

USA Retailers – 30 Channel Specialists

Channel	Customer	Dollar Sales (billions)	Comments
Club	Costco	140	Revenues from 575 USA stores
Club	Sams	75	Revenues from 600 USA stores
Club	BJ's	15	225 stores. Primarily North/Florida
Distributors	UNFI	27	Supplies Whole Foods, Stop N Shop etc.
Distributors	Kehe	5	Supplies Publix, HEB etc.
Distributors	DPI	1	West/Mid-Atlantic
Dollar	Dollar General	33	18,500 stores
Dollar	Dollar Tree	14	7,850 USA stores
Dollar	Family Dollar	12	8,100 stores
E-commerce	Amazon	275	Online USA sales (ex. web services)
Foodservice	Performance Food	45	Includes Core-Mark
Foodservice	Sysco	44	National, reflects USA sales only
Foodservice	US Foods	30	National
Foodservice	Smart & Final	4	254 cash & carry outlets
Gourmet	Whole Foods	17	510 USA stores
Gourmet	Trader Joes	18	530 stores
Gourmet	Sprouts	6	370 stores
Hard Discount	Aldi	20	2,100 stores
Hard Discount	Save A Lot	4	900 stores
Hard Discount	Lidl	1	155 stores in East and South
Pharmacy	Walgreens	115	9,020 Pharmacies
Pharmacy	CVS	100	9,962 Pharmacies
Pharmacy	Rite Aid	17	2,488 Pharmacies
Supercenters	Walmart	370	Sales for 3,571 supercenters
Supercenters	Target	105	Total sales for 1,900 stores
Supercenters	Meijer	23	260 Stores in Central USA
Wholesalers	C & S	30	Supplies 7,700 stores
Wholesalers	Associated – Kansas City	12	South/Central USA
Wholesalers	Spartan Nash	10	Central USA
Wholesalers	Bozzuto's	0.5	Northeast, supplies 1,200 stores