

USA Retailers – 30 Channel Specialists

Channel	Customer	Dollar Sales (billions)	Comments
Club	Costco	112	Revenues from 546 USA stores
Club	Sams	59	Revenues from 599 USA stores
Club	BJ's	13	219 stores. Primarily North/Florida
Distributors	UNFI	24	Supplies Whole Foods, Stop N Shop etc.
Distributors	Kehe	3	Supplies Publix, HEB etc.
Distributors	DPI	1	West/Mid-Atlantic
Dollar	Dollar General	27	16,400 stores
Dollar	Dollar Tree	12	7,300 USA stores
Dollar	Family Dollar	11	7,800 stores
E-commerce	Amazon	130	Online USA sales (ex. web services)
Foodservice	Sysco	42	National, USA sales
Foodservice	US Foods	24	National
Foodservice	Performance Food	20	South/East/Midwest
Foodservice	Gordon Foodservice	16	USA & Canada sales
Foodservice	Smart & Final	5	327 cash & carry outlets
Gourmet	Whole Foods	15	480 USA stores
Gourmet	Trader Joes	15	500 stores
Gourmet	Sprouts	6	340 stores
Hard Discount	Aldi	18	1,900 stores
Hard Discount	Save A Lot	4	1,100 stores
Pharmacy	Walgreens	104	9,300 Pharmacies
Pharmacy	CVS	88	9,900 Pharmacies
Pharmacy	Rite Aid	21	2,450 Pharmacies
Supercenters	Walmart	300	Sales for 3,570 supercenters
Supercenters	Target	78	Total sales for 1,862 stores
Supercenters	Meijer	20	245 Stores in Central USA
Wholesalers	C & S	27	Supplies 7,700 stores
Wholesalers	Associated – Kansas City	10	South/Central USA
Wholesalers	Spartan Nash	8	Central USA
Wholesalers	Bozzuto's	2	Northeast