

USA Retailers – 30 Channel Specialists

Channel	Customer	Dollar Sales (billions)	Comments
Club	Costco	180	Revenues from 605 USA stores
Club	Sams	86	Revenues from 599 USA stores
Club	BJ's	20	239 stores. Primarily North/Florida
Distributors	UNFI	31	Supplies Whole Foods, Stop N Shop etc.
Distributors	Kehe	8	Supplies Publix, HEB etc.
Distributors	Core-Mark	19	Serves 40,000 c-stores
Dollar	Dollar General	39	20,000 stores
Dollar	Dollar Tree	19	8,300 USA stores
Dollar	Family Dollar	12	7,500 stores
E-commerce	Amazon	340	Online USA sales (ex. web services)
Foodservice	Performance Food	60	Includes Core-Mark, Vistar
Foodservice	Sysco	55	National, reflects USA sales only
Foodservice	US Foods	36	250,000 customers
Foodservice	Smart & Final	4	253 cash & carry outlets
Gourmet	Whole Foods	18	530 USA stores
Gourmet	Trader Joes	21	570 stores
Gourmet	Sprouts	7	415 stores
Hard Discount	Aldi	24	2,450 stores
Hard Discount	Save A Lot	4	800 stores
Hard Discount	Lidl	1	173 stores in East and South
Pharmacy	CVS	120	9,000 Pharmacies
Pharmacy	Walgreens	110	8,700 Pharmacies
Pharmacy	Rite Aid	18	1,600 Pharmacies
Supercenters	Walmart	441	Sales for 3,571 supercenters
Supercenters	Target	106	Total sales for 1,956 stores
Supercenters	Meijer	24	266 Stores in Central USA
Wholesalers	C & S	33	Supplies 7,700 stores
Wholesalers	Associated – Kansas City	12	South/Central, supplies 1,100 stores
Wholesalers	Spartan Nash	10	Central USA
Wholesalers	Bozzuto's	2.8	Northeast, supplies 1,200 stores

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Asia/Africa/Middle East

	Australia – 284 Distributors
	China – 161 Distributors
	Hong Kong – 182 Distributors
	India – 110 Distributors
	Indonesia – 80 Distributors
	Japan – 176 Distributors
	Korea – 147 Distributors
	Malaysia – 128 Distributors
	Philippines – 120 Distributors
	Singapore – 164 Distributors
	Thailand – 103 Distributors
	Vietnam – 52 Distributors
	Israel – 82 Distributors
	Saudi Arabia – 111 Distributors
	U.A.E. – 206 Distributors
	South Africa – 114 Distributors

Plus 14 more countries

Europe

	Austria – 72 Distributors
	Belgium – 91 Distributors
	Croatia – 78 Distributors
	France – 134 Distributors
	Germany – 203 Distributors
	Greece – 93 Distributors
	Hungary – 71 Distributors
	Italy – 114 Distributors
	Netherlands – 162 Distributors
	Poland – 107 Distributors
	Russia – Not Available
	Spain – 173 Distributors
	Sweden – 110 Distributors
	Switzerland – 104 Distributors
	Turkey – 96 Distributors
	U.K. – 281 Distributors

Plus 19 more countries

Americas

	Argentina – 60 Distributors
	Bolivia – 55 Distributors
	Brazil – 151 Distributors
	Canada – 232 Distributors
	Chile – 99 Distributors
	Colombia – 87 Distributors
	Costa Rica – 77 Distributors
	Ecuador – 62 Distributors
	Guatemala – 66 Distributors
	Mexico – 206 Distributors
	Panama – 65 Distributors
	Paraguay – 59 Distributors
	Peru – 84 Distributors
	Uruguay – 59 Distributors
	USA – 654 Distributors
	Venezuela – 38 Distributors

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