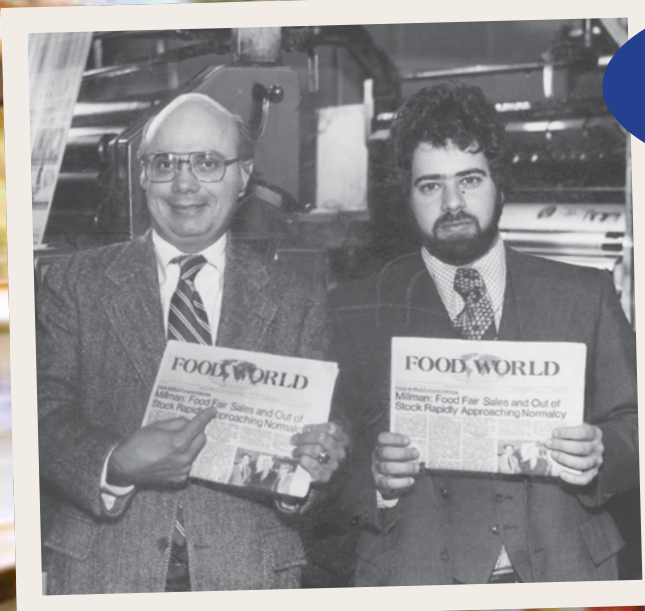


TAKING STOCK OF THE  
FOOD INDUSTRY  
SINCE 1978

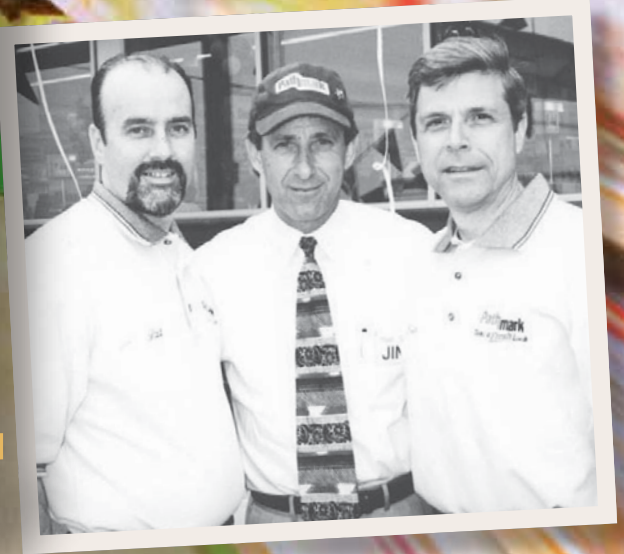


# Food World

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# Food Trade News

1978 **40** YEARS 2018  
WWW.BEST-MET.COM



# To Our Loyal Readers



**April 1978:** Dick Bestany and I arrive in Columbia, MD having just acquired *Food World*, the trade industry newspaper begun in 1945 by Seymour Goodman. We thought we knew what we were doing since we had a firm grasp of the grocery industry from our experience with *The Griffin Report*, the regional trade paper that covered New England (Dick was advertising director and I was the editor).

We also understood the social nuances that were a major part of the industry back then. And since we were both young (I was 26, Dick was 38), working hard and playing hard were just considered part of the job. It was actually our financial advisor and dear friend, the late Bill Speakman, who suggested we set up shop in Columbia because it was midway between Baltimore and Washington which used to be segregated marketing areas, but by the mid-70s became consolidated.

That first summer seemed surreal. I was single at the time and Dick's wife Kathy and their two children stayed in Massachusetts until moving down in August. Dick roomed with me in what seemed like a re-enactment of "The Odd Couple" (even today, I haven't fully outgrown my "Oscar" personality). We worked 12 hours a day, continued the adventure in the evening at a restaurant (usually Clyde's in Columbia) as we met and entertained dozens of industry leaders in our search to produce a quality editorial product and, of course, sell more advertising.

In a few months, we could see the hard work (and fun) were paying off. I was developing an "in your face" editorial style that many people

found refreshing. And Dick's incredible people skills proved that he could sell advertising to companies that never spent a dime on marketing or promotion.

Later that year, I received a phone call from Irv Borowsky, president of North American Publishing Co., a Philadelphia-based company that published about 19 periodicals including *Food Trade News*, which was founded in 1946. Irv came to the point quickly, noting that he was looking to sell some of his specialty books and would we be interested in purchasing *Food Trade News*. We were stunned. Yes, we would be interested, but explained that we still had financial obligations to settle with our *Food World* acquisition six months earlier. Irv told us not to worry; he felt we were the right people to buy *Food Trade News*. Maybe it was because he liked us or maybe because he was anxious to sell *Food Trade News*, he had us meet with his personal banker at the old First Pennsylvania Bank, and helped us secure a loan.

Forty years ago? It doesn't seem possible, but the numbers don't lie. I'm almost 67 and Dick, who retired in 2007, is going to be 79. Both of us still visit Clyde's, but not nearly as often.

As much as the industry has evolved on many levels, the formula for success remains the same: honesty, tenacity, work ethic and street smarts. That's not to diminish the relevance of technology that is critical to the success of any enterprise today. The fact is that you must possess the necessary horsepower to effectively compete in this brave new world. But you also need passionate and caring people to create a strong

culture that provides the foundation for every organization.

A few words about this issue – we have tried to capture the past 40 years in both pictures and words (but mostly pictures). Our team, which I'm so proud of – Karen Fernandez, Kevin Gallagher, Maria Maggio, Terri Maloney and Beth Pripstein – began this project in early January, combing our archives that included 960 issues and nearly 100,000 photos. We decided we would catalogue our 40 years on a decade-by-decade basis. However, there was a bit of subjectivity deployed when we created our many lists. Consideration was more heavily weighed over the last 10 years and we also focused more on those people who are currently active and working in our marketing area. Our goal was to be as comprehensive as possible; whether it's a photo or a name mention, we tried to include those people who we believed made a difference or who we felt were helpful to us in providing news or advertising support. If you weren't listed, we either inadvertently missed your name (I apologize in advance) or we simply didn't like you as much as you liked yourself (I offer no apologies).

Thanks to our readers and advertisers for a great 40 years. I'll try to keep the flame burning for a little longer.

Sincerely,

A handwritten signature in black ink that reads "Jeff Metzger". The signature is fluid and cursive.

Jeff Metzger  
Publisher & President

PREMIUM MEATS



ARTISAN CHEESES

# Proud to Call You Family FOR 40 YEARS!

**"YOU'LL HAVE TO SPEAK UP, I HAVE A HOT DOG IN MY EAR!"**




You bet she does: 20,000,000 of them. That's how many gross impressions Dietz & Watson's summer advertising campaign will deliver to women 18 to 49 years old. Heavy radio buys in Philadelphia, South Jersey, Wilkes-Barre/Schuylkill, and Lehigh Valley, plus an extensive outdoor billboard rotary plan, guarantees a strong demand for Dietz & Watson hot dogs all season long.



**The best recipes in the deli**


1979

PREMIUM MEATS  ARTISAN CHEESES

## Family

MAKES ALL THE DIFFERENCE

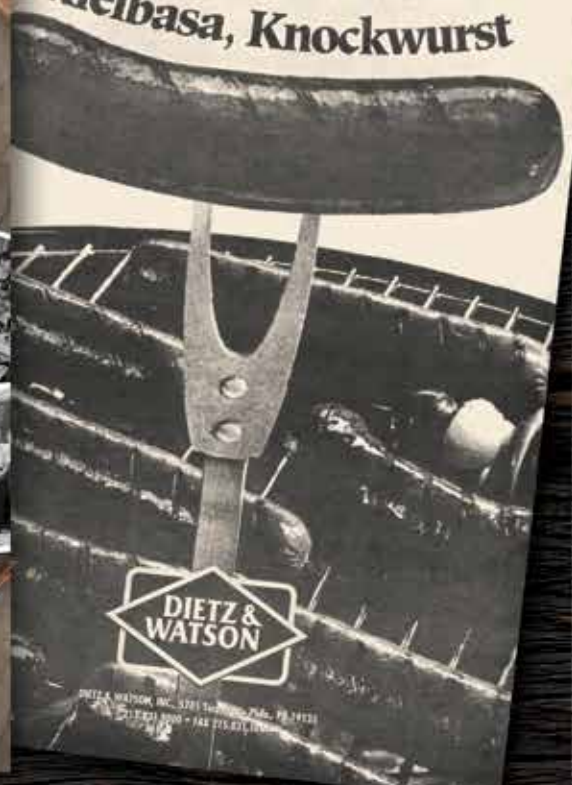
We enjoy partnering with family owned grocers that share our passion in offering the highest quality meats and cheese. We share the same core values and understanding the importance of details - because we believe nothing is more important to our family than feeding yours.



Dietz & Watson, Inc. 5701 Tacony St., Phila., PA 19133 • 800-333-1974 • DietzAndWatson.com | Sales@DietzAndWatson.com

2017

**Fire up the Franks**  
**Kielbasa, Knockwurst**



**DIETZ & WATSON**

DIETZ & WATSON, INC. 5701 TACONY ST., PHILA., PA 19133  
TEL: 800-333-1974 • FAX: 215-831-1000

1998

Dietz & Watson, Inc. 5701 Tacony St. Phila., PA 19135 • 800-333-1974 • DietzAndWatson.com • Sales@DietzAndWatson.com

# Builders

**This list includes many innovators of the grocery business.**

We've included leaders who founded or helped build their retail, wholesale or manufacturing organizations. Please note, this group features those executives who were active during the 40-year period beginning in 1978. Greater consideration by our staff was given to those who served the longest. Those who are deceased are denoted by (D).

Those members with an asterisk (\*) beside their names have a link to another pioneering member of that organization. Those specific links are: Steve Burd and Dick Hillery are linked to Robert and Peter McGowan; Pete Manos and Izzy Cohen are linked to N.M. Cohen and Jac Lehrman; Ron Dennis and Gene Walters

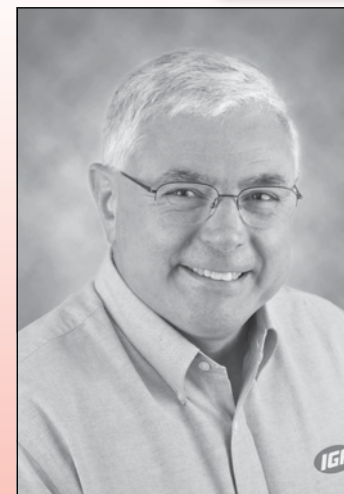
are linked to David Furman; Charles A. Genuardi is linked to Gaspare, Charles, Dominic (Tom), Frank, Joseph and Vincent Genuardi; Bill Grize and Bob Tobin are linked to Sidney Rabb and Joseph Rabinovitz; J.M. Herr is linked to Jim Herr; "Buzz" McCormick is linked to C.P. McCormick; Allan Noddle, Tony Schiano and Carl Schlicker are linked to David and Lee Javitch; Mike Rice is linked to William and Salie Utz and F.X. Rice; Howard Stoeckel is linked to Dick Wood; Jim Ukrop is linked to Joe Ukrop; Mike Warehime is linked to Alan Warehime; Robert and Sig Weis are linked to Harry and Sigmund Weis; and Bill White is linked to Kenneth and Irving Herman.



**George Abad**  
General Trading Co.



**Frances An (D)**  
Bogopa/Food Bazaar



**Mark Batenic**  
Fleming/IGA



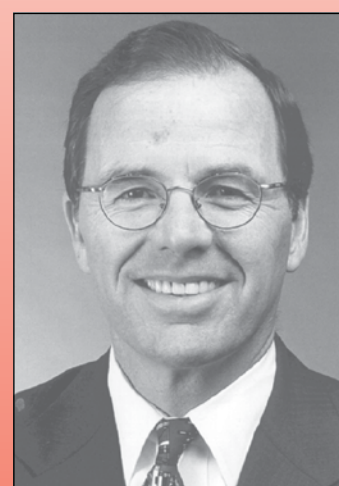
**Don Bennett (D)**  
Richfood



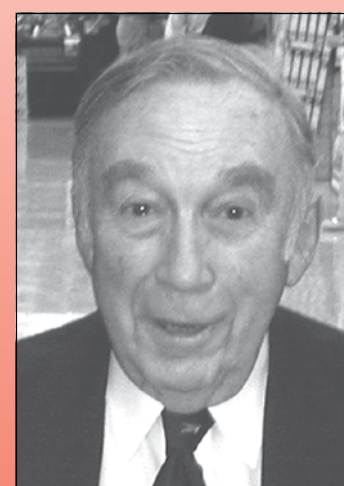
**Steve Bokser**  
White Rose



**Adam Bozzuto (D)**  
Bozzuto's



**Steve Burd**  
Safeway



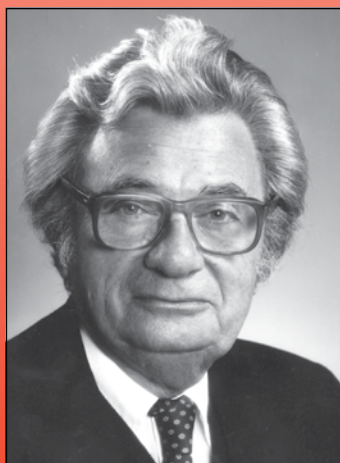
**Jack Burris (D)**  
Burris Logistics



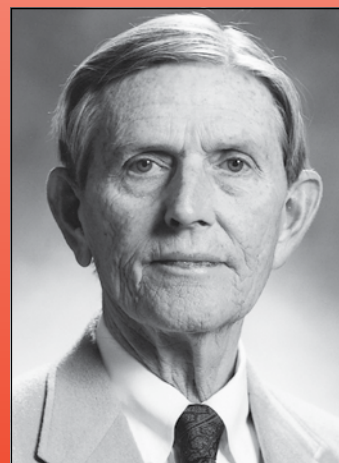
**Robert Burris (D)**  
Burris Logistics



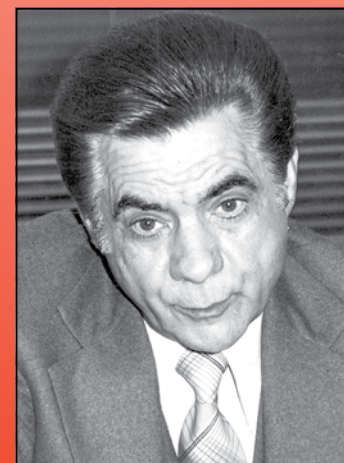
**Lester Cohen**  
C&S Wholesale Grocers



**Izzy Cohen (D)\***  
Giant Food



**John Cullen (D)**  
King Kullen



**Angelo D'Anna (D)**  
Mars Super Markets

# Congratulations

to all at  
**Food World &  
Food Trade News**  
on your 40<sup>th</sup> Anniversary!

Thank you for leading the industry  
in all things food business news!

*Your friends at NAFCO & Congressional Seafood!*

**NAFCO**

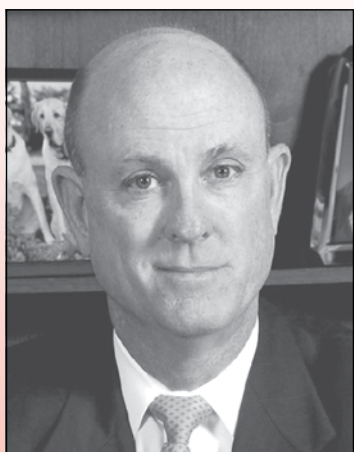


**Seafood is our business.  
Service is our passion.**

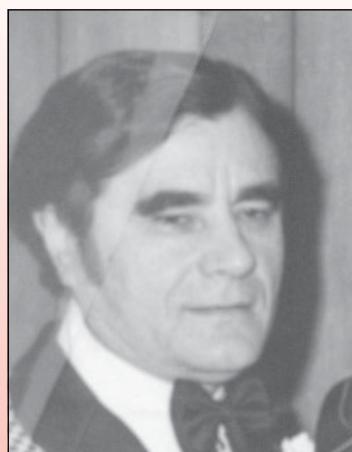
**www.nafcofish.com • 800-394-6694**



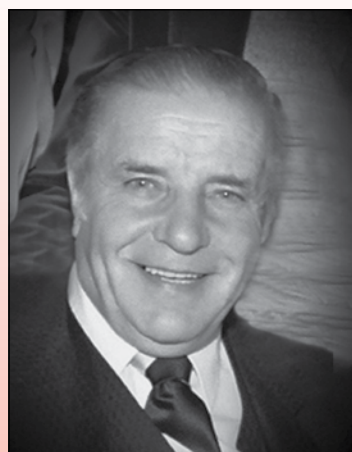
# Builders



**Ron Dennis\***  
Farm Fresh



**Dave Diamond (D)**  
Food-A-Rama



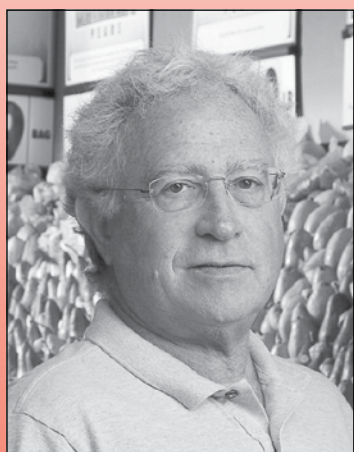
**Paul Diamond (D)**  
Food-A-Rama



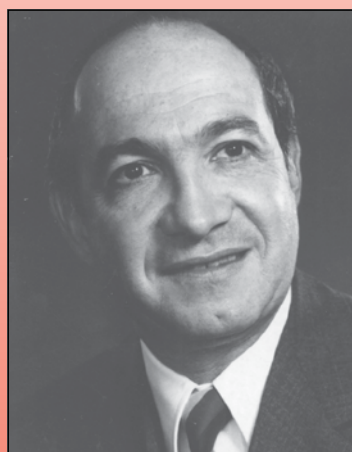
**David Dillon**  
Kroger



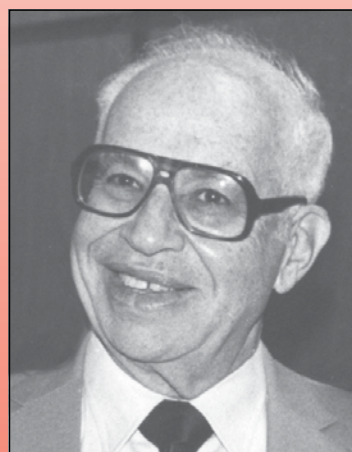
**Charles A. Genuardi\***  
Genuardi's Family Markets



**Howie Glickberg**  
Fairway Market



**Alex Grass (D)**  
Rite Aid/Super Rite



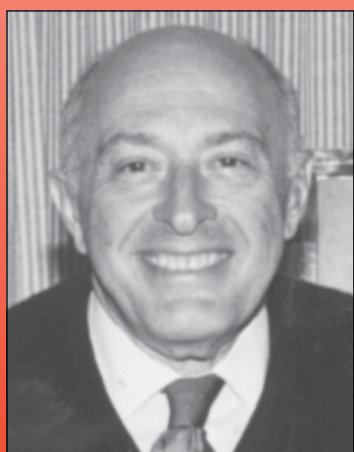
**Bernie Green (D)**  
B. Green



**Bill Grize (D)\***  
Ahold USA



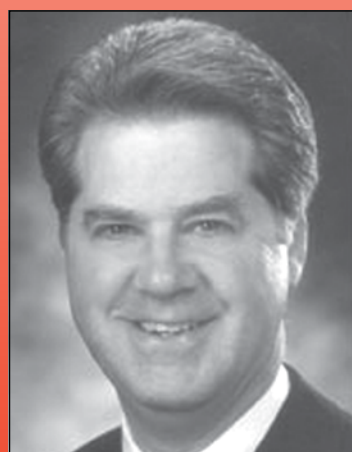
**Ira Grober**  
Associated Supermarkets



**Herb Halperin**  
Halperin Distributing



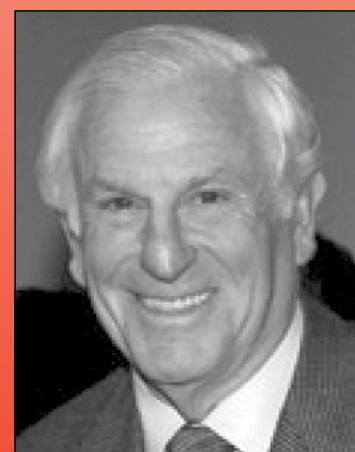
**Kenneth Herman (D)**  
Shoppers



**J.M. Herr\***  
Herr Foods



**Dick Hillery (D)\***  
Safeway



**Harold Honickman**  
The Honickman Group

# Congratulations to Food World on your 40th Anniversary!



**Snip. Shop.  
Save. Eat.  
Repeat.**

Washington metro shoppers rely on The Washington Post, more than any other single local source, for their grocery shopping needs, including coupons.

- Of those who use grocery advertising, **55%** rely most on The Washington Post and Post Marketplace (net).
- Among metro market adults who use cents-off coupons at least once a week for groceries, **63%** usually obtain coupons from a daily or Sunday newspaper.

Contact us today for more information on special advertising opportunities that can help lead shoppers—with carts to fill—right into your stores.

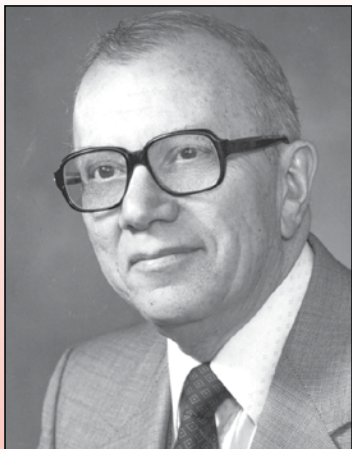


## The Washington Post

Doug Coffelt | 202-334-4440 | Douglas.Coffelt@washpost.com or your Washington Post Account Manager

Sources: 2016 Advertising Usage and Consumer Attitudes Study; Nielsen Scarborough, 2017, Release 1

# Builders



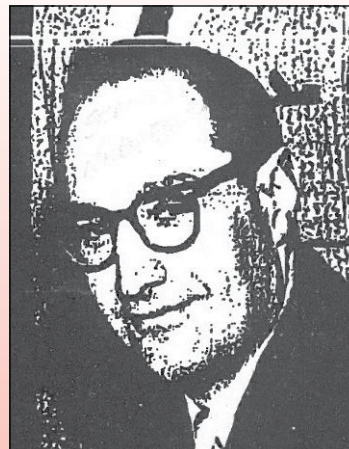
**Tom Infusino (D)**  
Wakefern/ShopRite



**Dean Janeway**  
Wakefern



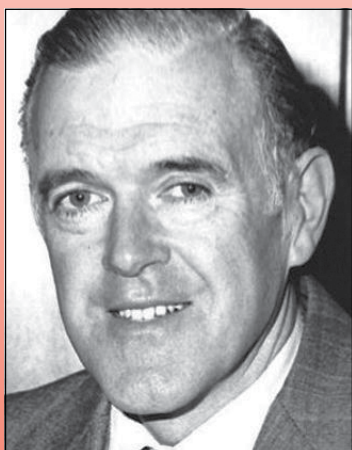
**Sidney Katz**  
PSK Supermarkets



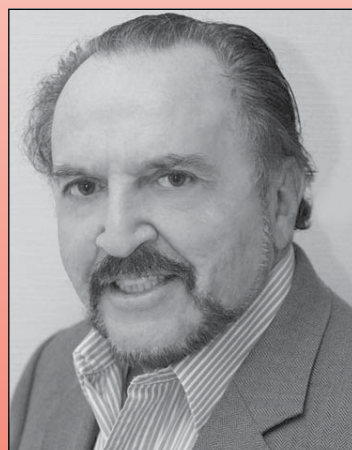
**Stanley Kaufelt**  
Mayfair Supermarkets



**Ralph Kemp**  
Royal Farms



**Bernard Kennedy (D)**  
King Kullen



**Charles Krasne**  
Krasdale Foods



**Harry Laufer (D)**  
Associated Supermarkets



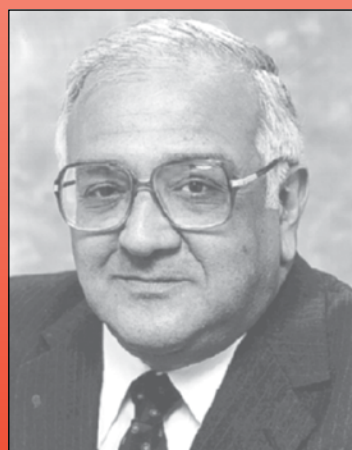
**Tom Lenkevich**  
Save-A-Lot/Giant Food Stores



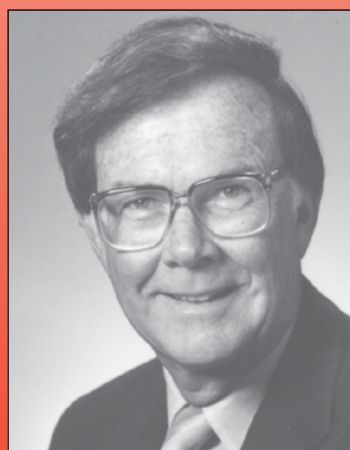
**Stew Leonard Sr.**  
Stew Leonard's



**Joseph Luter III**  
Smithfield



**Pete Manos (D)\***  
Giant Food



**Charles "Buzz" McCormick\***  
McCormick



**Fred Morganthall II**  
Harris Teeter



**Allan Noddle\***  
Giant/Carlisle



# 40 Happy Birthdays To Best-Met



From your 114-year-old admirer.

Sell & Serve The Philly Legend - Call 1-800-37-ROLLS [AmorosoBaking.com](http://AmorosoBaking.com)



Why Philly sandwiches  
are world-famous:

# Builders



**John Paterakis (D)**  
H&S Bakery



**Eligio Pena**  
Compare Foods/NSA



**Frank Perdue (D)**  
Perdue



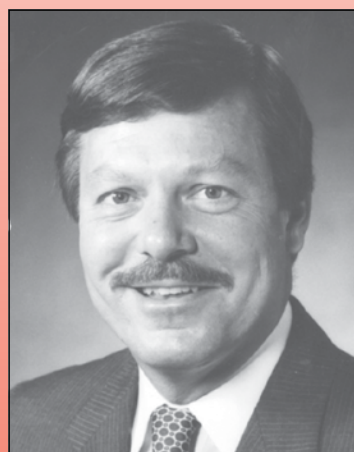
**Brice R. Phillips (D)**  
Phillips Foods



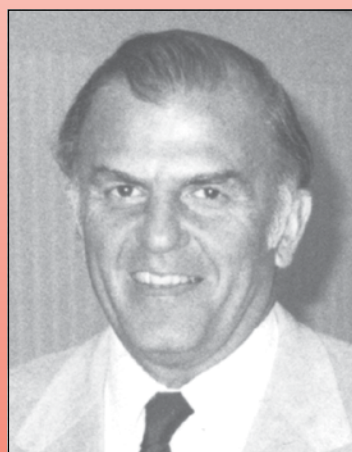
**Earl "The Chief" Redner (D)**  
Redner's Markets



**Dick Redner**  
Redner's Markets



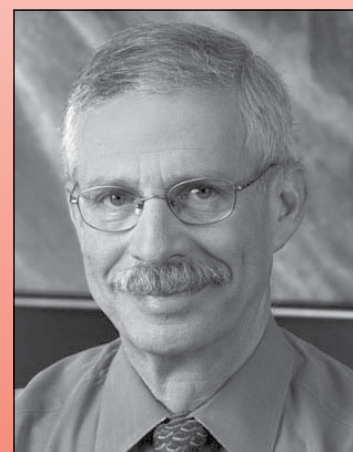
**Mike Rice\***  
Utz



**John Rotelle (D)**  
Rotelle Inc.



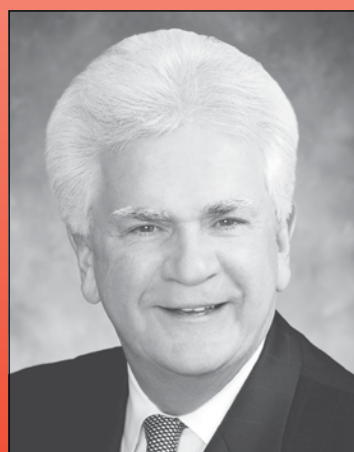
**Joe Saker (D)**  
Saker ShopRites



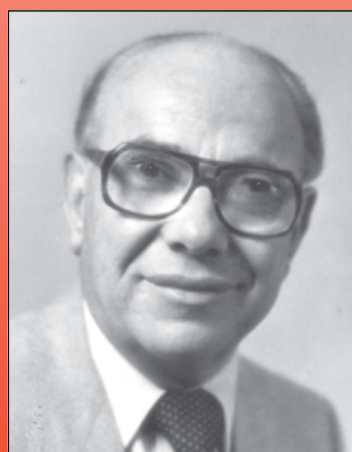
**David Shapira**  
Giant/Eagle



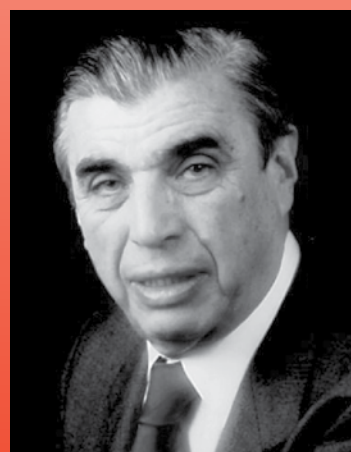
**Tony Schiano\***  
Giant Food Stores



**Carl Schlicker\***  
Giant Food Stores/Ahold USA



**Ben Schuster (D)**  
Food-A-Rama



**David Silverberg (D)**  
Wakefern



**Jim Sinegal**  
Costco

# BALTIMORE SUN MEDIA GROUP IS:



**DRIVING  
IN-STORE TRAFFIC**



**INCREASING  
DELIVERY REQUESTS**



**ENGAGING  
MILLENNIAL CONSUMERS**

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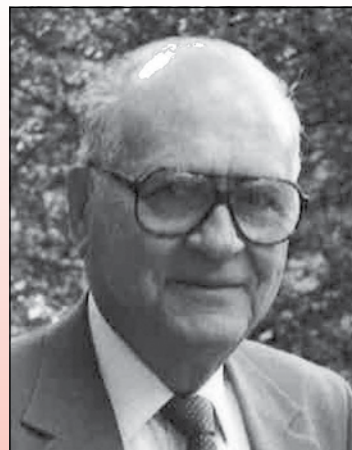
 [the-baltimore-sun-media-group](https://www.linkedin.com/company/the-baltimore-sun-media-group)

**CHEERS TO 40 GREAT YEARS FROM ONE PUBLISHER TO ANOTHER!**

# Builders



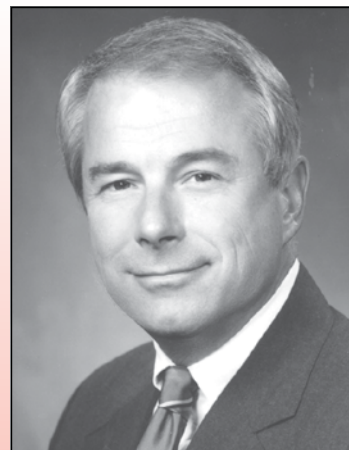
**Howard Stoeckel\***  
Wawa



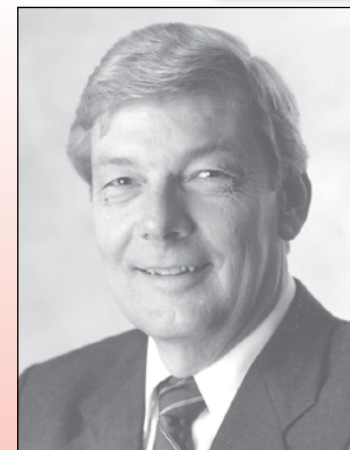
**Perry Sumas (D)**  
Village Super Market



**Bob Tobin\***  
Ahold USA



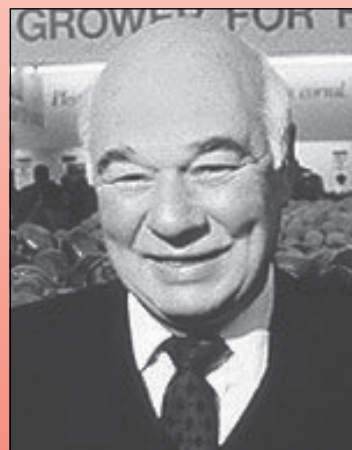
**Jim Ukrop\***  
Ukrop's



**Pete Vanderveen**  
Super Rite



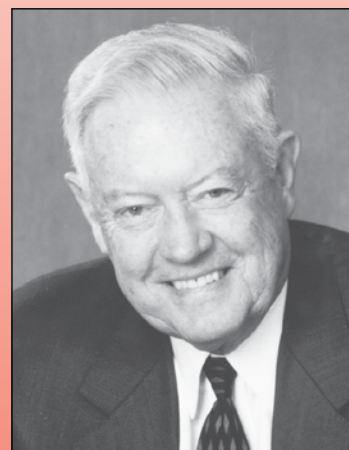
**Ira Waldbaum (D)**  
Waldbaum's



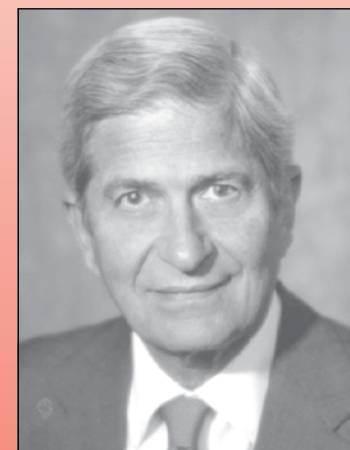
**Gene Walters (D)\***  
Farm Fresh



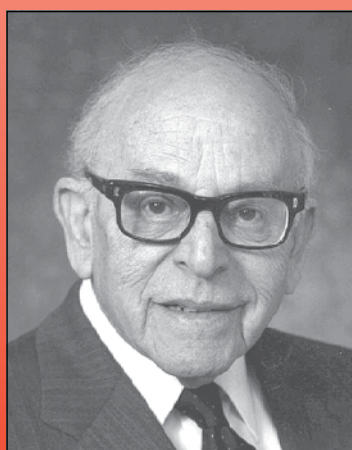
**Mike Warehime (D)\***  
Snyder's of Hanover



**Robert Wegman (D)**  
Wegmans



**Robert Weis (D)\***  
Weis Markets



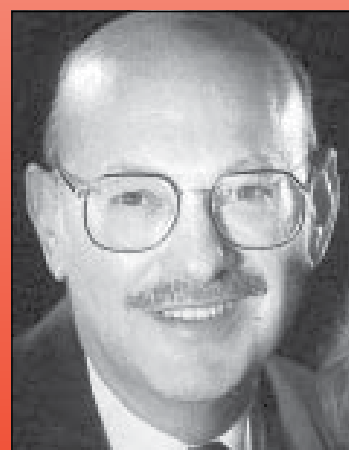
**Sigfried Weis (D)\***  
Weis Markets



**Mel Weitz (D)**  
MelMarkets Foodtown



**Bill White\***  
Shoppers



**Jerry Yaguda (D)**  
Wakefern



**George Zallie Sr. (D)**  
ShopRite

*Congratulations BEST-MET  
on 40 years!*

*~From the National Food Sales Team!*



***National Food Sales is a full line brokerage serving the  
Mid-Atlantic since 1985 in the Retail, Deli, and Food Service Divisions!***

**Give us a call or visit our website today!**

**1-800-762-4517**

**[www.nationalfoodsales.net](http://www.nationalfoodsales.net)**

# Honchos

**This list features active retail, wholesale and trade association executives** who serve as current leaders of their organizations or are viewed as the key link to the trade and are based in our marketing area. While size of company was relevant, consideration was also given to how our staff perceived their importance in the industry. Retailers listed operate five or more stores. More influential 'honchos' are listed in the "Honor Roll" scroll at the bottom of many of the pages.



**Sam Abed**  
Key Food Stores



**Richard Almonte**  
Key Food Stores



**Spencer An**  
Bogopa



**Rod Antolock**  
Harris Teeter



**Larry Appel**  
The Fresh Market



**Angelo Avena**  
A&J Foodtown



**Nick Bertram**  
Giant Food Stores



**Anthony Bileddo**  
Key Food Stores



**Salvatore Bonavita**  
Key Food Stores



**Michael Bozzuto**  
Bozzuto's



**Paul Buckley**  
IRG



**Cathy Burns**  
Produce Marketing Association



**Donnie Burris**  
Burris Logistics



**Peter Castellana**  
Western Beef



**John Catsimatidis**  
Gristedes



**Jerry Clontz**  
Kroger Mid-Atlantic



**Rick Cohen**  
C&S Wholesale Grocers



**Paul Conte**  
Key Food Stores

800+  
New Items!



Quality  
Consistency  
Service

# PORKY PRODUCTS IS NOW A FULL LINE DELI DISTRIBUTOR

CALL OR VISIT US ONLINE FOR ALL YOUR DELI NEEDS

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CONGRATULATIONS TO  
FOOD TRADE NEWS  
ON 40 YEARS OF SERVICING THE RETAIL FOOD INDUSTRY!



# Honchos



**Jerry Corrado**  
Corrado's



**Nicholas D'Agostino III**  
D'Agostino's



**Nallely De Jesus**  
TEO Food Group



**John DeCicco Sr.**  
DeCicco & Sons



**Philip DelPrete**  
Uncle Guiseppé's



**John Derderian**  
Allegiance Retail Services/Foodtown



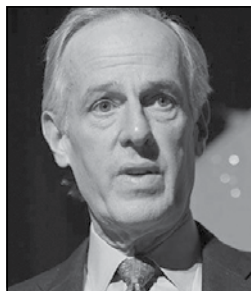
**Linda Doherty**  
NJFC



**Joe Doleh**  
Key Food Stores



**Jim Dorey**  
PriceRite



**Dean Durling**  
Quick Chek



**Anthony Espinal**  
A&E Food Group



**John Estevez**  
Estevez Foodtown



**Nelson Eusebio**  
Los Rancheros



**Bill Fani**  
Met Foods



**Joyce Fasula**  
Gerrity's Supermarkets



**Jason Ferreira**  
Ferreira Family Foodtown



**Rudy Fuentes**  
Fine Fare/NSA



**Bill Gable**  
RMG



# CONGRATULATIONS ON 40 YEARS!

WE WISH YOU MANY MORE YEARS OF CONTINUED SUCCESS!

THE BALTIMORE RAVENS AND LOYAL TAILGATERS



# Honchos



**Chris Gheysens**  
Wawa



**Anthony Gigliotti**  
Boyer's Markets



**Bob Gleeson**  
Shoppers



**Bryan Graul**  
Graul's Markets



**Dennis Graul**  
Graul's Markets



**Benjy Green**  
B. Green



**David Green**  
Save-A-Lot



**Richard Grobman**  
Dan's Supreme



**Tony Guzman**  
Key Food Stores



**Meg Ham**  
Food Lion



**Mike Hassen**  
Key Food Stores



**Kevin Holt**  
Ahold Delhaize



**PK Hoover**  
Kennie's



**Anthony Hucker**  
Southeastern Grocers



**Dean Janeway**  
Key Food Stores



**Omar Jorge**  
Aurora Grocery Group



**Avi Kaner**  
Morton Williams



**Laura Karet**  
Giant/Eagle



**Food World & Food Trade News**  
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# Honchos



**Scott Karns**  
Karns



**Daniel Katz**  
PSK Supermarkets



**Noah Katz**  
PSK Supermarkets



**John Kemp**  
Royal Farms



**Jim Kidwell**  
Family Owned Markets



**Scott Landis**  
Landis Supermarkets



**Peter Larkin**  
National Grocers Association



**Howard Lee**  
Key Food Stores



**Stew Leonard Jr.**  
Stew Leonard's



**Benjamin J. Levine**  
Key Food Stores



**Ruben Luna**  
Key Food Stores



**David Mandell**  
Key Food Stores



**Lawrence Mandel**  
Man-Dell Key Foods



**David Maniaci**  
Nicholas Markets



**Jim McCaffrey III**  
McCaffrey's Markets



**Mark McGowan**  
Stop & Shop



**Scott Nash**  
MOM's Organic Markets



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on your 40th Anniversary



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Creating Innovative Products



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Key Food Stores



**Benjamin Parra**  
Supremo Supermarkets



**Joe Paravati**  
A&J Foodtown



**Jim Perkins**  
Acme/Safeway Eastern



**Wayne Pesce**  
Connecticut Food Association



**Rebecca Philbert**  
Best Yet



**Abel Porter**  
Fairway Market



**Brendan Proctor**  
Lidl



**Ryan Redner**  
Redner's Markets



**Gordon Reid**  
Giant Food



**Shawn Rinnier**  
Save-A-Lot



**William Rodriguez**  
WR Management Group



**Mike Rosen**  
Food Industry Association



**Leslie Sarasin**  
Food Marketing Institute



**Louis Scaduto**  
Food Circus/Foodtown



**Phil Scaduto**  
Food Circus/Foodtown



**Melvin Shapiro**  
Save-A-Lot



**Joe Sheetz**  
Sheetz



*Congratulations*

**Best-Met Publishing Co., Inc.**

**40  
Years**

**from**

**SAFEWAY** 

# Honchos



**Joe Sheridan**  
Wakefern



**Yeong Shim**  
Key Food Stores



**Mike Siad**  
Key Food Stores



**David Siegel**  
America's Food Basket



**Steve Sloan**  
Morton Williams



**Steve Smith**  
K-VA-T



**Steve Spinner**  
UNFI



**Judy Spires**  
Kings Food Markets/Balducci's



**John Standley**  
Rite Aid



**Bob Striano**  
Associated Stores Group



**Kent Tavera**  
Key Food Stores



**Johnny Taveras**  
Key Food Stores



**Andy Unanue**  
AUA/Associated



**Dean Walker**  
Boyer's Markets



**Colleen Wegman**  
Wegmans



**Danny Wegman**  
Wegmans



**Jonathan Weis**  
Weis Markets



**Brett Wing**  
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## ShopRite Member/Owners

*Its unique makeup and dominant market share have made ShopRite one of the most powerful and influential banners in the country. On this page, we have highlighted the ShopRite member/owners. Because we believe the collaborative efforts of the 50 member/owners have contributed to the success of parent company, Wakefern, we have listed them all. Below are photographs of the ShopRite member/owners who are also board members.*

### The remainder of the member companies are:

Larry Ammons, Ammons Supermarkets; James Bottino, Bottino's Super Markets; William G. Bracey, Bracey's Supermarkets; Melissa Buonadonna, Buonadonna ShopRite; Kenneth J. Capano, Five Star Supermarkets; Rocco Cingari, Grade A Market; Robert Clare, ShopRite of Oakland; Suzanne Colligas, Colligas Family Markets; Lawrence Collins, Sr., Collins Family Markets; Joseph Cowhey, ShopRite of Warminster, LLC; Rafael Cuellar, Cuellar, LLC; Donald Drust, Sr., Drust Markets; Karl W. Eickhoff, Eickhoff's Supermarkets, Inc; Charles Gallagher, Gallagher Family Markets, LLC; Harry Janson, Janson Supermarkets, LLC; Charles B. Joseph, Joseph Family Markets, LLC; Christopher Kenny, Delaware Supermarkets, Inc.; Robert W. Kinsley, Kinsley's Market of Tannersville, Inc.; Kevin B. Mannix, Mannix Family Market; Joseph Miller, KTM Supermarkets, Inc.; Raymond J. Miller, Miller Farms Family Markets; Michael Perlmutter, Perlmart; Anton Smutko, AJS Supermarkets, LLC; Kenneth Thompson, K Thompson Foods, LLC; Paul Tornaquindici, ShopRite of Waterbury, LLC; George J. Zallie, GMS Zallie Holdings, Inc.; Bruce Zallie, Berat Corporation



**Jeff Brown**  
Brown's Super Stores, Inc.



**Patrick Burns**  
Burns' Family Neighborhood Markets



**Jordan Coe**  
Waverly Markets, LLC



**Joe Colalillo**  
ShopRite of Hunterdon County, Inc.



**Harry Garafalo**  
Milford Markets, LLC



**Ned Gladstein**  
Sunrise ShopRite, Inc.



**Irv Glass**  
Glass Gardens, Inc.



**Jon Greenfield**  
Food Parade, Inc.



**Neil Greenstein**  
Brookdale ShopRite, Inc.



**Charles Infusino**  
Little Falls ShopRite Supermarkets, Inc.



**Larry Inserra Jr.**  
Inserra Supermarkets, Inc.



**Marshall Klein**  
Klein's Family Market



**Vincent LoCorcio III**  
Nutley Park ShopRite Corp.



**Sean McMnamin**  
McMnamin Family ShopRite, Inc.



**Shawn Ravitz**  
Ravitz Family Markets



**DJ Romano**  
Ronectco Supermarkets, Inc.



**Richard Saker**  
Saker ShopRites, Inc.



**Leonard Sitar**  
ShopRite of Carteret, Inc.



**Nicholas J. Sumas**  
Village Super Market, Inc.



**Richard Tully**  
Kearny ShopRite, Inc.



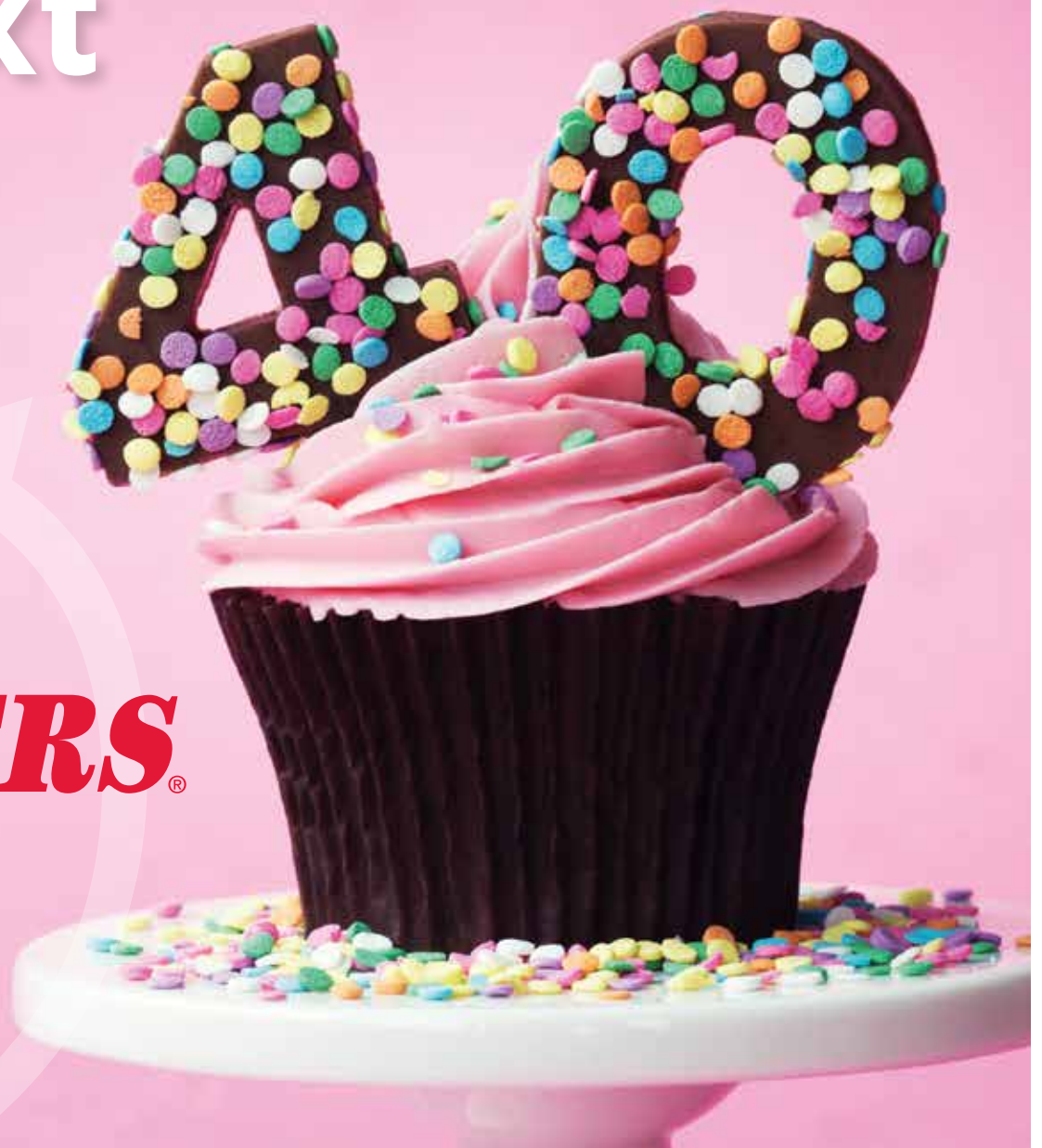
**Larri Wolfson**  
ShopRite of Lincoln Park, Inc.



**David Zallie**  
Medford ShopRite, Inc.

Congratulations on  
your anniversary.

Here's to  
the next  
forty.



# Peddlers

**This list includes active leaders** who work in the manufacturing and distribution segments and are based in our marketing area. While size of company was relevant, consideration was also given to how our staff perceived their importance in the industry.

More influential “peddlers” are listed in the “Honor Roll” scroll at the bottom of many of the pages.



**Len Amoroso Jr.**  
Amoroso's



**Floyd Avillo**  
Fresh Pro



**Dominic Botto**  
Botto's Sausage



**Michele Buck**  
Hershey



**Ed Burchell Sr.**  
Old Line Meats/Roseda Beef



**Jim Burke Sr.**  
Seafood America



**Anthony Catelli**  
Catellis Bros.



**John Celauro**  
4C Foods



**Rick Ciccotelli**  
Cento Fine Foods



**Doug Clemens**  
Clemens Food Group



**Lou Colameco**  
Wellshire Farms



**John Corso**  
Coastal Companies



**Elda Devarie**  
EMD Sales



**Louis Eni Jr.**  
Dietz & Watson



**Jon Ewig**  
Porky Products



**Robert Facchina**  
Johanna Farms



**Tom Furia Jr.**  
Penn Jersey Paper



**John Gates**  
Lancaster Foods



**Guy Giordano**  
Vincent Giordano Corp.



**Ron Godshall**  
Godshall's



**Ed Herr**  
Herr Foods



**David Hollinger**  
Four Seasons Produce



**John Honickman**  
The Honickman Group



**John Iapichino**  
Biazzo Cheese



**Tommy Kovacevich**  
TMK Produce



**Paul Kozloff**  
Knauss



**Ron Kreider**  
Kreider Farms



**Chris Kunzler III**  
Kunzler



**Lawrence Kurzius**  
McCormick



**James Liscio**  
Liscio's Bakery

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# Peddlers



**Dylan Lissette**  
Utz



**Patricia Lobel**  
Avenue Gourmet



**Fran McGorry**  
Liberty Coca Cola



**Ira Mendelson**  
Murry's



**Rafael Mendez**  
Tropical Cheese



**Denise Morrison**  
Campbell's



**Steve Neal**  
K Neal International Trucking



**J.R. Paterakis**  
H&S Bakery/Schmidt Baking



**Stanley Pearlman**  
NAFCO/Congressional Seafood



**Jim Perdue**  
Perdue



**Steve Phillips**  
Phillips Foods



**Larry Pope**  
Smithfield



**JM Procacci**  
Procacci Bros.



**Ray Rastelli Jr.**  
Rastelli's



**Grant Reid**  
Mars, Inc.



**Richard Romanoff**  
Nebraskaland



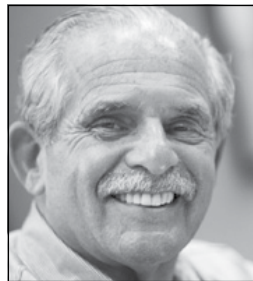
**Eric Rygg**  
Kelchner's



**Mark Sauer**  
C.F. Sauer



**Barry Schiro**  
CBA Industries



**Gerry Shreiber**  
J&J Snacks



**Michael Sleeper**  
Imperial Distributors



**Ed Symbouras**  
Specialty Fabricators



**Joe Talluto Sr.**  
Talluto's



**Tom Twardzik**  
Ateeco/Mrs. T's



**Bobby Ukrop**  
Ukrop's Homestyle Foods



**Bob Unanue**  
Goya



**John Vena**  
John Vena Produce



**Heinz Vieluf**  
Cibao Meat Products



**Chad Vilotti**  
Liscio's Bakery



**Jeffrey Warehime**  
Hanover Foods

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# Brokers

While the role of the food broker/agency has changed greatly over the past 40 years, brokers remain a vital part of the supply chain. We have separated our list into two categories: "icons" and "active." This list of icons is subjective, based on the opinion of our staff as to their influence in the overall business. In order to qualify as an icon, individuals still had to be active in 1978 with greater consideration given to those who worked longest during that 40-year period. Those who are deceased are denoted by a (D). The list of active brokers

includes those companies that we perceived to be the most influential as viewed by the trade. Additional "active brokers" are listed in the "Honor Roll" scroll at the bottom of many of the pages. Some broker "icons" listed with an asterisk (\*) besides their names have a link to another pioneering member of that organization. Those specific links are: Larry Ferolie is linked to A.J. Ferolie; "Chip" O'Hare is linked to Harry O'Hare; Pete Riley is linked to Joe Riley; and Hanan Sibel is linked to Percy Chaimson.

## ICONS



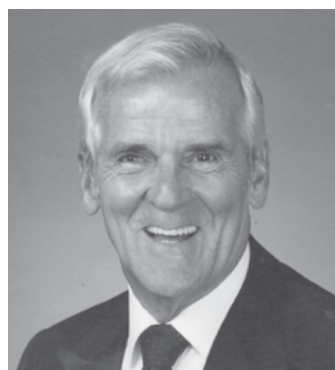
**Frank Bosworth (D)**  
Fitzwater



**Larry Ferolie\***  
Ferolie



**David Finkelstein**  
Kluge, Finkelstein & Co.



**Chuck Hagerty (D)**  
Hagerty Schwartz



**Bill Iredale**  
Fitzwater



**Jim McCracken (D)**  
Leaman



**Dick McCready**  
RMI, REM, McCready Marketing



**Paul Nester (D)**  
Paul G. Nester & Son Co.



**Chip O'Hare\***  
JOH



**Ken Pezrow (D)**  
Pezrow



**Pete Riley\***  
Joseph W. Riley Co.



**Alvin Schwartz**  
Hagerty Schwartz



**Hanan Sibel**  
Chaimson Brokerage



“Success isn’t just about what you accomplish in your life; it’s about what you inspire others to do.” – Anonymous

# Celebrating 40 Years of Food Trade News & Food World Excellence

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# Brokers



**Scott Anderson**  
Alliance Sales & Marketing



**Harry Arena**  
Sales Management Partners



**Ken Atkinson**  
Douglas Sales



**Jim Badalati**  
Crossmark



**Paul Bell**  
Bell Sales



**Gordon Bennett**  
MPS Marketing Services



**Michael Berg**  
EA Berg & Sons



**Chuck Blumer**  
CEBCO



**Kathy Carter**  
DBC Sales



**Jerry Chadwick**  
Fresh Solutions



**Bill Chiodo**  
Acosta



**Bob Cignarella**  
RDD Associates



**Fred D'Agostino**  
World Wide Sales



**Greg D'Allesandro**  
NBS Marketing



**Steve Del Bonis**  
Matrix Marketing



**Steve DeLeo**  
Santucci Associates



**Mitch DiMatteo**  
Inspired Foods



**Frank Durnien**  
Shore Sales & Marketing



**Rick Egick**  
Strategick Sales



**Antony Ferolie**  
ESM Ferolie



**Jan Gabriel**  
Paul G. Nester & Son Co.



**Joe Galiazzo**  
Sales One



**Gerry Gallagher**  
National Heritage Sales



**Jay Gordon**  
Sales Management Partners



**Bill Hinderer**  
National Food Sales



**Randy Holland**  
Star Companies

# 40 YEARS!



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# Brokers



**Michael Hughes**  
Hughes Sales Inc.



**Dennis Keresey**  
Northeast Food Marketing



**Don Kiess**  
Fitzwater



**Gary Larkin**  
Paul G. Nester & Son Co.



**Manny Martins**  
Golick Martins



**John May**  
JMS Sales



**Phil Mele**  
PLM & Associates



**Robbie Minton**  
DMR Associates



**Frank Miranda**  
NLM Marketing



**Tom Morrison**  
Integrity ESM



**Jack O'Donnell**  
JP Sales



**Nate Ostroff**  
Network Food Brokers



**Joe Pace Jr.**  
Pace Target Brokerage



**Roy Putze**  
Premier Sales & Marketing



**Patrick Quimby**  
Stars & Stripes Food Corp.



**Michael Quinn**  
QSM, Inc.



**Joe Rallo**  
Sales Force One



**Ed Rogers**  
L&L Brokerage



**Zak Romanoff**  
Omni Food Sales



**John Saidnawey**  
JOH



**Tony Scudieri**  
ESM Ferolie



**Dave Thomas**  
Superior Food Brokerage



**Jeff Tinsman**  
Tinsman Group



**Mike Waldon**  
Empire Food Marketing



**Doug Weiland**  
National Heritage Sales



**Bill Weimer**  
O'Mara Sales & Marketing



**WISE**

**97** YEARS YOUNG AND  
**FRESHER** THAN EVER!



CONGRATULATIONS **FOOD WORLD** *and* **FOOD TRADE NEWS**  
ON **40** SUCCESSFUL YEARS OF INDUSTRY JOURNALISM

1978



Dick Bestany & Jeff Metzger buy *Food World*



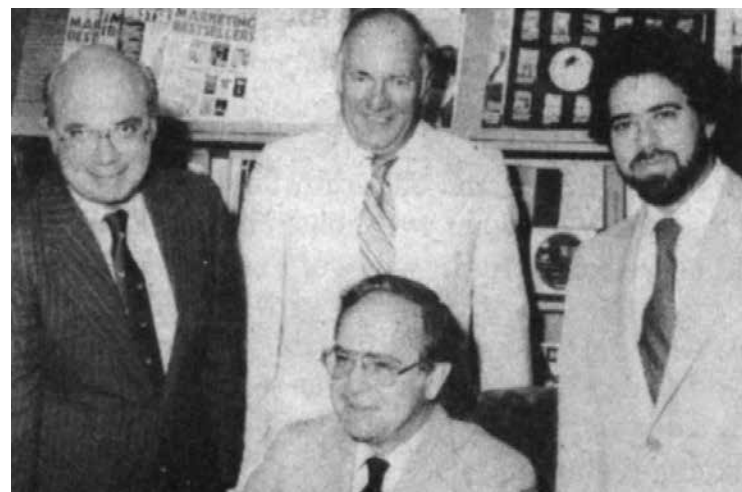
The Mid-Atlantic's top selling grocery item is a 5 pound bag of Domino Sugar



Grand Union acquires Colonial Stores, the country's largest 11th largest chain



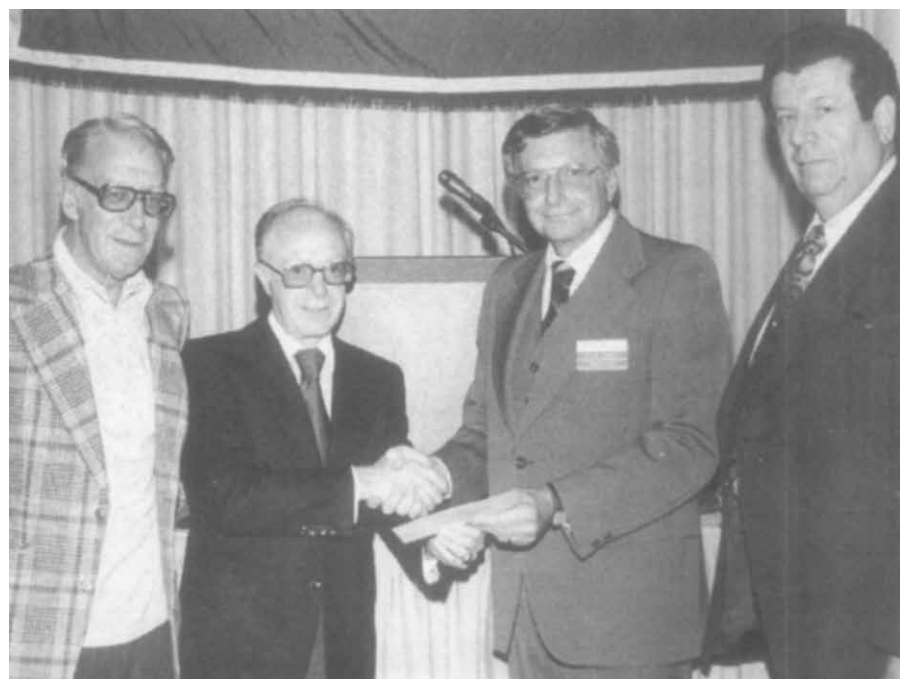
Fastest moving frozen food item in the Mid-Atlantic is a 12 ounce Minute Maid OJ



**In June 1978 (left photo), Dick Bestany (l) and Jeff Metzger (r) began Best-Met Publishing Company** when they purchased *Food World* from founder Seymour Goodman, who began the food industry publication in 1946 in Baltimore. Six months later, Bestany and Metzger acquired *Food Trade News* from North American Publishing Company CEO Irvin Borowsky (right photo, seated) in Philadelphia. Also in that photo is Bob Johnson, who was publisher of *Food Trade News* at the time.



**A very young Al Slipakoff (c), one of Fleming Cos. best urban independents** was all smiles when he opened his Super T Thriftway on Broad Street in Philadelphia in the late 1970s. With Al are Dan Wrzenjewski (l) and Dick Paperman, both of Engineering and Refrigeration, Inc., a store refrigeration supplier. Slipakoff sold his stores in 2007 and is now retired.



**In 1979, at Pathmark headquarters in Woodbridge, NJ, a check for St. Joseph's College's** (now Saint Joseph's University) scholarship fund was presented by the Grocery Manufacturers Representatives (GMR) of New York sales association. In photo (l-r) are: Herb Brody, Super Markets General; Bernard Paroly, Pathmark; Steve Jarrett, GMR president; and Zip Lemmerman, Pathmark. Paroly and Lemmerman were two of the key figures that helped Pathmark become a dominant player in New York and Philadelphia in the 1960s and 1970s,

CONGRATULATIONS!

# 40 YEARS STRONG

THANK YOU FOR YOUR CONTINUED PARTNERSHIP.



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1978



Later in 1978, Bestany & Metzger expand their empire with the acquisition of Philadelphia based *Food Trade News*.

1979



Tengle Group acquires 42% of outstanding A&P stock



First-ever *Food World* market study



Giant Food surpasses \$1 billion in sales



Food Fair exits Philly



**In January 1979, Best Met Publishing hosted the first of many first industry roundtables featuring industry executives discussing pertinent issues of the day.** The first confab included food brokers and manufacturers/principals and included (l-r): Jerry Chadwick Sr., Allen Products (Alpo); David Finkelstein, Kluge, Finkelstein & Co.; Bernie Levy, Maryland Cup Corp.; Bob DeLorenzo, Foodways International (Weight Watchers); Dick Esser, Knouse Foods; Alan Randall, Randall Associates; Mike McCann, McCann Sales Co.; and Dick McCready, RMI, Inc.



**Metro New York is not only America's largest grocery market, it's** also a market where there were more industry dinner and events than any other region in the country. At one such industry dinner in 1978, we found (l-r) a very young Steve Bokser with Selma Silverman and Ben Zdatny, all with White Rose Food Corp. Bokser, who spent his entire career with White Rose and who's still active as a consultant, retired from the now defunct New Jersey wholesaler in 2010.



**Yes, they often dressed funny, and sometimes they were hard to understand, but no independent** retailers made more of a mark in the Baltimore market from the mid-1970s to the mid-1980s than the owners of Food-A-Rama. Gathered at a 1978 industry dinner were the three principals of the firm: Dave Diamond (l), Ben Schuster (2nd from l) and Paul Diamond (r). They are joined here by B. Green chairman, Judge Meyer Cardin. Ben Schuster passed away in 2006.

**Honor ROLL**

Pedro Aponte · Nancy Appleby · Ivan Arguello · Scott Aronson · Joe Arthur · Neal Asad · Jane Asmar · Joe Atchison · Mike Atkinson · Mike Atkinson · Brian Audette · Lisa Aurich · Angelo Avena · Cathy Avery · JD Azcona · Wayne Bailey · Tim Baker · Chad Ballard III · Sandy Banthem · Anthony Barbieri · Stan Barrasso · Thomas Barresi · Jim Barrett · Kirk Barrett · Joe Barrie · Jim Bartkowiak · Mike Basher · Matt Battaglia · Murray Battleman · John Baxter ·



**CONGRATS** ON YOUR  
**40<sup>th</sup>** ANNIVERSARY  
— and cheers to a —  
**40 YEAR**  
**PARTNERSHIP**



**GIANT**  
FOOD STORES, LLC



1980



King Kullen celebrates 50th anniversary



Box store trend continues as Basics opens in Marlow Heights, MD



Giant eliminates item pricing, most other stores soon follow suit

1981



A&P cuts 18% of HQ staff, later shuttered 45 Mid-Atlantic stores



Food Fair pulls plug in Balto affecting 54 stores and 4,300 associates



Ahold enters U.S. for first time with \$35 million acquisition of Giant Food Stores, Carlisle, PA

**At an industry event sponsored in 1980**

by Hotel Bar Butter, many high profile metro New York industry vets were in attendance, including (l-r): Howard Tisch, New York Metro Food Council; Eli Schonberger, Pace Advertising; Ken Capano, Wakefern; Nat Umen, Foodarama ShopRite; Alan Lowenfels, Hotel Bar Butter; and John Catsimatidis, Red Apple. Red Apple is the parent firm that includes Catsimatidis' grocery chain, Gristedes, which he continues to operate with 27 stores in the five boroughs.



**To highlight "Frozen Food Month" in March of 1984, the Baltimore-Washington**

Frozen Food Association held a kick-off meeting in Columbia, MD. This group of industry dignitaries attending included (l-r): Angelo D'Anna, CEO of Mars Supermarkets; Izzy Cohen, CEO of Giant Food; and Pete Manos, senior VP at Giant Food. Angelo D'Anna passed away in 1995 and his brother, Carmen, assumed the top job. Mars went out of business in 2016. Izzy Cohen, the face behind Giant died in 1995, and Manos was named chief executive. The company was sold to Ahold in 1998 and Manos passed away in 2016.



**In February 1988, French retail giant Carrefour opened its first U.S. hypermarket at the site**

of the old Liberty Bell Racetrack in Northeast Philadelphia. Just prior to the opening, Carrefour USA president Girard DeGanay (l) and store manager Claude Bagnot held a press conference explaining the French retailer's "hypermarche" concept. Several years later, the company opened a second area store in Voorhees, NJ. By 1993, both stores had closed due to weak sales, and Carrefour exited the U.S. market.



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1982

**D'AGOSTINO**  
New York's Original Greener

Steven D'Agostino leaves family business, brother Nick takes over as CEO



Grand Union (Colonial/Big Star) sheds 37 Tidewater stores; among buyers was NC based Food Town, later to become Food Lion



Mars Super Markets acquires old Food Fair depot in Balto for \$1.5 million

1983

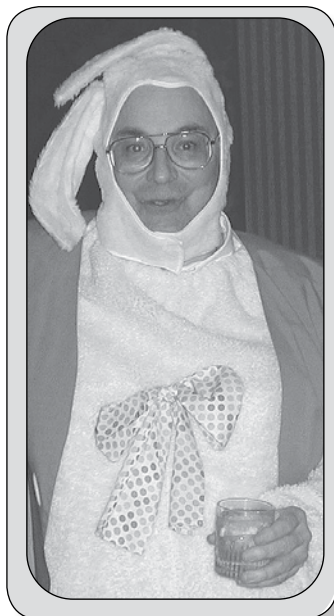


Memco announces sale of 13 B-W & Richmond locations to Stop & Shop, which converted them to Bradlee's discount units

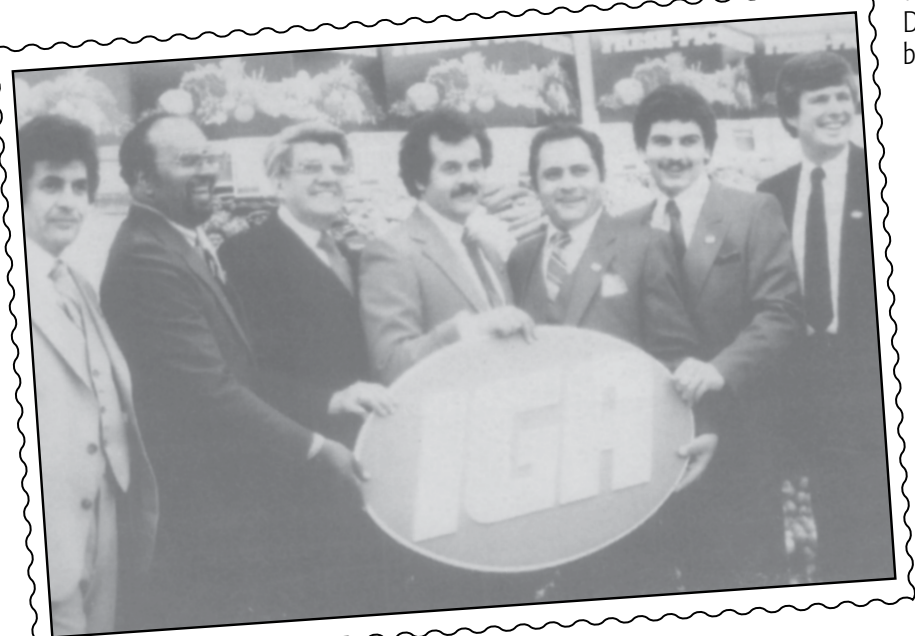


A&P buys Milwaukee, WI based Kohl's Super Markets

**"There once was a man from Nantucket..."** Okay, we won't go there. However, if you ever need a dressed up character for a special event (he does a great Santa Claus) as Acme's Paul Parsons is at this 1989 trade party, he might be available. However, if you're the sensitive type, don't attend. The ageless Parsons remains one of the company's key executives in labor scheduling as he enters his 50<sup>th</sup> year in the biz.



**Safeway Stores, which used to be a Delaware Corporation, held its annual shareholders' meetings in Baltimore from the mid-1970s until the mid-1980s.** At the chain's 1981 meeting, held at the Lord Baltimore Hotel, our camera captured (l-r): Dale Lynch, president; Peter Magowan, CEO; Don Smith, eastern division manager; and Jack Kimball, VP-eastern region. Safeway was acquired by Albertsons in 2015 for \$9.4 billion.



**These were some happy IGA men at the opening of a Bozzuto's customer, Best Value Super Market in Newark, NJ, in 1982.** At the opening we photographed (l-r): Joe Abed; councilmen Ralph Grant; Adam Bozzuto's, Bozzuto's; Moses Abed, Fawzi Abed and Faiz Abed, store owners; and a very youthful Michael Bozzuto. The great Adam Bozzuto passed away in 2002 and Michael Bozzuto remains the CEO of the Cheshire, CT-based wholesaler which still proudly carries the IGA banner.



**In 1982, Rotelle, Inc., one of the largest frozen food distributors in the Northeast, opened a new 95-acre frozen facility in West Point, PA.** The senior leadership team of the family-owned company were all smiles at the grand opening celebration (l-r): John Rotelle, Gus Rotelle, Butch Rotelle and Monte Rotelle. Rotelle sold to Richfood (Supervalu) in 1999. John Rotelle passed away in 2006.

**NEW**



**WELCOME TO THE FAMILY**



**GO AHEAD, BE BOLD**



1984



Fleming enters Balto market with agreement to supply Food Town group



Pathmark acquires Purity Supreme

1985



Safeway opens first Baltimore City store



Super Rite acquires 48-store Food-A-Rama group in Maryland



American Stores names Dennis Eck president of Acme division in Philly

**Remember when retailers, wholesalers and vendors went all out to promote March Frozen Food Month? Going "all out" at a 1986 Frozen Food Association of Delaware Valley (FFADV) meeting were these stylish penguins. In the foreground is Carl Haag of Mrs. Paul's. His fellow nesting mates are (l-r): Ron Hunsberger, Clemens Markets; Bill Sions, R.L. Fitzwater; Jack Shields, Sladek/Daniels; Mel Nissinger, Koff Associates; Bob Smith, Campbell's; and John Welch, Fleming.**



**After taking over the business from their father Joe, who founded Ukrop's in Richmond in 1937, Bobby (l) and Jim Ukrop took the upscale customer-oriented regional chain to new heights. This photo was taken at a 1983 employee seminar in the capital of the Old Dominion. Jim stepped down from day-to-day operations in 2007 to concentrate on a banking career and Bobby took the helm as CEO. The company was sold to Ahold in 2010 for \$140 million. Today, Jim Ukrop is managing director and co-founder of venture capital firm NRV. Bobby owns two food-related firms – Ukrop's Threads and Ukrop's Homestyle Foods.**



**Krasdale, the White Plains, NY-based wholesaler which was founded in 1908 by the Krasne family, continues to serve hundreds of independent retailers in the Metro New York market. At a 1986 planning meeting of Krasdale executives we caught (l-r): Kathy Brauer, Bob Gewelb, Morris Segelstein, Charles Krasne, Jay Feinstein and Herb Stauber, posed for success. Charles Krasne, 85, remains CEO and his son, Ken, serves as vice chairman.**



**At the 1986 Tri-State Dairy Deli Association (now part of MAFTO) show at the Philadelphia Convention Center, the Maggio family, makers of the greatest ricotta cheese ever sold in a supermarket, manned their booth (l-r): Mario Maggio, Michael Maggio, Maria Maggio, Maria Maggio Perklin, Peter V. Maggio, Sal Maggio and Michael S. Maggio. Maggio sold the company to Crowley Foods in 1998 and it is now part of H.P. Hood. And, of course, Maria Maggio today is the VP and general manager of *Food Trade News*!**

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1986



A&P acquires Waldbaum's & Shopwell chains in New York; Herb Whiteside named VP of chain's Richmond, VA group



Tidewater retailers Farm Fresh & Giant Open Air merge



Jack Clemens, son of co-founder Jim, is named president of Lansdale, PA based Clemens Markets

1987



Sheldon "Bud" Fante retires as CEO of Peoples Drug Stores



Weis Markets says it will build four new B-W stores

**One of the most popular figures** and energetic executives in the Mid-Atlantic area over the past 25 years was Acme Markets' Carl Jablonski, who began his career with the Malvern, PA-based chain in 1969 and rose through the ranks to become president of the regional chain in 2000. In 2006 he was promoted to president of Albertsons'



Shaw's division in New England. Today, he operates three specialty food stores on the Jersey Shore.



**Secaucus, NJ-based Goya Foods, the largest Latino food manufacturer in the U.S.,** had a new item launch in late 1980. At the event were (l-r): Joseph P. Unanue, Goya Foods; Ken Glaser, Kornhouse & Calene, Inc.; Joseph A. Unanue, Goya Foods; Stanley Turk, Kornhouse & Calene, Inc.; and Robert Franklin, Goya Foods. The company, founded in 1936 and still family-owned, has grown significantly over the past 40 years with current annual sales estimated at \$1.5 billion. Bob Unanue is the company's third-generation CEO.



**In 1980, 14 past presidents of the Richmond Grocery Manufacturers' Representatives Assoc. (GMRA)** posed for this photo at the Jefferson Lakeside CC (still the home of the GMRA). On hand that day were: (standing l-r) – Horace Wright, Wright Brokerage; Carl Rath, Rath Conright; Norwood Grady, Brown Distributors; Bob Beasley, Richmond Newspapers; Bud Long, Long Advertising Agency; J.B. Harris, Richmond Newspapers; Bob Conover, Rath Conright; Earl Swope, Allied-Crowder Sales; Guy Trollinger, W.W. Lefew's Sons; Pete Mancini, J.P. Mancini Inc; (seated l-r) – Hugh Coons, **Food World**; Paul E. Teefey, Best Foods; "Tim" Timberlake, McMullin Timberlake & Talley; and Frank McDonnell, retired, W.W. Lefew's Sons.



**The 1980s marked a decade in which a number of Shop 'n Bag and Thriftway** retailers switched wholesalers from Frankford-Quaker or Fleming to Wakefern. One such notable independent was Lenny Brown (2<sup>nd</sup> from r), who is pictured with his family at a 1988 Shop 'n Bag store opening. This Brown family photo includes (l-r): Steven, Jeff, Judy and Donna. Several years later, Jeff Brown would venture out on his own and become a ShopRite (Wakefern) retailer where he is now the largest Wakefern member in the Philadelphia market. Frankford-Quaker was acquired by Fleming in 1986 and went out of business in a spectacular flameout in 2003.

**Honor ROLL**

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1988



Allan Noddle replaces Nick Riso as Giant/Carlisle president



French retailer Carrefour makes U.S. debut in Philly



Redner's converts its 9 stores to discount warehouse format

1989



Norfolk, VA based wholesaler Camellia Foods enters retail business by acquiring Meatland/Food City



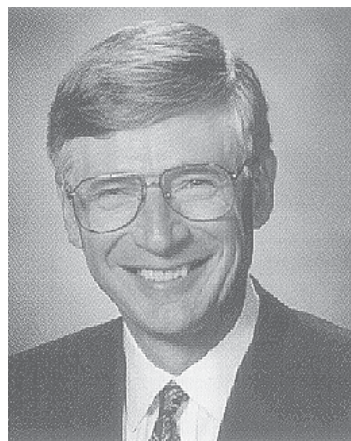
Giant Food & Safeway signed new 3-year contracts with UFCW local 400 & 27, costliest ever in B-W market

Super Rite Foods Inc.

Genuardi's ends long-time agreement with Fleming, signs with Super Rite



White Rose gets supply agreement for Pioneer Food Co-Op's 51 stores



**Beginning as a bagger while still in high school, Tom Smith joined Food Lion full-time as a buyer at the company's corporate offices in Salisbury, NC in 1970. Working closely with founder Ralph Ketner, Smith moved up the ranks to become president in 1981 and CEO in 1986, which were the halcyon days for the conventional store discounter. Smith retired in 1999.**



**Big personalities? Look no further than Jack Zumba (r) and Mark Batenic, who we spotted at the 1991 opening of a Shop 'n Bag store in Exton, PA., At the time, both men worked for Fleming. Batenic was president of the wholesaler's Philadelphia division and Jack Zumba, supervised the distributor's Royal Foods perishable division. Batenic later joined Clemens Markets and recently retired as CEO of IGA (he is now chairman). Zumba moved to White Rose in 1994 Fleming and retired in 2009.**



**In July 1987, A&P held its annual shareholder meeting at the Four Seasons Hotel in Philadelphia. Among those Tea Company notables on hand were (l-r): Jack DiFiore, president of Super Fresh; Jim Rowe, president of A&P; Helga Haub, director of A&P and of the Tengelmann Group, A&P's parent; and Jim Wood, A&P CEO. From 1915 to 1975, The Great Atlantic & Pacific Tea Company was the largest grocery retailer in the U.S. As other retailers, particularly alternate channel operators like Walmart and Costco, began to erode A&P's share, the company went through a slow and steady slide until it filed for Chapter 11 Bankruptcy in 2010. By December 1, 2015, the last of the company's stores had been sold or closed.**



**For many years, King Kullen was Long Island's largest and only homegrown regional chain. At a 1980 GMR of New York dinner to celebrate supermarket operator's 50th anniversary we photographed the company's key executives (front row l-r): Tom Cullen, Bernie Kennedy, Bud Miller, Ralph Hayden, Jim Cullen. The King Kullen celebration drew one of the largest crowds in GMR history. Although it's found the marketplace challenging in recent years, the Bethpage-based chain continues to operate 38 stores (including five Wild by Nature natural/organics units) on "The Island."**

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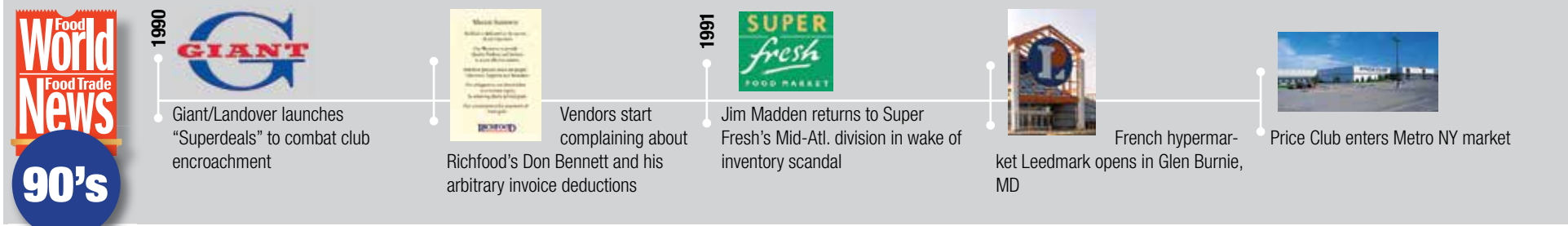
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**In 1979, one of Germany's** largest retailers, the Tengelmann Group, acquired a controlling interest in what was once America's most iconic supermarket chains, the Great Atlantic & Pacific Tea Company. Thirteen years later, Christian Haub, the youngest son of Tengelmann CEO Erivan Haub, joined A&P and by 1994 was named co-chairman with James Wood. In 2001, **Christian Haub** became the Tea Company's sole leader and guided the chain through the roughest pe-



riod in its history which dated back to 1859. In 2012, Haub and Tengelmann exited A&P and three years later the company was liquidated in a Chapter 7 bankruptcy proceeding.



**The last of the European-based "hypermarts" to enter the U.S. was Leedmark, which was owned** by French mega-retailer LeClerc. It opened its only American store, a 330,000 square foot unit located in Glen Burnie, MD, in late 1991. On hand at the opening were Leedmark executives (l-r): Bob Baxendell, Tom Lenkevich, Tom Strzelczyk, Rich Wernert and Tom Keys. Thirty months later the store closed. Lenkevich went on to have a very successful career as COO of Save-A-lot and later as president of Giant/Martin's. He retired at the end of 2017.



**Weis Markets, which for many years was the country's most** profitable publicly-traded supermarket chain, opened a new 50,500 square foot replacement store in 1995 in one of its best markets - Lewisburg, PA. On hand for the event were three men who helped guide Weis' future over a 50-year period. (l-r): Mike Rheam, Robert Weis and Norm Rich.



**One of New York City's most successful independent banners supplied by** Krasdale remains Bravo Supermarkets. At this 1992 opening in the Bronx, were (l-r): Fernando Franceschi and Edwin Diaz, Bravo; store owner Dario Diaz; and Mike Rodriguez, Bravo.

- Honor ROLL**
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1992



Limited assortment retailer Aldi opens first region store in Reading, PA



Supervalu announces deal to buy Wetterau, making it the largest wholesaler with \$16.3B in annual sales



American Food Stores makes long-awaited cap-ex investment in Acme Markets' stores

1993



B. Green sells military business to Nash Finch, larger civilian division to Richfood for \$55B



Penn Traffic buys Central PA based Insalaco's 12 stores for \$41M



Weis Markets acquires assets of Stanley Zuba's 15 NE Pennsylvania IGAs



**On September 6, 1995 Cal Ripken broke the Major League Baseball record when he played in his 2131st consecutive game.** In January of 1996 Ripken (2nd from l) was on hand at a cocktail party thanking donors for their participation in a fundraiser for Lou Gehrig's Disease research held in conjunction with Ripken's record setting event. In the photo with Ripken were fundraisers (l-r) Pete Manos, Giant Food; Joe Foss, EVP Baltimore Orioles; Peter Angelos, Orioles owner; and Dick McCready, REM Enterprises.



**Allan I. Bildner (l), former chairman of Kings Super Markets,** known to many as New Jersey's most upscale grocery retailer, was honored in 1992 with the Sidney R. Rabb Award given by the Food Marketing Institute. In this FMI photo, he accepted the award from then-FMI chairman Richard J. Currie, president of Loblaw's Food Stores, at FMI's Midwinter Executive Conference in Boca Raton, FL. The Bildner family sold Kings in 1988 to British merchant Marks & Spencer. Today, Kings is owned by MTN Capital Partners, whose owners are based in Qatar. Bildner died in 2015.



**Several generations of family members were represented at the opening of a Clemens Markets store** in Hatfield, PA in 1994. At the ribbon cutting were (l-r): Abe Clemens, Lillian Clemens, Tillie Clemens, Jack Clemens and store manager Jim McGuire. The regional chain which was founded in 1939, sold its operation in 2006.



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# 40

# YEARS ANNIVERSARY

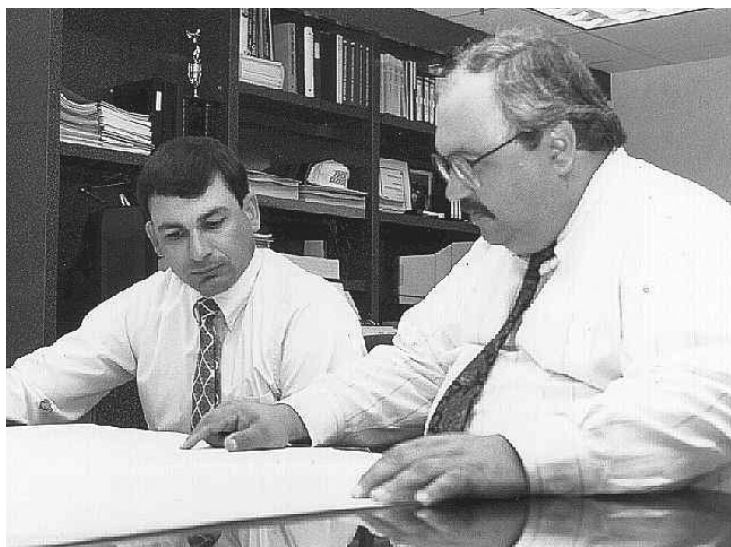
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**One of the most entrepreneurial and controversial executives** in the retail business over the past 40 years was Herb "Herr Hair" Haft (2nd from l), former CEO of Dart Drug Corp., whose "greenmail" attempts to leverage takeovers adversely impacted such large retailers as Pathmark, Safeway and Stop & Shop. Haft was also a large commercial real estate player in the Washington, DC area. In the mid-1990s, Haft attended the opening of a new Giant Food at one of his properties in Springfield, VA. Joining Haft at the store debut were (l-r): Steve Oseroff, Dave Herriman, Barry Scher, all with Giant; and David Finkelstein, Kluge, Finkelstein & Co. Haft passed away in 2004.



**One of the most unusual partnerships of the past 25 years** consisted of Keith Alessi (l) and Mike Julian, the one-time driving forces behind Norfolk-based Farm Fresh Supermarkets. The duo stayed together for nearly a decade. Alessi ultimately found success as CEO of tax firm Jackson Hewitt. Julian remained in the supermarket industry, moving to Jitney Jungle in 1997. He later joined one of his mentors, Drayton McLane, and served as chairman of McLane Global.



**The Philadelphia Food Trades Organization (PFTO) long served** the market as one of the Delaware Valley's most fraternal and best supported trade associations. At the group's 1992 convention in Atlantic City, teen idol Robert Ridarelli (r) is joined by Acme's Tony DeVinney (l) and Anthony L. Maglio of Maglio Sausage. Ridarelli is better known as South Philly's Bobby Rydell. In 2004, trade groups PFTO, the Tri-State Dairy Deli Association and the Mid-Atlantic Frozen Food Association joined forces to become the Mid-Atlantic Food Trades Organization (MAFTO). In 2010, another long-standing trade association, the Philadelphia Association of Manufacturers' Representatives (AMR) folded in to MAFTO.

**Honor ROLL**

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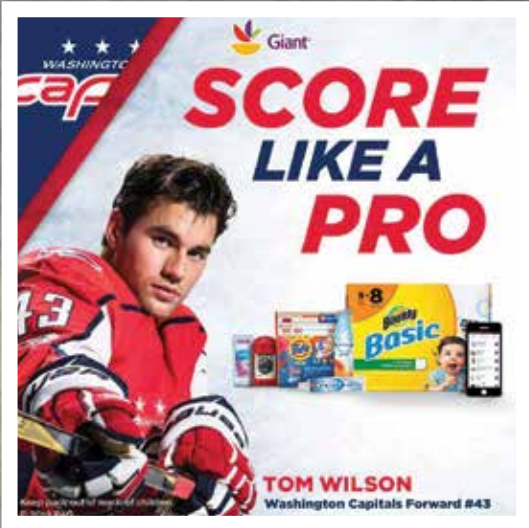
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Royal Ahold agrees to pay \$2.9M for New England's Stop & Shop



Jack Millman's Farm Fresh (Balto) check kiting & coupon-fraud shenanigans begin to be uncovered



Whole Foods agrees to buy Fresh Fields for \$134.5M



**Super Rite Foods (later acquired by Richfood which was later acquired by Supervalu) opened its first corporately-owned discount store, Basics, in Baltimore City in 1991. Baltimore Mayor Kurt Schmoke (2nd from l) was joined by Super Rite executives (l-r): John Ryder, Alex Grass and Pete Vanderveen at the store opening.**



**Enjoying a laugh at Wetterau's "Race for the Gold" trade show, held at the Ramada Inn in Hagerstown, MD, in the early 90s were (l-r): "Big" Ed Sowa, Wetterau of Maryland's general manager, and David Green and Melvin Shapiro of Foodtown. In a deal between two large wholesalers, Wetterau was acquired by Supervalu in 1992. As for David and Melvin, they're still going strong as the owners of nearly a dozen Save-A-Lot stores in Maryland, Pennsylvania and West Virginia.**



**Kevin Gallagher (c), who currently serves as VP-New York/New England for Best-Met Publishing, has been covering the food industry for more than 30 years. In this photo from his days at Modern Grocer taken at a Marcal Paper golf outing at the North Jersey Country Club in Wayne, NJ, Gallagher is flanked by Stan Sorkin (l) and Hugh Giordano, both with Pathmark. After leaving Pathmark, Sorkin had a successful career as president of the Connecticut Food Association (CFA) from 2007 until he retired in 2015.**



**One of largest trade events of the year was the Academy of Food Marketing at St. Joseph's University's "Citation Dinner." In 1991, the prestigious academic institution honored Acme Markets on the occasion of the chain's 100th anniversary. Posing proudly in their monkey suits were these Acme execs: (standing l-r) - Ed Fleisch, Bill DiBernadino, Bob Neslund (president), Pat Healy and Ed Spragg; (seated l-r) - Bill Fisher, Henry Hoffman, Bill Pfeiffer, Jim Horn and John Mathison. Horn later succeeded Neslund as Acme's top dog of the Malvern, PA-based chain in 1994.**



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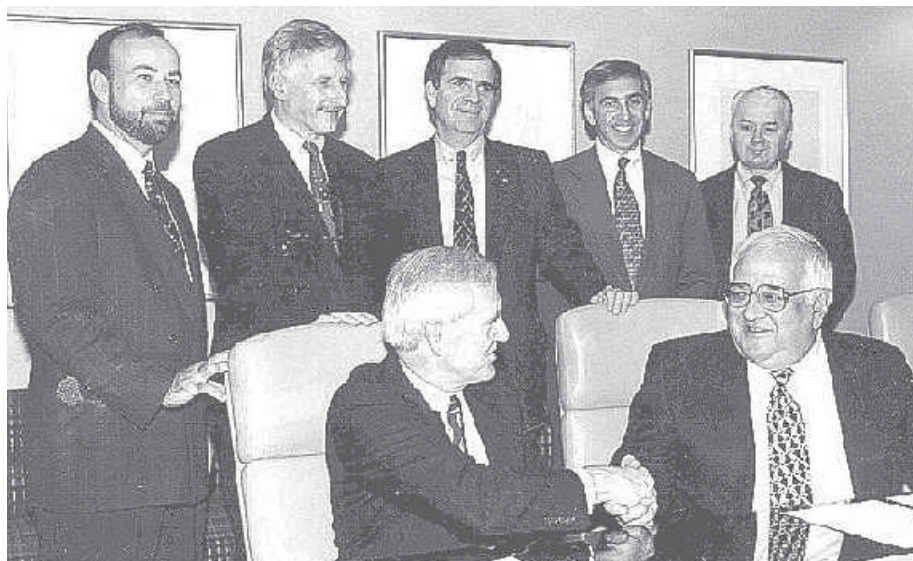
Ken Herman agrees to accept \$210M in cash from Dart Group for his 50% stake in Shoppers



King Kullen closes warehouse, signs supply deal with Bozzuto's



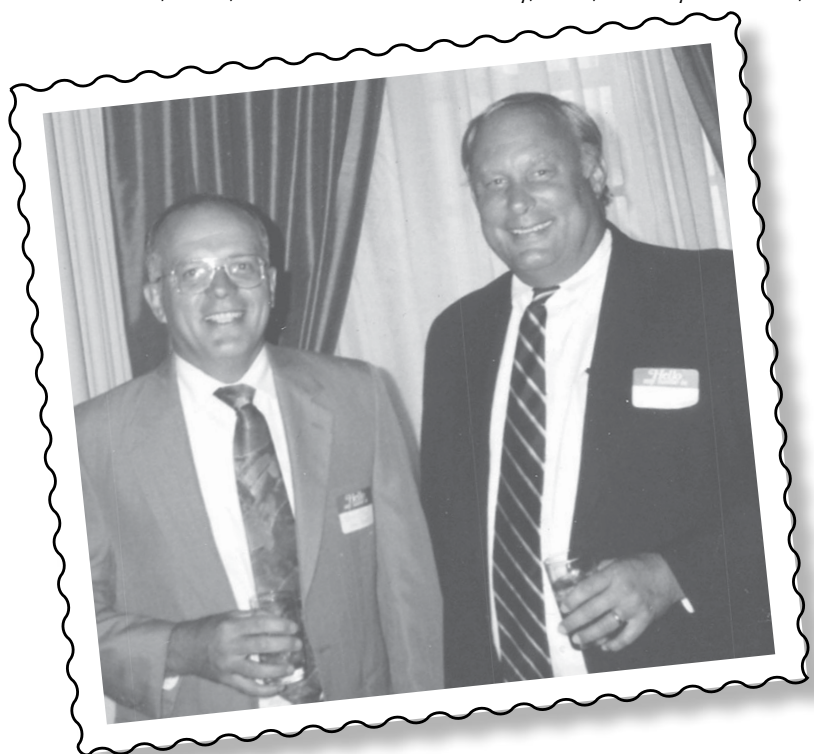
C&S Wholesale Grocers takes over Pathmark warehouse & supply



One of the biggest stories of the 1990s was Royal Ahold's \$2.6 billion acquisition of Landover, MD-based Giant Food. At the November 1998 contract signing to complete the deal, executives from both sides smiled proudly. In photo (seated from left) are Bob Tobin, CEO of Ahold USA, and Pete Manos, CEO of Giant. Standing (left to right) are Ernie Smith and Paul Butzelaar, Ahold; Dave Rutstein and Mark Berey, Giant; and Wayne Johnson, attorney.



Business sometimes makes strange bedfellows. In happier times in 1990, Dr. Tom Haggai (2nd from l), CEO of IGA, came to Baltimore to announce that Farm Fresh Supermarkets would join the IGA program. In the photo flanking Haggai were (l-r): Bernie Green, Jack Millman and Benjy Green, partners in the Baltimore based independent retailer. Several years later, Millman would be indicted for coupon fraud and B. Green would file suit against Millman. As for Haggai, his association with IGA, which began in 1972, continues today as chairman emeritus.



For more than 80 years, D'Agostino's has served the metro New York market with upscale supermarkets. Despite some recent challenges, the Larchmont, NY-based merchant continues to persevere. At a trade event in Manhattan, Nick D'Agostino Jr. (r), president, is pictured with Ted File of Information Resources. Today, D'Agostino's son, Nicholas III, is the company's president.



At the 1997 Lubavitch dinner held at the New York Hilton, the late, great Mike Coyle (c) of White Rose was joined by Alan Levitan (l) and Donna Banks of Kings. Coyle passed away in 2015; Levitan remains an entrepreneur and industry consultant and Donna Banks is now Donna Banks Ficcio and serves as VP-center store for Weis Markets.

One of the longest running "shows" in Philadelphia has been the Variety Club's "Cash For Kids" program. At the 1993 kickoff, held at the infamous Bellevue Hotel in Center City (Legionnaire's Disease), discussing weighty matters of the industry were Bernie Ellis (l), Acme Markets, and Pete Riley, Joseph W. Riley Co.

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Baltimore based Valu Food, founded by Steve Denrich, files for Chapter 11 bankruptcy protection



Royal Ahold strikes deal to acquire Giant/Landover for \$2.7B



Krasdale Foods acquires Dubovsky & Sons

**In the early 1990s, The M.W. Houck** company was appointed broker for Mott's USA's Red Cheek product line. At the kickoff meeting between the two companies were (l-r): Rick Billings, Richard DeSimone and Paul Pearsall, M.W. Houck; Al Jester, Mike Rothwell and Sal DePrima, Mott's USA. Today, Rothwell serves as the co-owner of the highly successful Pennington Market in Pennington, NJ (begun by his father Larry). DeSimone ultimately switched sides of the desk and is currently SVP-sales and marketing for Alpha 1 Marketing



**That natural/organics food** explosion was one of the big stories of the 1990s. Using their keen sense for uncovering the news, Best-Met Publishing partners Jeff Metzger (l) and Dick Bestany (r) hunted out some prospective natural food contacts - Dharma Singh Khalsa (2nd from l) and Karam Jaet Singh - at the 1990 FMI show in Chicago.

**Laneco Supermarkets, owned by the brothers Ray and Guy** Bartolacci, was the share of market leader in the Lehigh Valley from the mid-1970s through the mid-1990s. In the 1995, the company debuted a new store (its first in eight years) in Coplay, PA. Attending the opening were (l-r): Mike Wright, CEO of parent company Supervalu; Diane Giglio, Laneco's scanning coordinator; and Bill Shaner, president of Laneco. The Bartolacci family sold their 31-store operation to Wetterau in 1983 (later acquired by Supervalu in 1992). In 2001, Supervalu sold its fading Laneco operation to several chains and independents, which was the same year that Wright retired. Shaner went on to have a stellar career with another Supervalu company, Save-A-Lot, where he served as CEO.



**After the legendary Don Bennett retired from Richfood, his protégé John Stokely (c) assumed** the helm of the large Mechanicsville, VA wholesaler which was sold to Supervalu in late 1999. At the time, Richfood owned Farm Fresh, the dominant regional retailer in the Tidewater area of Virginia. At the opening of a new Farm Fresh store in Virginia Beach, Stokely was joined by two Farm Fresh legends: Ron Dennis (l) who was president at the time and, Gene Walters, who was the key figure in the dynamic growth of the merchant in the 1970s and 1980s. Farm Fresh announced last month that it was withdrawing from the market by selling 21 stores and shutting another 17 units.

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**40**

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## More than 40 Years of Storylines Detailing our Industry's Change

The food retail industry has witnessed more change in the last several years than in the previous four decades, but our collective focus on the business has never wavered. Food World & Food Trade News have respectively shared reporting and directional insights to inform corporate executive buyers, store managers, food brokers and independent operators across their retailing and distribution audiences.

While the profit margin of the average supermarket has remained consistently at about one percent, here are the things that have changed....

1977

Disposable income and food spent at home was 9.2 percent.  
**Today, it's 5.5 percent.**

Forty years ago, the average number of items sold in the supermarket was 14,145.  
**Today, it's 38,900.**

Private brands appeared on shelves as generic brands.  
**Today, 98 percent of food retailers carry private brands as a differentiation strategy.**

Prepared food sales accounted for 46.2 percent of supermarket offerings.  
**Today, 96 percent of all food retailers offer prepared foods.**

1978

Best-Met Publishing Co., Inc. opened its doors and launched *Food Trade News and Food World*.  
**Today, both publications represent more than 22,000 in total circulation.**

1980

Supermarkets' share of food dollars was 55.2 percent.  
**Today, it's 44 percent.**

Cheers to many more headlines!



**THE VOICE OF FOOD RETAIL**

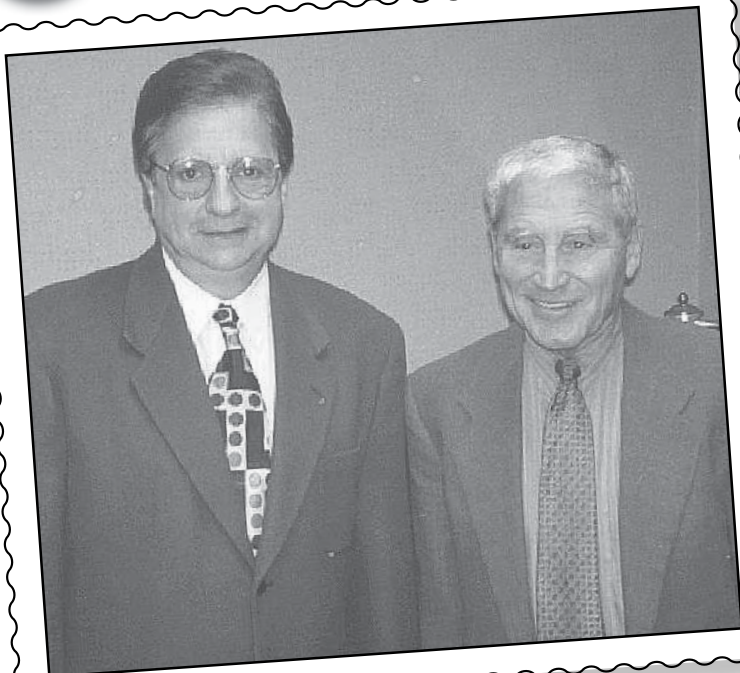
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Fleming signs supply deal to service Kmart stores; sells 19 corporately owned Festival & Jubilee units

Wegmans opens its first Garden State store in Princeton, NJ

Marks & Spencer puts Kings Super Markets on the selling block



**In one of the longest enduring relationships in the grocery business,** Bernie Meizlish (l) and Herb Beckenheimer, owners of Food King (and formerly Brown's and Big B), formed a bond as friends and business partners that began in the 1950s and lasted until they sold their last two stores in 2016. Both men are now retired.



**During the early 90s, one of the fastest growing independent retailers in the region was Baltimore-based Valu Food.** Father Steve Denrich (l), a Polish immigrant and Holocaust survivor, and sons Louis (c) and Stuart provided the leadership as the company grew to more than 20 stores. However, in 1998, Valu Food filed for Chapter 11 bankruptcy protection and by 2000 had exited the business.



**In the Washington area, one independent retail name remained strong for more than 100 years – Magruder's.** Dating back to its founding in 1875, the family-owned enterprise, continued to differentiate itself, despite changing market conditions. This 1992 family portrait included (l-r): Lou Fanaroff (who acquired the company in 1946), Stan Steppa, Mark Polsky, Steve Fanaroff and Gary Bortnick. The company closed operations in 2013.



**One of the classiest guys ever to toil in the Mid-Atlantic grocery industry** was Herb Whiteside (2nd from l), who spent 45 years with A&P in a variety of executive positions. In April 1999, Whiteside was feted with a retirement party at the Turf Valley Country Club in Ellicott City, MD. With Herb and his wife, Barbara (2nd from r) were two other very classy people, Jack and Lillian Burris, Burris Logistics. Whiteside passed away in 2013 and Jack Burris died in 2004.



**One of the longest lasting sponsorships in the Baltimore-Washington was Safeway's affiliation with the Easter Seals Society.** At its annual golf outing held at Turf Valley in Ellicott City, MD in 1998, three of the market's "big hitters" attended including (l-r): Bill White, president of Shoppers Food Warehouse; Mike Bessire, president of Safeway's eastern division; and Pete Manos, who was Giant Food's CEO. Pete Manos passed away in 2016 at the age of 79.

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2000



C&S signs letter of intent to acquire Grand Union for \$300M



In effort to get out of deep dive, Rite Aid names Bob Miller CEO



Baltimore based Valu Food closes its last 6 stores



Hannaford puts its 20 R-N stores on block - Kroger gets 10



Pathmark goes public



Many Thriftway/Shop 'n Bag owners form Retail Marketing Group (RMG)

**One of the finest leaders** in the supermarket business over the past 50 years is **Bob Miller**. Miller began his career with Albertsons in the 1960s and progressed through the ranks over the next 30 years to become executive VP of retail operations. He left to become chief executive of Fred Meyer which was sold to Kroger in 1999, where he stayed for a brief period to become vice chairman and COO. He's also served as CEO of Rite Aid before returning to head up Albertsons LLC in 2006. Today the company operates more than 2,300 supermarkets and recently



announced it would acquire Rite Aid Corp., a company he is very familiar with. Miller will become chairman of the newly combined entity. Miller has influenced more than 50 top food industry leaders including John Standley, current Rite Aid CEO, who will become chief executive of the merged organization.



**By 2000, the next generation of Genuardi family leaders was in full control of the successful** Norristown, PA regional chain, founded by Gaspare Genuardi in 1920. The new generation of leaders included (l-r): David Genuardi; Larry Genuardi; Jim Genuardi; "Skip" Genuardi; Anthony Genuardi; Charles A. Genuardi; Joe Genuardi Jr.; Tom Genuardi Jr.; and Michael Genuardi. In 2001, the company, which had grown to 34 stores in the Delaware Valley, was acquired by Safeway at what was reported to be one of the largest earnings multiples in the history of supermarket deals. Never able to capture the energy and mojo of the family's leadership, Safeway closed the last Genuardi's store in 2015.



**The New Jersey Food Council set the gold standard for all state** grocers' trade associations, attracting a passionate and dedicated group of retailers, vendors and distributors. At its annual "Good Government Breakfast" in the early 2000s we found these industry leaders (l-r): Mike Rothwell, Pennington Market; Joe Colalillo, ShopRite and chairman of Wakefern; and Larry Rothwell, Pennington Market.



**In 2000, Pathmark opened its first new Philadelphia store in nearly a decade.** On hand at the ribbon cutting at the new unit located in the Germantown section of the city were (l-r): store manager Pat Ruddy; CEO Jim Donald; and regional VP Grant McLoughlin, all with Pathmark. Pathmark was acquired by A&P in 2007 - both companies are now out of business. Better fortunes arose for the three gentlemen in the photo: Pat Ruddy is now a district manager for Rite Aid; McLoughlin is currently executive VP of Fresh Grocer/ShopRite; and Donald just re-entered the business as president of Albertsons. After leaving Pathmark in 2002 joined Starbucks where he eventually became CEO of the coffee chain. He later served as chief executive of Extended Stay Hotels.

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Safeway acquires Genuardi's Family Markets for \$600M

2001



Former GE exec Larry Johnston named Albertsons CEO



Jeff Noddle replaces retiring Supervalu CEO Mike Wright



Online grocery merchants Webvan & HomeRuns pull the plug



C&S enters supply agreement with Key Food

**Central Pennsylvania continues to be a** fertile zone for independent retailers. And one third-generation retailer that's been around for 86 years is Darrenkamps. The Lancaster, PA-based independent now operates four stores including its Elizabethtown, PA supermarket which they opened in 2007. At the ribbon cutting for the new store were Sue Guare, store manager (2nd from l), who is joined by brothers (l-r): Joe Darrenkamp, Larry Darrenkamp and Dave Darrenkamp.



**The Landis family is another** example of entrepreneurial excellence. Started in 1938 by Frank Landis in Telford, PA (Bucks County), the business has successfully evolved into its third-generation with Frank's grandson, Scott, currently overseeing the family's five stores. In 2004, at the site of the former Renninger's Thriftway in Schwenksville, PA, the independent retailer opened its third store and we found (l-r) Don Nice, Preston Harrison and Scott's dad, Dave Landis, ready for business.



**Another one of our favorites - Jeanette (l) and Richard** Schmidt, own and operate the Elmer, NJ IGA. They began their supermarket adventure in 1976 when they purchased what was then a 4,000 square store in that quaint Salem County town. The Schmidts also help manage the Independent Retailers Group (IRG), a seven-unit alliance of IGA independent stores that are supplied by Bozzuto's.

**Two of our favorite people - Pat McCarthy and Maria Machita - attended the FMI show in Chicago in 2004.**

McCarthy was the face of Ocean Spray for more than 20 years before retiring. He remained active in other aspects of the business including hosting the Pat McCarthy lecture series at St. Joseph's University's Academy of Food Marketing until 2016. Machita, who was then with Campbell's, later moved to Domino Foods where she is currently VP-consumer sales and marketing. And in a touch of irony and friendship, when Ocean Spray stopped sponsoring the lecture series, Machita picked up the ball and authorized Domino to subsidize the annual industry event.

# Congratulations Food Trade News on 40 Years of Excellence!

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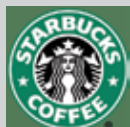
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**MILLER & HARTMAN, INC.**  
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2002



Jim Donald leaves Pathmark to be president-North of Starbucks



Wakefern acquires assets of Big V, folds into SRS corporate stores



Safeway rolls Genuardi's into Safeway Eastern, unloads Zagara's



Tops moves under Giant/Carlisle 'shared services' umbrella

2003



Financial irregularities at US Foodservice send Ahold into freefall

**John Mackey may have not invented the organic supermarket, but he revolutionized it.** With Mackey as co-founder and CEO of Whole Foods Market, what began as a single store operation in his native Austin, TX has grown into the largest natural/organics merchant in the U.S. with more than 450 stores. Mackey's model was easy to discern – hire passionate people and sell the consumer healthy food. It's the level of execution at store level and the company's continuing innovation that's separated WFM from its competitors. As of June 2017, Mackey has a new boss – amazon.com's CEO Jeff Bezos which acquired Whole Foods in June 2017 for a whopping \$13.7 billion.



**The most admired - or feared - executive in the entire world of retailing (all categories) is Jeff Bezos.** As the founder and CEO of Amazon.com, the 53-year old wizard created a digitally driven distribution model in 1994 and has become the second largest merchant in the U.S. (behind Walmart) with annual sales of \$1.77 billion. Bezos has used innovation, imagination and risk to build amazon.com through acquisition and organic growth. The bricks and mortar food retail sector was one of the few areas that the company hadn't penetrated until last year when it acquired Whole Foods. Since then, it has also opened a cashierless small retail store in Seattle with the promise of several more to open this year.



**Beginning his career with Star Markets in the 1970s, Peter Lynch has held a variety of high profile jobs over his food retail career.** Before stepping down in 2012, the Massachusetts native served as CEO of beleaguered merchant Winn-Dixie for nearly eight years. He previously was president of Acme Markets and held several key posts during his career with American Stores and Albertsons. That's who he was with when we captured this photo of him and his wife Maddy at the Food Marketing Institute's (FMI) 2003 show in Chicago.



**The Lukeman family opened a beautiful new IGA supermarket on Long Island** in the town of Bohemia in 2005. The big unit offers perimeter of the store, full-service departments as well as big produce and organic sections with wide aisles. At the opening were (l-r): Steve Heggelke, Bozzuto's; Mike Sullivan, Coca-Cola; Robert Stark, Southampton IGA; Sean Harris, Bozzuto's; Greg Luke, Bohemia IGA; and Michael Bozzuto, Bozzuto's.

**Founded in 1917, the Association of Manufacturers' Representatives of Philadelphia (AMR) was reportedly the oldest food trade organization in the U.S.** In 2003, the fraternal vendor group held a luncheon at the Heidelberg Family Restaurant in Robeson, PA featuring Associated Wholesalers, Inc. (AWI) as its guest. AWI president and CEO Christopher Michael and his team spoke about the wholesaler's strong year in 2002 and some of its plans for the future. AMR president Jay Orfetal (3rd from r) of Stroehmann/Maier's, welcomes these AWI executives to the luncheon (l-r): Jim Cartin, Don Tiesenga, Michael, Charles Yahn and Rob Winett. AWI remained a strong grocery co-op for several more years, but an ill-fated 2006 deal with voluntary wholesaler White Rose and the dwindling of its independent membership base led to its demise in 2014. C&S Wholesale Grocers acquired the company's remaining assets while it was still in bankruptcy later that year.



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2003



Fleming files Chapter 11, Mark Hansen forced out as CEO



Former Rite Aid exec Martin Grass pleads guilty to conspiracy, fraud

2004



Jonathan Weis named vice chairman of his family's company



Peter Lynch named CEO of beleaguered Winn Dixie chain

2005



Ahold sells Bi-Lo, Bruno's to private equity firm Lone Star Funds



A&P says it will sell its Canada operations; names Eric Claus CEO

**One of many retailers to host an annual charitable golf outing** was Shoppers Food & Pharmacy which held its 2006 fundraiser at Turf Valley in Ellicott City, MD. Shoppers was founded in 1939 by brothers Kenneth and Irving Herman as Jumbo Food Stores before they adopted a discount format and changing its name in 1978. The company was sold to Richfood (now Supervalu) in 1998 and is still owned by SVU. Joining company president Dick Bergman (2nd from l) in welcoming golfers to the outing are Shoppers' (l-r): Mike Mays, Rhonda Furmanski, Rick Rodgers and Kurt Schertle. Today, Rodgers serves as president and chief operating officer of B. Green & Co. and Schertle is COO of Weis Markets.



**Some of the best ethnic and specialty retailers in the metro New York market attended** the 2004 White Rose trade show held at the Meadowlands Exposition Center in Secaucus, NJ. Posing with White Rose's Joe Fantozzi (second from l) are some of the wholesaler's top independent customers (l-r): Angelo Tigri, Met Food; Lou Vele, Met Food; and Steve Vasilikos, Pioneer.



**Kennie's Family Markets, which was started by the Hoover family** with a single store in Gettysburg, PA in 1958, cut the ribbon on their new 33,000 square foot store in 2007 in the same historic Pennsylvania town. The new store was built on land beside their original store. In 2016, the company became an employee-owned firm and operates five stores in Central Pennsylvania and Northern Maryland. Pictured at the opening day celebration are from left: Paul Howes, AWI; Sherry Hoover and P.K. Hoover, owners; and Ray Fitzgerald, AWI.

Honor ROLL

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2005



Wegmans opens first Maryland store in Hunt Valley



The Yucaipa Companies

Yucaipa buys troubled Pathmark chain for \$150M

GIANT



At Wakefern, Joe Colalillo replaces retiring CEO Tom Infusino



A&P closes 2 warehouses, sells balance to C&S

2006

SUPERVALU

\$17.5B Albertsons deal sees SVU get most stores, Cerberus/CVS get rest

Even though it's celebrating its 60th birthday this year, Trader Joe's really didn't have a national presence until the early 2000s when it began to expand rapidly. Operating in footprints that are typically 15,000-20,000 square feet, TJ's offers a funky treasure hunt shopping experience featuring mainly private label items in all categories. It also holds the unique distinction of having the highest sales per square foot of any chain retailer in the U.S. The man who has been the captain of the TJ's ship, which is owned by



German merchant Aldi Nord, is CEO **Dan Bane** who's been at the helm of the California-based retailer since 2001 and originally joined Trader Joe's in 1998. Bane's strong leadership skills have led the very private company to prosperity and industry admiration.



**Burris Logistics, one of the leading businesses in the state of Delaware, began as a tomato shipper** in 1925, and has evolved into a public warehousing, foodservice redistribution and retail specialty wholesaler that remains under family ownership under its fourth generation of leadership. The company, which specializes in temperature control distribution, held a vendor meeting in January 2010 at the Haub School of Business on the campus of Saint Joseph's University in Philadelphia. These 2009 members of the Burris executive team addressing vendors were (l-r): Jeff Salo, VP-procurement; Mark Tarzwell, president-retail division; and Brian Haley, VP-sales. Haley remains a fixture at Burris while Tarzwell is now COO at pierogi maker Ateeco. Salo was most recently with Haddon House.



**The largest and best-attended golf outing in the industry has long been Ahold USA's** annual "Our Family" charity outing, which takes place on more than a dozen golf courses and features more than 1,500 vendors, associates and guests in Central PA. In 2008, when the event, then known as "Our Kids" was sponsored by Giant/Carlisle, our camera found Nick Matook (l), Acosta and Dan Gleis of Giant/Carlisle at the sponsors' dinner the night before the outing. Matook is currently with Catalina while Dan Gleis serves as executive VP-merchandising and marketing for Food City (K-VA-T).



**When it started in the early 90s, the annual Natural Expo East convention** was more likely to be attended by Grateful Dead roadies than mainstream industry executives. That's all changed now and the show, which is usually held in Baltimore, is one of the fastest growing trade events in the business. At the 2007 confab at the Baltimore Convention Center were (l-r): Howard Dickerson, Silberstein Associates; Lee Cohen and Patricia Lobel, Avenue Gourmet; and David Silberstein, Silberstein Associates. Silberstein currently supervises sales and development for Crest Hill Bakery and Dickerson is retired while Cohen and Lobel continue to build Avenue Gourmet.



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2006



Judy Spires named president of Acme Markets



Food Lion converts many DC area units to Bloom, Bottom Dollar



Larry Benjamin named to run all U.S. operations for Ahold



White Rose & AWI announce merger

2007



Ahold to sell S. NJ Stop & Shops to Wakefern/ShopRite



A&P acquires Pathmark

**One of the good guys in the business who happens to be one of the smartest, too, is Jeff Martin (2nd from r), former EVP-merchandising and marketing for Ahold USA.** Martin, who began his career in the early 1980s at a Martin's store in his native Hagerstown, MD, addressed vendors at an AMR/MAFTO dinner in Harrisburg, PA in 2010. He is joined in this photo by Ahold USA executives (l-r): Dan McCullough, Andrea Astrachan (now Mrs. Jeff Martin) and Chris Kukai. After leaving Ahold USA in 2012, Martin became executive VP of Utz Quality Snacks.



**A staple at the annual Summer Fancy Food Show in Manhattan is the large and beautifully designed Cento Fine Foods booth.** At the 2007 show, marking its 32nd year of exhibiting at the large event, were company executives (l-r): Bart Ricci, Alfred Ciccotelli, Rick Ciccotelli and Howard Morell. Company founder Alfred Ciccotelli passed away in 2013.



**As an innovator in the fresh egg business, Manheim, PA-based Kreider Farms** has grown substantially over the past decade by placing a priority on the use of technology and sustainable practices. Pictured are the company's executive team (l-r): Ron Kreider, president and CEO; Dave Andrews, VP-sales and marketing; Tom Beachler, VP-operations.

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Maplehurst Bakeries  
Mjay's Specialty Foods  
Nu-Stef Foods Inter./REKO Pizelles  
Pane Vita  
Rise Baking Company/Best Maid  
Rocky Mt. Pie Company  
Sparrow Enterprises  
Specialty Bakers  
The Father's Table  
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2007



3-year, \$300M 'Project Refresh' announced for Giant/Landover



**Tony Schiano** retires from Giant/Carlisle, Carl Schlicker takes over

2008



Schlicker is CEO of now-combined S&S/Giant Landover unit



David Hepfinger is president/COO at Weis as Norm Rich retires



Key Food names Dean Janeway CEO



Leslie Sarasin joins FMI as CEO



**Now in his 13th year as chief executive of 7-Eleven**, the world's largest convenience store chain, **Joe DePinto** has led a major transformation of the once vanilla organization which is comprised of more than nearly 8,000 corporate and franchised units in the U.S. Newer

7-Eleven stores feature modern décor and upgraded perishables and prepared foods sections. The company's parent Japanese firm – Seven & i Holdings – also controls an additional 64,000 7-Eleven stores in 18 countries.



**A successful family-business now in its third generation, Reading, PA-based Redner's Markets continues to prosper with its discount-oriented model.** At its 2008 annual golf outing, the regional chain (more than 40 stores) honored the memory of Gary W. Redner, who was killed earlier in that year. This Redner family portrait features (l-r): Ryan (now CEO), Gary M., founder Earl "The Chief" and Elaine and Dick Redner (now chairman). Earl passed away in April 2017.



**In 2005, Stop & Shop Family Foundation's annual charity golf outing** hosted more than 500 golfers on three Cape Cod golf courses, raising a record amount of money for philanthropic and charitable causes. Enjoying the post-golf festivities were Don Sussman (l), Stop & Shop, and Jack O'Keefe, Kimberly-Clark. One of the best liked retail executives of his era, Sussman retired from parent firm Ahold Delhaize USA last month after a 23-year career with the company where he served as president of its New York Metro division as well as executive VP-merchandising for more than 700 stores. Before that he spent 16 years with Pathmark.



**In 2006, Santoni's Marketplace & Catering held a grand re-opening of its upscale store** in Glyndon, MD. Bob Santoni (2nd from l), who continued his father's legacy that began in the Highlandtown section of Baltimore in 1930, congratulates his nephew Lou Santoni (2nd from r). Others in the photo are (l-r): Mike Serio, Rick Santoni and baby Emma. Santoni's Supermarket, which was still based in Highlandtown, closed in 2014. The Glyndon location continues to be highly successful.



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2008



Former Shoppers exec Rick Rodgers named B. Green COO



ShopRite enters MD as Klein's joins Wakefern



Walmart's Lee Scott retires, **Mike Duke** is new CEO

2009



Jeff Martin named EVP-merch at S&S/Giant Landover

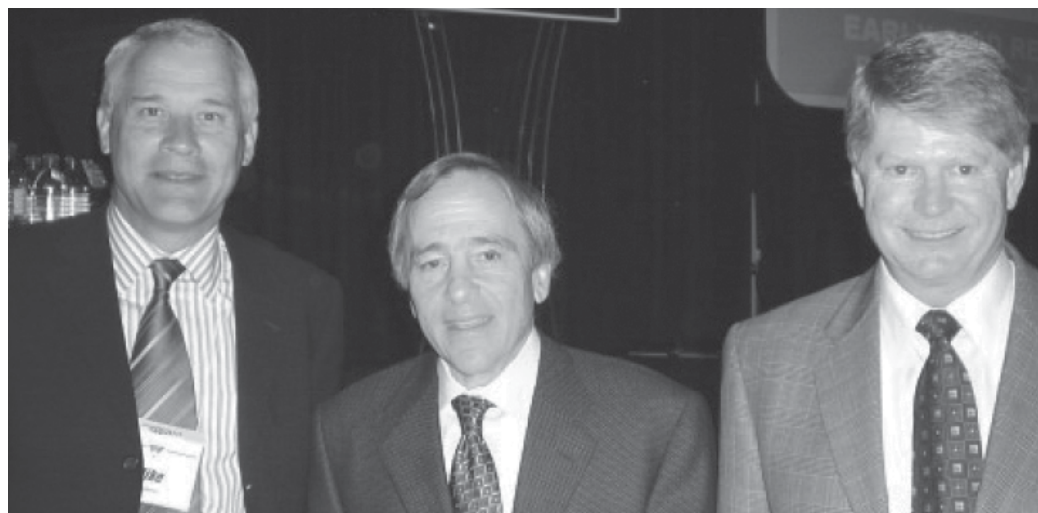


Kurt Schertle to head sales, merch for Weis Markets

**He's been a senior executive** on both sides of the table; **Brian Cornell** is currently CEO at Target, a job he's held since 2014. Prior to that, the 59-year old leader began his career with Pepsico in the early 1980s. Cornell has also served as chief marketing officer for Safeway (under Steve Burd), chief executive of Michael's Stores and CEO of Sam's Club. Prior to his Target gig, Cornell returned to Pepsico of the Americas. His three major challenges at Target are to improve the mass merchant's merchandising and innovation which helped the Minneapolis retailer establish a strong con-



sumer image over a 20-year period beginning in the early 90s; upgrade Target's e-commerce platform; and improve its scattershot grocery initiative. The company's efforts to open smaller, more urban locations seem to be gaining traction.



**Before it went to an annual national selling show in Minneapolis, Supervalu held many regional trade shows in the Mid-Atlantic market.** At its 2006 spring-summer selling show, "Strategic Solutions - Merchandising, Motivating and Marketing" held at the Borgata in Atlantic City, NJ, the company's top executives were on hand to observe, including (l-r): Mike Jackson, EVP and president/COO of distribution; Jeff Noddle, chairman, president and CEO; and Richard Lane, president of the Eastern region. Jackson retired from SVU in 2009; Noddle was essentially forced out in 2009; and Lane spent several years at natural/organics distributor Tree of Life (acquired by Kehe in 2010) before retiring to Richmond where he still resides.



**The preeminent independent retailer in Southern Maryland** is McKay's Food & Drug which was founded by Jim and Marilyn McKay in 1948. Today the company operates three stores in one of the fastest growing areas of the Free State. In 2007, the company cut the ribbon on its newest store, a 43,000 square foot unit in Leonardtown, MD. David McKay (c), president of McKay's, accepts congratulations from Maryland state delegate, and former retailer, John Wood (l) and from Gary Lauer of AWI. David McKay is still president of the company while Lauer is currently with FMS Solutions.



**In the 2000s, Giant/Carlisle achieved a remarkable record of success –** 55 consecutive quarters of positive comparable store sales. It also opened more than a two dozen new stores in the decade. At a new unit 65,000 square foot unit in West Lawn, PA in 2004, we found these vendors in attendance (l-r): Rich Cunningham and Gary Merriman of Coca-Cola and Larry Racey and Dave Weinman of Utz. Cunningham is currently senior VP-sales & marketing for Wise, while Racey still works for Utz, and Merriman is with the Compass Group.

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**Redner's**  
WAREHOUSE MARKETS

Left to right:  
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Richard Redner  
Ryan Redner

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2009

**Balducci's**  
EST. 1914

Balducci's will shutter 10 DC, Manhattan units

**WHOLE FOODS MARKET**

Whole Foods sells 32 stores to end FTC anti-trust challenge



Jim Demme-led group buys remaining 6 Balducci's



Craig Herkert named Supervalu CEO

**The Yucaipa Companies**

Yucaipa ups equity in A&P as part of \$435M infusion



**A true original and a great leader, Bill Grize began working** at Stop & Shop in his native Waterbury, CT in 1967. He would rise through the ranks to become chief executive of Stop & Shop and then to CEO of parent firm Ahold USA. At his 2005 retirement dinner held at Lombardo's in Randolph, MA, about 1,000 vendors, associates and fellow retailers attended the celebration of one of the most memorable executives of the modern supermarket era. Among those wishing Grize (second from l) well were (l-r): Avram Goldberg, another former Stop & Shop CEO; Grize's wife Lyn; Anders Moberg, CEO of Ahold; and Peter Wakke, also with Ahold. Grize passed away in 2010 at the too young age of 63.



**Opinions on their value may differ, but labor organizations have always played an** important role in the retail food business. At a 2007 State of Israel Bonds dinner in Washington DC, United Food & Commercial Workers Local 400 president Jim Lowthers (c) was presented with the group's "Ben-Gurion Labor Award". The dinner was held at the Washington Hilton. Posing with Lowthers at the award ceremony were (l-r): Bill Vaughn, Ahold USA; Al Akman, retired president of UFCW Local 27 in Baltimore; Israel Ambassador Yehuda Avner; and Tom McNutt, secretary/treasurer of UFCW Local 400.



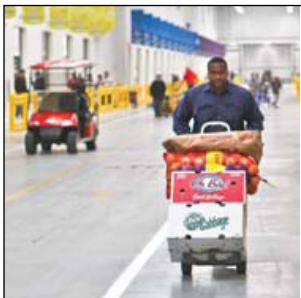
**Mars Super Markets, which was founded in Dundalk, MD in 1943, supported the Muscular** Dystrophy Association at its annual golf outing. At its 2006 charitable event which was held over two days at the Sparrows Point Country Club, Vito D'Anna, president of the company, and a third-generation member of the founding family, welcomed Erin Kiernan (front row l) of the MDA, and MDA ambassadors Jacob Engers (front row r) and (back row l-r) Ariana, Quentin and Christian Washington. Mars, which once operated as many as 19 stores in the Baltimore market, found keeping up with the changing times to be daunting, closed or sold its remaining 13 stores in 2016.

# Congratulations Jeff and the Best-Met team!

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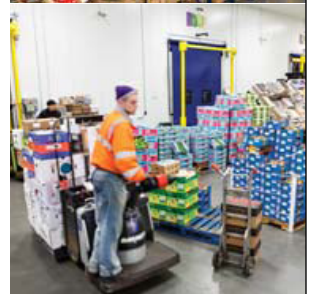
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Target 'Fresh' brings new heat to Del-Val



Schlicker to head all AUSA banners in chainwide restructuring



Bernie Ellis named president of AWI, Joe Fantozzi to head White Rose



Fairway enters NJ with unit in Paramus



Penn Traffic files Chapter 11, closes 53 stores



**Before Linda Doherty became president of the** New Jersey Food Council, the association was run by Jim Morford. At a retirement party in Trenton, NJ in 2003, saluting Morford were (l-r): Lorelei Mottese, Wakefern Food Corp.; Jim McGuire, Reed Smith LLP; and Colleen Meares, Stop & Shop. Fifteen years later, Mottese and Meares are still making key contributions to those same companies.



**As it continued to struggle in virtually every market, A&P tried to** reinvent itself in the Philadelphia market in 2008 by converting three of its Philadelphia area stores to a new format - Pathmark Price Impact. At the Monument Avenue opening we found these A&P execs at the ribbon cutting ceremony (l-r): Jim Bisegno, Steve Kienzle, Eric Kanterman and Paul Talamo.



**Arguably the greatest public affairs** executive in the supermarket industry over the past 50 years has been Barry Scher, who worked for Giant Food for 41 years. When he announced his retirement in 2008, the ageless one was feted with a retirement dinner in 2008 at Morton's Restaurant in Washington, DC. Among the dignitaries who were on hand to celebrate with Scher (r) was U.S. Representative Steny Hoyer (D - MD). Scher is still consulting and remains very active with charitable and community causes.



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New CEOs - Ron Marshall at A&P, **John Standley** at Rite Aid

Judy Spires leaves Acme to become CEO of Kings/Balducci's

Carlisle, PA is new HQ for Ahold USA



Baltimore City ratifies 2 cent bottle tax

Snyder's of Hanover, Lance agree to merge

If **Jeff Bezos** isn't the most powerful man in retail, then **Doug McMillon** is. The Walmart lifer, who began working in the stores as a high school student in Bentonville, AR, was named CEO of the Behemoth in 2014. Unlike his stodgy, conservative predecessors, McMillon recognized the problems at the world's largest retailer and was determined to correct them. First came improvements in the stores and then a focus on making Walmart a better place to work. However, his biggest move to date was convincing Walmart's board, comprised of several Walton family members, to acquire jet.com, let founder Marc Lore have control



of Walmart's static e-commerce business and continue to heavily invest in its entire digital platform. So far, so good. Walmart is making inroads against amazon.com but is also using its big advantage in bricks and mortar to grow sales and stymie competition.



**No retailer in the Mid-Atlantic region has made more of an impact over the past 20 years** than Wegmans. At the opening of a 115,000 square foot uber-store in Frederick, MD in 2011, the Wegman family was on hand to celebrate (l-r): Nicole Wegman, Colleen Wegman, Stency and Danny Wegman. At far right is the ageless Mary Ellen Burris, who has served as the company's senior VP-consumer affairs since 1971. Today, Danny Wegman is chairman of the high-volume retailer and his oldest daughter Colleen is now CEO.



**One of Giant Food's perennially best stores – its unit on Chain Bridge Road** in toney McLean, VA - celebrated its 50th anniversary in 2010. Among those attending from the chain were Brian Beatty (l) and Shane Sampson. Sampson left Giant in 2013 to rejoin his alma mater – Albertsons - where he currently serves as executive VP and chief merchandising officer.



**Food Trade News** took a trip to Brooklyn, NY in 2004 to visit the folks at 4C Foods, a third-generation family-owned manufacturer of grated cheese, bread crumbs, iced tea and other grocery staples. Three of the main men at 4C Foods are (l-r): Tony Landolfi, Dan Swartz, and Dan Vassalotti. Swartz retired from 4C in 2017. Landolfi and Vassalotti continue to head the privately-held firm's sales department and can be seen at virtually every trade outing in the industry.





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2010



Sam Martin replaces **Ron Marshall** at A&P, shuttering 25 units, sells 7



Top level changes at Ahold: **Dick Boer** is CEO; Schlicker to head all U.S.



After 30 years with White Rose, Gristede's moves to Wakefern



Somerset, NJ based Drug Fair Group & parent CDI file Chapter 11

2011



First Chapter 11 filing for A&P, chain gets \$800 DIP financing



Stop & Shop acquires 5 Foodtowns from Norkus Ent.

**In 2015, Murphy's Markets (now Murphy's Fresh Markets)** held a grand re-opening celebration at its Stokes Road store in Medford, NJ. This photo features (l-r): John Wachter, Murphy's; Bob Dunn, Lynmar Builders; Ron Murphy, Murphy's; Frank Vadino and Chris Vadino, Cold Tech. Owner Ron Murphy has been involved in grocery retail for more than 50 years and continues to be one of the most colorful and generous food industry executives.



**The Boyer family has operated one of the most successful independent organizations** in Northeast Pennsylvania for 70 years. The company was founded in 1948 by Harry Boyer Sr. In 2014, at the National Grocer's Association (NGA) Show held at the Mirage Hotel in Las Vegas we found Harry's two sons, Harry Jr. (l) and John. While the two Boyer boys still have a hand in the 18-store operation, current Boyer's execs Dean Walker, Anthony Gigliotti, Matt Kase, Mike Zmitrovich and third-generation family member Lyle Porter hold majority ownership and run the day-to-day operations of the Orwigsburg, PA firm.



**One of the smartest guys in the biz and still active as a consultant** (Noddle Companies), Allan Noddle (l) helped Giant/Martin's become the share of market leader in Central PA and also oversaw the company's Delaware Valley expansion effort. Later he worked for Ahold USA, was a member of the big chain's corporate executive board in Amsterdam and served as president of Daymon Worldwide. At the 2015 FMI Midwinter Executive Conference held at the Fontainebleau Hotel in Miami Beach, the Omaha, NE native was on hand. Joining him was Brian Todd of The Food Institute.



Allegiance Retail Services formed



Supervalu to Supply Western Beef



Super Fresh store auction brings Canadian retailer Mrs. Green's to the region



Tasty Baking sold to Flowers Foods for \$165M



Wakefern big winner at auction of 25 Super Fresh units in MD, DC, DE



Joe Sheridan replaces retiring **Dean Janeway** at Wakefern



**In 2017, New Jersey Department of Agriculture Secretary Douglas H. Fisher (a former Thriftway store owner in Bridgeton, NJ) visited a Jack's Super Foodtown Supermarket in Bloomfield, NJ to highlight the many varieties of "Jersey Fresh" produce available at the height of growing season. Fisher (l) is joined here by (2nd from l-r): Tom Beaver, NJDA; Jack Shakoor, HAJ Supermarkets/Jack's Super Foodtown; Adam Shapiro, Jack's Foodtown; Vic Savanello and Dean Holmquist, Allegiance Retail Services. Savanello recently left Allegiance to join The Fresh Market as VP-produce.**



**McCaffrey's Markets, founded by Jim McCaffrey III in 1980, was one of the early pioneers of prepared foods and an emphasis on perishables. Using its skill as a "fresh" operator the Longhorn, PA independent debuted its newest format, "Simply Fresh," in Doylestown, PA in 2016. The 13,000 square foot unit was the company's fifth store. At the preview party the night before the opening were members of the retailer's leadership team (l-r): Fred Brohm, store manager Scott Kurtz and Jim McCaffrey IV. The retailer has since opened another unit, a conventional McCaffrey's store in Blue Bell, PA.**



**Even though its U.S. stores are small in stature (about 17,000 square feet), there has been no bigger in-**

**dustry disruptor over the past decade than Aldi. Owned by privately-held German discounter Aldi Sud, Aldi has operated in the U.S. since 1976. Jason Hart** joined the company in 1993 as a management trainee, rose through the ranks to become co-president and was named CEO of Aldi U.S. in 2015. He's led an ambitious new store expansion strategy, driven by price and private label merchandising, that's doubled the company's store count to more than 1,700 units over the past decade. The Batavia, IL-based discount chain is looking to add an additional 800 stores over the next four years.



**George "Mr. Warm & Fuzzy" Knobloch, COO of Key Food Stores,** is one of the reasons that his company has become the fastest growing retail group in the five boroughs of New York City over the past five years. At the 2016 FMI Midwinter Executive Conference held at the Fontainebleau Hotel in Miami Beach, Knobloch (r) took time out from a negotiating session with Mike Ridenour of Kraft/Heinz to pose for this photo.

2011

**COSTCO WHOLESALE**

Costco founder Jim Sinegal retires, Craig Jelinek will assume helm

2012

**GENUARDI'S**

Genuardi's exits Philly: 16 units go to Giant/Carlisle, others closed

**bloom**

Delhaize retires Bloom banner, will expand Bottom Dollar



Ron Burkle's A&P era ends as company exits Chapter 11, Sam Martin stays on as CEO

**SUPERVALU**

Supervalu suspends dividend, seeks asset review; Herkert fired

**BEST MARKET**

Best Yet Markets launches new banner - Best Market

**Acme Markets and the Philadelphia Eagles** have enjoyed a mutually fruitful partnership for more than a decade. In 2016, the two entities partnered on a "Swoop In and Win" promotion. At the Acme store in Folsom, PA, Acme executives and Philadelphia Eagles cheerleaders were on hand to present the winners of the contest and the store hosted two-minute shopping sprees for four winners. Among those on hand were (l-r): Bill Crosby, Acme Markets; Mandi, Philadelphia Eagles cheerleader; Rachel Weiner, Eagles Youth Partnership; Dan Croce and Sherry Caldwell, Acme Markets; Nicole, Philadelphia Eagles cheerleader; and Kim Gray, Acme Markets. Oh, by the way, the Eagles won Super Bowl LII in February 2018.



**The Foundation for Community Assistance (FUPAC) held its annual golf outing at St Andrews Golf Club in Hastings-on-Hudson, NY.** The charitable organization's objective is help and improve conditions of primarily Dominican families in need of food, medicine and education. At the 2015 event, Andreas Frias (l), FUPAC and C-Town, welcomes Jeffrey Perez (c) of Super Super and Mitchell Lopez of City Supermarkets to the outing.



**Returning to Chicago after a prolonged absence, the Food Marketing Institute (FMI) held its 2014 show at McCormick Place.** Smiling for our camera were Rich Durante (l) and Judy Spires of Balducci's/Kings Food Markets. Judy remains CEO of Balducci's/Kings while Durante now serves as executive VP for The Fresh Market.

2012



James McCann to replace retiring Schlicker at AUSA



Wawa's Howard Stoeckel retires



Fairway announces plans to go public

2013



Cerberus to gain SVU control in real estate driven deal, Sam Duncan named CEO



DC based Magruder's to liquidate after 138 years



PA House votes to privatize liquor sales



Larry Merlo



Stefano Pessina

**CVS and Walgreens, the two leading drug chains in the U.S., combined operate more than 17,000 stores and both companies have grown rapidly over the past 10 years.** Larry Merlo, CEO at CVS Health, has been with the Woonsocket, RI chain since 1990 and been a major change agent in the business, successfully negotiating to acquire healthcare insurance firm Aetna, a move which was announced last year, and taking over the pharmacy business at more than 1,800 Target stores nationally. Stefano Pessina is chief executive of Walgreens Boots Alliance (WBA), which operates drug stores in the U.S. as well as 25 other countries. The Italian-born merchant has been associated with WBA for more than 20 years and he led a partially successful attempt for Walgreens to acquire Rite Aid, the third largest drug chain in the U.S. After the FTC cited too much store overlap between the two companies, Walgreens purchased more than 1,900 stores for \$4.4 billion last year.



**The largest wholesale grocery wholesale co-op in the country and the supplier to ShopRite supermarkets which is the share of market leader in Metro New York and the Delaware Valley, Wakefern Food Corp. held its 2016 ShopRite Showcase food show at the New Jersey Convention & Expo Center in Secaucus, NJ.** These Wakefern executives are (l-r): Cheryl Williams, Bill Mayo, Nancy Alibrando and Chris Lane. Later that year, Lane was promoted to executive VP of the Keasbey, NJ-based distributor.



**Two of the most respected and best-known faces in the industry are Bill Derbyshire (l) and Jim Brennan, both with Liberty Coca-Cola.** They were attending the 2016 New Jersey Food Council (NJFC) Night of Distinction held at The Palace in Somerset, NJ.

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2013



Kroger expanding north with \$2.5B Harris Teeter purchase



Jonathan Weis named CEO as Hepfinger exits



Gordon Reid named president of Giant/Landover



The Fresh Grocer to become 50th Wakefern member



Walmart makes DC debut, names Doug McMillon president



Senior management buys Tops from Morgan Stanley



**Daryl Thomas, senior VP-sales and marketing** for Herr's Food, has been a mainstay on the food scene for more than 30 years. He's also a graduate of Saint Joseph's University's Executive Masters Program. In 2016, the Philadelphia-based academic institution inducted Thomas into its "Hall of Honor." Thomas (3rd from l) is joined here by his family and friends including (l-r): Jere Thomas, Herr Foods; Bob Higgins and Eileen Acello, Saint Joseph's University; Martha Thomas and Ed Herr, Herr Foods.



**After working in an antiquated facility since 1959, The Philadelphia Wholesale Produce Market (PWPM) opened a new state-of-the-art facility in Philadelphia in 2011.** Among those on hand for the event at the 20-acre site were (l-r): Sonny DeCrecchio, president of the PWPM; Philadelphia Mayor Michael Nutter; and Brian O'Neill, O'Neill Properties, the developer of the new facility. DeCrecchio remains top dog at the produce market while Nutter was termed out of office in 2016.



**One of the most impressive aspects of Wegmans' success is that most of its executive team has been promoted from within the organization, which has led to a loyal and strong operating culture.** At a Wegmans opening in Frederick, MD in 2011, three of those "loyalists" were on hand (l-r): Jack DePeters, Patty Kaminski and Tom DiNardo.

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of being the  
voice of the food industry



2013



Mars Super Markets to close Baltimore depot, goes with Bozzuto's

2014



Changes at A&P: **Sam Martin** out, Greg Mays interim CEO



Kurt Schertle elevated to COO at Weis Markets



Albertsons makes deal to acquire Safeway for \$9.2B



Inserra to own first non-corporate PriceRite store



Wegmans announces plans to enter Richmond market



Greg Foran



John Furner

**Walmart is so large (\$486 billion in annual sales) that it takes several top executives** to power its engines. Two of those captains are Greg Foran (l), 56, who is CEO of its U.S. stores and John Furner who serves as chief executive of the company Sam's Club, club store unit. The backgrounds of both leader couldn't be more different; Foran joined the Behemoth from Australian supermarket chain Woolworth in 2011. He headed the company's Asia division before coming to the U.S. to run its stores. Furner, 42, has spent his entire career with Walmart, starting in the stores much like his boss, Doug McMillon. He, too, spent some time with the company in Asia before returning to the U.S. in 2015 to become EVP-CMO at Sam's Club. He was named CEO two years later. Foran, a tenacious merchant, has helped turn around Walmart's business in the U.S. while Foran, who inherited a tough deck of cards, has struggled to achieve growth in the competitive club store channel, where it ranks behind Costco and BJ's. Earlier this year, Sam's Club announced it closed 63 stores.



**Owned for many years by the Irish Dairy Board, DPI Specialty Foods was acquired in 2015 by** Arbor Investments. The specialty foods distributor held its 2016 annual holiday merchandising show in Baltimore. On the show floor we spotted (l-r): Allen Sabry, Russ Blake and Jayson Folus, all with DPI; and Dick DiStasio (r), operating partner at Arbor Investments. Blake is DPI's CEO.



**Foxwood's Resort Casino was home to the Bozzuto's 2016** Independent Retailer Conference March 8-9. Food Trade News' Kevin Gallagher catches up with Chris Williams (l) of Stew Leonard's.



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| <b>Under Contract</b><br>West Pottsgrove, PA<br>36,000 SF | <b>Sold</b><br>West Chester, PA<br>56,000 SF | <b>Sold</b><br>Bensalem, PA<br>68,000 SF     | <b>At Lease</b><br>Eagleville, PA<br>37,373 SF | <b>Available</b><br>Berwyn, PA<br>≤54,618 SF | <b>Available</b><br>Sinking<br>Spring, PA<br>≤34,928 SF              | <b>Available</b><br>Philadelphia, PA<br>25,673 SF        | <b>Available</b><br>Washington<br>Township, NJ<br>≤42,000 SF |                                       |



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Balto indie group led by Benjy Green acquires 4 Farmer's Foods in VA



Christopher Michael retires as CEO of AWI, White Rose goes on sales block; C&S acquires control of AWI assets as marathon auction ups price to \$288M

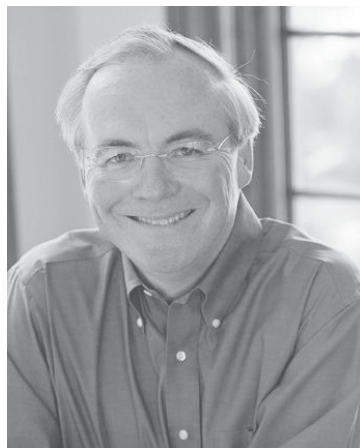


Aldi to acquire Bottom Dollar units from Delhaize America for \$15M, later reopens 66 units the fly the Aldi banner



Albertsons sells 168 stores as Safeway deal nears FTC approval

While attending the University of Kentucky in 1978, **Rodney McMullen** began working at a Kroger store in Lexington. It was the beginning of a relationship that's lasted 40 years. After graduation (he has a bachelor's and master's degrees in accounting), he advanced through the company's financial department becoming a VP in 1993. In 1999, he was promoted to EVP/CFO and became vice chairman of the largest pure play supermarket chain in the country in 2003. He was promoted again in 2009 to president and COO and, when veteran chief exec David Dillon retired in 2014, McMullen was elevated to the top spot. Although he's endured a bit of criticism from Wall Street for what some analysts believe is the company's unaggressive response to emerging merchants such as



amazon.com and changing retailers like Walmart, McMullen's steady approach has put the company in a solid position moving forward. Kroger stores are consistently well run, its management is flexible enough at the local level and it is improving its e-commerce template.



**The National Supermarket Association (NSA) was founded in 1989 to represent the interests of primarily independent Hispanic supermarket owners.** Most of its members are based in New York and over its nearly 30 years of existence, the organization has raised millions to help the community. At one its annual scholarship awards dinners held at Terrace on the Park in Corona, NY, hundreds of guests were on hand to see the NSA hand out more than \$60,000 in scholarship aid to help local students to continue their educations. This smiling trio happy to support the scholarship fund included David Corona (l) and Jason Ferreira (c) of Met Food and Hector Bueno of Associated.



**Mark "Mr. Smooth" Baum** has been involved with national food industry trade associations for virtually his entire career. He began his journey with the old NAWGA group in the 1980s and has been a key executive with ASMC (formerly the National Food Brokers Association), GMA and currently serves as senior VP of industry relations at FMI where he is also the association's chief collaboration officer. At the Food Marketing Institute co-joined show with the United Fresh Produce Association at Chicago's McCormick Place in 2016, we found the peripatetic Mr. Baum with Len Monheit (r) of FoodNavigatorUSA.com



**Susan Morris** began her Albertsons career in high school working in the stores in her native Denver. In her more than 30 years with the large supermarket chain, she's moved numerous times as she advanced through the ranks. Today, Morris is chief operations officer for the Boise, ID-based merchant. Our camera found her at this year's FMI Midwinter Executive Conference held at Doral National in Miami. Joining Morris (2nd from r) are this team of McCormick executives (l-r): Frank Duffy, Craig Reynolds and Bill Simon.

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With Bob Miller as CEO, Albertsons streamlines senior management team



Rod Antolock named H-T president, Morganthall becomes SVP at parent Kroger



Wegmans announces first metro NY store to be built in Brooklyn



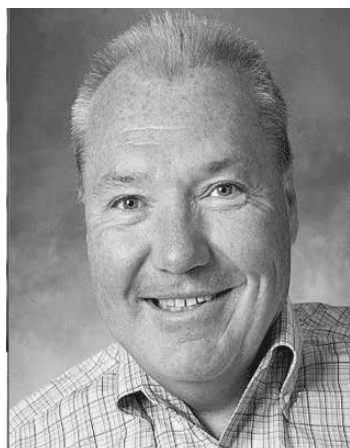
End near for A&P as it files Chapter 11 again; creditors, unions push back



Walgreens makes bid to acquire Rite Aid



Lidl breaks ground on VA depot ahead of 2018 U.S. debut



Craig Jelinek



Chris Baldwin

**The CEOs of the two largest club store operators are Craig Jelinek, (l) of Costco and Chris Baldwin of BJ's Wholesale Club.** Jelinek joined Costco in 1984 and started his career at a related (in style) merchant FedMart in Southern California. He succeeded his mentor, Jim Sinegal, who along with Sol Price (Price Club) virtually invented the club store model. When Sinegal retired in 2012, Jelinek was the unanimous choice to succeed him. Despite challenges from e-commerce and cross-shopping, Costco continues to hit it out of the park with innovative products and a great private label – Kirkland. As for Baldwin, after a long career in the CPG world (P&G, Kraft, Mondelez, Hershey), he was recruited to work on the retail/wholesale side of the desk in 2015. A year later he was named CEO replacing Laura Sen, who is now non-executive chairman of the Westborough, MA firm. BJ's is owned by private equity firms Leonard Green and CVC, which is reportedly looking to sell its 2011 investment. Sales-wise, BJ's is doing okay with its primarily East Coast locations, but when comparing metrics Costco is much stronger in both average store volume and sales per square foot.



**"Everybody loves Jimmy." Is there a more popular or harder working vendor than Bimbo's Jim Ostling?** Last year, industry notables gathered at Il Villaggio in Carlstadt, NJ to honor and surprise Jim on his 60th birthday. Ostling (c) gets birthday wishes from (l-r): Ken Thompson, ShopRite; Pat Shiels, Fairway Market; Joe McCarthy, Bimbo Bakeries; and Bruce Jones, Wakefern.



**In 2013, at the annual Ahold USA "Our Family" Foundation** golf outing in Hershey, PA more than 2,000 golfers were in attendance on multiple courses throughout the Central PA area. Terri Maloney (r) of *Food World/Food Trade News* is joined here by Ahold USA's Bhavdeep Singh. Maloney, who's been with parent firm Best-Met Publishing Co. since 1989, continues with the company as VP-editorial, while Singh, who left Ahold USA in 2015, is currently CEO of Fortis Healthcare, India's largest healthcare organization.

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2015



All A&P stores now closed, A&G Realty to help move unsold units

Former C&S exec Mark Gross succeeds **Sam Duncan** as SVU CEO

2016



PE firm Apollo agrees to buy The Fresh Market for \$1.36B



Walmart must pay \$187M off-the-clock class action lawsuit



Fairway Market seeks Chapter 11 relief



UNFI completes acquisition of Haddon House

**In 2014, Krasdale Foods held its annual selling show** at the Westchester County Center in White Plains, NY. The “Magical Buying Show” had customers and vendors pulling profits and deals out of thin air. Among those on hand were (l-r): Rich DeSimone, Alpha 1 Marketing; Andres Frias and Alex Frias, C-Town; and Dennis Hickey, Krasdale.



**One of the best trade shows** in the Northeast are the Bozzuto’s extravaganzas which occur twice a year at Foxwoods in Ledyard, CT. At the 2017 Summer Merchandising Marketplace we found George Motel (l) and Steve Heggelke (r) of Bozzuto’s, along with Heggelke’s daughter Britni, welcoming showgoers.



**Before she joined Best-Met Publishing Co.** as its marketing director in 2011, Karen Fernandez worked for several companies in the food industry including Key Impact, Sysco and Tulkoff’s. At the Food Marketing Institute’s (FMI) 2010 show in Las Vegas, we found Fernandez (r), then with Tulkoff’s, along with Don Ports (c) of J.O. Spice and Rebekka Popov, Tulkoff’s.



**Earlier this year, Safeway’s Eastern division held a “Strength of One”** Conference at the Gaylord in National Harbor, MD, recognizing store directors and some of their vendor partners. Welcoming everyone to the two-day event were Safeway’s Matt Boyd (l) and Tom Lofland. Lofland and Boyd, both industry veterans, joined the company’s Eastern division shortly after Albertson’s acquired the chain in 2015.

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2016



Mars Super Markets to shutter operations after 73 years; Weis to buy 5 stores



Philadelphia enacts beverage tax



Ahold Delhaize marriage consummated; Weis, SVU big store sell-off gainers



Shoppers to oversee Farm Fresh merchandising



James McCann resigns as AUSA COO, **Kevin Holt** to head all U.S.

de·cen·tral·i·za·tion  
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Ahold Delhaize moves to more decentralized U.S. merch model



Dick Boer



Frans Muller

**Once rivals in Europe and in the U.S.,** Dick Boer and Frans Muller are now figuratively joined at the hip and not because they're both Dutch. Since 2011, Boer has been chief executive of Ahold, the dominant retailer in the Netherlands (Albert Heijn). The company's U.S. operations, comprised of banners Stop & Shop, Giant/Martin's and Giant Food/Landover, contribute more than 60 percent of the retailer's overall revenue and are the dominant supermarket entity in the Northeast. Frans Muller began his retail grocery career with Dutch hypermarket operator Makro in the late 1990s and was a senior executive for German merchant Metro. He was recruited by Delhaize

to become CEO in 2013. Much like Ahold, Delhaize was the dominant food retailer in its home country – Belgium – and also saw most of its revenue derived from its U.S. properties – Food Lion and Hannaford. In 2015, the two European-based merchants announced a merger agreement which was completed a year later. Boer was named chief executive and Muller became deputy CEO and chief integration officer. Not surprisingly, the new company has practiced a more European business approach in the U.S. utilizing more process and systems. Earlier this month, Boer said he would be retiring in July and that Muller would succeed him as CEO.



**Celebrating its 40 anniversary in 2016, produce distributor Four Seasons Produce** also held its 25th annual golf outing that year at Fox Chase Golf Club in Stevens, PA. The event benefitted the Make-A-Wish Foundation. Greeting golfers at the outing were Four Seasons' management team (l-r): Wendell Hahn, David Hollinger, Ron Carkoski and Jason Hollinger. Hahn, who began his grocery industry career in the early 1970s, retired at the end of last year.



**At this year's C&S Wholesale Grocers' "Commitment To Community"** held at the York, PA Fairgrounds these industry notables were ready for action (l-r): Frank Puleo, Christopher Brown, C&S; Jeff Stauffer, Stauffer's of Kissel Hill; and Bob Palmer.



# Happy 40th Anniversary

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2017

Americas FOOD BASKET

David Siegel named new CEO at America's Food Basket

Publix

First Richmond area Publix opens



FTC forces Walgreens to reset Rite Aid deal, agrees to buy 1,932 stores



Mark Batenic retires as CEO of IGA, moves to chairman

amazon

Amazon buys Whole Foods



Mike Duffy named CEO at C&S



Mark Gross



John Ross

**There's a relationship between Mark Gross, CEO of Supervalu and John Ross, recently appointed chief executive at IGA.** Supervalu, the nation's second largest wholesaler, services IGA independent stores in the Midwest. They are also both 54 years of age. While IGA is an important customer, Gross has other priorities to deal with. Since taking over the beleaguered Eden Prairie, MN firm in 2016, Gross has sold SVU's Save-A-Lot discount unit and is attempting to unload its corporate stores division. Gross, an attorney by training, spent a decade working as a senior exec at C&S Wholesale Grocers, the nation's largest retail distributor. He's focused on Super-

valu becoming a pure play wholesale grocer by adding new customers and acquiring other distributors such as SVU's 2017 purchases of Unified Grocers and Associated Grocers of Florida. Ross comes to IGA with a background in both analytics (Inmar) and retail (Home Depot). His challenge will be to energize IGA's image in the U.S. and continue its fast growth track internationally where its banner is merchandised in more than 30 countries. He's got big shoes to fill; his two most recent predecessors are industry legends – Mark Batenic, now chairman, and Dr. Tom Haggai, chairman emeritus.



**After Publix acquired 10 stores from Martin's (Ahold/Delhaize USA) in 2016,** the retailer's much-anticipated entry into the Richmond Market occurred in July 2017 when it opened its first unit, a 49,000 square foot store in Glen Allen, VA which was "built from the ground up." On hand for the ribbon cutting were (l-r): Norman Badger, regional director, Publix; Chellie Peck, store manager, Publix; U.S. congressman Dave Brat; and Joey Riddle, district manager, Publix.



**One of the smartest and most controversial retail leaders of the past decade** was James McCann who was named Ahold USA's COO in 2012 and resigned in 2016. At the 2013 Ahold USA "Our Family" Foundation golf outing in Hershey, PA we captured a photo of Mr. McCann (r) who's with Ahold USA's Tracy Pawelski (l), one of the industry's best public affairs executives. In 2015, Pawelski also left AUSA and is currently in the advertising agency business in Harrisburg.



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## FOOD TRADE NEWS HAPPY 40<sup>TH</sup> ANNIVERSARY



Stop & Shop®



Wawa enters Washington, DC



Jim Donald returns to industry as president, COO of Albertsons



Albertsons to buy 2,500 Rite Aid stores in cash-stock deal



Tops seeks Chapter 11 protection



Walmart set to launch same-day grocery delivery in NYC

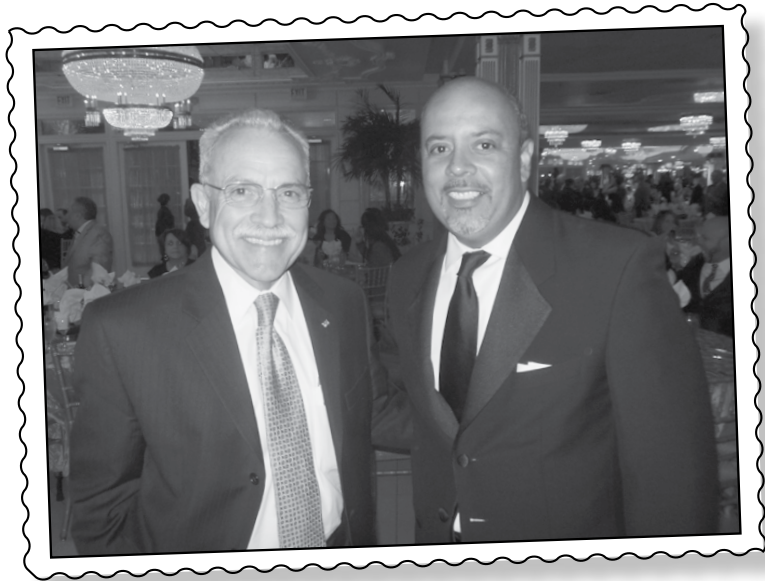
Perhaps he should be called the "Walmart Whisperer." **Marc Lore** was one of the hottest names in the digital world even before he sold Quidisi (diapers.com) to Amazon.com for \$545 million in 2010. In 2014, he created another start-up, jet.com, an e-commerce engine designed to function as a marketplace for members to access offerings from third-party merchant partners rather than having jet.com selling goods directly. He sold that company to Walmart for \$3 billion in 2016. Because of Walmart's need to upgrade its entire e-commerce platform, it essentially gave Lore the keys to its digital kingdom, naming him CEO of the big merchant's e-commerce business in the U.S. In his 18 months at the helm, Lore's making radical changes including acquiring and building incubator labs and cre-



ating a defined new culture at the Behemoth's beefed up digital unit. Lore's also involved in integrating some of Walmart's combined bricks and mortar and e-commerce operations, including its soon to be expanded same-day grocery delivery service.



**Despite challenging times for all grocery retailers over the past few years, one of the few success stories** has been the emergence and expansion of Sprouts Farmers Market. The Phoenix, AZ based chain opened its first store in the Mid-Atlantic earlier this year. Cutting the ribbon on a new unit in Ellicott City, MD. At the grand opening were (l-r): store manager Victor Vasquez, assistant store manager Kenny Dam, regional director Ryan Kelly and COO Dan Sanders, who was the president of Acme Markets from 2010-2012. Sprouts has new stores planned for Towson, MD and Philadelphia, PA.



**Los Rancheros Unidos Foundation, a charitable organization comprised of** approximately 50 independent supermarket owner (mainly based in New York City) which is devoted to bringing basic needs to the hometown where most of the owners originate from – Los Rancheros, Santiago, Dominican Republic - hosted its third annual banquet in 2015 at Leonard's of Great Neck in Long Island honoring Krasdale Foods and Alpha 1 Marketing. Nelson Eusebio (r) of Los Rancheros welcomes Goya's Francisco Companion to the gala.



**Another much anticipated market entry was that of German discounter Lidl,** which acquired more than 100 locations and spent hundreds of millions of dollars of infrastructure costs before they even opened a store. After nearly three years of planning and construction, the company elected to open its first 10 stores on the same day - June 15, 2017. At Lidl's unit on Providence Road in Virginia Beach, VA, U.S. CEO Brendan Proctor (r) poses with Boudewijn Tiktak, Lidl's EVP and chief commercial officer. Results after 10 months have been disappointing, and Lidl has slowed its pace of store openings.

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# Surviving Grocery Retail in the Next Five Years

By Craig Rosenblum

**W**e have all heard the definition of insanity is doing the same thing over and over again and expecting a different result. Given the actions of Amazon buying Whole Foods and the convergence of e-commerce and bricks-and-mortar retailing, I would submit that the grocery industry itself is not insane. However, the ability to succeed over the next 5 years is going to depend on whether or not you subscribe to a rational or irrational retailing philosophy.

## Driving Forces

The grocery industry is littered with examples of retailers who have chosen to ostracize themselves or be laggards in regards to understanding change in consumer demand, technology and competition. These driving forces, combined with the philosophy of saving your way to prosperity by removing cost and/or financial re-engineering versus focusing on how to drive shopper satisfaction and sales has proven fatal time and time again, as recently proven by Tops and Southeastern Grocers.

## Changing Consumer Demands

Today, consumers are in control and expect retailers and brands to provide value, quality, and convenience. Shoppers are looking for - and buying from - the companies who provide the most relevant and efficient solution to their needs. As an example, when a shopper has 20 minutes to get dinner on the table, she may opt for a ready-made meal that she can pick up curbside on her way from work. Conversely, if a shopper has a passion for cooking and time to prepare, she will buy from a grocer than can enable her to create beautiful dishes with the best ingredients. In both instances, these consumers are shopping for the best overall solution to fulfill their specific needs. While it's simple enough to segment shoppers based upon these behaviors, it becomes more complicated when one acknowledges that individual shoppers may vary behaviors in any given week. If a retailer's goal is to meet the shopper on any meal occasion or purchase need, then the retailer must have the right solution readily available at the right moment. That means grocers should be prepared to offer options such as multi-channel shopping (yes, the collision of



Craig Rosenblum

Brick-and-Mortar and eCommerce), multiple payment solutions, a memorable in-store experience, prepared meals or meal kits and more. If they don't, then they risk losing relevancy and revenue, because shoppers will turn to the retailers that do.

## Technology

The explosion and expediency in which new technology is coming to market is unprecedented (spoiler alert, it will get faster). Operationally, Amazon has already provided us all with a glimpse of scan-grab-go in-store checkout process, and Walmart (and others) have begun using robots to take inventory in-aisle in store. Additionally, voice assistants (Alexa, Google Home, etc.) are creating a new way for shoppers to buy. Purchases made through these devices are generating an influx of new streaming information and insights. If a retailer is going to participate in this channel then they need a way to analyze these data streams and combine them with existing data sets from other real-time sources. This is causing an increased demand for artificial intelligence and machine learning, both of which are significant investments. All of these emerging technologies are going to present a financial conundrum for leadership: funnel 1 - 2% net profit into these nascent technologies or risk losing a technological edge.

## Increased Competition

The definition of a "grocer" has blurred substantially within the past eighteen months. Groceries are truly everywhere...sold by just about everyone... in-store and online. Thanks to many different forces both inside and out of the food retailing industry, non-traditional players are entering the space in unexpected ways (for example, the recent announced partnership of Kohl's and Aldi).

Given this paradigm, shoppers have more options to choose as they shop for value, quality and convenience. This has sparked wars on price and value between behemoths Amazon and Walmart across online and off-line channels that drive down margins (or increase investment). While the true value players Aldi, Lidl and extreme hi-lo grocers ShopRite and Market Basket have the DNA and strategy to react, traditional grocers and especially independents are caught in the cross-hairs. Traditional retailers are forced to invest in new spaces (ecommerce, click & collect and home delivery) while simultaneously trying to defend against new players that are threatening their market share or market potential.

## Survival Of The Fittest

It's all about choice. As a shopper... what you eat... where you shop...what you buy... For retailers, it's no different. Am I going to make rational or irrational decisions to compete in this new world order? Retailers who chose to do things as they always have in the following manner will likely become the A&P's of the future. They will make choices to:

- Not share strategy, data and/or jointly develop tactics
- Have vendors, not partners
- Ignore transparency, data and analytics
- Focus on selling to everyone
- Ignore differentiating their banners and stores
- Slowly adapt to changing trends and avoid risk

Conversely those who choose to be more rational by focusing on changing consumer demands, technology and competition will likely thrive over the next 5 years and beyond. Competing successfully in the

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on page 114

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# Catching Up With Justin Dye - His Take On The Industry's Future

*Food World and Food Trade News* recently sat down with Justin Dye, former chief administrative officer for Albertsons to gauge his perspective of the grocery industry and to catch up on what he's currently doing since he left the Boise, ID chain in April 2017. We met at the offices of one of his new ventures, ripKurrent, in Boca Raton, FL.

**Food World/Food Trade News:** Since you left Albertsons last May, I know you've stayed busy. Tell our readers what you've been up to.

**Justin Dye:** I left Albertsons back in April and left really good friends. I'm really proud of our work and the business we built there. Working with Bob (Miller, Albertsons' CEO), Shane (Sampson, Albertsons' EVP-chief marketing officer), Wayne (Denningham, former Albertsons COO), Justin (Ewing, Albertsons EVP, corporate development) and the entire team there was a career highlight and I'm grateful for the experience and relationships. But, frankly, I wanted to spend time with my family. My family has been living in Florida for nearly four years and I felt it was time for me to re-entrench with them. My wife Jen and I have two boys - Carter, age 15 and Baker, age 13 - who love tennis. So, we travelled for tennis training and tournaments and I was dad and husband and had a lot of "honey-dos" on my list. So, I did that on the family side and then

about eight weeks into it I - with some encouragement from Jen as well - decided I needed to do something intellectually stimulating and that would make a difference from a business standpoint. So, I started evaluating different businesses that were interesting and that I understood. I thought about screening criteria such as: ability to solve problems and create significant value for customers; long-term growth potential, doing good for society; and ability to build a defensible position with business model and technology. I kept coming back to two businesses: one, digital media to create differentiated "on premises" experiences, to drive traffic for multi-use developments, retail stores and malls, and sporting stadiums; and, two, energy and thermal solutions to significantly reduce energy use and costs - good for the planet, society and lower costs - energy management controls and analytics, HVAC, refrigeration for the food retail business as well as distribution and manufacturing and a couple other verticals. We've launched two companies - ripKurrent Digital and ripKurrent Energy; both are growing quickly, and I am proud of the team that we are building.

**Food World/Food Trade News:** Tell us about some of the other ventures you are working on.

**Justin Dye:** I honored to be serving as a senior advisor for P.J. Solomon, an investment bank in New York that is growing rapidly. I have a lot of respect for the firm and my partner Scott Moses. We also have a small private equity business called Dye Capital, where we are making investments in technology and early stage companies and looking at, frankly, some good family-owned businesses that don't have succession plans.

**Food World/Food Trade News:** Much of your life has been linked to the grocery industry - starting with your family's ownership of independent grocery stores in Indiana to your 11-year run as a senior executive with Albertsons. Could you envision yourself getting back in the saddle someday to lead a food retailing

organization if the right opportunity came along?

**Justin Dye:** I clearly love the food business. I grew up in it. My grandfather owned a store called Young's Lucky Dollar, an IGA in Winslow, IN and I grew up in that business. My family has been in that business for a long time. I still have an uncle who cuts meat for Kroger in southwest Indiana. So, I would be lying if I said it wasn't in my bones. Under the right situation, the right opportunity, could I be back involved in the food industry? Absolutely! We are involved in it today, from a ripKurrent standpoint, because we think that we can solve a number of energy problems that will save retailers money today that they can reinvest into their business. Under the right circumstances, right situation, if someone would be interested in me, I would certainly listen, but I am quite happy with my life today.

**Food World/Food Trade News:** Even before you left Albertsons the entire grocery industry was in the midst of a major churn. What's it going to take for retailers to survive this sea change and when (if ever) do you think we'll see some stability return to the business? What tools will retailers need not only to remain in the game, but to create even greater differentiation?

**Justin Dye:** Let me say this - I view myself as a student of the business. I continue to observe, study, evaluate and learn. We are in swift-changing times. The industry has always been in a state of change, but the pace of change has increased dramatically recently. I believe that over the next five years you are going to see really incredible change. I predict that you are going to see strong food retailers respond aggressively to a new set of competitors. I think they will innovate and you will see the physical store changing as retailers create new experiences for customers, making it easier for shoppers. Clearly, this will be a process. Key changes will

See **CATCHING UP WITH JUSTIN DYE**  
on page 113



Justin Dye literally grew up in the supermarket business. His grandfather owned a store in his native Indiana and, although much of his early career was devoted to consulting and finance, he returned to his family roots when he left Cerberus Capital Management in 2006 to join AB Acquisition LLC (Albertsons) as chief strategic officer. In 2013, Dye was named chief operating officer of NAI (New Albertsons Inc.) before being named CAO in 2015. In addition to several new ventures he is undertaking, Dye currently serves as a director of Idaho First Bank. He earned a BA in political science with academic honors from DePauw University.



## CATCHING UP WITH JUSTIN DYE

From page 112

occur in layouts, store size, product assortment, digital and online integration, employee engagement models and supply chain simplification. I'd say the next five years will be incredibly exciting to see how people respond to customer needs and competitive threats. I frankly think two overarching principles create lasting need for food retail stores: first, people are social creatures and want interaction and, second, customers value shopping and selecting fresh foods, particularly produce. Human beings value communities; they enjoy interesting experiences, so I believe there is still a role for the grocery store. Size and shape may change and center store may get smaller, but I believe the best retailers will innovate and respond. Some will make it. Some won't. It is going to be an exciting five years ahead of us.

**Food World/Food Trade News:** Beyond the pillar of fresh foods, what are the differentiating factors, what are retailers going to need to do to separate themselves from the rest of the pack and survive?

**Justin Dye:** I think the "being all things to all people" strategy is doomed; there is not enough management time, skill and capital to go around. The stakes to play in digital, physical stores and supply chain are going up. Retailers need to pick their strategy and create teams to innovate and try things consistent with that strategy. Companies will need to be consistent with their strategy, whether it is price or differentiated experience and products. If you are in the middle without differentiation, life is hard and will only get harder. Creating simplicity in message, experience, differentiation and/or value is the deal. I think management teams that will win are going to be disciplined in what they do well and make the shopper experience simpler. A consumer's life is complicated and noisy today. Simple is better.

**Food World/Food Trade News:** Using your crystal ball, which retailers (by name) do you believe are best positioned to grow their businesses over the next three years? Which groups (by category – i.e. independents, regional chains, extreme discount merchants, club stores, etc.) are most vulnerable in your view?

**Justin Dye:** Let me answer your question this way without using names. Here are the characteristics of retailers that I believe are going to be dynamic and will do well in the future. One, you have to have a good balance sheet and you have to have enough dry powder to invest in your strategy. That is incredibly important. This is not that profound of a statement, but managing the business through the rearview mirror will not work going forward. Those that do are going to struggle. I would bet on companies that are nimble in decision making, willing to try and develop new experiences, and listen intently to their younger shoppers. I believe

you are going to see massive amounts of change over the next five years – technology-wise and in digital integration, product assortment, pricing and the blurring of the channels between pick-up, delivery to home and in-store shopping.

**Food World/Food Trade News:** There are a lot of independent groups, regional chains that are at or are coming to a crossroads. And whether those issues are generational/perpetuation, whether they are, as you mentioned, capital investment needs, technology needs. What happens to the companies that can't make it? There has not been a lot of M&A activity recently, PE has pretty much stepped aside, at least for now, so what happens?

**Justin Dye:** I think square footage will be rationalized. So, there will be stores that are closed, there are those that will be acquired by larger companies with stronger balance sheets and access to capital to invest in the future. I think that is what has happened. But, what is more interesting is that the folks that appear to be well-positioned today are the larger regionals. It is going to be really interesting to see what approach they take and how it changes over the next few years. Do they partner with digital companies through a commercial relationship, a joint venture or M&A? You know who the suspects are. I think that is going to be really interesting for these very strong regionals and what they choose to do. I think that could be the most interesting storyline over the next five to seven years. I believe that the weaker competitors who lack differentiation, local banner loyalty and don't own real estate will face mounting pressure. The market has never been more competitive. Shoppers have never had more alternatives to shop, both online and on premise. Like we have seen recently, more companies will go away and be absorbed – this is not that provocative of a statement.

**Food World/Food Trade News:** That's a good point. There are companies that are winning the battle today, but five years from now do the owners, the families, want to continue?

**Justin Dye:** If you look at any business, if you look at any sector, the companies that are highly differentiated – either on the experience or the quality side versus the ones on the cost, price side, the pure plays – those are the companies that have the best chance of winning long-term. The folks in the middle are challenged – if a company has a strong balance sheet, they may have enough time to figure it out; if they don't, I think you are going to see their stores get absorbed or close. That is just the way the chess board is going to be played out. The really most interesting story line is going to be the very powerful differentiated regionals and what happens, what decisions they make. Another story line will be the new concepts of online pure plays and hybrids of physical store and online looking to outflank retailers in niche or differentiated offerings. Innovation

and inspiration never rest!

**Food World/Food Trade News:** Now that it's fresh news, what's your perspective on the proposed Albertsons-Rite Aid deal?

**Justin Dye:** I'm like you. I am reading about it in the papers. I'm an alum and I am rooting for my old team to do well, but I'm not involved.

**Food World/Food Trade News:** Well, you formerly got to sit in the sky box. That was a little different perspective than those of us who sat in the general admissions.

**Justin Dye:** Let me say it this way. Bob Miller, Justin Ewing, Lenard Tessler, Scott Wille at Cerberus and their investor partners are incredibly smart. They know how to get good deals done. I have a lot of confidence in their acumen around making deals. John Standley is a very sharp guy and very good at deal making. So, from an outsider's perspective, which I am today, it looks like this is a really interesting proposition for both. I would say that both parties have won. There should be enormous synergies, on the PBM (pharmacy benefit management) side and on the pharmacy side. I think you have two very skilled management teams coming together. I am guessing that they see good growth synergies in merchandising food and health. They have a systematic approach to integration and synergies; they will deliver. I think the deal could be very interesting. I think both companies have gotten better by doing the deal. Rite Aid gets more scale, synergies and more revenue diversity, which I think is a good win for them. Albertsons gets more scale on pharmacy and gets into the PBM business, offering an independent alternative to other choices for employers. They also get access to public equity capital markets, which is important to compete against the larger players.

**Food World/Food Trade News:** Thank you.

*Next month's issues will feature an in-depth profile of Dye's new venture, ripKurrent.*



... I view myself as a student of the business. I continue to observe, study, evaluate and learn. We are in swift-changing times. The industry has always been in a state of change, but the pace of change has increased dramatically recently. I believe that over the next five years you are going to see really incredible change. I predict that you are going to see strong food retailers respond aggressively to a new set of competitors. I think they will innovate and you will see the physical store changing as retailers create new experiences for customers, making it easier for shoppers..."

future is going to require a clear and concise strategic plan that includes:

- **Differentiate Your Stores** – You have to stay out of the unsustainable middle ground by focusing on how you will differentiate your stores. As an example, if you select value (e.g. Aldi), structure your business so that you can best compete on price. If you select experience (e.g. Trader Joes), focus your efforts on building memorable moments for your shoppers.
- **Eliminate price as a vulnerability** – Be competitive, but don't get caught in the price war between the behemoths. To compete, you could consider how to deliver low prices on a one-to-one basis for shoppers versus discounting products for everyone.
- **Robust Private Label** – Be diverse and have a complete (value and premium) private label portfolio. This is your brand and billboard which cannot be duplicated and has tremen-

dous value. Wegman's has proven it works.

- **Organizational Design** – Retail of the future will require coordination and alignment across business units (marketing, merchandising, operations, technology/analytics and finance). Making strategic decisions in silos, as it is done today, will prevent the organization from having the ability to be fast and nimble, pivoting as needed to compete in our dynamic environment.
- **Data and Analytics** – It is all about the shopper and infusing shopper insights/behavior into every decision being made at retail today. It is essential to have tools that give easy access to information and reporting. Going forward, change will occur in real-time and you must be able to adapt accordingly.
- **Sound Financials** – The future will require a sound balance sheet and the ability to invest (stores remodels/re-designs, technology, meal-kits, etc.) for the changing environment. This

will require cost structure improvement and end-to-end understand of the cost-to-serve (down to the item level).

- **Omni-Channel Strategy** – You will need to meet your shoppers on their preferred shopping channels (in-store or online) and give them a way to still feel personally connected to you (and you to them). Learn where your shoppers want to shop and invest to make it the right experience.

The Starbucks and Alibaba store opened the end of last year in Shanghai (<https://youtu.be/T9JbcpOR2lw>) have already proven it can be done. This new store hits the perfect intersection of understanding the consumer, incorporating technology to drive the ultimate consumer experience and has set the competitive bar at a new height.

“Live long and prosper.” Embrace change, commit to your differentiator, be resourceful and financially sound, let data guide you and lastly, keep that personal connection. Your survival counts on it.

*Craig Rosenblum is senior director, enterprise retail at Inmar/Willard Bishop. He spends an extensive amount of time with fast moving consumer goods retailers and his expertise encompasses strategy development and tactical deployment in the areas of supply and demand including Merchandising, Marketing, Operations, Category Management, CPFR, and Activity-Based Costing. Prior to joining Willard Bishop, Craig led business development efforts for Prescient Applied Intelligence, Milton Merl Associates, and Crossmark. Rosenblum is a frequent speaker at industry leading events such as Grocery Manufacturers Association (GMA), National Grocers Association (NGA), and California Grocers Association (CGA) and has been published in Progressive Grocer, Supermarket News, Drug Store News and GMA Forum. He holds a B.S. degree in packaging science & technology is from Rochester Institute of Technology.*

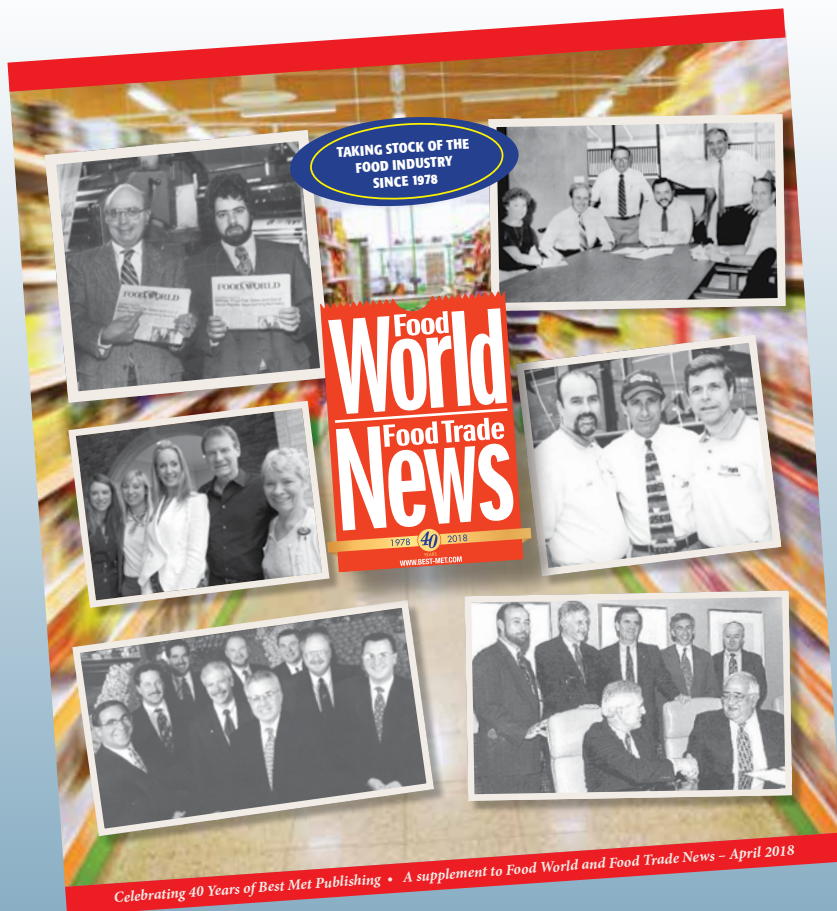
Thanks Jeff Metzger, still looking **GOOD** after 40 years



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