

DATAPOINTS

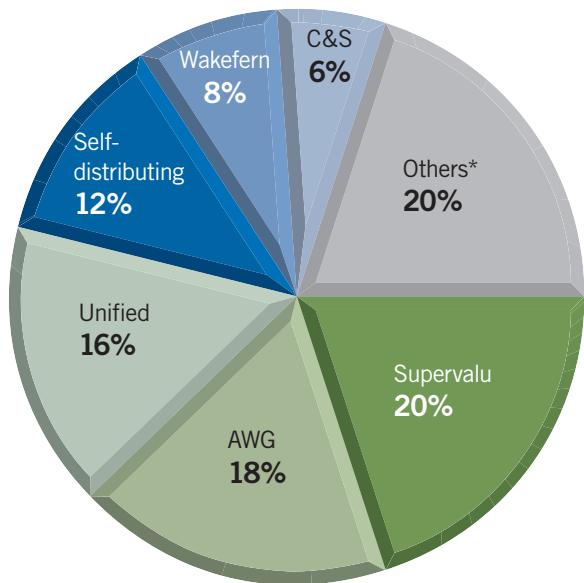
Top 50 Small Chains a Diverse Group

This year's list of the Top 50 Small Chains and Independents, compiled by SN Reporter Elliot Zwiebach, reflects a diverse group of operators operating a wide range of formats and catering to a broad spectrum of consumers. Some of the largest chains on the list, including Bodega Latina, Northgate Gonzales, Cardenas Markets, Vallarta Supermarkets, Sedano's and Pro's Ranch Markets, target Hispanic consumers. Two of those companies — Bodega Latina and Vallarta Supermarkets — also have been among the fastest-

growing operators on the list in the four years since its inception. Other chains span the spectrum of more traditional operators such as Fareway Stores in Boone, Iowa — which appeared atop the inaugural list in 2010 and does so again this year — to natural and organic specialists such as Earth Fare and Natural Grocers by Vitamin Cottage, the latter of which made its debut on the list this year at No. 48.

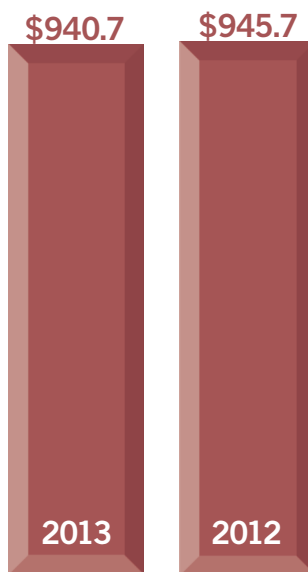
SOURCE: SN Research

Top 50 by Wholesaler



*United Natural Foods Inc. and Bozzuto's each supply two companies on the list, and Affiliated Foods, Grocers Supply Co., White Rose, Spartan, Associated Grocers of Florida, and Affiliated Food Stores each supply one.

Average Sales of Top 10 Small Chains and Independents (in millions)



37.4

Average number of stores operated by the Top 50 Small Chains and Independents

OUTGROWN THE LIST

Companies that moved up to SN's Top 75 ranking of the largest food retailers

	SALES	2013 TOP 75 RANK	2012 TOP 50 RANK
Woodman's Markets	\$1.4B	69	4
The Fresh Market	\$1.3B	71	1
Grocery Outlet	\$1.3B	72	2

“I feel confident about the future of the independent grocery sector, and I believe our members are well-positioned for growth in the future.”

— PETER LARKIN, president and CEO, NGA

\$583.4M

Average sales of Top 50 Small Chains and Independents

Newcomers to the Top 50 Small Chains and Independents

	RANK	SALES (EST.)
Belle Foods.....	34.....	\$450M
Earth Fare	47	\$348M
Natural Grocers.....	48.....	\$336M
Town & Country	50.....	\$303M