls one-third of all food and drug business in the eight-county market when measured against all trade channels and now leads second-ranked Weis Markets by more than 20 share points in the $7 billion area. And it's not like Weis had a bad year. In fact, the Sunbury, PA regional chain enjoyed very strong comp store revenue at its 38 stores and also increased its market share. For many other retailers in the region, sales were flat to slightly negative and there was very little new store activity. The exceptions were Karns, which added the former Mutzabaugh's Family Market in Duncannon (Perry County) to its roster, and Central PA c-stores staples Turkey Hill and Rutter's also opening new stores. The Central PA market is one that will likely see little change in years ahead, especially since Walmart, which helped reshape the market landscape in the 1990s and early 2000s, is unlikely to build new stores in the near future.

How We Do It

This is the 44th 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, 2021, through March 31, 2022.

To qualify for inclusion in the study, supermarkets must operate at least two stores, and convenience stores must have at least 19 corporate units (although not necessarily all in this region). We do not include the sales of petroleum products for c-stores, club units or mass merchants, nor are we measuring fuel sales from supermarkets that sell gas. Additionally, drug retailers must have at least five stores to make the study. All club stores are included, as are limited assortment stores (Aldi, Lidl, Save A Lot, Price Rite), military commissaries, Walmart, Target and the two Kmarts that remain open in Westwood, NJ and Bridgehampton, NY.

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

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

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

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

Based on publicly-available data from Walmart (Sam's Club), Target, Costco and BJ's, whose sales breakouts by department continues to skew more heavily toward grocery, drug, health and beauty care and general merchandise (HBC and GM), we now factor in that 62 percent of sales at Walmart's 105 SuperCenters in the region (one more than last year – a new combo unit in Yaphank, NY) are derived from grocery, drug, HBC and GM. For the 69 conventional Walmart ("Division One") discount stores remaining in the market, we utilize an extrapolated percentage of 47 percent of total store sales. We continue to include 100 percent of sales at Walmart's lone Neighborhood Market store in Levittown, NY.

At the 175 Target stores in the region (seven more than last year), we estimate that sales from food/general merchandise comprises 46 percent of total revenue. CVS controls the drug sales at most Targets.

The three club operators - Costco, BJ's and Sam's Club - also have highly skewed sales towards grocery, drug, HBC and GM, which we now estimate at 67 percent of store volume.

One more "rules" reminder: in 2016, Target sold its in-store pharmacies to CVS. For the purposes of this study, we continue to tally both Target and CVS as separate entries in our store count totals although both banners operate from the same physical location.

If a store opened during the course of the year (but was not open for all 52 weeks) we annualize volumes based on a weekly average. For new replacement stores we apply a "blended" formula combining old store sales with new volumes achieved at the replacement. If a store closed during our measuring period, it is eliminated from our survey and no sales from that shuttered unit are included.

The market study is copyrighted by Best-Met Publishing Co., Inc., and any representation or other use of this study without the expressed permission of the publisher is prohibited.

Obviously, publishing a market study that requires such detail and focus can only be accomplished with a great team effort. And we've got a dream team – dedicated, intelligent, passionate and fun to work with.

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

And of course, as I do each year at this time, I want to say thanks to my retired partner and friend, Dick Bestany. Many moons have passed since we left

See **RULES & ANALYSIS**
on page 150

IN REVIEW: ALLEGIANCE RETAIL SERVICES

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Litchfield (Foodtown)	1	$5.10	$739.60	0.69%	1	$6.10	0.77%
CT Recap: 1 store with sales of $5.1 million. Total retail food sales for CT in the study: $7.85 billion. Allegiance share of CT is 0.06%.								
NJ	Bergen (Foodtown)	2	$20.80	$3,410.90	0.61%	3	$22.77	0.68%
NJ	Essex (Foodtown)	3	$33.60	$2,152.30	1.56%	2	$29.15	1.40%
NJ	Hudson (Foodtown)	1	$5.30	$1,618.20	0.33%	1	$5.39	0.35%
NJ	Middlesex (Foodtown)	0	$0.00	$2,505.30	0.00%	1	$9.02	0.37%
NJ	Monmouth (Foodtown)	6	$125.90	$2,598.70	4.84%	6	$133.50	5.27%
NJ	Morris (Foodtown)	1	$13.00	$2,128.70	0.61%	1	$14.82	0.71%
NJ	Passaic (Foodtown)	1	$19.50	$1,338.10	1.46%	1	$20.94	1.64%
NJ Recap: 14 stores with sales of $218.1 million. Total retail food sales for NJ in the study: $30.99 billion. Allegiance share of NJ is 0.70%.								
NY	Bronx (Foodtown)	10	$119.50	$3,140.80	3.80%	10	$124.73	3.89%
NY	Brooklyn (Foodtown/Gristedes)	17	$261.50	$5,154.20	5.07%	16	$269.86	5.27%
NY	Dutchess (Foodtown)	2	$26.00	$1,051.30	2.47%	2	$26.87	2.64%
NY	Manhattan (D'Ags/FT/Gristedes)	38	$289.20	$5,668.80	5.10%	37	$306.91	5.47%
NY	Nassau (Foodtown)	5	$48.80	$5,461.30	0.89%	5	$53.32	0.96%
NY	Orange (Foodtown)	2	$32.60	$1,336.80	2.44%	2	$29.81	2.29%
NY	Putnam (Foodtown)	1	$12.00	$240.80	4.98%	1	$13.35	5.55%
NY	Queens (Foodtown)	8	$80.10	$5,417.10	1.48%	9	$87.16	1.60%
NY	Rockland (Foodtown)	1	$10.30	$1,005.70	1.02%	1	$11.07	1.06%
NY	Staten Island (Foodtown)	2	$28.40	$1,592.20	1.78%	1	$24.78	1.56%
NY	Westchester (Foodtown)	8	$88.10	$3,619.50	2.43%	9	$105.23	2.82%
NY Recap: 94 stores with sales of $996.5 million. Total retail food sales for NY in the study: $39.64 billion. Allegiance share of NY is 2.51%.								
PA	Luzerne (Foodtown)	1	$3.90	$1,048.50	0.37%	1	$4.34	0.43%
PA	Monroe (Foodtown)	1	$21.70	$726.80	2.99%	1	$22.89	3.36%
PA Recap: 2 stores with sales of $25.6 million. Total retail food sales for PA in the study: $31.33 billion. Allegiance share of PA is 0.08%.								

Mid-Atlantic Recap: 111 stores with sales of $1.25 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
Allegiance Per Store Average: $11.22 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022

RULES & ANALYSIS

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New England to attempt to create trade industry journals that focused on the "inside baseball" part of the business, particularly between retailers/wholesalers and the suppliers, distributors and brokers who call on them. Dick turned 83 in late May. I've known and worked with Dick since 1973.

Special recognition goes to Terri Maloney. In her 22 years as editor (she has been with Best-Met for 33 years), Terri has piloted every aspect of the grueling Market Study process which includes data collection (involving hundreds of changes each year), IT through-put, pre-press coordination, proofreading and printer communication.

There are also a number of other people who've contributed to this issue and to our overall success that I want to thank.

Our pre-press and graphics team of Jenny Jones and her boss Matt Danielson at E-Ink, who we have partnered with for more than 25 years, continue to do a stellar job of helping get the final product ready for all three of our publications – Food World, Food Trade News and our annual Grocery Industry Directory.

Kudos, too, to our printer – Evergreen Printing in Bellmawr, NJ – another entrepreneurial enterprise that prioritizes customer service and quality. We salute John Dreisbach, Mike McBain and Tanya Erickson for their continued good work.

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

This is my 49th year of reporting about the grocery industry. The last two years have been remarkable – challenging, frightening, and in a strange way, redeeming.

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

I'm old, but I'm not done yet! Let's keep it rolling!

Jeff Metzger

Jeff Metzger

Associated Fresh Supermarkets Opens 6,000 Square Foot Store In Bay Ridge Section Of Brooklyn

Ziad Shehadeh (l) cuts the ribbon on his new 6,000 square foot Associated Fresh Supermarket in the Bay Ridge section of Brooklyn earlier this month. He is joined at the grand opening by Ken Scher (c) and Mayra Guerrero, both with ASG.

These folks checking out the new store are (l-r) John Agostinelli and Pete Silvestri, DMS Perimeter; Jordan Rivera, ASG; Damaris Hernandez, C&S; and Francisco Nieves, ASG.

Store owner Ziad Shehadeh (l) is congratulated by Neal Asad of Porky Products.

On hand to ensure all goes well on opening day are ASG's Jordan Rivera (l), Barbara Arria (c) and Michelle Mendoza.

These gentlemen are Tom Schmitt (l) and Wayne Seagle, both with Blue Triton/Poland Spring.

This ASG trio comprises Francisco Nieves (l), Mayra Guerrero (c) and Sean Guerrero.

TAKING STOCK

from page 139

miny of the ending was quite sad, too. The 7,500 square foot dining establishment is now for lease. Asking price: $10 (total, not per square foot). Sayonara to the 28 flavors of ice cream; adios to those tough as rubber fried clams!

Local Notes

Industry veteran Joe Parisi has added the title of president to his duties at Gristedes and D'Agostino's, the supermarket retailer which operates 30 stores in Manhattan and Brooklyn. Parisi joined the privately-held merchant last May as COO after spending nearly 25 years with Kings, the upscale Parsippany, NJ-based chain which was acquired by Acme Markets (Albertsons) in early 2021. John Catsimatidis, chairman and CEO of parent firm Red Apple Group, said: "His (Joe's) passion for the food industry is remarkable and will take the supermarket industry into the 21st century. He has a great vision for the 132-year-old Gristedes and 90-year-old D'Agostino, and we are confident that his leadership will bring our stores to new heights."...King Kullen announced that it will close two underperforming stores in Franklin Square and Glen Cove (both in Nassau County) when their leases expire next month. And we're already hearing reports from our real estate sources that Amazon Fresh is poised to take over the 38,000 square foot Glen Cove site which is certainly a demographically favorable location...18 years ago, Costco stores in New Jersey lifted the restriction to sell fuel to only its members, fearing it might be in violation of New Jersey state law. Beginning on July 5, the big club merchant will not allow non-members to purchase fuel at any of its 17 gas stations in the Garden State. This move will reportedly make Costco's fuel policy uniform in the 44 states in which it operates stores. Does that mean there will only be 15 cars queued in each lane as opposed to the 25 vehicles we've seen stacked up during the past two months when fuel prices went through the roof?...(Music plays softly) "The party's over – it's time to turn off (or turn on) the lights." Bad news for Family Dollar (FD) and the thousands of rats that occupied the company's West Memphis, AR distribution center as the discount merchant announced it would close its troubled warehouse by the end of this month. The 850,000 square foot depot, which opened in 1994, has been plagued by rodentia problems for years and finally was temporarily shut down after a Food and Drug Administration (FDA) investigation, conducted from September 2021 to late March of this year, found more than 2,300 long-tailed critters in the facility. Also temporarily shuttered were more than 400 FD locations in the south that were supplied from the Rathouse. According to a statement from Randy Guiler, VP-investor relations for parent firm Dollar Tree, the decision to close the Rodent Dormitory was not related to the FDA inspection (cue the laugh track). Dollar Tree and Family Dollar should be able to adequately able to supply those 400 stores through one or two of their existing 25 DCs. But what about the rats? Where will they live?...we have a handful of obituaries to report this month. It is with great sadness that I report the death of Ed McLaughlin, the veteran industry executive who most recently served as category manager for C&S. He was 64. I first met Eddie in the late 1990s when he served as "Mr. Bakery" for the great Genuardi's regional chain. Eddie remained with Genuardi's after Safeway acquired the retailer in 2001 and in 2004 joined AWI to oversee bakery merchandising. When AWI was sold in bankruptcy to C&S in 2014, Eddie stayed on with the large Keene, NH-based wholesaler. Ed McLaughlin was far more than a gifted grocery executive; his philanthropic endeavors and spirit of giving back were especially noteworthy. And even after being diagnosed with cancer several years ago, he continued to help others despite enduring multiple surgeries and endless chemo treatments. When I'd see Eddie at a C&S trade show, he'd greet you with a smile and always seemed more concerned about what was going on in my life. A man of great strength and courage, I'm going to miss Ed McLaughlin... also leaving us was Robert Vlasic , who joined his father's Detroit dairy distribution company after World War II and quickly saw an opportunity to expand the business into pickle processing. He grew the company by signing contracts with cucumber farmers in Michigan and adjoining states. By the late '40s, Vlasic Pickles had become a strong regional brand. In the mid-1950s, the company continued to expand and began servicing supermarkets nationally. In 1978, Vlasic sold his company to Campbell Soup and from 1989 to

TAKING STOCK continues on page 170

IN REVIEW: REDNER'S MARKETS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks	11	$281.80	$1,512.60	18.63%	11	$278.60	19.39%
PA	Bucks	3	$77.00	$2,961.30	2.60%	3	$76.50	2.71%
PA	Carbon	1	$23.80	$187.30	12.71%	1	$23.60	13.19%
PA	Chester	2	$55.10	$1,999.40	2.76%	2	$54.70	2.91%
PA	Lackawanna	1	$18.90	$759.90	2.49%	1	$18.80	2.50%
PA	Lancaster	1	$14.70	$1,852.90	0.79%	1	$14.60	0.84%
PA	Lebanon	2	$35.60	$438.80	8.11%	2	$35.20	8.59%
PA	Lehigh	3	$76.90	$1,461.30	5.26%	3	$76.50	5.66%
PA	Luzerne	1	$23.80	$1,048.50	2.27%	1	$23.60	2.33%
PA	Montgomery	5	$137.20	$4,037.30	3.40%	5	$135.00	3.47%
PA	Northampton	2	$48.10	$1,209.40	3.98%	2	$47.60	4.05%
PA	Schuylkill	3	$78.80	$437.80	18.00%	3	$78.40	18.60%

PA Recap: 35 stores with sales of $871.1 million. Total retail food sales for PA in the study: $31.33 billion. Redner's Markets share of PA is 2.79%.

Mid-Atlantic Recap: 35 stores with sales of $871.7 million annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Redner's Markets Per Store Average: $24.89 million

Source: *Food Trade News*, June 2022

Legislative Line

from page 125

fectious disease standard for high-risk workplaces. The rule, which was initially proposed during the Obama administration and will be unveiled later this year, is intended to protect workers from airborne infectious diseases, like COVID-19. Other upcoming standards focus on addressing heat hazards and workplace violence. The agency also reiterated it has no plans to further pursue the broad workplace vaccine mandate that was struck down by the U.S. Supreme Court. Thanks to our public affairs peers at Berman and Company for this bit of information.

USDA Promotes Program Access And Combats Discrimination

The U.S. Department of Agriculture's (USDA) Food and Nutrition Service (FNS) has recently announced that it will interpret the prohibition on discrimination based on sex found in Title IX of the Education Amendments of 1972, and in the Food and Nutrition Act of 2008, as amended, Supplemental Nutrition Assistance Program (SNAP), to include discrimination based on sexual orientation and gender identity. Under the Biden administration, USDA and FNS have issued this latest interpretation to help ensure its programs are open, accessible and help promote food and nutrition security, regardless of demographics.

This announcement from USDA further affirms the agency's efforts to dismantle barriers that historically underserved communities have in accessing USDA programs and services including workplace policies in food stores. This latest action protects the civil rights of LGBTQ people while complementing USDA's ongoing efforts to advance equity and access in its nutrition programs. For more information on USDA's equity efforts, visit usda.gov/equity.

Swipe Fees Back In The News

Last month swipe fees were back in the news as a number of high-level food industry executives testified before the U.S. Senate Judiciary Committee on the Hill. The presentations were aptly titled as "Excessive Swipe Fees and Barriers to Competition in the Credit and Debit Card Systems."

FMI said in a statement that its organization and its retail food members want to work with Congress in a bipartisan manner to foster competition in the credit card market so they can better serve their customers and communities, especially in these economically challenging times. Implementing network routing competition would be a good first step in addressing the unchecked card fees and lack of transparency retailers face as the condition of accepting credit cards for customer purchases.

The hidden processing fees negatively impact U.S. consumers – at an average of $700 a year for a family. The $137.8 billion in hidden processing fees artificially drives up the price consumers pay for goods and services. Retailers are forced to incorporate these fees in their pricing decisions and sell items at the "credit card" price to cover costs. The impact disproportionally hurts lower income Americans, those who rely on cash, and those who do not have access to high credit card rewards. Bottom line: FMI and other food trade associations want the federal government to establish parameters that would foster competition and transparency so that card networks would have to compete for their business on fees and terms.

That's all for now. Have a great summer and stay safe and healthy.

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

IN REVIEW: ALDI

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	1	$11.90	$3,694.80	0.32%	1	$11.30	0.31%
CT	Litchfield	2	$25.80	$739.60	3.49%	2	$24.10	3.04%
CT	New Haven	9	$114.20	$3,412.60	3.35%	8	$96.30	2.92%
CT Recap: 12 stores with sales of $151.9 million. Total retail food sales for CT in the study: $7.85 billion. Aldi share of CT is 1.94%.								
DE	New Castle	3	$24.20	$2,085.30	1.16%	2	$15.80	0.80%
DE Recap: 3 stores with sales of $24.2 million. Total retail food sales for DE in the study: $2.09 billion. Aldi share of DE is 1.16%.								
NJ	Bergen	4	$31.60	$3,410.90	0.93%	4	$34.20	1.02%
NJ	Burlington	5	$49.20	$1,833.80	2.68%	5	$40.90	2.37%
NJ	Camden	7	$53.30	$1,824.60	2.92%	7	$51.20	2.95%
NJ	Cape May	1	$7.90	$557.00	1.42%	1	$7.50	1.40%
NJ	Cumberland	2	$13.10	$604.30	2.17%	2	$12.10	2.10%
NJ	Essex	2	$16.10	$2,152.30	0.75%	2	$17.80	0.86%
NJ	Gloucester	2	$16.70	$1,111.10	1.50%	2	$15.60	1.48%
NJ	Hudson	2	$19.80	$1,618.20	1.22%	2	$18.20	1.17%
NJ	Mercer	4	$33.20	$1,367.90	2.43%	4	$35.70	2.70%
NJ	Middlesex	8	$61.20	$2,505.30	2.44%	8	$58.50	2.41%
NJ	Monmouth	7	$53.60	$2,598.70	2.06%	6	$42.50	1.68%
NJ	Morris	1	$7.60	$2,128.70	0.36%	1	$7.50	0.36%
NJ	Ocean	5	$50.50	$2,089.80	2.42%	3	$28.10	1.39%
NJ	Passaic	2	$14.30	$1,338.10	1.07%	2	$15.20	1.19%
NJ	Union	3	$16.80	$1,953.70	0.86%	3	$18.90	1.04%
NJ Recap: 55 stores with sales of $444.9 million. Total retail food sales for NJ in the study: $30.99 billion. Aldi share of NJ is 1.44%.								
NY	Bronx	3	$28.30	$3,140.80	0.90%	3	$26.70	0.83%
NY	Brooklyn	3	$41.10	$5,154.20	0.80%	2	$26.80	0.52%
NY	Dutchess	1	$10.20	$1,051.30	0.97%	1	$9.70	0.95%
NY	Manhattan	1	$21.10	$5,668.80	0.37%	1	$19.60	0.35%
NY	Nassau	1	$11.70	$5,461.30	0.21%	1	$10.60	0.19%
NY	Orange	3	$26.20	$1,336.80	1.96%	3	$24.50	1.88%
NY	Queens	1	$17.80	$5,417.10	0.33%	1	$16.60	0.30%
NY	Rockland	2	$21.80	$1,005.70	2.17%	1	$10.10	0.96%
NY	Suffolk	9	$79.40	$5,965.50	1.33%	7	$63.70	1.08%
NY Recap: 24 stores with sales of $257.6 million. Total retail food sales for NY in the study: $39.64 billion. Aldi share of NY is 0.65%.								
PA	Berks	4	$31.40	$1,512.60	2.08%	4	$34.80	2.42%
PA	Bucks	7	$64.60	$2,961.30	2.18%	6	$54.20	1.92%
PA	Carbon	1	$8.60	$187.30	4.59%	1	$7.90	4.42%
PA	Chester	3	$25.10	$1,999.40	1.26%	3	$23.60	1.25%
PA	Columbia	2	$17.50	$254.60	6.87%	1	$8.40	3.64%
PA	Cumberland	4	$36.20	$1,206.50	3.00%	4	$35.40	3.11%
PA	Dauphin	2	$18.90	$1,067.10	1.77%	2	$18.50	1.81%
PA	Delaware	3	$33.20	$2,334.10	1.42%	3	$31.70	1.40%
PA	Franklin	1	$7.80	$455.90	1.71%	1	$7.40	1.61%
PA	Lackawanna	1	$9.80	$759.90	1.29%	1	$8.90	1.19%
PA	Lancaster	4	$33.30	$1,852.90	1.80%	4	$28.50	1.64%
PA	Lebanon	1	$7.10	$438.80	1.62%	1	$6.90	1.68%
PA	Lehigh	3	$16.20	$1,461.30	1.11%	3	$15.40	1.14%
PA	Luzerne	3	$24.10	$1,048.50	2.30%	3	$23.20	2.29%
PA	Lycoming	1	$7.20	$441.70	1.63%	1	$6.90	1.65%
PA	Mifflin	1	$8.30	$142.80	5.81%	1	$8.00	5.85%
PA	Monroe	2	$22.80	$726.80	3.14%	1	$9.90	1.45%
PA	Montgomery	12	$104.60	$4,037.30	2.59%	11	$94.60	2.43%
PA	Northampton	3	$19.90	$1,209.40	1.65%	3	$19.30	1.64%
PA	Northumberland	1	$9.30	$227.10	4.10%	0	$0.00	0.00%
PA	Philadelphia	11	$105.60	$3,685.80	2.87%	11	$94.20	2.52%
PA	Schuylkill	1	$8.50	$437.80	1.94%	1	$7.80	1.85%
PA	Snyder	1	$10.20	$149.60	6.82%	1	$9.70	7.06%
PA	York	3	$26.10	$1,642.70	1.59%	3	$25.30	1.61%
PA Recap: 75 stores with sales of $656.3 million. Total retail food sales for PA in the study: $31.33 billion. Aldi share of PA is 2.10%.								

Mid-Atlantic Recap: 169 stores with sales of $1.53 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
Aldi Per Store Average: $9.08 million

Source: *Food Trade News*, June 2022

Pennsylvania Food Merchants Association Holds Annual Conference In Gettysburg, PA June 14-15

The Pennsylvania Food Merchants Association (PFMA) held its annual conference June 14-15 in Gettysburg, PA. This year's PFMA Food Industry Trailblazer awardee and incoming chair of the organization, Lisa Dell'Alba (c) of Square One Markets is congratulated by outgoing chair Tom Cormier (l) of Ahold Delhaize USA and Alex Baloga, PFMA president.

This foursome features (l-r) Dana Ward and Rena Shiles of Albertsons Mid-Atlantic, Chuck Tulles of Utz and Mike Howells of PFMA.

Bob Plata (r) of Bunzl says hello to Karns Markets' Scott Karns (l) and Andrea Karns.

Kyle Sepe (l) of Wakefern is joined in this photo by PFMA's Liz Kemmery.

Tom Cormier (r) of Ahold Delhaize USA smiles for a photo with The Giant Company's (l-r) Jason Butler, Sarah Burton, Todd O'Hara and Erin Dugan.

IN REVIEW: CVS

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	45	$251.70	$3,694.80	6.81%	45	$252.80	6.95%
CT	Litchfield	6	$35.20	$739.60	4.76%	6	$33.90	4.28%
CT	New Haven	38	$210.60	$3,412.60	6.17%	39	$209.70	6.37%

CT Recap: 89 stores with sales of $ 497.5 mllion. Total retail food sales for CT in the study: $7.85 billion. CVS share of CT is 6.34%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	13	$63.10	$2,085.30	3.03%	12	$54.90	2.76%

DE Recap: 13 stores with sales of $63.1 million. Total retail food sales for DE in the study: $2.09 billion. CVS share of DE is 3.03%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic	13	$60.80	$936.20	6.49%	15	$64.60	7.02%
NJ	Bergen	47	$200.60	$3,410.90	5.88%	46	$186.20	5.56%
NJ	Burlington	22	$96.70	$1,833.80	5.27%	22	$93.70	5.44%
NJ	Camden	27	$138.10	$1,824.60	7.57%	27	$127.50	7.33%
NJ	Cape May	11	$54.60	$557.00	9.80%	10	$47.10	8.82%
NJ	Cumberland	5	$24.40	$604.30	4.04%	5	$21.40	3.72%
NJ	Essex	22	$94.40	$2,152.30	4.39%	22	$90.30	4.34%
NJ	Gloucester	15	$63.60	$1,111.10	5.72%	14	$54.10	5.12%
NJ	Hudson	16	$68.30	$1,618.20	4.22%	16	$64.20	4.12%
NJ	Hunterdon	4	$22.80	$446.30	5.11%	4	$22.30	5.11%
NJ	Mercer	18	$88.10	$1,367.90	6.44%	18	$85.30	6.45%
NJ	Middlesex	24	$123.70	$2,505.30	4.94%	23	$110.70	4.56%
NJ	Monmouth	26	$125.70	$2,598.70	4.84%	27	$126.90	5.01%
NJ	Morris	22	$107.10	$2,128.70	5.03%	21	$95.20	4.58%
NJ	Ocean	22	$106.40	$2,089.80	5.09%	22	$101.70	5.02%
NJ	Passaic	12	$64.80	$1,338.10	4.84%	12	$59.20	4.65%
NJ	Somerset	11	$46.80	$1,259.90	3.71%	11	$40.70	3.31%
NJ	Sussex	3	$11.10	$627.30	1.77%	3	$9.80	1.49%
NJ	Union	24	$115.60	$1,953.70	5.92%	23	$104.20	5.73%
NJ	Warren	6	$24.10	$460.20	5.24%	5	$18.30	4.20%

NJ Recap: 350 stores with sales of $1.64 billion. Total retail food sales for NJ in the study: $30.99 billion. CVS share of NJ is 5.24%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx	12	$77.50	$3,140.80	2.47%	14	$85.20	2.66%
NY	Brooklyn	29	$190.50	$5,154.20	3.70%	31	$197.60	3.86%
NY	Dutchess	12	$60.30	$1,051.30	5.74%	12	$51.40	5.05%
NY	Manhattan	65	$388.40	$5,668.80	6.85%	63	$363.20	6.48%
NY	Nassau	71	$460.30	$5,461.30	8.43%	72	$456.50	8.24%
NY	Orange	17	$85.60	$1,336.80	6.40%	17	$78.70	6.04%
NY	Putnam	2	$12.30	$240.80	5.11%	2	$11.90	4.95%
NY	Queens	43	$340.20	$5,417.10	6.28%	42	$317.50	5.83%
NY	Rockland	12	$67.20	$1,005.70	6.68%	17	$85.80	8.18%
NY	Staten Island	19	$107.50	$1,592.20	6.75%	20	$108.20	6.83%
NY	Suffolk	69	$311.20	$5,965.50	5.22%	70	$309.40	5.23%
NY	Westchester	58	$371.20	$3,619.50	10.26%	58	$356.80	9.55%

NY Recap: 409 stores with sales of $2.47 billion. Total retail food sales for NY in the study: $39.64 billion. CVS share of NY is6.23 %.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Adams	1	$5.20	$215.10	2.42%	1	$4.90	2.45%
PA	Berks	16	$89.20	$1,512.60	5.90%	16	$85.40	5.94%
PA	Bucks	32	$172.30	$2,961.30	5.82%	31	$159.40	5.65%
PA	Carbon	1	$5.10	$187.30	2.72%	1	$4.90	2.74%
PA	Chester	27	$130.80	$1,999.40	6.54%	27	$124.60	6.62%
PA	Columbia	2	$10.50	$254.60	4.12%	2	$9.90	4.29%
PA	Cumberland	14	$65.80	$1,206.50	5.45%	14	$64.10	5.63%
PA	Dauphin	13	$61.20	$1,067.10	5.74%	14	$62.30	6.10%
PA	Delaware	31	$174.30	$2,334.10	7.47%	30	$162.10	7.15%
PA	Franklin	5	$21.40	$455.90	4.69%	5	$21.10	4.59%
PA	Lackawanna	9	$45.20	$759.90	5.95%	9	$41.80	5.57%

See IN REVIEW: CVS on page 157

IN REVIEW: CVS

from page 156

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Lancaster	24	$114.20	$1,852.90	6.16%	24	$112.50	6.47%
PA	Lebanon	4	$17.00	$438.80	3.87%	4	$16.90	4.13%
PA	Lehigh	15	$79.20	$1,461.30	5.42%	15	$75.80	5.60%
PA	Luzerne	14	$58.10	$1,048.50	5.54%	14	$55.60	5.48%
PA	Lycoming	5	$34.30	$441.70	7.77%	5	$33.80	8.10%
PA	Mifflin	2	$10.80	$142.80	7.56%	2	$10.60	7.75%
PA	Monroe	11	$53.40	$726.80	7.35%	11	$51.60	7.57%
PA	Montgomery	47	$244.30	$4,037.30	6.05%	46	$227.90	5.86%
PA	Montour	1	$4.90	$69.90	7.01%	1	$4.80	7.40%
PA	Northampton	17	$85.20	$1,209.40	7.04%	17	$80.40	6.84%
PA	Northumberland	6	$26.70	$227.10	11.76%	6	$26.20	13.04%
PA	Philadelphia	58	$339.80	$3,685.80	9.22%	62	$341.70	9.14%
PA	Schuylkill	2	$10.10	$437.80	2.31%	2	$9.80	2.32%
PA	Snyder	2	$9.10	$149.60	6.08%	2	$8.70	6.33%
PA	Susquehanna	1	$4.50	$37.40	12.03%	1	$4.30	11.53%
PA	Union	2	$10.60	$115.70	9.16%	2	$10.40	9.33%
PA	Wayne	3	$17.70	$170.00	10.41%	3	$17.40	10.31%
PA	Wyoming	1	$5.10	$71.80	7.10%	1	$4.90	6.95%
PA	York	12	$58.10	$1,642.70	3.54%	12	$57.20	3.64%

PA Recap: 378 stores with sales of $1.96 billion. Total retail food sales for PA in the study: $31.33 billion. CVS share of PA is 6.26%.

Mid-Atlantic Recap: 1,239 stores with sales of $6.63 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
CVS Per Store Average: $5.35 million

Source: *Food Trade News*, June 2022

PER STORE AVERAGE LEADERS: 2022

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

Rank	Company	Stores	2022 Sales (in millions)	Per Store Avg. (in millions)
1	Costco*	50	$5,042.10	$100.84
2	Wegmans	26	$1,935.90	$74.46
3	Stew Leonard's	6	$403.00	$67.17
4	ShopRite (PR/FB/Dborn/GG/Fway)	280	$16,818.40	$60.07
5	BJ's Wholesale Club*	79	$3,693.70	$46.76
6	The Giant Co. (Heirloom Mkt)	159	$7,024.54	$44.18
7	Sam's Club*	23	$1,009.90	$43.91
8	Corrado's Family Affair	5	$206.70	$41.34
9	Stop & Shop	209	$7,967.88	$38.12
10	Hannaford	7	$265.60	$37.94
11	Whole Foods (Amazon Go/Amazon Fresh)	73	$2,717.20	$37.22
12	Walmart (SC/Neighborhood Mkt)*	174	$6,161.40	$35.41
13	Giant Food	3	$104.59	$34.86
14	McCaffrey's (Simply Fresh)	7	$219.60	$31.37
15	Big Y	16	$489.90	$30.62
16	Northeast Groc. Inc. (Price Chopper/Tops/Market 32)	18	$541.80	$30.10
17	Trader Joe's	58	$1,558.80	$26.88
18	Albertsons (Acme/Balducci's/Kings/Safeway)	179	$4,703.60	$26.28
19	Redner's Markets	35	$871.70	$24.91
20	Weis Markets	110	$2,707.56	$24.61

( ) 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 149.

Source: *Food Trade News*, June 2022

IN REVIEW: WALMART

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	5	$155.30	$3,694.80	4.20%	5	$148.80	4.09%
CT	Litchfield	2	$65.40	$739.60	8.84%	2	$62.30	7.87%
CT	New Haven (SuperCenter)	9	$299.70	$3,412.60	8.78%	9	$284.60	8.64%
CT Recap: 16 stores with sales of $520.4 million. Total retail food sales for CT in the study: $7.85 billion. Walmart share of CT is 6.63%.								
DE	New Castle (SuperCenter)	3	$76.80	$2,085.30	3.68%	3	$83.40	4.20%
DE Recap: 3 stores with sales of $76.8 million. Total retail food sales for DE in the study: $2.09 billion. Walmart share of DE is 3.68%.								
NJ	Atlantic (SuperCenter)	3	$60.40	$936.20	6.45%	3	$68.20	7.41%
NJ	Bergen (SuperCenter)	3	$122.70	$3,410.90	3.60%	3	$116.20	3.47%
NJ	Burlington (SuperCenter)	5	$125.60	$1,833.80	6.85%	5	$119.60	6.94%
NJ	Camden (SuperCenter)	5	$151.80	$1,824.60	8.32%	5	$143.60	8.26%
NJ	Cape May (SuperCenter)	1	$44.20	$557.00	7.94%	1	$41.80	7.82%
NJ	Cumberland (SuperCenter)	3	$89.60	$604.30	14.83%	3	$84.60	14.70%
NJ	Gloucester (SuperCenter)	3	$114.10	$1,111.10	10.27%	3	$107.20	10.15%
NJ	Hudson (SuperCenter)	4	$183.40	$1,618.20	11.33%	4	$173.70	11.15%
NJ	Hunterdon (SuperCenter)	2	$79.60	$446.30	17.84%	2	$76.30	17.47%
NJ	Mercer (SuperCenter)	3	$102.70	$1,367.90	7.51%	3	$97.60	7.38%
NJ	Middlesex (SuperCenter)	7	$174.90	$2,505.30	6.98%	7	$165.80	6.83%
NJ	Monmouth (SuperCenter)	3	$123.60	$2,598.70	4.76%	3	$117.40	4.63%
NJ	Morris (SuperCenter)	6	$154.30	$2,128.70	7.25%	6	$146.10	7.02%
NJ	Ocean (SuperCenter)	5	$151.70	$2,089.80	7.26%	5	$143.50	7.08%
NJ	Salem	1	$21.90	$163.50	13.39%	1	$20.50	13.31%
NJ	Somerset (SuperCenter)	2	$47.60	$1,259.90	3.78%	2	$45.20	3.68%
NJ	Sussex (SuperCenter)	2	$42.50	$627.30	6.78%	2	$40.30	6.11%
NJ	Union (SuperCenter)	2	$50.50	$1,953.70	2.58%	2	$46.00	2.53%
NJ	Warren (SuperCenter)	1	$38.90	$460.20	8.45%	1	$34.60	7.94%
NJ Recap: 61 stores with sales of $1.88 billion. Total retail food sales for NJ in the study: $30.99 billion. Walmart share of NJ is 6.07%.								
NY	Dutchess (SuperCenter)	1	$73.80	$1,051.30	7.02%	1	$70.80	6.96%
NY	Nassau (SC/Neighborhood Mkt)	6	$317.40	$5,461.30	5.81%	6	$300.90	5.43%
NY	Orange (SuperCenter)	3	$226.70	$1,336.80	16.96%	3	$214.50	16.47%
NY	Rockland	1	$20.80	$1,005.70	2.07%	1	$19.70	1.88%
NY	Suffolk (SuperCenter)	7	$304.50	$5,965.50	5.10%	6	$236.50	3.99%
NY	Westchester	1	$41.20	$3,619.50	1.14%	1	$39.50	1.06%
NY Recap: 19 stores with sales of $984.4 million. Total retail food sales for NY in the study: $39.64 billion. Walmart share of NY is 2.48%.								
PA	Adams	1	$21.80	$215.10	10.13%	1	$20.40	10.18%
PA	Berks (SuperCenter)	5	$121.60	$1,512.60	8.04%	5	$118.50	8.25%
PA	Bucks (SuperCenter)	5	$197.40	$2,961.30	6.67%	5	$186.30	6.61%
PA	Carbon (SuperCenter)	1	$32.30	$187.30	17.25%	1	$30.20	16.88%
PA	Chester (SuperCenter)	5	$181.90	$1,999.40	9.10%	5	$172.30	9.16%
PA	Columbia (SuperCenter)	1	$43.40	$254.60	17.05%	1	$40.90	17.72%
PA	Cumberland (SuperCenter)	4	$119.60	$1,206.50	9.91%	4	$113.70	9.99%
PA	Dauphin (SuperCenter)	2	$80.60	$1,067.10	7.55%	2	$77.40	7.57%
PA	Delaware (SuperCenter)	4	$107.30	$2,334.10	4.60%	4	$100.90	4.45%
PA	Franklin (SuperCenter)	2	$82.80	$455.90	18.16%	2	$79.20	17.22%
PA	Lackawanna (SuperCenter)	2	$87.80	$759.90	11.55%	2	$82.60	11.00%
PA	Lancaster (SuperCenter)	3	$136.50	$1,852.90	7.37%	3	$128.80	7.40%
PA	Lebanon (SuperCenter)	2	$86.90	$438.80	19.80%	2	$82.10	20.04%
PA	Lehigh (SuperCenter)	2	$86.70	$1,461.30	5.93%	2	$81.80	6.05%
PA	Luzerne (SuperCenter)	3	$127.20	$1,048.50	12.13%	3	$116.50	11.48%
PA	Lycoming	1	$28.20	$441.70	6.38%	1	$25.60	6.13%

See IN REVIEW: WALMART on page 159

IN REVIEW: WALMART

From page 159

PA	Mifflin (SuperCenter)	1	$37.00	$142.80	25.91%	1	$35.20	25.75%
PA	Monroe (SuperCenter)	2	$86.40	$726.80	11.89%	2	$81.50	11.96%
PA	Montgomery (SuperCenter)	8	$284.60	$4,037.30	7.05%	8	$270.40	6.95%
PA	Northampton (SuperCenter)	2	$65.90	$1,209.40	5.45%	2	$62.30	5.30%
PA	Northumberland (SuperCenter)	1	$44.10	$227.10	19.42%	1	$41.20	20.51%
PA	Philadelphia (SuperCenter)	5	$155.80	$3,685.80	4.23%	5	$147.40	3.94%
PA	Pike (SuperCenter)	1	$32.30	$196.80	16.41%	1	$30.60	21.37%
PA	Schuylkill (SuperCenter)	2	$84.60	$437.80	19.32%	2	$79.50	18.86%
PA	Snyder (SuperCenter)	1	$27.40	$149.60	18.32%	1	$25.30	18.41%
PA	Union (SuperCenter)	1	$43.30	$115.70	37.42%	1	$40.50	36.32%
PA	Wayne (SuperCenter)	1	$43.90	$170.00	25.82%	1	$41.20	24.41%
PA	Wyoming (SuperCenter)	1	$35.20	$71.80	49.03%	1	$33.30	47.23%
PA	York (SuperCenter)	6	$217.30	$1,642.70	13.23%	6	$205.50	13.10%

PA Recap: 75 stores with sales of $2.7 billion. Total retail food sales for PA in the study: $31.33 billion. Walmart share of PA is 8.62%.

Mid-Atlantic Recap: 174 stores with sales of $6.16 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Walmart Per Store Average: $35.41 million

( ) Indicates another banner used by the company.

Source: *Food Trade News*, June 2022

DIRECTORY OF RETAILERS

From page 146

Phone: (410) 889-0200
Web: royalfarms.com
Pres.: John Kemp
Primary Supplier: Cooper Booth
Area Stores: 44
Area Vol.: $120.8 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
Area Stores: 71
Area Vol.: $141.7 million

Sheetz, Inc.
243 Sheetz Way
Claysburg, PA 16625
Phone: (800) 765-4686
Web: sheetz.com
Exec. Vice Chmn.: Joe Sheetz
CEO/Pres.: Travis Sheetz
Primary Supplier: Direct
Area Stores: 113
Area Vol.: $463.4 million

Turkey Hill Minit Markets
Div. of EG Group
257 Centreville Rd.
Lancaster, PA 17603
Phone: (888) 200-6211
Web: turkeyhillcstores.com
Pres.: George Fournier
Primary Supplier: Core-Mark
Area Stores: 245
Area Vol.: $401.7 million

Wawa, Inc.
Red Roof, 260 W. Baltimore Pike
Wawa, PA 19063
Phone: (610) 358-8000
Web: wawa.com
CEO: Chris Gheysens
Primary Supplier: McLane/Direct
Area Stores: 544
Area Vol.: $3.8 billion

XtraMart Convenience Stores
Div. of Global Partners
800 South St., Ste. 500
Waltham, MA 02453
Phone: (800) 243-6366
Web: xtramart.com
CEO: Eric Slifka
Area Stores: 8
Area Vol.: $18.5 million

WHOLESALE CLUBS

BJ's Wholesale Club
25 Research Dr.
Westborough, MA 01581
Phone: (774) 512-7400
Web: bjs.com
CEO: Bob Eddy
Area Stores: 79
Area Vol.: $3.69 billion (grocery/HBC only)

Costco
Northeast Div.
45940 Horseshoe Dr., Ste. 150
Sterling, VA 20166
Phone: (703) 406-6800
Web: costco.com
CEO: Craig Jelinek
Pres./COO: Ron Vachris
Northeast Div. SVP/GM: Adam Self
Area Stores: 50
Area Vol.: $5.04 billion (grocery/HBC only)

Sam's Club
Div. of Walmart
2101 SE Simple Savings Dr.
Bentonville, AR 72716
Phone: (501) 273-4000
Web: samsclub.com
CEO/Pres.: Kathryn McLay
Area Stores: 23
Area Vol.: $1.01 billion (grocery/HBC only)

MASS MERCHANDISERS

Kmart
Div. of Transform Holdco.
3333 Beverly Rd.
Hoffman Estates, IL 60179
Phone: (847) 286-2500
Web: kmart.com
CEO: Aylwin Lewis
Area Stores: 2
Area Vol.: $19.3 million (grocery/HBC only)

Target
1000 Nicollet Mall
Minneapolis, MN 55402
Phone: (612) 304-6073
Web: target.com
CEO: Brian Cornell
Area Stores: 175
Area Vol.: $4.29 billion (grocery/HBC only)

Walmart
702 Southwest 8th St.
Bentonville, AR 72716
Phone: (479) 273-4000
Web: walmart.com
CEO: Doug McMillon
Pres/CEO - U.S.: John Furner
Area Stores: 174 (includes SuperCenter/ Neighborhood Mkt.)
Area Vol.: $6.16 billion (grocery/HBC only)

IN REVIEW: TARGET

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	4	$89.20	$3,694.80	2.41%	4	$80.20	2.20%
CT	Litchfield	1	$21.90	$739.60	2.96%	1	$19.60	2.47%
CT	New Haven	6	$140.80	$3,412.60	4.13%	6	$127.40	3.87%

CT Recap: 11 stores with sales of $251.9 million. Total retail food sales for CT in the study: $7.85 billion. Target share of CT is 3.21%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	3	$78.00	$2,085.30	3.74%	2	$46.70	2.35%

DE Recap: 3 stores with sales of $78.0 million. Total retail food sales for DE in the study: $2.09 billion. Target share of DE is 3.74%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic	2	$51.80	$936.20	5.53%	1	$22.50	2.44%
NJ	Bergen	4	$80.30	$3,410.90	2.35%	4	$72.10	2.15%
NJ	Burlington	4	$76.70	$1,833.80	4.18%	4	$68.50	3.97%
NJ	Camden	5	$104.60	$1,824.60	5.73%	5	$93.70	5.39%
NJ	Cumberland	1	$20.60	$604.30	3.41%	1	$18.40	3.20%
NJ	Essex	1	$20.30	$2,152.30	0.94%	1	$18.00	0.87%
NJ	Gloucester	2	$39.40	$1,111.10	3.55%	2	$35.40	3.35%
NJ	Hudson	2	$49.20	$1,618.20	3.04%	2	$44.40	2.85%
NJ	Mercer	2	$34.80	$1,367.90	2.54%	2	$31.50	2.38%
NJ	Middlesex	5	$117.90	$2,505.30	4.71%	5	$106.20	4.37%
NJ	Monmouth	4	$80.60	$2,598.70	3.10%	4	$73.70	2.91%
NJ	Morris	4	$74.10	$2,128.70	3.48%	4	$65.60	3.15%
NJ	Ocean	3	$54.00	$2,089.80	2.58%	3	$48.80	2.41%
NJ	Passaic	1	$20.90	$1,338.10	1.56%	1	$18.80	1.48%
NJ	Somerset	2	$34.50	$1,259.90	2.74%	2	$30.90	2.52%
NJ	Union	4	$83.30	$1,953.70	4.26%	4	$75.40	4.15%
NJ	Warren	2	$40.80	$460.20	8.87%	2	$37.20	8.54%

NJ Recap: 48 stores with sales of $983.8 million. Total retail food sales for NJ in the study: $30.99 billion. Target share of NJ is 3.17%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Bronx	3	$101.10	$3,140.80	3.22%	3	$90.70	2.83%
NY	Brooklyn	7	$221.60	$5,154.20	4.30%	7	$199.60	3.90%
NY	Dutchess	1	$20.80	$1,051.30	1.98%	1	$18.70	1.84%
NY	Manhattan	13	$437.10	$5,668.80	7.71%	9	$295.40	5.27%
NY	Nassau	8	$268.20	$5,461.30	4.91%	8	$245.20	4.43%
NY	Orange	4	$67.80	$1,336.80	5.07%	4	$61.50	4.72%
NY	Queens	6	$226.20	$5,417.10	4.18%	5	$153.60	2.82%
NY	Rockland	2	$43.60	$1,005.70	4.34%	2	$42.10	4.02%
NY	Staten Island	3	$85.20	$1,592.20	5.35%	3	$79.60	5.02%
NY	Suffolk	10	$263.20	$5,965.50	4.41%	10	$268.30	4.53%
NY	Westchester	3	$88.40	$3,619.50	2.44%	3	$81.20	2.17%

NY Recap: 60 stores with sales of $1.82 billion. Total retail food sales for NY in the study: $39.64 billion. Target share of NY is 4.6%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Berks	3	$59.60	$1,512.60	3.94%	3	$53.70	3.74%
PA	Bucks	4	$95.70	$2,961.30	3.23%	4	$85.20	3.02%
PA	Chester	4	$109.10	$1,999.40	5.46%	4	$98.60	5.24%
PA	Cumberland	2	$25.80	$1,206.50	2.14%	2	$32.30	2.84%
PA	Dauphin	2	$29.40	$1,067.10	2.76%	2	$26.90	2.63%
PA	Delaware	4	$90.80	$2,334.10	3.89%	4	$81.60	3.60%
PA	Franklin	1	$17.80	$455.90	3.90%	1	$16.20	3.52%
PA	Lackawanna	1	$17.40	$759.90	2.29%	1	$15.60	2.08%
PA	Lancaster	3	$59.20	$1,852.90	3.19%	3	$54.10	3.11%
PA	Lehigh	3	$63.50	$1,461.30	4.35%	3	$57.50	4.25%
PA	Luzerne	1	$16.00	$1,048.50	1.53%	1	$14.10	1.39%
PA	Lycoming	1	$20.10	$441.70	4.55%	1	$18.20	4.36%
PA	Monroe	1	$16.30	$726.80	2.24%	1	$14.90	2.19%
PA	Montgomery	7	$182.50	$4,037.30	4.52%	7	$164.70	4.23%
PA	Northampton	1	$20.30	$1,209.40	1.68%	1	$18.50	1.57%
PA	Philadelphia	11	$245.00	$3,685.80	6.65%	11	$221.10	5.91%
PA	Snyder	1	$20.10	$149.60	13.44%	1	$18.10	13.17%
PA	York	3	$59.80	$1,642.70	3.64%	3	$54.80	3.49%

PA Recap: 53 stores with sales of $1.15 billion. Total retail food sales for PA in the study: $31.33 billion. Target share of PA is 3.67%.

Mid-Atlantic Recap: 175 stores with sales of $4.29 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Target Per Store Average: $34.49 million

Source: *Food Trade News*, June 2022

TRADE CALENDAR

from page 144

October 1

The Joe DeLorenzo Family Apple Picking event will be held at Melick Farm in Oldwick, NJ. For more information, go to www.easternproducecouncil.com.

October 6

NJFC will hold its Good Government Breakfast at Forsgate Country Club in Monroe Twp., NJ beginning at 8:00 a.m. For more information, go to www.njfoodcouncil.com.

October 15-18

The NFRA annual convention will be held at the Orlando World Center Marriott. Registration opens in March. For more information, call 717.657.8601 or go to www.NFRAConvention.org.

October 24

FIA will hold its annual Red Carpet Gala at Glen Island Harbour Club in New Rochelle, NY. For more information, contact Laura Mastrianni at laura@fiany.com or 518.434.1920.

October 25

Kenny's ShopRites will hold its golf outing. More details to follow at a later date.

October 27-29

PMA Fresh Summit 2022 will be held at the Orange County Convention Center in Orlando, FL. For more information, go to www.pma.com/events.

October 28

Krasdale Foods will hold its 114th anniversary gala at Pier 60 in New York City. For more information, contact Khristian Moyna at kmoyna@alpha1marketing.com.

November 2

NJFC will hold its Loss Prevention Conference and Exhibition at Forsgate Country Club in Monroe Twp., NJ beginning at 8:30 a.m. For more information, go to www.njfoodcouncil.com.

November 4-6

MAFTO will honor the retailers of the Advantage Retail Group - McCaffrey's, Murphy's Markets, Graul's and Henning's - at its annual Gala at the Resorts Hotel Casino in Atlantic City. For more information, or to register, go to www.mafto.org/gala.

November 5

Children's Cancer Foundation's 38th annual gala will be held at Martin's Crosswinds in Greenbelt, MD. For more information, go to www.childrenscancerfoundation.org.

December 2

MAFTO will host its annual Christmas for All Kids at Springfield Country Club, Springfield, PA. Additional information to follow at a later date.

December 7

NJFC will host its holiday reception at Park Chateau Estate and Gardens in East Brunswick, NJ beginning at 5:00 p.m. For more information, go to www.njfoodcouncil.com.

2023

January 15-17

The Winter Fancy Food Show will be held at the Las Vegas Convention Center.

January 20-23

FMI Midwinter 2023 will be held at the Hyatt Regency in Orlando. For more information, go to www.fmi.org/midwinter-conference.

June 4-6

IDDBA 2023 will be held in Anaheim, CA.

June 25-27

The Summer Fancy Food Show will be held at the Javits Center In New York City.

October 7-10

The NFRA convention will be held in San Diego.

2024

October 5-8

The NFRA convention will be held 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.

IN REVIEW: WAWA

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	29	$256.20	$2,085.30	12.29%	29	$227.57	11.46%
DE Recap: 29 stores with sales of $256.2 million. Total retail food sales for DE in the study: $2.09 billion. Wawa share of DE is 12.29%.								
NJ	Atlantic	26	$171.70	$936.20	18.34%	26	$146.18	15.88%
NJ	Bergen	3	$20.80	$3,410.90	0.61%	3	$16.84	0.50%
NJ	Burlington	40	$240.10	$1,833.80	13.09%	39	$196.99	11.43%
NJ	Camden	39	$249.20	$1,824.60	13.66%	39	$208.84	12.01%
NJ	Cape May	16	$108.60	$557.00	19.50%	16	$94.55	17.70%
NJ	Cumberland	11	$88.00	$604.30	14.56%	10	$69.22	12.03%
NJ	Essex	3	$19.10	$2,152.30	0.89%	3	$14.40	0.69%
NJ	Gloucester	22	$157.20	$1,111.10	14.15%	22	$132.25	12.52%
NJ	Hudson	1	$8.50	$1,618.20	0.53%	1	$7.21	0.46%
NJ	Hunterdon	2	$14.40	$446.30	3.23%	2	$12.22	2.80%
NJ	Mercer	9	$58.10	$1,367.90	4.25%	8	$44.38	3.36%
NJ	Middlesex	20	$117.50	$2,505.30	4.69%	18	$91.00	3.75%
NJ	Monmouth	21	$127.30	$2,598.70	4.90%	19	$98.59	3.89%
NJ	Morris	4	$21.10	$2,128.70	0.99%	2	$10.14	0.49%
NJ	Ocean	38	$238.60	$2,089.80	11.42%	38	$206.84	10.21%
NJ	Salem	4	$26.60	$163.50	16.27%	4	$21.94	14.25%
NJ	Somerset	4	$21.50	$1,259.90	1.71%	4	$17.42	1.42%
NJ	Union	6	$34.40	$1,953.70	1.76%	5	$22.76	1.25%
NJ	Warren	3	$21.30	$460.20	4.63%	3	$17.71	4.07%
NJ Recap: 272 stores with sales of $1.74 billion. Total retail food sales for NJ in the study: $30.99 billion. Wawa share of NJ is 5.63%.								
PA	Berks	12	$94.60	$1,512.60	6.25%	11	$71.85	5.00%
PA	Bucks	38	$294.10	$2,961.30	9.93%	38	$248.86	8.83%
PA	Carbon	1	$7.40	$187.30	3.95%	1	$5.59	3.12%
PA	Chester	33	$239.40	$1,999.40	11.97%	34	$197.98	10.52%
PA	Delaware	39	$287.90	$2,334.10	12.33%	39	$242.74	10.71%
PA	Lancaster	4	$21.20	$1,852.90	1.14%	4	$22.56	1.30%
PA	Lehigh	12	$105.80	$1,461.30	7.24%	10	$76.51	5.66%
PA	Monroe	5	$33.80	$726.80	4.65%	5	$28.93	4.25%
PA	Montgomery	52	$387.50	$4,037.30	9.60%	52	$328.71	8.45%
PA	Northampton	7	$57.00	$1,209.40	4.71%	7	$46.74	3.98%
PA	Philadelphia	40	$271.57	$3,685.80	7.37%	42	$203.47	5.44%
PA Recap: 243 stores with sales of $1.83 billion. Total retail food sales for PA in the study: $31.33 billion. Wawa share of PA is 5.74%.								

Mid-Atlantic Recap: 544 stores with sales of $3.8 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Wawa Per Store Average: $6.99 million

Source: *Food Trade News*, June 2022

IN REVIEW: SAM'S CLUB

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Atlantic	1	$31.80	$936.20	3.40%	1	$29.60	3.21%
NJ	Burlington	1	$27.20	$1,833.80	1.48%	1	$26.10	1.51%
NJ	Gloucester	2	$86.50	$1,111.10	7.79%	2	$83.40	7.89%
NJ	Hudson	1	$31.30	$1,618.20	1.93%	1	$29.60	1.90%
NJ	Middlesex	1	$39.10	$2,505.30	1.56%	1	$37.20	1.53%
NJ	Monmouth	1	$61.20	$2,598.70	2.36%	1	$57.90	2.29%
NJ Recap: 7 stores with sales of $277.1 million. Total retail food sales for NJ in the study: $30.99 billion. Sam's Club share of NJ is 0.89%.								
NY	Dutchess	1	$39.90	$1,051.30	3.80%	1	$37.90	3.72%
NY	Suffolk	1	$35.70	$5,965.50	0.60%	1	$43.10	0.73%
NY	Westchester	1	$82.30	$3,619.50	2.27%	1	$78.80	2.11%
NY Recap: 3 stores with sales of $157.9 million. Total retail food sales for NY in the study: $39.64 billion. Sam's Club share of NY is 0.40%.								
PA	Berks	1	$54.60	$1,512.60	3.61%	1	$52.10	3.63%
PA	Bucks	1	$43.80	$2,961.30	1.48%	1	$41.00	1.45%
PA	Cumberland	1	$33.20	$1,206.50	2.75%	1	$32.50	2.85%
PA	Dauphin	1	$36.10	$1,067.10	3.38%	1	$35.30	3.45%
PA	Lackawanna	1	$42.10	$759.90	5.54%	1	$39.50	5.26%
PA	Lehigh	1	$41.80	$1,461.30	2.86%	1	$40.20	2.97%
PA	Luzerne	1	$49.50	$1,048.50	4.72%	1	$46.80	4.61%
PA	Lycoming	1	$38.90	$441.70	8.81%	1	$36.90	8.84%
PA	Montgomery	1	$42.30	$4,037.30	1.05%	1	$39.50	1.02%
PA	Northampton	1	$39.50	$1,209.40	3.27%	1	$37.60	3.20%
PA	Philadelphia	1	$53.80	$3,685.80	1.46%	1	$51.30	1.37%
PA	York	2	$99.30	$1,642.70	6.04%	2	$94.20	6.00%
PA Recap: 13 stores with sales of $574.9 million. Total retail food sales for PA in the study: $31.33 billion. Sam's Club share of PA is 1.84%.								

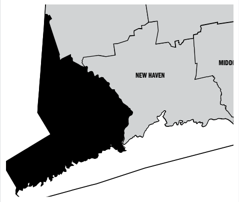
Mid-Atlantic Recap: 23 stores with sales of $1.0 billion annually. Mid-Atlantic retail food sales total: $111.81 billion.
Sam's Club Per Store Average: $43.9 million

Source: *Food Trade News*, June 2022

CONNECTICUT COUNTY SHARE OF MARKET: 2022

Total sales for those Connecticut counties included in the study are $7.84 billion

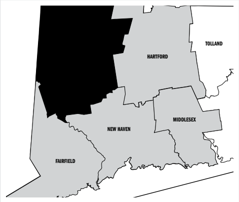
FAIRFIELD COUNTY ($3.7 billion) (Includes Bridgeport, Danbury, Stamford)



- Population 959,768
- # of Households 345,070
- Median Income $97,539
- Under age 18..................... 22.2%
- Over age 65....................... 16.3%
- Female 51.3%
- White 60.9%
- Black................................. 12.9%
- Hispanic 20.5%
- Asian.................................. 5.9%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	22	$827.13	22.39%
2	ShopRite (Price Rite)	13	$652.50	17.66%
3	Costco	2	$301.60	8.16%
4	CVS	45	$251.70	6.81%
5	Whole Foods	5	$193.70	5.24%
6	Big Y	5	$161.20	4.36%
7	Walmart	5	$155.30	4.20%
8	Stew Leonard's	2	$154.00	4.17%
9	BJ's Wholesale Club	3	$149.30	4.04%
10	Walgreens	20	$130.60	3.53%
11	Albertsons (Acme/Balducci's/Kings)	7	$127.60	3.45%
12	Trader Joe's	5	$126.80	3.43%
13	Target	4	$89.20	2.41%
14	Caraluzzi's	3	$63.20	1.71%
15	Key Food	4	$52.20	1.41%
16	Krasdale (CTown/Market Fresh)	6	$50.90	1.38%
17	Rite Aid	12	$37.10	1.00%
18	Food Bazaar	2	$30.90	0.84%
19	IGA	1	$22.20	0.60%
20	7-Eleven	9	$21.80	0.59%
21	Fresh Market	1	$16.90	0.46%
22	Cumberland Farms	7	$15.50	0.42%
23	Aldi	1	$11.90	0.32%
24	Save A Lot	1	$5.80	0.16%
25	Circle K	1	$2.40	0.06%
		186	**$3,651.43**	**98.83%**

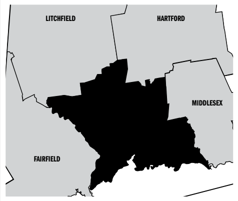
LITCHFIELD COUNTY ($739.6 million) (Includes New Milford, Torrington, Watertown)



- Population 185,000
- # of Households 74,902
- Median Income $81,590
- Under age 18..................... 18.0%
- Over age 65....................... 22.0%
- Female 50.5%
- White 87.4%
- Black................................. 2.4%
- Hispanic 7.1%
- Asian.................................. 22.2%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	7	$247.73	33.50%
2	IGA	10	$83.39	11.28%
3	Big Y	2	$78.30	10.59%
4	Walmart	2	$65.40	8.84%
5	BJ's Wholesale Club	1	$41.10	5.56%
6	Northeast Grocery Inc. (Market 32)	1	$40.80	5.52%
7	Walgreens	9	$39.50	5.34%
8	CVS	6	$35.20	4.76%
9	Aldi	2	$25.80	3.49%
10	Target	1	$21.90	2.96%
11	Cumberland Farms	8	$18.10	2.45%
12	ShopRite (Price Rite)	1	$15.40	2.08%
13	XtraMart	4	$8.90	1.20%
14	Allegiance (Foodtown)	1	$5.10	0.69%
15	7-Eleven	2	$4.60	0.62%
		57	**$731.22**	**98.87%**

NEW HAVEN COUNTY ($3.4 billion) (Includes Meriden, New Haven, Waterbury)



- Population 863,700
- # of Households 332,765
- Median Income $71,370
- Under age 18..................... 20.0%
- Over age 65....................... 17.9%
- Female 51.8%
- White 61.6%
- Black................................. 15.2%
- Hispanic 19.1%
- Asian.................................. 4.3%

Rank	Company	Stores	Sales (in millions)	% of Market
1	Stop & Shop	19	$855.74	25.08%
2	ShopRite (Price Rite)	9	$448.70	13.15%
3	Walmart	9	$299.70	8.78%
4	Costco	2	$265.80	7.79%
5	Big Y	9	$250.40	7.34%
6	CVS	38	$210.60	6.17%
7	BJ's Wholesale Club	4	$181.40	5.32%
8	Walgreens	23	$155.80	4.57%
9	Target	6	$140.80	4.13%
10	Aldi	9	$114.20	3.35%
11	Rite Aid	22	$87.20	2.56%
12	Krasdale CTown/Stop1/ShopSmart)	13	$62.98	1.85%
13	IGA	6	$54.69	1.60%
14	Cumberland Farms	22	$45.40	1.33%
15	Whole Foods	1	$30.60	0.90%
16	Northeast Grocery Inc. (Market 32)	1	$29.10	0.85%
17	Trader Joe's	1	$22.10	0.65%
18	Save A Lot	3	$18.30	0.54%
19	7-Eleven	8	$17.50	0.51%
20	Fresh Market	1	$15.30	0.45%
21	Fas-Marts	4	$7.80	0.23%
22	ASG Stores	2	$7.30	0.21%
23	XtraMart	3	$7.10	0.21%
24	Key Food	0	$0.00	0.00%
		215	**$3,328.51**	**97.54%**

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

Source: *Food Trade News*, June 2022

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

The Eastern Produce Council's (EPC) annual "Jersey Fresh" cookout, sponsored by the New Jersey Department of Agriculture (NJDA) was held recently at Demerest Farms in Hillsdale, NJ. EPC's Susan McAleavey Sarlund (c) welcomeS King Kullen's Joe Schneider (l) and Ken Kann to the outing.

This group shot includes (l-r) Holly Litts, Jim Gallagher and Joe Schneider of King Kullen; Bob Pizzo, Ernie Nitschke and Doug Adams of CA Ferolie.

Louis Scagnelli (l) of Krasdale Foods chats at the cookout with Russell Benson of Del Monte Fresh.

This trio features Jim Regan (l) of RDD Associates, Jim Gallagher (c) of King Kullen and Eric Michnick of D'Arrigo NY.

Tracy Simmonds (2nd from l) of Affinity Group says hello to (l-r) Smit Patel, Wakefern; Theresa Lowden, JOH; and Marianne Santo, Wakefern.

Jennifer (l) and Charlie Weh of Stew Leonard's were on hand for the outing.

These smiles belong to (l-r) Derrick Bender, Fowler Packing; Vic Savanello, Spartan Nash; and Bonnie Lundblad, Sunny Valley International.

Rich Borchers (l) of World Wide Sales chats with Hampton Farms' Karolina Sokolska (c) and Matt Denucci.

John McCann (c) of Del Monte Fresh, retired after 39 years in the food business; wishing him well are (l-r) Stephen Botnick, B&J Bros.; Kenneth Todd, Russell Benson and Bel Alviano, Del Monte Fresh.

Scott Canneto (l) of Frank Donio says hello to Apostolos Paralikas of Just Produce.

Enjoying the cookout are (l-r) Scott Smith, iFoods; Kenneth Todd, Del Monte Fresh; and Justin Ruta, Trucco.

Jill Mazer (c) of F&S Fresh Foods is flanked in this photo by Rich Martin (l) and Jay DeCamp of JOH.

This RDD Associates foursome features (l-r) Nick DeFinizio, Melissa Kanasky, Jim Regan and Dave Williams.

These folks from Proof Logistics are (l-r) Aeny Ramirez, Luisa Bouhot, Daniel Delgado, Jerry Qira, Sal Tellez and Alex Borroto.

These folks on hand from NJDA to make sure everyone has a good time are (l-r) Deelip Mhaske, Jeff Wolfe, Joe Atchison, Nancy Wood; Lynn Coffin, Secretary Doug Fisher, Nikki Steward, Christine Fries and Mary Tovar.

National Supermarket Association Hosts Inaugural Women's Forum At TWA Hotel AT JFK Airport

The National Supermarket Association (NSA) held its inaugural Women's Forum June 8 at the TWA Hotel at JFK International Airport. Nallely De Jesus (l), the first female board member at the NSA, presented longtime NSA executive assistant Denise Diaz with an award for her dedication to and passion for the organization.

Here we have (l-r) Lisa Corona, America's Food Basket; Carmen Ferreira-Diaz, Carmen Ferreira Designs; Lizbel Sanchez and Yvette Gomez, C-Town; Laura Bueno, Bravo; Awilda Diaz, Key Food; Sizta Bueno, Bravo; Samuel Collado, NSA; Frances Taveras and Senelda Diaz, C-Town; Melissa Taveras, Key Food; Lucy Abinader, RED Consulting; and Evelyn Diaz, Key Food.

This group of Krasdale Foods and Alpha 1 Marketing associates includes (standing l-r) Sylvia Slaney, Jackie Ruiz, Janice Cepeda, Rossy Jimenez; (seated l-r) Cynthia Ramos, Jenn Carson, Janet Estevez and Cather Taibi.

This foursome features (l-r) Jacqueline Gomes and Donna Zambo, Allegiance Retail Services; Hilda Estevez of News 12; and Billy Estevez, Estevez Family Supermarkets.

Zulema Wiscovitch (r) of ASG is joined here by Goya's Mireya Lumbreras (l) and Rafael Toro.

This NSA trio comprises Anthony Pena (l), Angel Nunez (c) and Jorge Guillen.

All smiles for our camera are (l-r) John Durante, Key Food Stores; Frank Pimentel, Fine Fare; Rene Del La Cruz and Natalie De La Cruz, Key Food Stores.

Magda Desimone (r), AM/PM Point of Sales Solutions says hello to Ileana and Joe Garcia, ASG.

Nebraskaland's Lucia Tejeda (r) smiles for a photo with NSA's Emilie Rodriguez (l) and Anthony Pena.

Kristhina Nogueiras (l) of JP Morgan Chase poses with her mother Iris Benzan-Diaz of C-Town.

NSA president Samuel Collado (l) and Nallely De Jesus (c) of NSA present Zulema Wiscovitch of ASG with a Generational Leadership award.

Michelle Estornell (l) of Tropical Cheese chats at the event with NSA's Samuel Collado (c) and Nallely De Jesus.

This group includes (l-r) Francisco Jorge, Aurora Grocery Group; Jenny Jorge, Gala Foods; Ursula Pena, Aurora Grocery Group Liz Berman and Julio Coen, Inca Kola.

IN REVIEW: COSTCO

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
CT	Fairfield	2	$301.60	$3,694.80	8.16%	2	$279.50	7.68%
CT	New Haven	2	$265.80	$3,412.60	7.79%	2	$240.40	7.30%

CT Recap: 4 stores with sales of $567.4 million. Total retail food sales for CT in the study: $7.85 billion. Costco share of CT is 7.23%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
DE	New Castle	1	$44.70	$2,085.30	2.14%	1	$40.20	2.02%

DE Recap: 1 store with sales of $44.7 million. Total retail food sales for DE in the study: $2.09 billion. Costco share of DE is 2.14%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NJ	Bergen	1	$122.80	$3,410.90	3.60%	1	$111.50	3.33%
NJ	Burlington	1	$54.20	$1,833.80	2.96%	1	$49.10	2.85%
NJ	Camden	1	$63.40	$1,824.60	3.47%	1	$57.50	3.31%
NJ	Hudson	1	$77.60	$1,618.20	4.80%	1	$71.50	4.59%
NJ	Hunterdon	1	$55.30	$446.30	12.39%	1	$50.80	11.63%
NJ	Mercer	1	$64.70	$1,367.90	4.73%	1	$58.50	4.43%
NJ	Middlesex	2	$87.50	$2,505.30	3.49%	2	$80.80	3.33%
NJ	Monmouth	3	$190.50	$2,598.70	7.33%	3	$173.20	6.84%
NJ	Morris	2	$126.30	$2,128.70	5.93%	2	$114.40	5.50%
NJ	Ocean	2	$95.40	$2,089.80	4.57%	2	$89.50	4.42%
NJ	Passaic	2	$103.60	$1,338.10	7.74%	2	$95.20	7.47%
NJ	Somerset	2	$141.50	$1,259.90	11.23%	2	$128.40	10.45%
NJ	Union	1	$63.60	$1,953.70	3.26%	1	$58.30	3.21%

NJ Recap: 20 stores with sales of $1.25 billion. Total retail food sales for NJ in the study: $30.99 billion. Costco share of NJ is 4.02%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
NY	Brooklyn	1	$278.30	$5,154.20	5.40%	1	$252.10	4.92%
NY	Manhattan	1	$313.40	$5,668.80	5.53%	1	$283.10	5.05%
NY	Nassau	3	$388.00	$5,461.30	7.10%	3	$351.70	6.35%
NY	Queens	2	$484.40	$5,417.10	8.94%	2	$437.60	8.04%
NY	Rockland	1	$141.10	$1,005.70	14.03%	1	$133.80	12.76%
NY	Staten Island	1	$297.40	$1,592.20	18.68%	1	$269.30	16.99%
NY	Suffolk	5	$549.80	$5,965.50	9.22%	5	$567.50	9.59%
NY	Westchester	3	$333.60	$3,619.50	9.22%	3	$392.40	10.51%

NY Recap: 17 stores with sales of $2.79 billion. Total retail food sales for NY in the study: $39.64 billion. Costco share of NY is 7.03%.

State	County	2022 Stores	2022 Sales (in millions)	2022 County Food Sales	% of 2022 County Market	2021 Stores	2021 Sales (in millions)	% of 2021 County Market
PA	Bucks	1	$50.30	$2,961.30	1.70%	1	$47.50	1.68%
PA	Dauphin	1	$54.80	$1,067.10	5.14%	1	$50.70	4.96%
PA	Delaware	1	$76.40	$2,334.10	3.27%	1	$70.30	3.10%
PA	Lancaster	1	$33.70	$1,852.90	1.82%	1	$31.80	1.83%
PA	Lehigh	1	$42.80	$1,461.30	2.93%	1	$39.20	2.90%
PA	Montgomery	3	$139.60	$4,037.30	3.46%	3	$127.80	3.28%

PA Recap: 8 stores with sales of $397.6 million. Total retail food sales for PA in the study: $31.33 billion. Costco share of PA is 1.27%.

Mid-Atlantic Recap: 50 stores with sales of $5.04 billion annually.
Mid-Atlantic retail food sales total: $111.81 billion.
Costco Per Store Average: $100.84 million

Source: *Food Trade News*, June 2022

EVP Chris Lane Resigns From Wakefern; Joe Sheridan To Retire In 16 Months

from page 1

of directors. Sheridan will be stepping down in October 2023. At that point, the popular executive will have served the grocery co-op for nearly 48 years, the last 12 as the de facto day-to-day leader of the company.

In an unrelated announcement, Chris Lane, who many trade observers believed would become Sheridan's successor, surprisingly resigned from Wakefern on June 6.

Lane joined Wakefern from Duane Reade in 2003 as VP-pharmacy and added HBC to his responsibilities in 2005. In 2008, he was promoted to VP-grocery, DSD and commercial bakery. Lane then served as senior VP-product divisions and e-commerce and in 2016, he was named executive VP.

"Chris's departure is a tremendous loss to Wakefern," noted Joe Colalillo, chairman and CEO of Wakefern. "Chris has been a trusted advisor and provided the strong, ethical leadership that our cooperative of family-owned businesses depends on. I respect Chris's decision and wish him success in the future."

Sheridan added: "After 19 years at Wakefern, with the last six years in the role of EVP, Chris has decided to leave Wakefern to pursue other opportunities. Chris has been the bold leader we've needed at Wakefern. He initiated and led us through a strategic plan that focused on today's most pressing retail challenges, helped our cooperative succeed in a highly competitive market and allowed us to thrive during the pandemic. Many of the advances we have made in e-commerce, procurement, technology, and own brands can be credited to Chris's leadership."

A successor has not yet been named and a search for a qualified candidate will begin shortly.

Joe Sheridan

Chris Lane

Soup to Nutz

from page 24

My last trip was in 2011, and as before some things never change, and that's ok; but many things, especially socially, have changed. Young people are still leaving to go up north for work. The employment opportunities are just not as plentiful as they are in the larger cities. Millennials are cohabitating before marriage, and the older generations are separating (but not divorcing) from their spouses, both of which were unheard of years ago. Tourism has increased and one can rent an Airbnb home anywhere in Sicily for not a lot of money. After a delicious pranzo, my cousin **Fanny** (accent on the last syllable) and I caught up on the past years' events and the upcoming wedding of her son **Antonio** in Milazzo, a town near Messina. She had lots of preparation to do, so her husband **Angelo** and I set off on some little trips to visit the places we went to as teenagers. On one of our jaunts, we passed the factory of Geolive, the processing plant for the Olive Nocellara di Belice, D.O.P. type of olives, more commonly known as Castelvetrano olives. Castelvetrano olives are famous for their irresistible buttery-sweet flavor, and crisp, meaty texture. They are grown in Castelvetrano and there is only one harvest per year. I hadn't seen the factory in this location on any of my previous trips. The next day, without my knowledge, Angelo and our friend **Leo** took me to the factory where we had an impromptu meeting and factory tour with the owner **Francesco Lombardo** and his family. For those of you who know me, I love a plant tour and this one was awesome. I saw how olives are pitted, washed, and sorted for jarring. At the time of our visit, they were jarring olives under the Partanna (known for olive oil) label for Walmart. They also jar for many retailers and distributors. I had a follow up visit with Francesco at the Summer Fancy Food Show; now we are friends.

The most emotional time for me on this trip was when my cousins Fanny, Angelo and I went to the small town of Campobello di Mazara, population just under 12,000, where our great grandfathers, brothers **Antonio** and **Pietro Maggio**, lived. We found the actual house they lived in over 120 years ago. We stood in the place where our fathers stood back in 1967 when my father took his first trip to Sicily and went with Fanny's father to see where we came from. Indeed, we were a bit overwhelmed by this discovery. We know why they left, although Fanny's grandparents returned in the mid 1920s, and we know who we come from.

It was after telling the story of this discovery that friends and family were telling me to retire there. Maybe for a month or two…you never know.

We left Castelvetrano for the wedding in Milazzo singing the songs of the late Italian popstar, **Lucio Battisti** along the way. The weather for the wedding was beautiful and the setting was almost indescribable. The tiny church was in the side of the mountain overlooking the sea with Mt. Etna in the background. The Mass took place outside of the church with chairs set up on the steps, parasols, fans and water were available to beat the heat. Then, in typical Sicilian fashion, a Granita cart was set up for guests to recharge after melting in the hot sun. What is a Granita? It's specific to Sicily; a delicious anytime snack, a cross between sorbet, water ice and gelato, and when eaten in the morning, it is stuffed inside a brioche bun. Heaven on earth. The reception was in a 200 year-old villa overlooking the sea. This area of Sicily is very mountainous, so the views are extraordinary. The reception was much like ours here, except that there were five courses in different locations on the estate with a cannoli cart and gelato station serving guests until 2:00 a.m. Italians party until the wee hours of the morning. Unfortunately, I had to leave the next morning to begin my journey back to the USA; tired, relaxed and happy.

My advice for those of you who would like to find your past and walk where your ancestors walked is to go to that place, breathe it in and allow it to soak into your soul. You might be surprised at what you find. I leave you with a short poem translated from Sicilian dialect given to me by my lifelong friend **Giovanni Palma**.

"My land is Sicily, bitter earth that is sweet yet troubled. Colorful land of love with the fragrance of orange blossom. Tormented and much-loved homeland of many illustrious natives. Land of delicious food and culture. Land that makes you dream and relax. My land is so beautiful…she is called Sicily."

I will always bleed red, white and blue, and as always, I am humbled and grateful that my grandparents immigrated to the United States for a better life; but on this, my 15th trip, I have found that my soul belongs to Sicily.

A tip of the hat to two local food industry notables: **Dave Lessard**, vice president of fresh omnichannel merchandising at The Giant Company, and **Thom Nardi**, Paradigm Partners who were each recognized as a Champion of Change by the IDDBA during their recent show in Atlanta. They were among the group of 24 industry leaders honored for their achievements and for helping advance supermarket fresh food departments. Each honoree demonstrated a commitment to excellence and has produced superior results in bakery, deli, foodservice/prepared foods, and dairy. Well done, gentlemen! A very loud shout out goes to **Jennifer Heinzen Krueger**, who has been named vice president, team experience at The Giant Company effective May 30. She also serves as the programming officer for NextUp's (formerly the Network of Executive Women) Pennsylvania Chapter which is where I had the chance get to know and work with her. For more on Jen's exemplary career, see People on page 95. Well deserved, Jen!

The circle of life continues as **Kevin Rider**, Arla Foods, and his wife **Maggie** welcomed their son **Peter John** into the world on June 3. Also eagerly awaiting Peter's arrival was big sister, **Lulu**, the Golden Retriever. Congratulations!

We were saddened to hear of the recent passing of **Ed McLaughlin**, a lifelong retail food industry member who passed away just before presstime after a long and tough battle with cancer. His full obituary is on page 2. Ed will be remembered for being a pleasure to work with and a really good guy who always did the right thing, both at Genuardi's and C&S Robesonia. Rest in peace, my friend.

Taking another trip around the sun this beautiful month of June are: **Phil Scaduto**, Food Circus Supermarkets; **Bill Derbyshire**, Liberty Coca Cola; **Mark Tarzwell**, Mrs. T's; **Jim Burke Sr.** and **Jim Burke Jr.**, Seafood America; **Doug Clemens**, retired from Clemens Food Group; **Tom Morrison** (who is celebrating a very special milestone), Integrity Food Brokers; **Nancy Rodgers-Fluharty**, Pace Target Brokers; **Terri Maloney**, VP/editorial director of both *Food World* and *Food Trade News*; and last but not least, our fearless leader, **Jeff Metzger**. Buon compleanno a tutti!

Quote of the month: "It takes courage to say yes to rest and play in a culture where exhaustion is seen as a status symbol." Brene Brown

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and account roles at Nielsen, the NPD Group and Sears.

"Brian's extensive experience in management, retail and the CPG industry will provide great value to Advantage Group International. I look forward to the high trust relationships that Brian will undoubtedly develop and nurture over the years, bringing our team and organization great value. He has a strong client-focused approach and a breadth of retail and CPG knowledge. This is exactly what we need in our industry and the American market," says Richard Cunningham, managing director USA, Advantage Group International.

Also joining Advantage Group International in the USA are **Kyla Caponigro** as client insights manager and **Abagail Logwood** as field research coordinator.

Caponigro will be responsible for supporting suppliers and retailers with their day-to-day needs and uncovering key actionable insights through data. She will leverage her client-side marketing, market research and analytic experience to tell the most relevant stories that connect clients with their strategies and business needs.

Logwood will manage the support activities necessary for executing Advantage benchmarking and Advantage Custom Research Solutions programs. She brings several years of managerial experience and training in quantitative analysis, research, and high-level problem solving to the team, reinforcing their strengths and broadening their skill set.

The New Jersey Food Council (NJFC) has named **Delaney Redford** as its new associate director of public affairs.

"Delaney Redford brings to our state association a well-rounded background in policy analysis and communications in New Jersey," said Linda Doherty, NJFC president and CEO, noting Redford has demonstrated talents in serving constituents, building consensus and effective social media campaigns.

Prior to joining NJFC, Redford worked in the Newark office of U.S. Sen. Robert Menendez (D-NJ) focusing on constituent relations on public policies and gained experience at a law firm conducting background research on laws and regulations.

Redford also worked for the U.S. Department of State Diplomat in Residence program, where she helped with the creation of social media campaigns such as "#WhyIJoinedWednesday." In the campaign, foreign service members shared stories about why they joined the State Department.

Doherty said the NJFC has an aggressive policy and political agenda and is eager to have Redford to advocate for issues of critical importance to the food retail and distribution industry, as the NJ Legislature is now debating the fiscal 2023 state budget and considering labor and workforce proposals. Delaney will also focus on member rollout of the plastic law and bag ban, infant formula crisis, revising the industry Green Guidelines, workforce issues and overseeing the many NJFC committee activities.

Delaney has an undergraduate degree from Drew University in Madison, NJ with a major in international relations and a minor in law, justice, and society, with civic scholar honors.

The Pennsylvania Food Merchants Association presented its 2022 Food Industry Trailblazer award to **Lisa Dell'Alba,** president and CEO of Square One Markets, Inc., during its annual conference dinner earlier this month.

The award recognizes a pioneer in food and beverage retail who is willing to take risks and innovate to stay ahead in the industry.

"Lisa, who has now taken the reigns as chair of the PFMA board of directors, shares her creativity and energy with our board through her leadership," said Alex Baloga, president and CEO of PFMA. "I know her hard work and dedication as chair will continue to inspire the direction of the association and her peers in the industry."

In presenting the award, Tom Cormier, outgoing chair and manager of government affairs for Ahold Delhaize USA, acknowledged Dell'Alba's ability to navigate the challenging environment of food retail.

Delaney Redford

Lisa Dell'Alba

"Those who can adapt, remain agile and are willing to experiment stay ahead of the issues," Cormier said. "This is why the Pennsylvania Food Merchants Association honors one of these industry trailblazers, Lisa Dell'Alba."

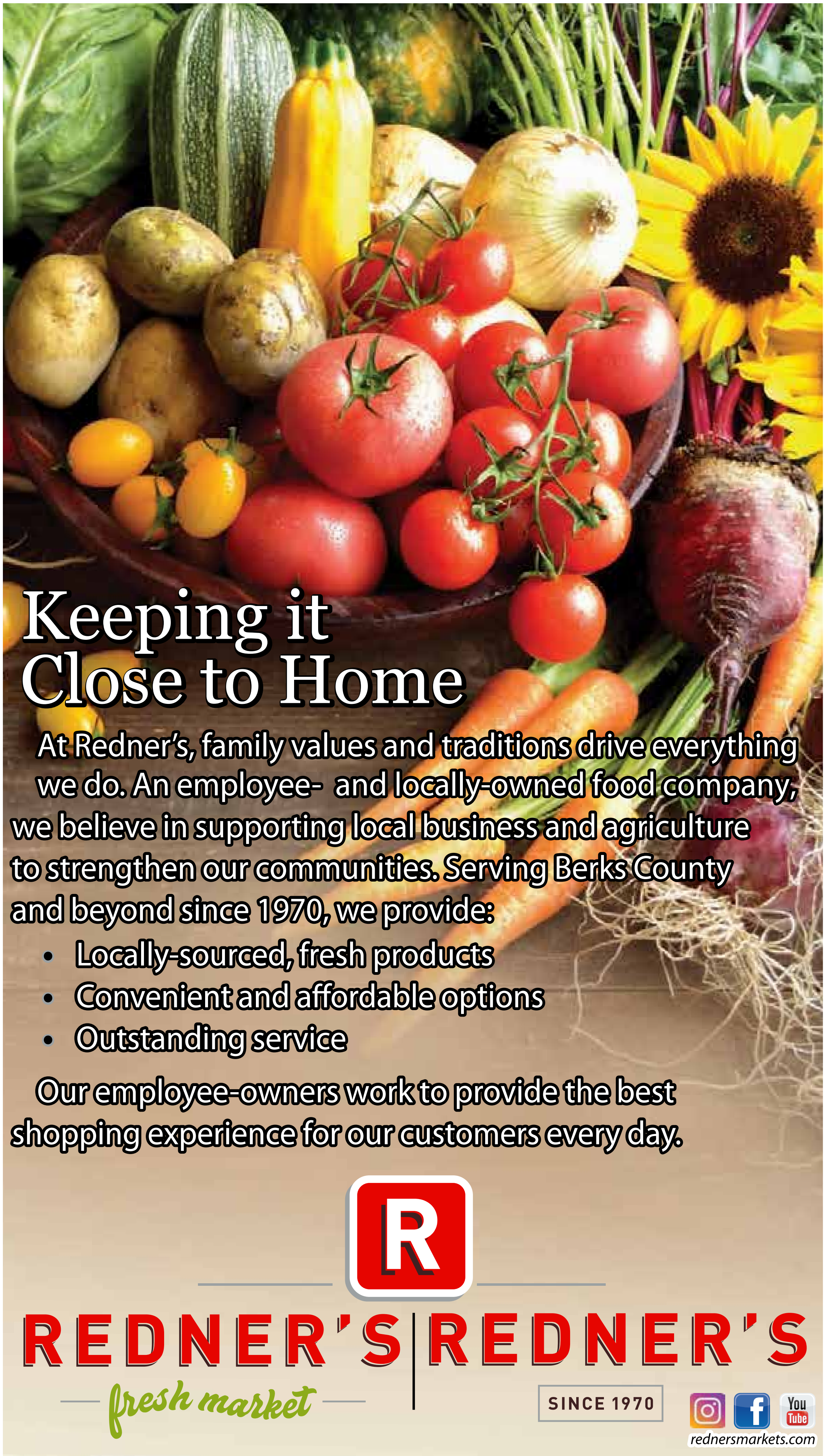
When receiving the award, Dell'Alba credited the honor to teamwork both at Square One and through the association.

Dell'Alba was born into the world of retail at Square One Markets. When she was young, her father encouraged her to forge her own path before working in the family business. In 2004, she joined Square One Markets and fell in love with the industry.

She worked as management of multi-facilities, category manager and human resource director. At 28 years old, she became the vice president of operations where she developed innovative concepts such as a team-based approach to operations management and redefining the customer service excellence. She also implemented the concept of multi-person interviews to strengthen her team's approach to operations.

In 2009, she became president of Square One Markets, continuing to focus on the core values of her family business.

Before taking over as chair of the board of directors, Dell'Alba served as vice chair. She also serves as the vice chair of member services on the NACS (National Association of Convenience Stores) board of directors and is a member of the board of the TEAM Pennsylvania Foundation.



TAKING STOCK

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1993 served as Campbell's chairman of the board. The company is now owned by ConAgra. Vlasic was 96 when he died... my favorite baseball writer of all time, Roger Angell, passed away last month. Angell, who worked for *The New Yorker* for 60 years, was more than an ordinary sportswriter. He watched Babe Ruth play in the 1930s and also saw the phenom of the current era, Shohei Ohtani, display his hitting and pitching prowess in 2022. Angell's novel "The Summer Game," (1972) remains the best baseball book I have ever read. His uncanny ability to emotionally penetrate the nuances of the game coupled with his passion and enthusiasm were unlike any other sportswriter. One of his last pieces, "This Old Man: All In Pieces," was written when he was 93 and won the American Society of Magazine Editors' Best Essay award. A man with skill and grace, the talented Mr. Angell was 101 when he passed...Ray Liotta, who in my opinion was a highly underrated actor, also died last month. Liotta's best known roles were as baseball player Shoeless Joe Jackson, the ghostly figure who appears on the baseball field built by Ray Kinsella (Kevin Costner) in the memorable film "Field Of Dreams" (1989), and as Henry Hill in the Martin Scorsese classic "Goodfellas" (1990). His understated portrayal of the young mobster was a perfect offset to his high voltage co-stars Robert DeNiro and Joe Pesce. Liotta, who appeared in 126 film and TV roles in a career that spanned 41 years, was 67 when he suddenly passed away...another underrated talent has also left us. Ronnie Hawkins, the sometimes outlandish rockabilly singer who helped discover the group of musicians that later became The Band, died last month in Canada at the age of 87. A native of Arkansas who started playing music inspired by early Sun Records' artists Elvis Presley, Johnny Cash, Jerry Lee Lewis and Carl Perkins, Hawkins and his revolving group of musicians would play barrooms, carnivals and juke joints in the South before Conway Twitty (yes, that Conway Twitty), another Arkansas native, told him that rock and roll bands could make a lot of money in Canada. Hawkins and his then 18-year old drummer, Levon Helm, drove to Toronto and sought out other local musicians to form a new group. Hawkins' recruiting skills were pretty good – he found Robbie Robertson, Garth Hudson, Richard Manuel and Rick Danko – and Hawkins and the group soon became one of Canada's top nightclub attractions. In the early 1960s those four accompanying Canadian musicians and Helm left to form their own group, and they backed Bob Dylan for several years. Later they broke off on their own as The Band. While in Canada, Hawkins had a few hits of his own including "Forty Days" and "Mary Lou" as well as two covers of Bo Diddley songs – "Who Do You Love ?" and "Hey, Bo Diddley." "The Hawk" could be seen and heard in another classic Martin Scorsese film "The Last Waltz" (1978). He was the first guest musician who performed in the movie playing a version of "Who Do You Love?" that is unforgettable.


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