

**2011 North American  
FOOD RETAILERS**

A=actual sales; E=estimated sales

RANK	COMPANY	TOP EXECUTIVE(S)	CORPORATE/ FRANCHISE STORES	SALES IN \$ BILLIONS; DATE FISCAL YEAR ENDS
<b>1</b>	<b>Wal-Mart Stores</b> Bentonville, Ark.	Mike Duke president, CEO	4,721	311.0E 1/31/11
<p>Volume total represents combined sales of all Wal-Mart formats in the U.S. and Canada, which account for approximately 74% of total corporate sales. Wal-Mart operates 2,882 supercenters in the U.S. and 109 in Canada; 723 discount stores in the U.S. and 212 in Canada; and 608 Sam's Clubs, 181 Neighborhood Markets, four Marketside stores and two Supermercados in the U.S. Supercenters, discount stores, Neighborhood Markets and other U.S. formats accounted for an estimated \$262 billion, or 62% of total sales; Sam's Club for \$49 billion, or 12%; and international for \$109 billion, or 26%.</p>				
<b>2</b>	<b>Kroger Co.</b> Cincinnati	David B. Dillon chairman, CEO	3,624	81.1E 1/29/11
<p>Kroger's store base includes 2,468 supermarkets and multi-department stores, 784 convenience stores and 372 fine jewelry stores. Sales from convenience stores account for approximately 4% of total volume, and sales from fine jewelry stores account for approximately 1% of the total.</p>				
<b>3</b>	<b>Costco Wholesale Corp.</b> Issaquah, Wash.	Jim Sinegal president, CEO	540	77.9A 8/29/10
<p>Revenues at Costco include sales of \$76.2 billion and membership fees of \$1.7 billion. Groceries, encompassing food, sundries and fresh products, plus pharmacy and gasoline, account for 72% of total sales. Of the company's total sales, 77% comes from 416 warehouses in the U.S. and Puerto Rico; 15% from 79 warehouses in Canada; and 9% from 45 warehouses in the United Kingdom, Japan, South Korea, Taiwan and Australia. (Volume from 32 Costcos in Mexico are not included in the company's reported sales.)</p>				
<b>4</b>	<b>Safeway</b> Pleasanton, Calif.	Steve Burd chairman, president, CEO	1,712	41.0E 1/1/11
<b>5</b>	<b>Supervalu</b> Minneapolis	Craig Herkert president, CEO	2,349	37.9E 2/26/11
<p>Supervalu operates 1,445 corporate stores, encompassing 1,114 supermarkets and 331 Save-A-Lots; it also licenses 876 Save-A-Lots and 28 Cub Foods stores. Retail food accounts for 77% of total sales, while the supply-side division accounts for 23% of total sales.</p>				
<b>6</b>	<b>Loblaw Cos.</b> Toronto	Allan Leighton president, deputy chairman	1,029	30.6(U.S.)E 1/1/11
<p>Loblaw operates 613 corporate stores under a variety of banners and supplies 416 franchised stores that also operate under a variety of banners.</p>				
<b>7</b>	<b>Publix Super Markets</b> Lakeland, Fla.	Ed Crenshaw CEO	1,032	25.1E 12/25/10
<b>8</b>	<b>Ahold USA</b> Quincy, Mass.	Lawrence Benjamin EVP, COO	745	23.4E 1/1/11
<p>Ahold USA, the U.S. arm of Amsterdam-based Royal Ahold, operates three store groups: Stop &amp; Shop, Quincy, Mass., with 386 units; Giant Foods of Landover, Md., with 179 units; and Giant Foods of Carlisle, Pa., with 180 stores, including Martin's. Ahold USA accounts for approximately 60% of the parent company's total sales.</p>				
<b>9</b>	<b>C&amp;S Wholesale Grocers</b> Keene, N.H.	Rick Cohen chairman, CEO	0	19.3E 9/25/10
<p>C&amp;S volume does not include sales from two retail subsidiaries: Grand Union Family Markets, which operates 28 locations in the Northeast; and Southern Family Markets, which operates 70 locations, including 10 liquor stores, in the Southeast under the Southern Family and Piggly Wiggly banners. During 2010, C&amp;S supplied products to several companies on the Top 75 list (including A&amp;P, Ahold USA, Bi-Lo, Demoulas Market Basket, the Ralphs division of Kroger Co., Safeway, Save Mart Supermarkets, the Shaw's division of Supervalu, Target and Tops Friendly Markets), and volume from those companies is reflected in the sales total for C&amp;S as well as for each of those companies individually.</p>				

<b>10</b>	<b>Delhaize America</b> Salisbury, N.C.	Pierre-Olivier Beckers CEO	1,605	18.8E 1/1/11	Delhaize America, the U.S. division of Brussels-based Delhaize Group, encompasses 1,163 Food Lions, 176 Hannafords, 104 Sweetbay Supermarkets, 69 Harveys, 65 Bloom stores, and 28 Bottom Dollar Food stores. Delhaize America accounts for approximately 70% of the parent company's total sales.
<b>11</b>	<b>H.E. Butt Grocery Co.</b> San Antonio	Charles C. Butt chairman, CEO	330	16.1E 10/31/10	Sales include 38 stores in Mexico that account for approximately 6.7% of total sales.
<b>12</b>	<b>Sobeys</b> Stellarton, Nova Scotia	Bill McEwan president, CEO	1,334	15.6(U.S.)E 5/7/11	Sobeys operates 633 corporate stores, encompassing supermarkets, convenience stores, drug stores and fuel centers, and supplies 701 franchised stores. It is owned by Empire Cos. and accounts for approximately 98% of Empire's total sales.
<b>13</b>	<b>7-Eleven</b> Dallas	Joe DePinto president, CEO	6,526	15.5E 12/31/10	7-Eleven operates 6,063 stores in the U.S. and 463 in Canada. All locations in Canada and approximately 18% in the U.S. are corporate-owned, with the balance of the U.S. stores franchised. The company also operates 1,206 stores as part of a joint venture in Mexico.
<b>14</b>	<b>Meijer Inc.</b> Grand Rapids, Mich.	Hank Meijer co-chairman, CEO	195	14.2E 1/29/11	
<b>15</b>	<b>Dollar General Corp.</b> Goodlettsville, Tenn.	Rick Dreiling chairman, CEO	9,112	12.4E 1/28/11	Consumables, including groceries, refrigerated foods and HBC, account for approximately 71% of total sales.
<b>16</b>	<b>Wakefern Food Corp.</b> Keasbey, N.J.	Joseph S. Colalillo chairman, CEO	72	11.8A 10/2/10	Of Wakefern's corporate stores, 45 operate under the PriceRite banner and 27 operate under the ShopRite banner; the company declined to indicate what percentage of total sales come from the corporate stores. Wakefern supplies products to three Top 75 companies — Saker ShopRite, Village Super Market and Inserra Supermarkets — and volume from those companies is included in the sales totals for Wakefern as well as for each company listed individually.
<b>17</b>	<b>Metro</b> Montreal	Eric R. La Fleche president, CEO	757	11.1(U.S.)A 9/25/10	Metro operates 426 corporate stores that account for 75% of total sales. It also supplies 331 franchised stores, including 146 supermarkets and 185 drug stores.
<b>18</b>	<b>BJ's Wholesale Club</b> Natick, Mass.	Laura Sen president, CEO	194	10.6E 1/31/11	Groceries, encompassing food and sundries, account for approximately 75% of BJ's total sales.
<b>19</b>	<b>Whole Foods Market</b> Austin, Texas	John Mackey chairman, co-CEO	301	9.0A 9/26/10	
<b>20</b>	<b>Giant Eagle</b> Pittsburgh	David Shapira chairman, president, CEO	387	8.6A 6/30/10	Volume encompasses sales from 170 corporate supermarkets; 58 independently owned and operated supermarkets that use the Giant Eagle name; and 159 corporate-owned GetGo fuel and convenience stores.

<b>21</b>	<b>Trader Joe's Market</b> Monrovia, Calif.  Trader Joe's is wholly owned by the Albrecht family of Germany.	Dan Bane chairman, CEO	365	8.5E 6/30/11
<b>22</b>	<b>A&amp;P</b> Montvale, N.J.	Sam Martin president, CEO	395	8.1E 2/26/11
<b>23</b>	<b>Family Dollar Stores</b> Charlotte  Consumables at Family Dollar Stores account for approximately 65.1% of total sales.	Howard R. Levine chairman, CEO	6,785	7.9A 8/28/10
<b>24</b>	<b>Associated Wholesale Grocers</b> Kansas City, Kan.  Corporate stores account for approximately 7% of total sales at AWG.	Jerry Garland president, CEO	75	7.2E 12/25/10
<b>25</b>	<b>Hy-Vee Food Stores</b> West Des Moines, Iowa  Hy-Vee operates 207 supermarkets and 24 drug stores.	Ric Jurgens chairman, CEO	231	6.9A 9/30/10
<b>26</b>	<b>Aldi</b> Batavia, Ill.  Aldi is the U.S. subsidiary of Aldi Group, Muelheim, Germany.	Charles Youngstrom and Jason Hart, co-presidents	1,135	6.8E 12/31/10
<b>27</b>	<b>Winn-Dixie Stores</b> Jacksonville, Fla.	Peter Lynch chairman, president, CEO	484	6.8E 6/29/11
<b>28</b>	<b>Wegmans Food Markets</b> Rochester, N.Y.	Danny Wegman CEO	77	5.6E 12/31/10
<b>29</b>	<b>Nash Finch Co.</b> Minneapolis  Corporate stores account for approximately 10.4% of total sales at Nash Finch.	Alec Covington president, CEO	53	5.1E 12/31/10
<b>30</b>	<b>WinCo Foods</b> Boise, Idaho	Steven L. Goddard president, CEO	78	5.0E 4/2/11
<b>31</b>	<b>Save Mart Supermarkets</b> Modesto, Calif.	Robert M. Piccinini chairman, CEO	243	4.8E 12/26/10
<b>32</b>	<b>United Natural Foods Inc.</b> Providence, R.I.  Corporate stores account for approximately 1.5% of total sales at United Natural Foods.	Steven L. Spinner president, CEO	12	4.4E 7/30/11
<b>33</b>	<b>Albertsons LLC</b> Boise, Idaho	Robert Miller CEO	223	4.0E 2/24/11
<b>34</b>	<b>Harris Teeter</b> Matthews, N.C.  Harris Teeter is a division of Ruddick Corp., Charlotte, and accounts for approximately 93% of Ruddick's total sales.	Fred Morganthall president	199	4.0A 10/3/10

<b>35</b>	<b>Unified Grocers</b> Los Angeles	Al Plamann president, CEO	0	3.9A 10/2/10
<b>36</b>	<b>Roundy's Supermarkets</b> Milwaukee	Robert A. Mariano chairman, CEO	155	3.8E 1/1/11
<b>37</b>	<b>Stater Bros. Markets</b> San Bernardino, Calif.	Jack Brown chairman, CEO	167	3.6A 9/26/10
<b>38</b>	<b>Price Chopper Supermarkets</b> Schenectady, N.Y.	Neil Golub chairman, president, CEO	128	3.5E 4/24/11
<b>39</b>	<b>Ingles Markets</b> Asheville, N.C.	Robert P. Ingle II chairman	203	3.4A 9/25/10
<b>40</b>	<b>Grocers Supply Co.</b> Houston	Max Levit president	61	3.3E 1/2/11
<b>41</b>	<b>Demoulas Market Basket</b> Tewksbury, Mass.	Arthur T. Demoulas president, CEO	63	3.2E 1/1/11
<b>42</b>	<b>Overwaita Food Group</b> Langley, British Columbia	Steve van der Leest president	120	3.1(U.S.)E 1/1/11
	Overwaita Food Group is a division of the Jim Pattison Group, a diversified company involved in several industries, of which Overwaita's sales account for approximately 45%. Stores operate under several banners, including 77 Save-On Foods; 14 Overwaita; 14 Cooper's Foods; 11 PriceSmart Foods; three Urban Faires; and one Bulkley Valley Wholesale.			
<b>43</b>	<b>Raley's Supermarkets</b> West Sacramento, Calif.	Michael J. Teel CEO	133	3.0E 6/25/11
<b>44</b>	<b>Alex Lee Inc.</b> Hickory, N.C.	Boyd George chairman, CEO	110	2.9E 10/2/10
	Sales at Alex Lee include approximately \$1.25 billion from Lowes Food Stores, with the balance coming from two corporate-owned wholesale businesses (Merchants Distributors Inc. and Institutional Food House).			
<b>45</b>	<b>Houchens Industries</b> Bowling Green, Ky.	Jimmie Gipson chairman, CEO	475	2.7E 10/2/10
	Houchens operates 153 conventional supermarkets under several banners — Houchens Markets, Buehler Foods, White's Fresh Foods, Everyday IGA, Food Giant, Piggly Wiggly and Mad Butcher; 239 Save-A-Lot stores; and 83 convenience stores. Volume from all retail stores accounted for approximately 75% of total corporate sales, with the balance coming from Houchens' manufacturing, recycling and foodservice businesses.			
<b>46</b>	<b>Weis Markets</b> Sunbury, Pa.	Dave Hepfinger president, CEO	164	2.7E 12/25/10
<b>47</b>	<b>Spartan Stores</b> Grand Rapids, Mich.	Dennis Eidson president, CEO	96	2.6E 3/29/11
	Corporate stores account for approximately 57% of total sales at Spartan.			
<b>48</b>	<b>Tops Friendly Markets</b> Williamsville, N.Y.	Frank Curci president, CEO	132	2.6E 1/1/11
	Tops operates 127 corporate stores and franchises five locations. The franchised stores account for approximately 6% of total sales.			

<b>49</b>	<b>Schnuck Markets</b> St. Louis	Scott Schnuck chairman, CEO	105	2.5E 10/3/10
<b>50</b>	<b>Smart &amp; Final</b> Los Angeles	George Golleher chairman, CEO	290	2.4E 1/2/11
	Smart & Final operates 195 warehouse stores under the Smart & Final banner (including 13 as part of a joint venture in Mexico); 52 Cash & Carry stores; and 43 farmers' market-style stores (34 Henry's and nine Sun Harvests).			
<b>51</b>	<b>Associated Wholesalers Inc.</b> Robesonia, Pa.	J. Chris Michael CEO	9	2.3E 7/31/11
	Corporate stores account for approximately 2% of total sales at AWI.			
<b>52</b>	<b>Bi-Lo</b> Mauldin, S.C.	Michael Byars president, CEO	207	2.2E 1/1/11
<b>53</b>	<b>Brookshire Grocery Co.</b> Tyler, Texas	Bradley W. Brookshire chairman	151	2.2E 9/30/10
<b>54</b>	<b>Associated Food Stores</b> Salt Lake City	Rich Parkinson president, CEO	53	2.0E 3/26/11
	Corporate stores account for approximately 45% of total sales at Associated.			
<b>55</b>	<b>Central Grocers</b> Joliet, Ill.	Jim Denges president, CEO	31	1.9E 7/30/11
	The company declined to indicate what portion of total sales come from corporate stores.			
<b>56</b>	<b>K-VA-T Food Stores</b> Abingdon, Va.	Steve Smith chairman, president, CEO	106	1.9E 12/31/10
<b>57</b>	<b>Bozzuto's</b> Cheshire, Conn.	Michael Bozzuto chairman, president	5	1.7A 9/25/10
	Corporate stores account for less than 1% of total sales at Bozzuto's.			
<b>58</b>	<b>Bashas'</b> Chandler, Ariz.	Darl Andersen president, CEO	132	1.5E 1/1/11
<b>59</b>	<b>Big Y Foods</b> Springfield, Mass.	Donald D'Amour chairman, CEO	62	1.5E 12/29/10
	Big Y operates 58 conventional stores, two specialty stores and two stand-alone drug stores.			
<b>60</b>	<b>Affiliated Foods Midwest</b> Norfolk, Neb.	Martin Arter president, CEO	0	1.4E 6/25/11
<b>61</b>	<b>99 Cents Only Stores</b> Commerce, Calif.	Eric Schiffer CEO	286	1.4E 4/2/11
	Consumables account for approximately 54% of total sales at 99 Cents Only Stores.			
<b>62</b>	<b>Saker ShopRite</b> Freehold, N.J.	Richard Saker president, CEO	27	1.4E 10/30/10
	Formerly Foodarama.			

**63 Brookshire Brothers** Jerry Johnson president, CEO 102 1.3E  
Lufkin, Texas 4/30/11

Brookshire Brothers operates 72 supermarkets and 30 convenience stores; convenience stores account for 14.5% of total sales.

**64 Piggly Wiggly Midwest** Paul Butera president, CEO 109 1.3E  
Sheboygan, Wis. 1/1/11

Piggly Wiggly Midwest operates 31 corporate stores under the Piggly Wiggly and Butera banners and franchises 78 stores under the Piggly Wiggly banner. Corporate stores account for approximately 35% of total sales.

**65 United Supermarkets** Gantt and Matt Bumstead co-presidents 50 1.3E  
Lubbock, Texas 1/29/11

**66 Village Super Market** James Sumas chairman, CEO 26 1.3E  
Springfield, N.J. 7/30/11

**67 Affiliated Foods** Randy Arcenau president, COO 0 1.2A  
Amarillo, Texas 10/2/10

**68 Marsh Supermarkets** Frank Lazaran chairman, president, CEO 101 1.2E  
Indianapolis 3/31/11

**69 Inserra Supermarkets** Lawrence R. Inserra Jr. chairman, CEO 22 1.1E  
Mahwah, N.J. 12/25/10

**70 Superior Grocers** Mimi Song president, CEO 34 1.1E  
Santa Fe Springs, Calif. 12/31/10

**71 Coborn's** Chris Coborn president, CEO 93 1.0E  
St. Cloud, Minn. 12/25/10

Coborn's operate 40 supermarkets (27 Coborn's, 10 Cash Wise warehouse stores and three Save-A-Lots); 34 convenience stores (18 Little Duke's adjacent to supermarkets and 16 freestanding Holiday Station stores locations); seven freestanding video stores; five freestanding liquor stores; four freestanding pharmacies; two Ace Hardware stores; and one Subway. It also operates CobornsDelivers, a home-delivery business.

**72 URM Stores** Dean Sonnenberg president, CEO 21 0.98E  
Spokane, Wash. 7/31/11

Corporate stores account for approximately 30% of total sales at URM. The company also supplies 130 supermarkets and 175 convenience stores.

**73 Fareway Stores** Fred Greiner president, COO 98 0.97E  
Boone, Iowa 10/30/10

**74 Grocery Outlet** Eric Lindberg, MacGregor Read, co-chairmen 148 0.96E  
Berkeley, Calif. 1/1/11

**75 Woodman's Markets** Phil Woodman president 13 0.93E  
Janesville, Wis. 9/25/10

**ADDITIONAL NOTES:**

IGA, a Chicago-based voluntary network of independent grocers, accounted for 2010 sales of approximately \$31 billion from 5,250 stores, including approximately \$8.5 billion from 1,250 stores in the U.S. and \$22.5 billion from 4,000 stores in 37 other countries, including Canada.