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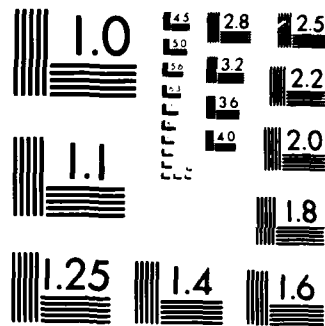
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GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDIX
FEMA REGION III

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For
Federal Emergency Management Agency
Washington, D.C. 20472
Contract EMW-C-0562

SYSTAN Report D180
September 1982

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GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDICES
FEMA REGION III

By
John W. Billheimer
Juliet McNally

For
Federal Emergency Management Agency
Washington, D.C. 20472
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APPENDIX A
REGIONAL DISTRIBUTION SUMMARY

FOOD DISTRIBUTION SUMMARY

REGION III

Approximately 87% of the food consumed in FEMA Region III is warehoused within the region. The table below summarizes the source and magnitude of all shipments from warehouses to supermarkets within the region. Three states, Virginia, Maryland and Pennsylvania, are largely self-sufficient, warehousing between 69% to 81% of their food supplies within their own borders. The other two states, West Virginia and Delaware, and the District of Columbia, are heavily dependent on out-of-state warehouses for food shipments. While only 37% of West Virginia's food supplies are warehoused within its state boundaries, none of the District of Columbia's and Delaware's food stocks come from within their own borders. Most of the food stocks going into West Virginia, the District of Columbia and Delaware are from neighboring states within the same region (Pennsylvania, Virginia and Maryland) so that interstate coordination will be required under crisis relocation conditions. In addition, almost 20% of West Virginia's and Delaware's food supplies come from another region (Ohio in Region V and New Jersey in Region II), highlighting a need for interregional coordination as well.

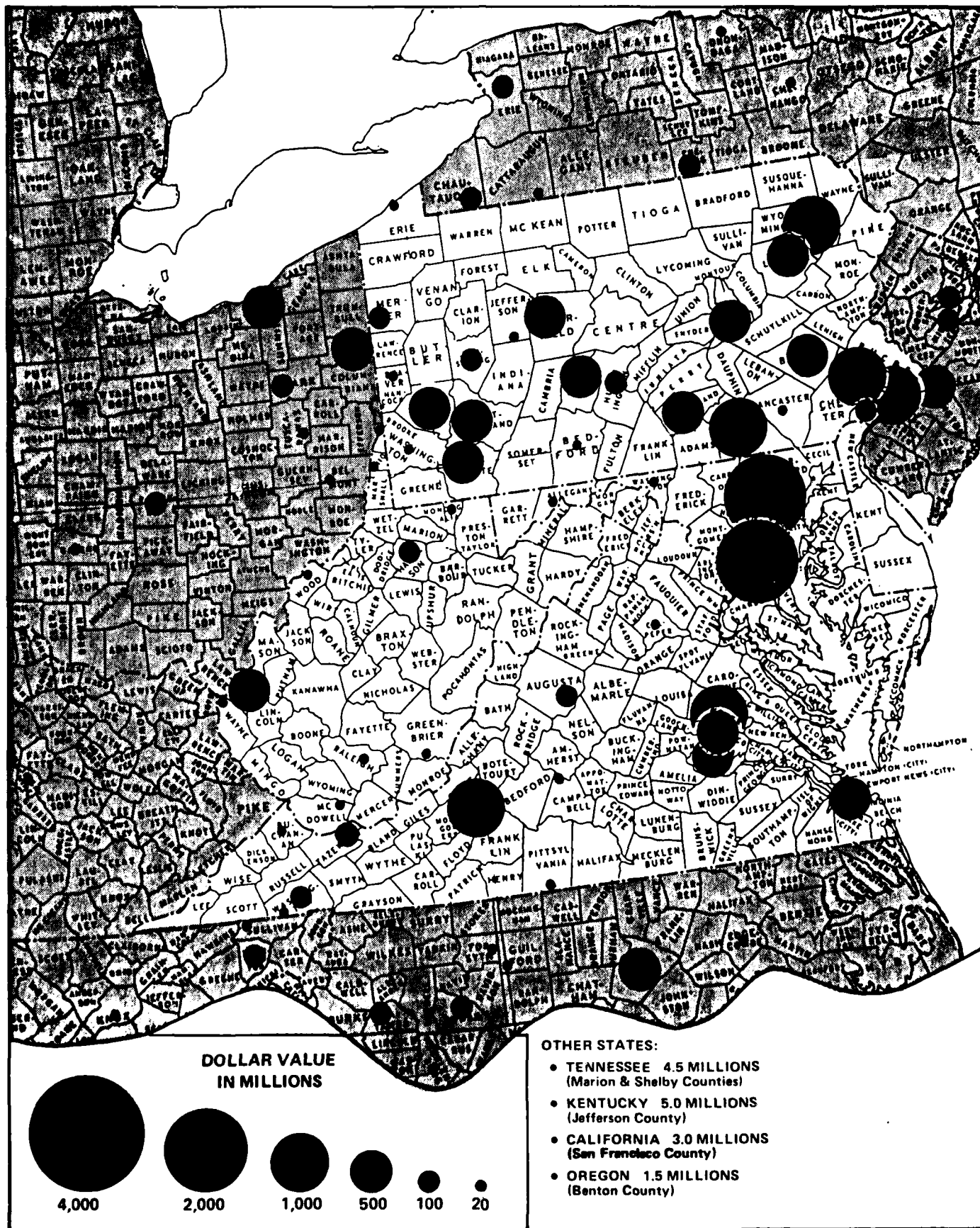
INTER- AND INTRA-STATE SHIPMENTS INTO FEMA REGION III

(Actual Cash Value in Millions of Dollars per Year)

DESTINATION

SOURCE	DC	DE	MD	PA	VA	WV
02 NJ	7	83	137	470	28	0
NY	0	0	0	387	0	0
03 MD	215	119	2,564	115	0	0
PA	16	34	387	5,720	0	0
VA	11	0	198	0	0	0
WV	0	0	0	0	0	0
04 KY	0	0	0	0	0	40
NC	0	0	0	0	400	10
TN	0	0	0	0	84	0
05 OH	0	0	0	562	4	257
09 CA	0	0	0	3	0	0
10 OR	0	0	0	0	2	0

DOLLAR VOLUME OF MAJOR FOOD DISTRIBUTION CENTERS REGION III



**SUMMARY OF INTRA- AND INTER-REGIONAL
FOOD SHIPMENTS
(Warehouse to Supermarket)**

FEMA Region No.	Intra-Regional Shipments		Shipments from Out-of-Region		Total Food Shipments
	(\$ Million/Year)	(% of Total)	(\$ Million/Year)	(% of Total)	(\$ Million/Year)
1	8,352	90.4	884	9.6	9,236
2	15,771	89.9	1,762	10.1	17,539
3	16,077	86.7	2,474	13.3	18,551
4	31,061	95.6	1,432	4.4	32,493
5	31,795	93.8	2,114	6.2	33,909
6	19,171	92.5	1,548	7.5	20,719
7	8,889	93.8	588	6.2	9,478
8	5,127	89.4	609	10.6	5,736
9	22,405	99.6	98	0.4	22,503
10	6,160	89.9	691	10.1	6,851

APPENDIX B
STATE SUMMARIES FOR FEMA REGION III

- District of Columbia
- Delaware
- Maryland
- Pennsylvania
- Virginia
- West Virginia

DISTRICT OF COLUMBIA SUMMARY

The statistical profile of food distribution in Region III shows that the District of Columbia is totally dependent on warehouses outside the district for its food supplies. None of the major distributors supplying food to District of Columbia residents is warehoused within the boundaries of the district. The chief supplier is Maryland, which warehouses 84% of the District's food stocks. In addition to Maryland, other Region III states (Pennsylvania and Virginia) supply 13% of the food consumed within the District. Thus interstate coordination will be essential in planning for the distribution of food to District of Columbia residents under crisis relocation conditions.

Most of the food coming from Maryland is in the hands of 5 distributors, while the remaining stocks warehoused in Pennsylvania, Virginia and New Jersey come mainly from 3 distributors.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the District of Columbia food support annex to include food distribution details which are consistent with regional food distribution patterns.

DELAWARE SUMMARY

The statistical profile of food distribution in Region III shows that Delaware is totally dependent on warehouses outside the state for its food supplies. None of the major distributors supplying food to Delaware residents maintain warehouses within the boundaries of the state. The chief out-of-state suppliers are a variety of distributors located in Pennsylvania, which warehouse roughly 54% of Delaware's food supplies. In addition, distributors located in Maryland account for 27% of Delaware's food stocks, while suppliers from New Jersey (Region II) account for the remaining 19% of Delaware's food supplies. Thus interstate as well as interregional coordination will be required in planning for the distribution of food to Delaware residents under crisis relocation conditions.

Most of the food coming from Pennsylvania is in the hands of 8 distributors, while stocks warehoused in Maryland are in the hands of 4 distributors. An additional 3 major distributors in New Jersey warehouse the rest of the food consumed in Delaware.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Delaware food support annex to include food distribution details which are consistent with regional food distribution patterns.

MARYLAND SUMMARY

The statistical profile of food distribution in Region III shows that the supermarkets of Maryland are largely served by warehouses located within the state. Approximately 80% of the food currently reaching Maryland residents is warehoused within the boundaries of the state. The chief out-of-state suppliers are a variety of distributors in Pennsylvania, which warehouse roughly 11% of Maryland's food stocks. Thus there will be some requirement for interstate coordination of food distribution to Maryland residents under crisis relocation conditions. Maryland itself plays an important role in the food supplies of other Region III states, supplying 84% of the food consumed in the District of Columbia, 27% of the food consumed in Delaware, and 18% of the food consumed in Virginia.

Five of the top ten distributors in Region III have warehouses in Maryland. These distributors account for 50% of the food stored for in-state consumption. An additional 4 distributors account for another 27% of Maryland's food supplies. Most of the food warehoused in other states is in the hands of distributors in Pennsylvania, and more than 6 distributors in Virginia, New Jersey and West Virginia.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Maryland food support annex to include food distribution details which are consistent with regional food distribution patterns.

PENNSYLVANIA SUMMARY

The statistical profile of food distribution in Region III shows that the supermarkets of Pennsylvania are largely served by warehouses located within the state. Approximately 81% of the food currently reaching Pennsylvania residents is warehoused within the boundaries of the state. The remaining food stocks are scattered among a variety of distributors in Ohio (Region V), New Jersey & New York (Region II), Maryland & West Virginia (Region III), and California (Region IX). Thus there will be some requirement for interstate as well as interregional coordination in planning for food distribution to Pennsylvania residents under crisis relocation conditions. Pennsylvania itself plays an important role in the food supplies of other states, supplying over half of the food consumed in Delaware, 20% of the food consumed in New Jersey, and 11% of the food consumed in Maryland.

Five of the top ten distributors in Region III have warehouses in Pennsylvania. These distributors account for 39% of the food stored for in-state consumption. An additional 32 distributors account for another 40% of Pennsylvania's food supplies. Most of the food warehoused in other states is in the hands of 12 distributors in New Jersey & New York, 7 in Ohio, and more than 7 in Maryland, West Virginia and California.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Pennsylvania food support annex to include food distribution details which are consistent with regional food distribution patterns.

VIRGINIA SUMMARY

The statistical profile of food distribution in Region III shows that the supermarkets of Virginia are largely served by warehouses located within the state. Close to 70% of the food currently reaching Virginia residents is warehoused within the boundaries of the state. The chief out-of-state suppliers are a variety of distributors located in Maryland, which warehouse roughly 18% of Virginia's food stocks. In addition to Maryland, distributors located in North Carolina (Region IV) account for 9% of the food consumed in Virginia. Thus there will be some requirement for interstate as well as interregional coordination in planning for the distribution of food to Virginia residents under crisis relocation conditions. Virginia itself plays a role in the food supplies of West Virginia, supplying 31% of the food consumed by West Virginia residents.

Six of the top ten distributors in Region III have warehouses in Virginia. These distributors account for 49% of the food stored for in-state consumption. An additional 15 distributors account for 17% of Virginia's food supplies. Most of the food warehoused in other states is in the hands of 7 distributors in Maryland, 8 in North Carolina, and more than 10 distributors in Tennessee, New Jersey, Pennsylvania, Ohio and Oregon.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Virginia food support annex to include food distribution details which are consistent with regional food distribution patterns.

WEST VIRGINIA SUMMARY

The statistical profile of food distribution in Region III shows that West Virginia is heavily dependent on warehouses outside the state for its food supplies. Only 37% of the food currently reaching West Virginia residents is warehoused within the boundaries of the state. The chief out-of-state suppliers are a variety of distributors located in Virginia, which warehouse roughly 31% of West Virginia's food stocks. In addition, distributors located in Ohio (Region V) supply 19% of the food consumed in West Virginia. Thus interstate as well as interregional coordination will be required in planning for the distribution of food to West Virginia residents under crisis relocation conditions.

Within West Virginia, 11 distributors account for 36% of the food stored for in-state consumption. Most of the food coming from other states is in the hands of 8 distributors in Virginia, 11 in Ohio, and more than 11 in Pennsylvania, Maryland, Kentucky and North Carolina.

The statistical profile describing food distribution in Region III, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the West Virginia food support annex to include food distribution details which are consistent with regional food distribution patterns.

APPENDIX C
TOP TEN DISTRIBUTORS

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 03

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
1 A & P TEA CO	7	1,926,500	326	5,910
A & P TEA CO/BALTIMORE				
BALTIMORE MD		762,000	113	6,743
A & P TEA CO/RICHMOND				
RICHMOND VA		351,500	67	5,246
A & P TEA CO (PLUS DISCOUNT)				
FLORENCE NJ		300,000	41	7,317
A & P TEA CO/ALTOONA				
ALTOONA PA		259,000	62	4,177
A & P TEA CO/PHILADELPHIA				
YEADON PA		247,500	41	6,037
A & P TEA CO/LOUISVILLE				
LOUISVILLE KY		5,000	1	5,000
A & P TEA CO/CHARLOTTE				
CHARLOTTE NC		1,500	1	1,500
2 ALPHA BETA	3	1,575,000	253	6,225
AMERICAN STORES CO				
PHILADELPHIA PA		894,000	123	7,268
TOWSON MD		390,000	71	5,493
FORTY FORT PA		291,000	59	4,932
3 SAFEWAY STORES	2	1,390,500	227	6,126
SAFEWAY STORES INC				
LANDOVER MD		935,000	153	6,111
CHESTER VA		455,500	74	6,155
4 RICHFOOD	1	1,050,750	312	3,368
RICHFOOD INC				
MECHANICSVILLE VA				
5 GIANT FOOD INC (MD)	1	1,034,000	128	8,078
GIANT FOOD INC				
LANDOVER MD				
6 WETTERAU FOODS	3	953,500	264	3,612
FOX GROCERY CO				
BELLE VERNON PA		461,250	135	3,417
G H DELP CO				
TEMPLE PA		286,250	63	4,544
FOX GROCERY CO				
MILTON WV		206,000	66	3,121

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 03

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
7 S M FLICKINGER	4	940,250	240	3,918
P A & S SMALL COMPANY				
YORK PA		702,000	187	3,754
S M FLICKINGER CO				
JAMESTOWN NY		118,250	27	4,380
ELMIRA NY		102,250	22	4,618
COLUMBUS OH		17,750	4	4,438
8 KROGER	3	915,000	141	6,489
KROGER CO				
SALEM VA		532,000	85	6,259
OLON OH		322,000	48	6,708
COLUMBUS OH		61,000	8	7,625
9 FLEMING	2	779,000	194	4,015
FLEMING CO/THRIFTWAY DIV				
OAKS PA		721,750	163	4,428
FLEMING CO INC				
WAYNESBORO VA		57,250	31	1,847
10 GRAND UNION/COLONIAL STORES	4	599,500	107	5,603
GRAND UNION CO/WASHINGTON DIV				
LANDOVER MD		308,000	48	6,417
COLONIAL STORES				
NORFOLK VA		243,000	49	4,959
RALEIGH NC		42,000	8	5,250
GRAND UNION CO HQ				
ELMWOOD PARK NJ		6,500	2	3,250

APPENDIX D

SAMPLE REALLOCATION PLAN

FOR

THE RICHMOND RISK AREA CONGLOMERATE

INTRODUCTION

Nuclear Civil Protection (NCP) Planning encompasses two strategies: in-place protection and crisis relocation. Under the crisis relocation strategy, people from areas threatened by a high risk of nuclear attack will be relocated to hosting areas judged to be safely removed from the hazardous effects of nuclear explosion. The existing food distribution system must then be adjusted and reconfigured to meet the needs of the relocated population.

This plan has been developed to provide a quantitative picture of food distribution networks serving the Richmond risk area and its host counties before and after relocation. It discusses the adjustments and strategies entailed in the proposed reallocation plan. In addition, it addresses the problem of transportation stress experienced by major distributors as a result of the reconfiguration of the existing food distribution system.

RICHMOND RISK AREA CONGLOMERATE
SUMMARY OF EXISTING FOOD DISTRIBUTION SYSTEM

Under crisis relocation conditions, approximately 597,000 residents currently living in the Richmond risk area (which includes Richmond City, Colonial Heights, Hopewell, Henrico County, and parts of Petersburg, Hanover County, Chesterfield County, Dinwiddie County, Prince George County, and Nottoway County) will have to relocate to lower-risk host areas within Virginia. Exhibit 1 illustrates the evacuation pattern of the Richmond risk area.

The statistical profile of food distribution in the Richmond Risk Area Conglomerate shows that area residents are largely served by warehouses located within the Conglomerate. Close to 70% of the food currently reaching area residents is warehoused within a 10-mile radius of the City of Richmond. An additional 17.5% of the area's food stocks come from within the state of Virginia, mainly from Norfolk and Salem. Out-of-region suppliers (North Carolina and Tennessee in Region IV) account for another 10% of the Conglomerate's food stocks.

Within the Conglomerate, Richfood Inc., Safeway Stores and A & P Tea Co., which maintain warehouses in or near Richmond City, account for almost 70% of the food stored for in-area consumption. These three distributors supply roughly 87% of the food consumed in the Richmond risk areas, and 48% of the food consumed in the host counties. Most of the food warehoused outside the Conglomerate comes from 2 distributors in Norfolk, Virginia (Colonial Stores and Pantry Pride), and 2 in Raleigh, North Carolina (Winn-Dixie and Colonial Stores). The current annual sales volume of each distributor serving the conglomerate is listed by county in Attachment A-1.

Of the three major distributors, Richfood Inc. supplies almost 36% of the Conglomerate's retail food stores, while Safeway and A & P command 23% and 11% of the market respectively. Exhibit 2 details the market share of these distributors in the risk and host area. The geographic area covered by each of these three distributors is roughly identical, serving primarily a variety of counties and independent cities within the state of Virginia, including the risk areas of Norfolk and Lynchburg in addition to Richmond. The service area of Richfood Inc. extends into the risk area of Baltimore in Maryland, and the north central part of North Carolina, including the risk areas of Raleigh and Winston-Salem.

EXHIBIT 1
 RICHMOND RISK AREA CONGLOMERATE
 EVACUATION PATTERN

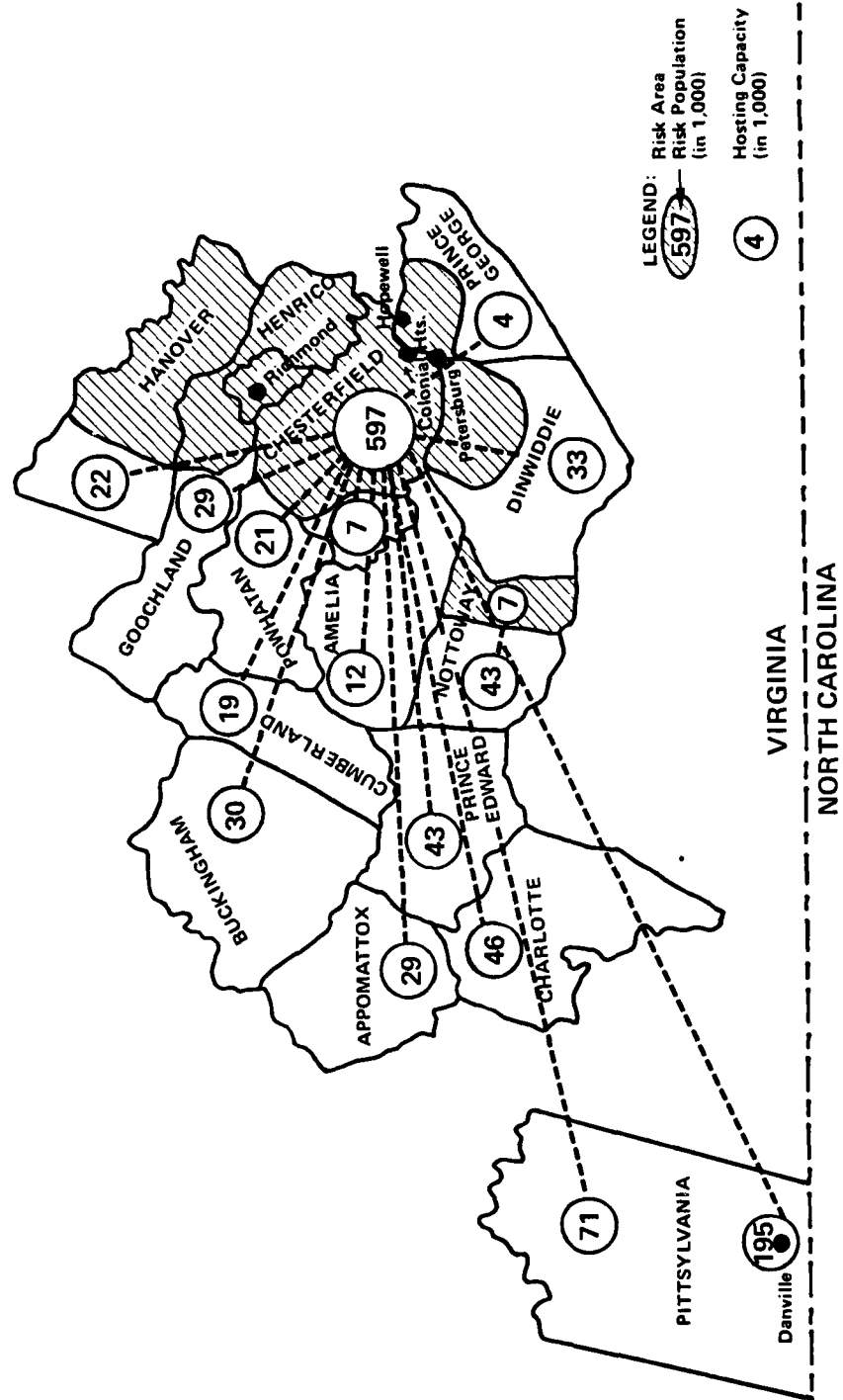
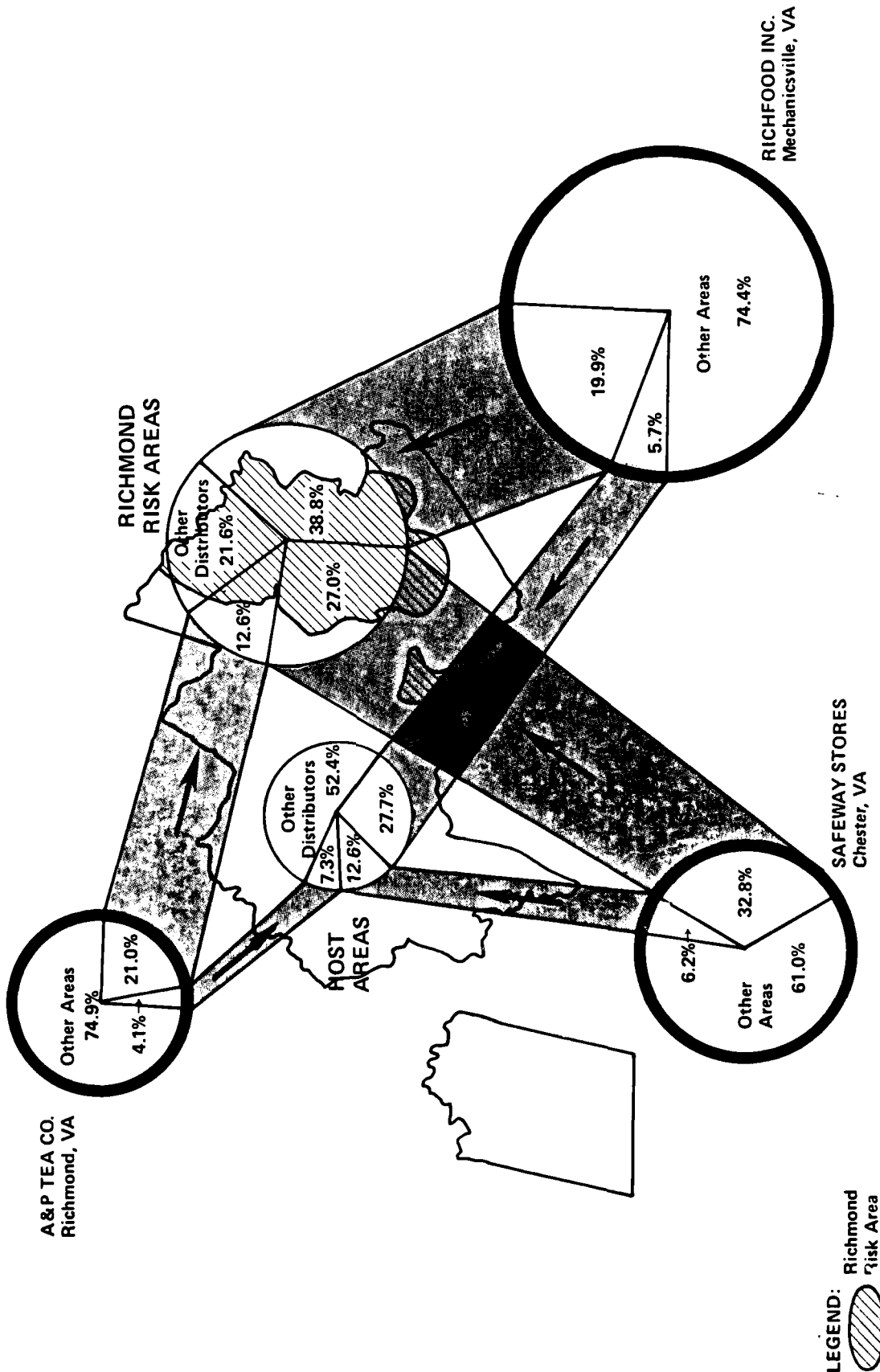


EXHIBIT 2

MAJOR SOURCES OF SUPPLY TO RICHMOND RISK AREA CONGLOMERATE CURRENT DISTRIBUTION PATTERN



RICHMOND RISK AREA CONGLOMERATE
PROPOSED FOOD DISTRIBUTION SYSTEM ADJUSTMENTS
FOR CRISIS RELOCATION

The chief adjustment in the food distribution system in support of the crisis relocation strategy entails the shift of supplies from risk area retail outlets to host area retail outlets and mass feeding centers. In general, Richmond wholesale warehouses serving the conglomerate population before evacuation will continue to do so after evacuation by shifting deliveries from their risk area stores to their host area stores. Food will be delivered to relocatees through a combination of retail outlets and mass feeding centers. Wholesale warehouses with no host-area outlets will supply mass feeding centers directly. Major food processing activities in the risk area will continue operations throughout the evacuation period. Detailed reallocation for each distributor serving the conglomerate may be found in Attachment A-2.

In addition to the redirection of flow suggested in the plan, distributors should consider using a shuttle system in which full trailers are left in the host area as storage depots, emptied, and replaced with another trailer load on the return trip. This mode of operation would alleviate much of the need for additional storage space, but it could also increase the requirement for trailers as much as 100%, depending on the transportation stress level experienced by individual warehouse. Another modification of the food distribution system would involve redirecting incoming shipments to available warehouse space in the host areas. Emergency warehouse space can be converted from available unused buildings or commandeered from less critical industries in the host areas. NCP planners surveying the host areas should be on the lookout for suitable warehouse space.

Exhibit 4 shows the revised distribution plans for the three major distributors serving the Richmond conglomerate. These plans have been expressed both in terms of a percentage increase in shipments to the distributor's stores in individual counties, and in terms of the estimated increase in tonnage of essential commodities going to each county. Host area residents and evacuees lodged with host area residents, will obtain food through their customary retail outlets. Evacuees lodged in congregate care facilities will obtain food through a combination of mass feeding centers and retail outlets.

Section 3.B.2 also shows the percentage of truck capacity by weight and volume devoted to the shipment of critical foodstuffs. As an additional planning aid, this information is broken down into case- and pallet-loadings for two truckloads capable of feeding 3,800 citizens (See Attachment B). Suggested shipping guidelines on essential foodstuffs for wholesalers serving the host area retail outlets may be found in Section 3.B.1.

Although the total post-relocation demand for food in each county can be estimated in advance, the exact split between mass feeding centers and retail outlets will not be known until the relocation is accomplished. The need for mass feeding centers is largest in Danville, which hosts the largest share of evacuees (32% of the total risk population). The demand for food in this host area is likely to exceed the capacity of the local retail outlets. The outlets of Richfood and Safeway Stores will experience demand increases in excess of 500% in the absence of any mass feeding centers. Hence the establishment of mass feeding centers should be an integral part of the planning process in Danville. In the absence of mass feeding centers, retail store throughput is likely to exceed 500% of normal demand in several other jurisdictions, including Buckingham, Cumberland, Goochland, Nottoway, Pittsylvania and Powhatan counties. Hence mass feeding centers should receive high planning priorities in these counties as well.

EXHIBIT 3

MAJOR SOURCES OF SUPPLY TO RICHMOND RISK AREA CONGLOMERATE POST-RELOCATION PATTERN

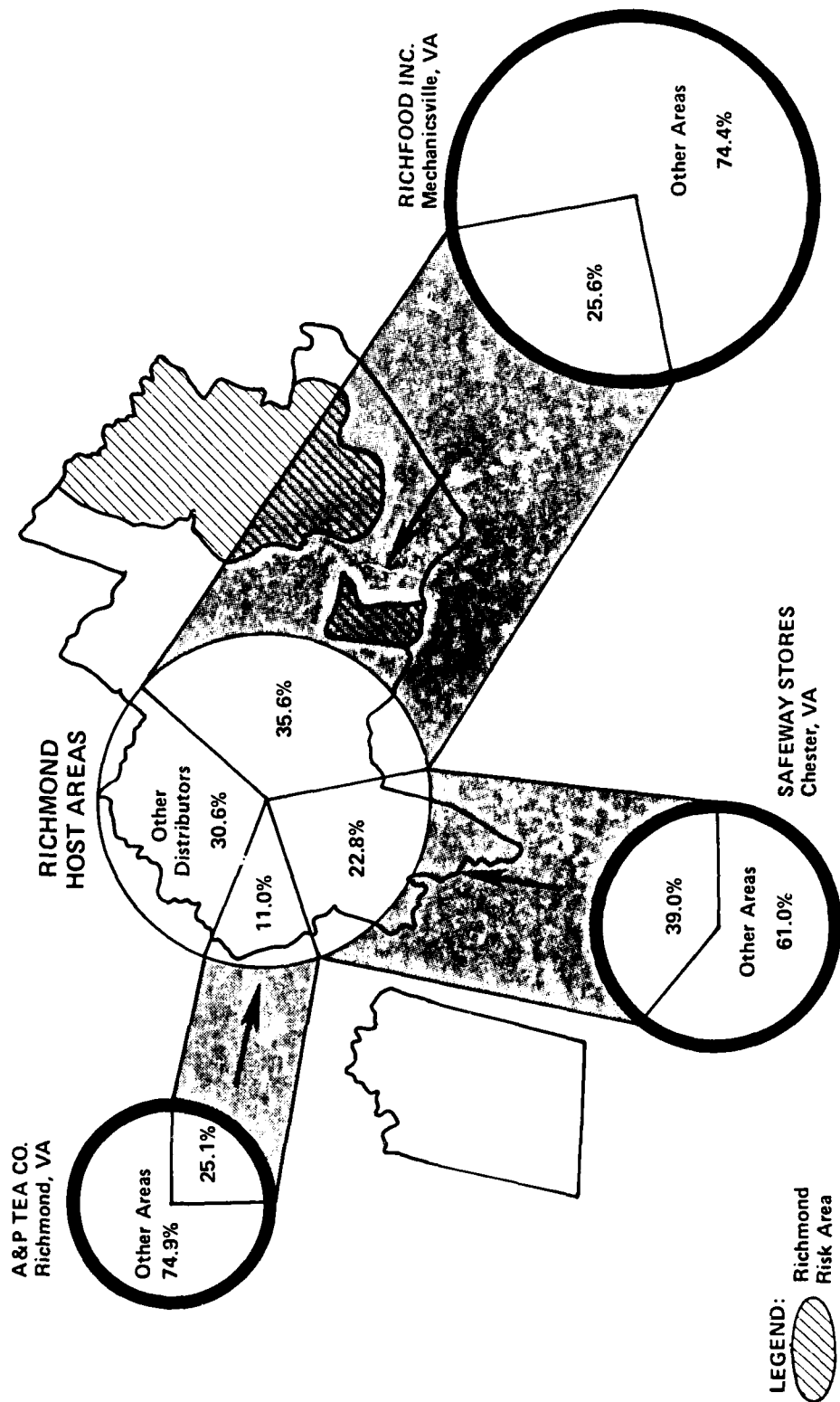


EXHIBIT 4

REALLOCATION PLAN FOR A & P'S RICHMOND (VA) WAREHOUSE TO THE RICHMOND RISK AREA CONGLOMERATE

1. Cease shipments to all risk area supermarkets.
2. Redirect food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship- ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Chesterfield, VA	100%	0.0
Danville, VA*	469%	247.2
Dinwiddie, VA	500%	30.5
Hanover, VA	178%	19.8
Nottoway, VA	MFC	744.6
Petersburg, VA*	100%	0.0
Pittsylvania, VA	500%	388.6
Prince Edward, VA	212%	34.6
Prince George, VA	316%	53.0

TRANSPORTATION STRESS:

Imposed by Richmond Evacuees only: 3.7
Estimate d overall total for entire warehouse: 1.4

Implications : No increase in driver or equipment is required.
By utilizing the transportation equipment to capacity, it is estimated that up to 25% of the existing trailers could be spotted for on-site storage in the host area. If more trailers are to be used for storage, it is estimated that one extra trailer will be needed for each additional trailer used in this manner.

+ Edible Weight
* Independent City
MFC Mass Feeding Centers

REALLOCATION PLAN FOR SAFEWAY'S CHESTER (VA) WAREHOUSE
TO THE RICHMOND RISK AREA CONGLOMERATE

1. Cease shipments to all risk area supermarkets.
2. Redirect food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship- ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Chesterfield, VA	100%	0.0
Danville, VA*	MFC	2,657.1
Dinwiddie, VA	500%	223.4
Hanover, VA	174%	63.0
Petersburg, VA*	100%	0.0
Prince Edward, VA	500%	246.3
Prince George, VA	182%	14.1

TRANSPORTATION STRESS:

Imposed by Richmond Evacuees only: 8.3

Estimate d overall total for entire warehouse: 1.8

Implications: 20% increase in drivers is required. No increase in equipment is required, unless trailers are used for on-site storage in the host area. It is estimated that one extra trailer will be needed for each trailer employed for storage.

+ Edible Weight

* Independent City

MFC Mass Feeding Centers

REALLOCATION PLAN FOR RICHFOOD'S MECHANICSVILLE (VA) WAREHOUSE
TO THE RICHMOND RISK AREA CONGLOMERATE

1. Cease shipments to all risk area supermarkets.
2. Redirect food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship -ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Amelia, VA	490%	240.0
Appomattox, VA	504%	580.0
Buckingham, VA	500% + MFC	600.0
Charlotte, VA	281%	167.4
Chesterfield, VA	107%	35.4
Cumberland, VA	MFC	380.0
Danville, VA*	500% + MFC	995.8
Dinwiddie, VA	500%	190.5
Goochland, VA	MFC	190.5
Hanover, VA	175%	91.7
Nottoway, VA	200%	53.9
Petersburg, VA*	100%	0.0
Pittsylvania, VA	463%	165.3
Powhatan, VA	MFC	420.0
Prince Edward, VA	500%	246.3
Prince George, VA	100%	0.0

TRANSPORTATION STRESS:

Imposed by Richmond Evacuees only: 3.6
Estimate d overall total for entire warehouse: 1.4

Implications : No increase in driver or equipment is required. By utilizing the transportation equipment to capacity, it is estimated that up to 25% of the existing trailers could be spotted for on-site storage in the host area. If more trailers are to be used for storage, it is estimated that one extra trailer will be needed for each additional trailer used in this manner.

+ Edible Weight
* Independent City
MFC Mass Feeding Centers

RICHMOND RISK AREA CONGLOMERATE TRANSPORTATION STRESS

To explore quantitatively the extent of the strain placed on the local delivery system of a warehouse as a result of crisis relocation, a transportation stress factor (defined as the ratio of post-evacuation ton-miles to pre-evacuation ton-miles) is estimated for the three major distributors serving the Richmond Risk Area Conglomerate. From the standpoint of the Richmond Risk Area, the transportation stress factor can be considered to have two components:

- (1) Additional mileage imposed by the movement of Richmond residents away from their normal source of supply.
- (2) Mileage requirements imposed by the continued operation of the remaining distribution network, some of which will be reconfigured in response to other risk area movements.

The transportation stress imposed by the relocation of Richmond alone ranges from 3.6 in the case of Richfood's Mechanicsville warehouse and A & P's Richmond warehouse to a high of 8.3 experienced by Safeway's Chester warehouse. These stress factors would be cause for concern if they represented the entire distribution volume of these warehouses. However, food shipments into the Richmond Risk Area Conglomerate account for only two-fifths of the sales from Safeway's Chester warehouse, and only 25% of the warehouses of Richfood and A & P. Remaining shipments from these warehouses are scattered throughout Virginia, North Carolina, Maryland, and West Virginia, and are not significantly affected by crisis relocation. The relative stability of these long distance shipments will serve to offset the effects of movement out of the Richmond conglomerate. In order to assess the consequences of crisis relocation on a particular warehouse, the transportation stress factor must be computed for the entire geographic area served by the warehouse.

Although the detailed evaluation of other Virginia risk conglomerates was beyond the scope of the current study, it is possible to develop a rough estimate of transportation stress for the remainder of each distributor's service area by using approximation techniques developed in earlier SYSTAN work (Food System Support of the Relocation Strategy, September, 1975). Using this technique, the total transportation stress for the three major Richmond distributors can be estimated. This stress ranges from 1.4 for A & P (Richmond warehouse) and Richfood (Mechanicsville warehouse), and 1.8 for Safeway (Chester warehouse). Since research has shown that existing transportation equipment is not generally used to capacity, driver and vehicle productivity can be increased by relaxing

regulatory constraints (e.g. relaxing driver restrictions and weight limitations) and improving utilization of existing equipment (e.g. shipping only full-pallet loads; eliminating slack in current vehicle schedule; relaxing maintenance requirements; shipping only essential items; and eliminating light loads). By implementing these productivity improvements, it is estimated that no increase in drivers for A & P's Richmond and Richfood's Mechanicsville warehouses, while a 20% increase in drivers is called for at Safeway's Chester warehouse.

Whenever trailers are shuttled and used for host area storage, it is estimated that one additional trailer will be needed for each trailer employed for storage if the transportation stress level experienced by the warehouse exceeds 1.8. As the stress level falls below 1.8, some existing trailers may become available for host area storage. The number of trailers which can be used in this fashion increases as the stress level drops. At a stress level of 1.0, it is estimated that as much as 50% of the existing trailer fleet could be used for on-site storage in the host areas.

ATTACHMENT A-1

RICHLAND RISK AREA CONGLOMERATE EXISTING SUPERMARKET SALES (\$1,000/YEAR)

DISTRIBUTOR LOCATION	RICHLAND RISK-1 AREA	AMT/2A	AMT/1 WATER	BUYING RM	CHARLOTTE FIELD	CHAMPS LAND	N O S T DANVILLE				A R E A S DIMMIDIE				COUCH LAND	MANOVER	NOTTOWAY	PITT- SYLVANIA	POWATAN	PRINCE EDWARD	PRINCE GEORGE	TOTAL
A & P Tea Co	75895	0	0	0	0	4000	0	3266	371	0	1739	0	4734	0	1590	1197	91500					
Richmond, VA																						
Central Carolina	0	0	0	0	0	0	0	2041	0	0	0	0	2954	0	0	0	5000					
Kenneraville, NC																						
Colonial Stores	49677	0	0	0	2927	0	0	0	1484	0	5700	0	0	0	0	0	61000					
Marfak, VA																						
Colonial Stores	52809	0	0	0	0	0	0	4879	0	0	0	0	3302	0	5000	0	17000					
Richmond, NC																						
Blue Station Stores	0	0	0	0	0	0	0	1225	0	0	0	0	3735	0	0	0	3000					
Chattanooga, TN	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1000					
Wynboro, VA	1314	0	0	0	0	0	0	0	106	0	0	0	0	0	0	0	1000					
Food Town Stores																						
Salisbury, NC	0	0	0	0	0	0	0	2050	0	0	0	0	4142	0	0	0	7000					
Food World Inc																						
High Point, NC	0	0	0	0	0	0	0	4083	0	0	0	0	5917	0	0	0	10000					
Giant Wks Grocery																						
Landover, MD	12951	0	0	0	0	2047	0	0	0	0	0	0	0	0	0	0	15000					
J W Wyatt																						
Manassas, VA	0	0	0	0	0	0	0	4287	0	0	0	0	6213	0	0	0	10500					
Frederick, VA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	22000					
Shinn, VA	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7500					
Shinn, VA	3000	0	0	0	0	0	0	612	0	0	0	3000	808	0	0	0	15000					
Shinn, VA																						
Shinn, VA	0	0	0	0	0	0	0	612	0	0	0	0	808	0	0	0	3500					
Shinn, VA																						
Pantry Pride Inc																						
Marfak, VA	40707	0	0	0	0	0	0	0	866	0	0	0	0	0	0	0	4000					
Quality Foods																						
Lynchburg, VA	0	0	1500	750	0	0	0	0	0	0	0	0	0	0	0	0	2700					
Richmond Inc																						
Mechanicsville, VA	232695	3000	7000	3750	4500	25033	0	1531	2320	0	5906	2825	2219	0	3000	541	297000					
Salem, VA																						
Salem, VA	161969	0	0	0	0	14341	0	0	2721	0	4120	0	0	0	3000	819	100000					
Chattanooga, TN																						
Winn-Dixie																						
Blair, NC	21702	0	0	0	0	4070	0	4083	0	0	0	0	0	0	5000	509	41000					
TOTAL	608671	3000	8500	4500	4500	51340	0	38479	2948	0	17137	5670	55773	0	17500	1175	870750					

1 Includes Richmond City, Colonial Heights, Hopewell, Harrison County, and parts of Petersburg, Dinwiddie County, Stafford County, and Middleburg County.

2 Partly risk and partly host

3 Data not available

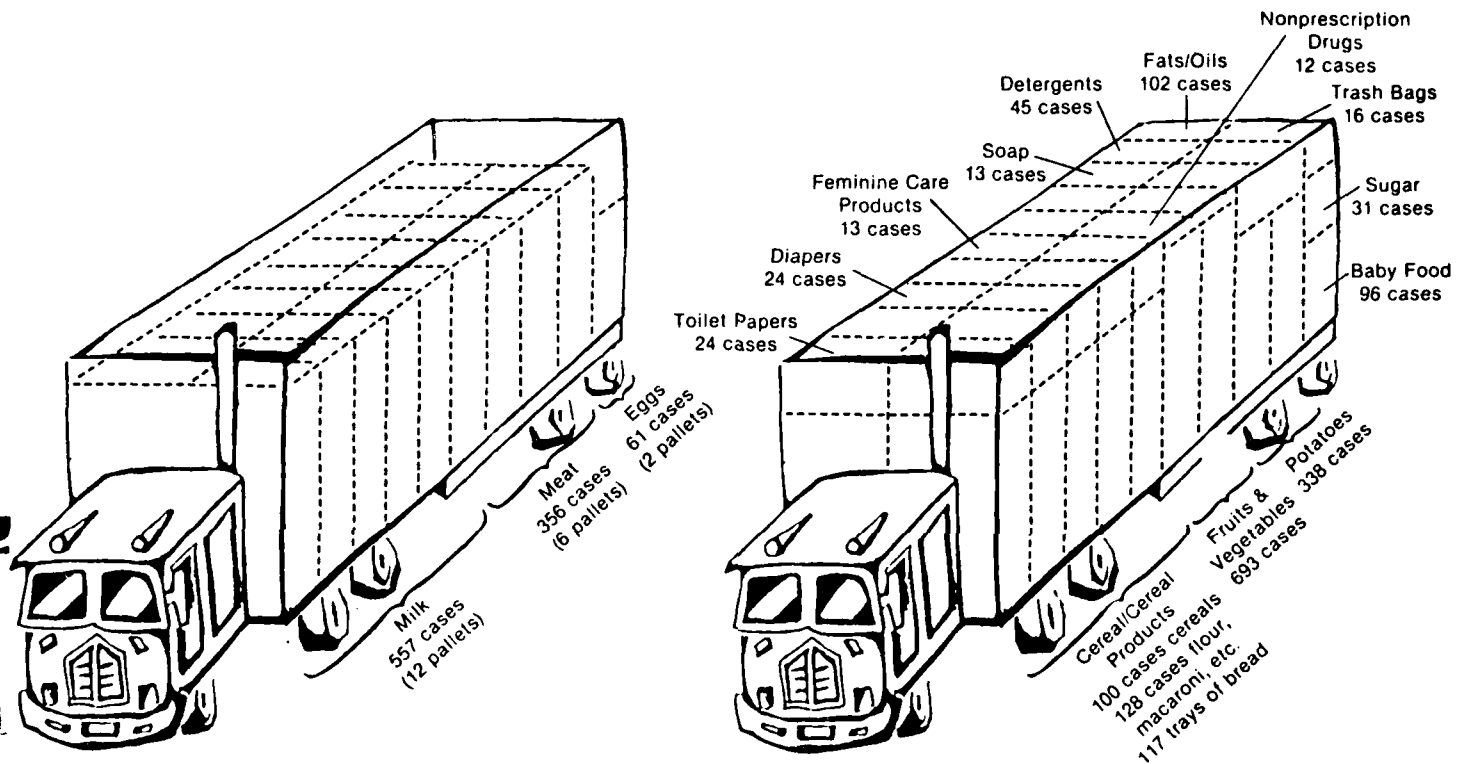
**RICHMOND RISK AREA CONGLOMERATE.
POST-RELOCATION SUPERMARKET SALES (\$1,000/YEAR)**

Includes Richmond City, Colonial Heights, Hopewell, Henrico County, and parts of Petersburg, Manassas County, Chesterfield County, Dinwiddie County, Prince George County, and Nottingham County. Sales figures reflect food shipments to Petersburg, where only 51 of the population relying

try and put it right.

11/11/1964

ATTACHMENT B



TWO TRUCKLOADS CAPABLE OF SUSTAINING 3800 PEOPLE FOR ONE WEEK

FOOD (refrigerated transport)		FOOD (non-refrigerated transport)		NON-FOOD	
Milk	557 cases	Cereals	345 cases	Paper Products	64 cases
Meat	356 cases	Fruits & Vegetables	693 cases	Hygiene Items	71 cases
Eggs	61 cases	Potatoes	338 cases	Aspirin	12 cases
		Fats & Oils	102 cases		
		Sugar	31 cases		
		Baby Food	96 cases		

APPENDIX E
COUNTY LISTINGS

COUNTY SUPPLIERS

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
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REGION 03
STATE: DC

WASHINGTON

A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
B GREEN AND CO INC	BALTIMORE MD	6	2	0	3	1	0	15,500
CREASEY CO OF MARYLAND	HAGERSTOWN MD	5	4	1	0	0	0	4,500
GIANT FOOD INC	LANDOVER MD	8	0	0	5	3	0	34,000
MILITARY	BUY DIRECT	3	0	0	0	1	2	37,000
P A & S SMALL COMPANY	YORK PA	15	9	4	2	0	0	18,750
RICHFOOD INC	MECHANICSVILLE VA	1	2	7	1	0	0	15,000
SAFEMAY STORES INC	LANDOVER MD	23	0	0	6	11	6	154,000
SMALL SUPPLIERS		3	1	0	2	0	0	6,750
COUNTY TOTAL:		75	18	12	19	18	8	292,500

DC STATE TOTAL:

75	18	12	19	18	8	292,500
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COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03								
STATE: DE								
KENT								
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	2	0	12,000
AMERICAN STORES CO	TOWSON MD	3	0	0	1	2	0	15,000
B GREEN AND CO INC	BALTIMORE MD	2	0	1	0	1	0	8,500
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	1	0	0	0	1,500
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEWAY STORES INC	LANDOVER MD	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		11	1	2	1	6	1	57,750
NEW CASTLE								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	3	0	0	0	3	0	21,000
A & P TEA CO/PHILADELPHIA	YEADON PA	8	0	0	1	6	1	45,000
AMERICAN STORES CO	TOWSON MD	1	0	0	1	0	0	3,000
FLEMING CO/THRIFTWAY DIV	PHILADELPHIA PA	13	0	0	3	6	4	86,000
FRANKFORD-QUAKER GROCERY CO	OAKS PA	3	1	0	1	1	0	8,750
JEWEL FOOD STORES	PHILADELPHIA PA	6	0	1	0	2	3	41,500
LOUIS LEHRMAN AND SON	BLUE BELL PA	3	0	0	1	2	0	17,000
PERLOFF BROTHERS	SHIPENANSTOWN PA	1	0	1	0	0	0	1,500
SUPERMARKETS GENERAL CORP	PHILADELPHIA PA	2	0	1	1	0	0	4,500
WAKEFERN FOOD CORP	WOODBRIDGE NJ	3	0	0	0	1	2	32,000
SMALL SUPPLIERS	ELIZABETH NJ	2	0	0	0	0	2	30,000
COUNTY TOTAL:		46	1	3	9	21	12	293,250
SUSSEX								
A & P TEA CO/BALTIMORE	BALTIMORE MD	4	0	0	0	3	1	29,000
AMERICAN STORES CO	TOWSON MD	5	0	0	3	2	0	23,000
B GREEN AND CO INC	BALTIMORE MD	6	3	2	1	0	0	8,250
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	5	3	1	1	0	0	6,750
P A & S SMALL COMPANY	YORK PA	7	1	1	4	1	0	21,250
SAFEWAY STORES INC	LANDOVER MD	3	0	0	1	2	0	15,000
COUNTY TOTAL:		30	7	4	10	8	1	103,250
DE STATE TOTAL:								
		87	9	9	20	35	14	454,250

COUNTY SUPPLIERS

REGION 03
STATE: MD

ALLEGANY

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
A & P TEA CO/ALTOONA	ALTOONA PA	5	0	0	1	3	1	32,000
AMERICAN STORES CO	TONSON MD	3	0	0	2	1	0	13,000
BLACKBURN-RUSSELL CO INC	BEDFORD PA	1	1	0	0	0	0	750
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	0	1	0	0	0	1,500
ECONOMY WHOLESALE CO	LA VALE MD	2	2	0	0	0	0	1,500
ECONOMY WHOLESALE GROCERS	ALTOONA PA	1	1	0	0	0	0	750
FOX GROCERY CO	BELLE VERNON PA	2	0	0	1	1	0	8,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	0	1	0	7,000
SAFeway STORES INC	LANDOVER MD	1	0	0	0	1	0	7,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		2	0	1	0	1	0	6,500
COUNTY TOTAL:		20	4	2	4	9	1	83,000

ANNE ARUNDEL

A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	2	0	0	0	2	0	14,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	5	0	0	0	3	2	46,000
AMERICAN STORES CO	TONSON MD	4	0	0	0	2	2	39,000
B GREEN AND CO INC	BALTIMORE MD	7	3	0	3	1	0	18,250
GIANT FOOD INC	LANDOVER MD	8	0	0	1	1	6	85,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	1	0	0	0	0	1	15,000
MILITARY	BUY DIRECT	2	0	0	0	1	1	22,000
P A & S SMALL COMPANY	YORK PA	4	0	2	1	1	0	11,000
RICHFOOD INC	MECHANICSVILLE VA	3	1	0	1	1	0	9,750
SAFeway STORES INC	LANDOVER MD	5	0	0	2	2	1	28,000
SMALL SUPPLIERS		2	0	1	1	0	0	4,500
COUNTY TOTAL:		43	4	3	9	14	13	291,500

BALTIMORE

A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	7	0	0	0	7	0	49,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	24	0	1	2	15	6	173,500
AMERICAN STORES CO	TONSON MD	13	0	1	4	5	3	75,500
B GREEN AND CO INC	BALTIMORE MD	57	7	10	19	15	6	245,250
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	1	0	0	0	0	750
GIANT FOOD INC	LANDOVER MD	19	0	0	2	5	12	172,000
LOUIS LEHMAN AND SON	SHIREMANSTOWN PA	2	0	2	0	0	0	3,000
MARS MARKETS INC	BALTIMORE MD	5	0	1	1	1	2	29,500
P A & S SMALL COMPANY	YORK PA	30	6	6	8	9	1	96,500
RICHFOOD INC	MECHANICSVILLE VA	21	0	3	13	4	1	75,500
SAFeway STORES INC	LANDOVER MD	8	0	0	2	4	2	52,000
SMALL SUPPLIERS		3	1	2	0	0	0	3,750
COUNTY TOTAL:		190	15	26	51	65	33	976,250

CALVERT

A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	5,000
B GREEN AND CO INC	BALTIMORE MD	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	1	1	0	0	0	0	750
SAFeway STORES INC	LANDOVER MD	1	0	0	0	1	0	5,000
COUNTY TOTAL:		4	2	0	0	2	0	11,500

CAROLINE

A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	1	0	0	3,000
AMERICAN STORES CO	TONSON MD	2	0	0	1	1	0	8,000
B GREEN AND CO INC	BALTIMORE MD	2	1	0	1	0	0	3,750
COUNTY TOTAL:		5	1	0	3	1	0	14,750

CARROLL

A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	0	1	10,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
ASSOCIATED WHOLESALE INC	YORK PA	2	2	0	0	0	0	1,500
LOUIS LEHMAN AND SON	SHIREMANSTOWN PA	1	0	1	0	0	0	1,500
P A & S SMALL COMPANY	YORK PA	6	0	1	1	4	0	30,500
SAFeway STORES INC	LANDOVER MD	2	0	0	1	0	1	13,000
COUNTY TOTAL:		13	2	2	2	5	2	63,500

COUNTY SUPPLIERS

REGION 03, STATE MD (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
CECIL								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
AMERICAN STORES CO	TOWSON MD	3	0	0	0	1	2	25,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	1	0	1	0	6,500
P A & S SMALL COMPANY	YORK PA	2	2	0	0	0	0	1,500
COUNTY TOTAL:		8	2	1	0	3	2	40,000
CHARLES								
A & P TEA CO/BALTIMORE	BALTIMORE MD	3	0	0	2	0	1	16,000
B GREEN AND CO INC	BALTIMORE MD	3	0	3	0	0	0	4,500
GIANT FOOD INC	LANDOVER MD	1	0	0	0	1	0	5,000
GPAND UNION CO/WASHINGTON DIV	LANDOVER MD	1	0	0	0	1	0	7,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	1	1	0	0	0	0	750
SAFeway STORES INC	LANDOVER MD	4	0	0	1	3	0	20,000
COUNTY TOTAL:		14	2	3	3	5	1	54,000
DORCHESTER								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	5,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	7,000
COLONIAL STORES	NORFOLK VA	1	0	0	1	0	0	3,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	1	0	0	0	1,500
SAFeway STORES INC	LANDOVER MD	1	0	0	0	1	0	7,000
SMALL SUPPLIERS		1	0	0	0	1	0	5,000
COUNTY TOTAL:		6	0	1	1	4	0	28,500
FREDERICK								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	5,000
AMERICAN STORES CO	TOWSON MD	1	0	1	0	0	0	1,500
CREASEY CO OF MARYLAND	HAGERSTOWN MD	3	2	0	1	0	0	4,500
GIANT FOOD INC	LANDOVER MD	1	0	0	0	0	1	15,000
P A & S SMALL COMPANY	YORK PA	7	1	1	3	1	1	28,250
SAFeway STORES INC	LANDOVER MD	2	0	0	0	2	0	12,000
WEIS MARKETS INC	SUNBURY PA	2	0	0	1	1	0	10,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		18	4	2	5	5	2	77,000
GARRETT								
BLACKBURN-RUSSELL CO INC	BEDFORD PA	1	0	1	0	0	0	1,500
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	1	0	0	3,000
ECONOMY WHOLESALE CO	LA VALE MD	1	0	1	0	0	0	1,500
FOX GROCERY CO	BELLE VERNON PA	2	0	0	1	0	1	13,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	0	3	3	0	1	23,500
HARFORD								
A & P TEA CO/BALTIMORE	BALTIMORE MD	4	0	0	2	1	1	26,000
AMERICAN STORES CO	TOWSON MD	5	0	0	2	3	0	23,000
ASSOCIATED WHOLESALERS INC	YORK PA	1	0	0	1	0	0	3,000
GIANT FOOD INC	LANDOVER MD	3	0	0	1	1	1	25,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	1	0	0	0	0	750
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
P A & S SMALL COMPANY	YORK PA	4	1	0	2	1	0	13,750
SAFeway STORES INC	LANDOVER MD	2	0	0	0	2	0	14,000
COUNTY TOTAL:		21	2	0	6	8	3	115,500
HOWARD								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	0	1	15,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	0	1	10,000
GIANT FOOD INC	LANDOVER MD	3	0	0	0	2	1	29,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	1	0	0	0	0	750
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
SAFeway STORES INC	LANDOVER MD	3	0	0	1	1	1	20,000
COUNTY TOTAL:		10	1	0	2	3	4	77,750

COUNTY SUPPLIERS

REGION 03, STATE MD (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
KENT								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	5,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	5,000
LOUIS LEHRMAN AND SON	SHIREHANSTOWN PA	1	1	0	0	0	0	750
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		5	1	1	1	2	0	15,250
MONTGOMERY								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	3	0	0	0	3	0	21,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	5	0	0	0	2	3	47,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	5,000
B GREEN AND CO INC	BALTIMORE MD	2	0	0	0	1	1	15,000
CREASEY CO OF MARYLAND	HAGERSTOWN MD	2	1	1	0	0	0	2,250
GIANT FOOD INC	LANDOVER MD	21	0	0	5	3	13	207,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	7	0	0	2	2	3	53,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
P A & S SMALL COMPANY	YORK PA	5	1	2	1	1	0	11,750
RICHOOD INC	MECHANICSVILLE VA	8	1	2	1	2	2	39,750
SAFEMAY STORES INC	LANDOVER MD	24	0	0	9	13	2	129,000
COUNTY TOTAL:		79	3	5	18	28	25	544,750
PRNC GEORGES								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	3	0	0	0	3	0	21,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	16	0	0	3	9	4	101,000
B GREEN AND CO INC	BALTIMORE MD	3	0	1	2	0	0	7,500
GIANT FOOD INC	LANDOVER MD	21	0	0	5	8	8	177,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	12	0	0	1	8	3	80,000
P A & S SMALL COMPANY	YORK PA	5	4	0	0	1	0	8,000
RICHOOD INC	MECHANICSVILLE VA	9	2	1	4	0	2	40,000
SAFEMAY STORES INC	LANDOVER MD	27	0	1	7	13	6	165,500
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		93	7	3	23	42	23	603,750
QUEEN ANNES								
AMERICAN STORES CO	TOWSON MD	2	0	0	2	0	0	6,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
SOMERSET								
B GREEN AND CO INC	BALTIMORE MD	1	0	0	1	0	0	3,000
CAMELIA FOOD STORES INC	NORFOLK VA	3	0	2	1	0	0	6,000
P A & S SMALL COMPANY	YORK PA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		6	0	4	2	0	0	12,000
ST MARYS								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	0	1	10,000
B GREEN AND CO INC	BALTIMORE MD	2	0	0	1	1	0	8,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	1	0	0	0	0	1	10,000
LOUIS LEHRMAN AND SON	SHIREHANSTOWN PA	2	0	0	2	0	0	6,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	7,000
P A & S SMALL COMPANY	YORK PA	2	1	0	1	0	0	3,750
RICHOOD INC	MECHANICSVILLE VA	3	0	0	1	2	0	13,000
SAFEMAY STORES INC	LANDOVER MD	1	0	0	0	0	1	10,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		14	2	0	5	4	3	63,500
TALBOT								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	0	1	10,000
AMERICAN STORES CO	TOWSON MD	2	0	0	1	1	0	10,000
SAFEMAY STORES INC	LANDOVER MD	1	0	0	1	0	0	3,000
COUNTY TOTAL:		4	0	0	2	1	1	23,000

COUNTY SUPPLIERS

REGION 03, STATE MD (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
WASHINGTON								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
ASSOCIATED WHOLESALERS INC	YORK PA	1	1	0	0	0	0	750
CREASEY CO OF MARYLAND	HAGERSTOWN MD	5	1	2	1	0	1	16,750
FOX GROCERY CO	BELLE VERNON PA	1	0	0	0	1	0	5,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	3	0	0	2	1	0	11,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	3	0	0	0	3	0	17,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	5,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	1	0	0	3,000
SAFENAY STORES INC	LANDOVER MD	1	0	0	0	1	0	7,000
WEIS MARKETS INC	SUNDURY PA	2	0	0	1	1	0	8,000
COUNTY TOTAL:		20	2	2	5	10	1	87,500
WICOMICO								
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	2	0	14,000
AMERICAN STORES CO	TOWSON MD	2	0	0	0	1	1	20,000
B GREEN AND CO INC	BALTIMORE MD	2	1	0	0	1	0	7,750
COLONIAL STORES	NORFOLK VA	1	0	0	0	1	0	5,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	1	0	1	0	0	0	1,500
GIANT FOOD INC	LANDOVER MD	1	0	0	0	1	0	7,000
SAFENAY STORES INC	LANDOVER MD	3	0	1	1	1	0	9,500
SUPERMARKETS GENERAL CORP	WOODBIDGE NJ	1	0	0	0	0	1	15,000
COUNTY TOTAL:		13	1	2	1	7	2	79,750
WORCESTER								
A & P TEA CO/BALTIMORE	BALTIMORE MD	3	0	0	1	1	1	20,000
AMERICAN STORES CO	TOWSON MD	2	0	1	1	0	0	4,500
B GREEN AND CO INC	BALTIMORE MD	3	1	0	2	0	0	6,750
CAMELIA FOOD STORES INC	NORFOLK VA	1	0	0	1	0	0	3,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	1	0	0	0	0	750
P A & S SMALL COMPANY	YORK PA	2	0	0	2	0	0	6,000
SAFENAY STORES INC	LANDOVER MD	1	0	0	0	0	1	10,000
COUNTY TOTAL:		13	2	1	7	1	2	51,000
MD STATE TOTAL:		613	57	61	157	219	119	3,348,250

COUNTY SUPPLIERS

TOTAL STCRES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
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REGION 03
STATE: PA

ADAMS

A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	5,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	5,000
ASSOCIATED WHOLESALERS INC	YORK PA	1	0	0	0	1	0	7,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	1	0	1	0	6,500
P A & S SMALL COMPANY	YORK PA	3	1	0	1	1	0	8,750
COUNTY TOTAL:		8	1	1	1	5	0	32,250

ALLEGHENY

ASSOCIATED GROCERS INC	DENNISON OH	2	1	0	1	0	0	3,750
CHARLEY BROTHERS CO	GREENSBURG PA	39	2	6	9	16	6	188,500
FOX GROCERY CO	BELLE VERNON PA	39	3	6	15	14	1	145,250
GIANT EAGLE MARKETS	PITTSBURGH PA	36	0	2	9	17	8	215,000
GOLDEN DAWN FOODS INC	SHARON PA	6	1	2	1	1	1	21,750
HAINES SUPER MARKETS	CLAIRTON PA	2	0	1	0	0	1	11,500
HARRY M POLLOCK CO INC	KITTANNING PA	16	5	6	4	0	1	34,750
KROGER CO	SOLOH OH	25	0	0	11	10	4	150,000
M MARRACCINI & CO INC	ELIZABETH PA	3	0	0	0	1	2	25,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	7,000
POTTER-MC CUNE CO	MC KEESPORT PA	13	4	6	3	0	0	21,000
S M FLICKINGER CO	JAMESTOWN NY	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEFZIBAH WV	1	0	0	0	1	0	7,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	20	0	3	9	8	0	77,500
VALLEY WHOLESALE GROCERY INC	BEAVER FALLS PA	1	0	0	1	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	1	0	0	0	0	1	10,000
SMALL SUPPLIERS		3	1	1	0	0	1	12,250
COUNTY TOTAL:		209	17	33	64	69	26	936,250

ARMSTRONG

CHARLEY BROTHERS CO	GREENSBURG PA	4	0	0	2	2	0	16,000
FOX GROCERY CO	BELLE VERNON PA	2	0	1	0	1	0	6,500
HARRY M POLLOCK CO INC	KITTANNING PA	10	2	5	3	0	0	18,000
KROGER CO	SOLOH OH	1	0	0	0	1	0	7,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	3	0	1	2	0	0	7,500
COUNTY TOTAL:		20	2	7	7	4	0	55,000

BEAVER

CHARLEY BROTHERS CO	GREENSBURG PA	6	0	0	1	4	1	39,000
FOX GROCERY CO	BELLE VERNON PA	2	1	0	1	0	0	3,750
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	0	1	10,000
GOLDEN DAWN FOODS INC	SHARON PA	6	2	1	1	2	0	18,000
KROGER CO	SOLOH OH	5	0	0	0	3	2	37,000
MC LAIN GROCERY CO	MASSILON OH	1	0	0	1	0	0	3,000
POTTER-MC CUNE CO	MC KEESPORT PA	1	0	1	0	0	0	1,500
TAMARKIN CO	YOUNGSTOWN OH	3	0	0	1	1	1	18,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	0	1	0	5,000
VALLEY WHOLESALE GROCERY INC	BEAVER FALLS PA	12	6	2	0	4	0	27,500
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	0	1	0	0	3,000
COUNTY TOTAL:		39	9	4	6	15	5	165,750

BEDFORD

A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
BLACKBURN-RUSSELL CO INC	BEDFORD PA	2	1	0	1	0	0	3,750
ECONOMY WHOLESALE GROCERS	ALTOONA PA	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	1	0	0	0	1	0	7,000
REEVES PARVIN AND CO	HUNTINGDON PA	3	0	1	2	0	0	7,500
COUNTY TOTAL:		8	1	2	4	1	0	22,750

BERKS

AMERICAN STORES CO	PHILADELPHIA PA	7	0	0	4	2	1	36,000
AMERICAN STORES CO	FORTY FORT PA	1	0	0	1	0	0	3,000
ASSOCIATED WHOLESALERS INC	YORK PA	2	0	0	1	0	1	13,000
FLEMING CO/THRIFTWAY DIV	OWLS PA	7	0	3	1	2	1	29,500
G H DELP CO	TEMPLE PA	8	0	0	3	4	1	41,000
JEWEL FOOD STORES	BLUE BELL PA	2	0	0	0	2	0	12,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, BERKS (CONTINUED)								
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	5	0	0	3	2	0	19,000
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
PETRINI MARKETS	SAN FRANCISCO CA	1	0	0	1	0	0	3,000
SUPERMARKETS GENERAL CORP	WOODBRIDGE NJ	1	0	0	0	0	1	10,000
UNITED ASSOCIATED GROCERS	RODESONIA PA	10	6	2	2	0	0	13,500
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	0	1	15,000
WEIS MARKETS INC	SUNBURY PA	7	0	0	2	3	2	47,000
COUNTY TOTAL:		53	6	5	19	15	8	245,000
BLAIR								
A & P TEA CO/ALTOONA	ALTOONA PA	7	0	1	1	5	0	37,500
BLACKBURN-RUSSELL CO INC	BEDFORD PA	1	1	0	0	0	0	750
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	0	1	0	5,000
ECONOMY WHOLESALE GROCERS	ALTOONA PA	6	2	1	1	0	2	26,000
FOX GROCERY CO	BELLE VERNON PA	2	1	0	1	0	0	3,750
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	1	1	0	0	0	2,250
PENN TRAFFIC CO	DU BOIS PA	5	0	0	1	4	0	25,000
REEVES PARVIN AND CO	HUNTINGDON PA	4	0	3	1	0	0	7,500
WEIS MARKETS INC	SUNBURY PA	2	0	0	0	2	0	10,000
SMALL SUPPLIERS		2	1	0	0	0	1	10,750
COUNTY TOTAL:		32	6	6	5	12	3	123,500
BRADFORD								
AMERICAN STORES CO	FORTY FORT PA	4	0	1	1	1	1	24,500
P & C/COMMANDER FOODS	SYRACUSE NY	2	0	0	1	1	0	10,000
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	7,000
S M FLICKINGER CO	ELMIRA NY	2	1	0	1	0	0	3,750
COUNTY TOTAL:		9	1	1	3	3	1	45,250
BUCKS								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	2	0	0	0	2	0	14,000
AMERICAN STORES CO	PHILADELPHIA PA	15	0	0	1	7	7	129,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	18	1	1	7	3	1	75,250
FRANKFORD-QUAKER GROCERY CO	PHILADELPHIA PA	11	2	0	3	5	1	53,500
G H DELP CO	TEMPLE PA	3	0	1	2	0	0	7,500
JEWEL FOOD STORES	BLUE BELL PA	4	0	0	0	4	0	28,000
P A & S SMALL COMPANY	YORK PA	8	0	0	1	7	0	46,000
PERLOFF BROTHERS	PHILADELPHIA PA	1	0	0	1	0	0	3,000
SUPERMARKETS GENERAL CORP	WOODBRIDGE NJ	4	0	0	0	2	2	44,000
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		68	5	2	15	35	11	401,750
BUTLER								
CHARLEY BROTHERS CO	GREENSBURG PA	8	0	4	4	0	0	18,000
FOX GROCERY CO	BELLE VERNON PA	7	0	2	4	1	0	20,000
GOLDEN DAWN FOODS INC	SHARON PA	2	1	0	1	0	0	3,750
KFOCER CO	SOLOM OH	2	0	0	0	1	1	22,000
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
POTTER-NO CUNE CO	MC KEESPORT PA	3	1	1	1	0	0	5,250
TAMMARTIN CO	YOUNGSTOWN OH	1	0	0	1	0	0	3,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	1	1	0	0	4,500
COUNTY TOTAL:		26	2	8	13	2	1	79,500
CAMBRIA								
A & P TEA CO/ALTOONA	ALTOONA PA	8	0	4	2	2	0	26,000
CHARLEY BROTHERS CO	GREENSBURG PA	4	0	1	1	1	1	21,500
ECONOMY WHOLESALE GROCERS	ALTOONA PA	4	0	3	1	0	0	7,500
FOX GROCERY CO	BELLE VERNON PA	10	0	2	2	6	0	45,000
HARRY M FOLLOCK CO INC	KITTANNING PA	1	0	1	0	0	0	1,500
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	4	0	0	0	3	1	32,000
REEVES PARVIN AND CO	HUNTINGDON PA	2	1	0	0	1	0	5,750
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		36	2	12	7	13	2	144,500

COUNTY SUPPLIERS

REGION 03, STATE PA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
CAMERON								
OLEAN WHOLESALE GROCER COOP	OLEAN NY	1	0	1	0	0	0	1,500
S H FLICKINGER CO	JANESTOWN NY	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	1	1	0	0	4,500
CARBON								
AMERICAN STORES CO	PHILADELPHIA PA	1	0	0	1	0	0	3,000
AMERICAN STORES CO	FORTY FORT PA	2	0	1	1	0	0	4,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	1	0	0	0	0	1	15,000
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
ROYAL SHAN FOODS INC	HAZLETON PA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		2	0	1	1	0	0	4,500
COUNTY TOTAL:		8	0	3	4	0	1	31,500
CENTRE								
A & P TEA CO/ALTOONA	ALTOONA PA	4	0	0	0	4	0	24,000
ECONOMY WHOLESALE GROCERS	ALTOONA PA	1	1	0	0	0	0	750
JEFFERSON WHOLESALE GROC	PUNXSUTAWNEY PA	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	4	0	0	1	1	2	30,000
REEVES PARVIN AND CO	HUNTINGDON PA	4	2	0	2	0	0	7,500
WEIS MARKETS INC	SUNBURY PA	4	2	0	1	1	0	11,500
COUNTY TOTAL:		18	5	1	4	6	2	75,250
CHESTER								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	2	0	0	0	1	1	17,000
A & P TEA CO/PHILADELPHIA	YEADON PA	2	0	0	0	2	0	12,000
AMERICAN STORES CO	PHILADELPHIA PA	10	0	0	2	4	4	84,000
ASSOCIATED WHOLESALERS INC	YORK PA	2	2	0	0	0	0	1,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	8	1	0	6	1	0	23,750
FRANKFORD-QUAKER GROCERY CO	PHILADELPHIA PA	2	0	2	0	0	0	3,000
G H DELP CO	TEMPLE PA	1	0	1	0	0	0	1,500
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
P A & S SMALL COMPANY	YORK PA	8	0	0	3	3	2	53,000
UNITED ASSOCIATED GROCERS	ROSESONIA PA	1	0	0	1	0	0	3,000
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	0	1	15,000
SMALL SUPPLIERS		4	0	1	1	1	1	21,500
COUNTY TOTAL:		42	3	4	13	13	9	242,250
CLARION								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	1	0	0	0	1,500
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	1	0	0	3,000
GOLDEN DAWN FOODS INC	SHARON PA	1	1	0	0	0	0	750
HARRY M POLLOCK CO INC	KITTANNING PA	3	3	0	0	0	0	2,250
JEFFERSON WHOLESALE GROC	PUNXSUTAWNEY PA	2	1	0	1	0	0	3,750
KROGER CO	OLON OH	1	0	0	0	0	1	10,000
PENN TRAFFIC CO	DU BOIS PA	3	0	0	1	1	1	20,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		13	5	2	3	1	2	42,750
CLEARFIELD								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	1	0	0	0	1,500
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	1	0	0	3,000
ECONOMY WHOLESALE GROCERS	ALTOONA PA	3	1	0	1	1	0	8,750
OLEAN WHOLESALE GROCER COOP	OLEAN NY	4	2	2	0	0	0	4,500
PENN TRAFFIC CO	DU BOIS PA	6	0	1	1	3	1	36,500
REEVES PARVIN AND CO	HUNTINGDON PA	3	0	2	1	0	0	6,000
COUNTY TOTAL:		18	3	6	4	4	1	60,250
CLINTON								
A & P TEA CO/ALTOONA	ALTOONA PA	3	0	0	0	2	1	20,000
REEVES PARVIN AND CO	HUNTINGDON PA	2	1	1	0	0	0	2,250
S H FLICKINGER CO	JANESTOWN NY	1	1	0	0	0	0	750
WEIS MARKETS INC	SUNBURY PA	4	0	2	0	2	0	15,000
COUNTY TOTAL:		10	2	3	0	4	1	38,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA (CONTINUED)								
COLUMBIA								
AMERICAN STORES CO	FORTY FORT PA	2	0	0	1	1	0	10,000
LOUIS LEHRMAN AND SON	SHIREHANSTOWN PA	1	0	0	0	1	0	7,000
P A & S SMALL COMPANY	YORK PA	2	0	0	2	0	0	6,000
ROYAL SWAN FOODS INC	HAZLETON PA	1	0	0	1	0	0	3,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	1	0	0	1	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	5	0	1	4	0	0	13,500
COUNTY TOTAL:		12	0	1	9	2	0	42,500
CRAWFORD								
CHARLEY BROTHERS CO	GREENSBURG PA	2	1	1	0	0	0	2,250
GOLDEN DAWN FOODS INC	SHARON PA	6	0	4	2	0	0	12,000
KROGER CO	OLON OH	1	0	0	0	1	0	7,000
P A & S SMALL COMPANY	YORK PA	1	0	1	0	0	0	1,500
FERN TRAFFIC CO	JANESTOWN NY	2	0	0	1	1	0	8,000
FERN TRAFFIC CO	DU BOIS PA	2	0	0	1	1	0	3,000
PETER J SCHMITT CO	CHEEKOWAGA NY	1	0	0	0	1	0	5,000
S M FLICKINGER CO	JANESTOWN NY	2	0	1	0	1	0	8,500
THORCFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	0	1	0	7,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		19	1	7	5	6	0	62,250
CUMBERLAND								
A & P TEA CO/BALTIMORE	BALTIMORE MD	4	0	0	1	3	0	20,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	7,000
ASSOCIATED WHOLESALERS INC	YORK PA	2	1	1	0	0	0	2,250
G H DELP CO	TEMPLE PA	3	0	1	2	0	0	7,500
LOUIS LEHRMAN AND SON	SHIREHANSTOWN PA	10	0	1	2	4	3	62,500
MILITARY	BUY DIRECT	2	0	0	0	2	0	12,000
P A & S SMALL COMPANY	YORK PA	2	0	1	1	0	0	4,500
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	0	1	0	5,000
SAFEWAY STORES INC	LANOVER MD	1	0	0	0	0	1	10,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	3	0	0	1	2	0	17,000
WEIS MARKETS INC	SUNBURY PA	4	0	0	3	0	1	19,000
COUNTY TOTAL:		33	1	4	10	13	5	166,750
DAUPHIN								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	2	0	10,000
AMERICAN STORES CO	TOWSON MD	2	0	0	1	1	0	8,000
ASSOCIATED WHOLESALERS INC	YORK PA	2	1	1	0	0	0	2,250
FLEMING CO/THRIFTWAY DIV	OAKS PA	1	0	0	0	0	1	10,000
LOUIS LEHRMAN AND SON	SHIREHANSTOWN PA	10	2	1	2	1	4	59,000
HILLER AND HARTMAN	LANCASTER PA	1	0	1	0	0	0	1,500
P A & S SMALL COMPANY	YORK PA	4	0	1	1	2	0	16,500
REEVES PARVIN AND CO	HUNTINGDON PA	3	0	0	3	0	0	9,000
SUPERMARKETS GENERAL CORP	WOODBIDGE NJ	1	0	0	0	0	1	15,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	5	0	3	2	0	0	10,500
WEIS MARKETS INC	SUNBURY PA	10	1	3	3	2	1	36,250
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		43	4	10	13	9	7	188,000
DELAWARE								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	3	0	0	0	2	1	29,000
A & P TEA CO/PHILADELPHIA	YEADON PA	8	0	0	3	2	3	56,000
AMERICAN SEAWAY FOODS INC	BEDFORD HEIGHTS OH	1	0	1	0	0	0	1,500
AMERICAN STORES CO	PHILADELPHIA PA	16	0	0	1	8	7	139,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	10	0	3	3	1	3	48,500
FRANKFORD-QUAKER GROCERY CO	PHILADELPHIA PA	9	2	4	3	0	0	16,500
G H DELP CO	TEMPLE PA	4	0	1	2	1	0	14,500
JEWEL FOOD STORES	BLUE BELL PA	4	0	0	0	4	0	26,000
MID EASTERN COOPERATIVE INC	CAPLSTADT NJ	2	1	1	0	0	0	2,250
HILLER AND HARTMAN	LANCASTER PA	2	2	0	0	0	0	1,500
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	7,000
PERLOFF BROTHERS	PHILADELPHIA PA	2	0	0	1	0	1	13,000
SUPERMARKETS GENERAL CORP	WOODBIDGE NJ	3	0	0	0	1	2	35,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, DELAWARE (CONTINUED)								
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	0	1	15,000
SMALL SUPPLIERS		3	2	0	0	1	0	8,500
COUNTY TOTAL:		69	7	10	13	21	18	413,250
ELK								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
JEFFERSON WHOLESALE GROC	PUNXSUTAWNEY PA	1	1	0	0	0	0	750
OLEAN WHOLESALE GROCER COOP	OLEAN NY	2	2	0	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	3	0	1	1	1	0	11,500
PETER J SCHMITT CO	CHEEKTOWAGA NY	1	0	0	1	0	0	3,000
S M FLICKINGER CO	JAMESTOWN NY	3	0	0	2	1	0	11,000
COUNTY TOTAL:		11	3	1	5	2	0	30,750
ERIE								
FOX GROCERY CO	BELLE VERNON PA	1	0	0	1	0	0	3,000
GOLDEN DAWN FOODS INC	SHARON PA	13	1	2	8	2	0	37,750
KROGER CO	OLON OH	2	0	0	0	2	0	14,000
OLEAN WHOLESALE GROCER COOP	OLEAN NY	1	0	0	1	0	0	3,000
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	7,000
PENN TRAFFIC CO	JAMESTOWN NY	2	0	2	0	0	0	3,000
PETER J SCHMITT CO	CHEEKTOWAGA NY	14	0	1	5	7	1	74,500
S M FLICKINGER CO	JAMESTOWN NY	6	0	2	1	1	2	41,000
S M FLICKINGER CO	COLUMBUS OH	1	1	0	0	0	0	750
TAMARKIN CO	YOUNGSTOWN OH	6	0	0	3	3	0	24,000
TRIPFOODS INC	BUFFALO NY	1	1	0	0	0	0	750
TRIPFOODS INC/JACOB HALLER CO	ERIE PA	6	2	4	0	0	0	7,500
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		55	5	11	20	16	3	219,250
FAYETTE								
A & P TEA CO/ALTOONA	ALTOONA PA	3	0	0	2	1	0	11,000
CHARLEY BROTHERS CO	GREENSBURG PA	6	0	3	3	0	0	13,500
FOX GROCERY CO	BELLE VERNON PA	16	2	4	7	2	1	50,500
KROGER CO	OLON OH	2	0	0	0	2	0	10,000
PECHIN SUPER MARKETS	DUNDAR PA	3	2	0	0	0	1	16,500
POTTER-MC CUNE CO	MC KEESPORT PA	3	0	2	1	0	0	6,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	1	0	0	0	0	750
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	0	0	2	0	12,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		38	6	10	13	7	2	122,500
FOREST								
S M FLICKINGER CO	JAMESTOWN NY	1	0	0	1	0	0	3,000
COUNTY TOTAL:		1	0	0	1	0	0	3,000
FRANKLIN								
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	1	1	15,000
AMERICAN STORES CO	TOWSON MD	3	0	0	1	1	1	18,000
ASSOCIATED WHOLESALERS INC	YORK PA	7	4	0	1	1	1	21,000
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	1	0	0	0	0	750
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	0	0	1	1	22,000
P A & S SMALL COMPANY	YORK PA	3	0	0	3	0	0	9,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	1	0	0	0	1,500
SAFEMAY STORES INC	LANDOVER MD	1	0	0	0	0	1	15,000
WEIS MARKETS INC	SUNBURY PA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		21	5	1	6	4	5	105,250
FULTON								
SMALL SUPPLIERS		1	0	0	0	1	0	7,000
COUNTY TOTAL:		1	0	0	0	1	0	7,000
GREENE								
ASSOCIATED GROCERS INC	DENNISON OH	1	0	1	0	0	0	1,500
CHARLEY BROTHERS CO	GREENSBURG PA	2	0	0	1	1	0	8,000
FOX GROCERY CO	BELLE VERNON PA	2	0	1	1	0	0	4,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, GREENE (CONTINUED)								
KROGER CO	SOLOM OH	1	0	0	0	1	0	7,000
POTTER-MC CUNE CO	MC REESPORT PA	1	0	0	1	0	0	3,000
WASHINGTON GROCERS ASSOC	WASHINGTON PA	1	0	1	0	0	0	1,500
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	1	0	0	0	0	750
COUNTY TOTAL:		9	1	3	3	2	0	26,250
HUNTINGDON								
A & P TEA CO/ALTOONA	ALTOONA PA	2	0	1	0	1	0	6,500
PENN TRAFFIC CO	DU BOIS PA	1	0	0	0	1	0	5,000
REEVES PARVIN AND CO	HUNTINGDON PA	3	0	2	1	0	0	6,000
WEIS MARKETS INC	SUNBURY PA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		8	0	4	2	2	0	22,000
INDIANA								
A & P TEA CO/ALTOONA	ALTOONA PA	2	0	0	0	2	0	12,000
CHARLEY EROTHERS CO	GREENSBURG PA	2	0	0	1	0	1	13,000
FOX GROCERY CO	BELLE VERNON PA	5	0	1	0	4	0	21,500
HARRY M POLLOCK CO INC	KITTANNING PA	3	0	2	1	0	0	6,000
JEFFERSON WHOLESALE GROC	PUNXSUTAWNEY PA	2	1	0	0	1	0	7,750
P A & S SMALL COMPANY	YORK PA	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	1	0	0	0	0	1	10,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		5	0	1	3	1	0	15,500
COUNTY TOTAL:		22	1	5	5	9	2	92,250
JEFFERSON								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	0	1	0	5,000
GOLDEN DAWN FOODS INC	SHARON PA	2	1	0	0	1	0	5,750
HARRY M POLLOCK CO INC	KITTANNING PA	2	1	0	1	0	0	3,750
JEFFERSON WHOLESALE GROC	PUNXSUTAWNEY PA	2	1	0	1	0	0	3,750
PENN TRAFFIC CO	DU BOIS PA	3	0	1	0	0	2	21,500
S M FLICKINGER CO	JAMESTOWN NY	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		2	1	1	0	0	0	2,250
COUNTY TOTAL:		13	4	2	2	3	2	47,000
JUNIATA								
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	0	1	0	5,000
WEIS MARKETS INC	SUNBURY PA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	1	1	0	8,000
LACKAWANNA								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	20	8	2	6	4	0	49,000
AMERICAN STORES CO	FORTY FORT PA	8	0	0	3	2	3	54,000
G H DELP CO	TEMPLE PA	3	0	0	2	0	1	16,000
GIANT MARKETS	SCRANTON PA	1	0	0	1	0	0	3,000
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	1	0	0	3,000
P A & S SMALL COMPANY	YORK PA	3	0	1	1	1	0	9,500
S M FLICKINGER CO	ELMHRA NY	7	0	0	1	5	1	45,000
SCOTT GROCERY CO	WILKES BARRE PA	1	0	0	1	0	0	3,000
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	1	0	5,000
WEIS MARKETS INC	SUNBURY PA	1	0	0	0	0	1	10,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	2	1	1	0	0	0	2,250
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		50	10	4	17	13	6	203,500
LANCASTER								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	2	0	0	1	1	0	10,000
AMERICAN STORES CO	PHILADELPHIA PA	3	0	1	2	0	0	7,500
AMERICAN STORES CO	TOWSON MD	2	0	0	2	0	0	6,000
ASSOCIATED WHOLESALE INC	YORK PA	18	6	3	3	6	0	54,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	2	1	1	0	0	0	2,250
G H DELP CO	TEMPLE PA	9	0	1	4	2	2	48,500
JEWEL FOOD STORES	BLUE BELL PA	3	0	0	0	3	0	21,000
LOUIS LEHPMAN AND SON	SHIREMANSTOWN PA	5	1	2	1	0	1	16,750
MILLER AND HARTMAN	LANCASTER PA	1	0	1	0	0	0	1,500
P A & S SMALL COMPANY	YORK PA	3	0	0	2	0	1	16,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, LANCASTER (CONTINUED)								
UNITED ASSOCIATED GROCERS	ROBESONIA PA	11	6	2	3	0	0	16,500
WEIS MARKETS INC	SUNBURY PA	11	0	3	3	5	0	40,500
SMALL SUPPLIERS		2	0	0	1	0	1	13,000
COUNTY TOTAL:		72	14	14	22	17	5	253,500
LANRENCE								
CHARLEY BROTHERS CO	GREENSBURG PA	4	0	1	1	2	0	14,500
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	1	0	7,000
GOLDEN DAWN FOODS INC	SHARON PA	6	3	1	0	2	0	13,750
KROGER CO	OLON OH	2	0	0	1	1	0	10,000
MC LAIN GROCERY CO	MASSILON OH	2	0	1	0	1	0	3,500
SKY BROTHERS INC	ALTOONA PA	1	0	1	0	0	0	1,500
TAMARKIN CO	YOUNGSTOWN OH	7	1	2	3	1	0	19,750
SMALL SUPPLIERS		5	1	1	2	1	0	13,250
COUNTY TOTAL:		28	5	7	7	9	0	89,250
LEBANON								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
AMERICAN STORES CO	PHILADELPHIA PA	1	0	0	0	0	1	10,000
ASSOCIATED WHOLESALERS INC	YORK PA	2	1	0	1	0	0	3,750
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	3	0	0	0	2	1	22,000
P A & S SMALL COMPANY	YORK PA	1	0	0	1	0	0	3,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	10	3	3	1	2	1	34,750
WEIS MARKETS INC	SUNBURY PA	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		21	4	4	4	6	3	90,000
LEHIGH								
AMERICAN STORES CO	PHILADELPHIA PA	5	0	1	1	2	1	26,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	11	1	2	3	1	4	67,750
G H DELP CO	TEMPLE PA	7	1	0	2	1	3	46,750
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	0	1	15,000
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	1	1	0	0	4,500
P A & S SMALL COMPANY	YORK PA	2	0	0	0	1	1	17,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	3	1	2	0	0	0	3,750
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	0	1	15,000
WEIS MARKETS INC	SUNBURY PA	3	0	0	1	2	0	17,000
SMALL SUPPLIERS		7	4	2	0	1	0	11,000
COUNTY TOTAL:		43	7	8	8	9	11	231,250
LUZERNE								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	10	2	3	0	4	1	38,000
AMERICAN STORES CO	FORTY FORT PA	17	0	3	5	8	1	79,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	2	0	2	0	0	0	3,000
G H DELP CO	TEMPLE PA	5	0	0	2	3	0	21,000
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
MILLER AND HARTMAN	LANCASTER PA	1	0	1	0	0	0	1,500
P A & S SMALL COMPANY	YORK PA	2	0	0	1	1	0	10,000
S M FLICKINGER CO	ELMIRA NY	5	0	0	1	4	0	23,000
SCOTT GROCERY CO	WILKES BARRE PA	2	0	0	1	0	1	13,000
WEIS MARKETS INC	SUNBURY PA	5	0	0	2	3	0	25,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	6	1	2	2	1	0	14,750
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		57	3	12	14	25	3	237,250
LYCONING								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	3	0	1	2	0	0	7,500
AMERICAN STORES CO	FORTY FORT PA	2	0	0	0	2	0	12,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	0	0	1	0	7,000
P A & S SMALL COMPANY	YORK PA	4	1	1	1	1	0	12,250
PENNY TRAFFIC CO	DU BOIS PA	2	0	0	0	2	0	12,000
S M FLICKINGER CO	ELMIRA NY	1	0	0	1	0	0	3,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	3	2	1	0	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	6	0	2	2	2	0	21,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, LYCOMING (CONTINUED)								
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		24	3	5	8	8	0	83,750
MCKEAN								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	1	0	0	0	1,500
OLEAN WHOLESALE GROCER COOP	OLEAN NY	3	1	0	2	0	0	6,750
PENN TRAFFIC CO	JAMESTOWN NY	1	0	1	0	0	0	1,500
PETER J SCHMITT CO	CHEEKTOHAGA NY	3	0	0	3	0	0	9,000
S M FLICKINGER CO	JAMESTOWN NY	5	0	1	2	1	1	29,500
SMALL SUPPLIERS		3	0	2	0	1	0	8,000
COUNTY TOTAL:		16	1	5	7	2	1	56,250
MERCER								
AMERICAN SEAWAY FOODS INC	BEDFORD HEIGHTS OH	2	1	0	0	0	1	10,750
FOX GROCERY CO	BELLE VERNON PA	2	0	1	1	0	0	4,500
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	0	1	10,000
GOLDEN DAWN FOODS INC	SHARON PA	13	3	2	5	3	0	35,250
KROGER CO	SOLOH OH	2	0	0	1	0	1	13,000
PENN TRAFFIC CO	DU BOIS PA	3	0	0	0	1	2	25,000
TANAPKIN CO	YOUNGSTOWN OH	3	1	0	2	0	0	6,750
SMALL SUPPLIERS		1	0	0	0	1	0	7,000
COUNTY TOTAL:		27	5	3	9	5	5	112,250
MIFFLIN								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	0	0	2	0	10,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	1	0	0	0	1,500
WEIS MARKETS INC	SUNBURY PA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		5	0	1	2	2	0	17,500
MONROE								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	2	2	0	0	0	0	1,500
AMERICAN STORES CO	PHILADELPHIA PA	2	0	0	0	1	1	15,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	1	1	0	0	0	0	750
G H DELP CO	TEMPLE PA	4	0	2	1	1	0	11,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	5,000
P A & S SMALL COMPANY	YORK PA	2	0	0	0	1	1	17,000
S M FLICKINGER CO	ELMIRA NY	1	0	0	0	1	0	5,000
VICTORY MARKETS	NORWICH NY	1	0	0	0	1	0	5,000
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	1	0	7,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	3	0	1	1	1	0	9,500
COUNTY TOTAL:		18	3	3	2	8	2	76,750
MONTGOMERY								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
A & P TEA CO/PHILADELPHIA	YEADON PA	4	0	0	0	4	0	22,000
AMERICAN STORES CO	PHILADELPHIA PA	20	0	1	4	7	8	154,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	40	4	5	9	17	5	191,500
FRANKFORD-QUAKER GROCERY CO	PHILADELPHIA PA	6	1	0	0	2	3	45,750
G H DELP CO	TEMPLE PA	3	0	0	2	1	0	13,000
JEWEL FOOD STORES	BLUE BELL PA	3	0	0	0	3	0	21,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	0	2	0	0	6,000
P A & S SMALL COMPANY	YORK PA	7	0	1	0	5	1	42,500
PERLOFF BROTHERS	PHILADELPHIA PA	2	0	1	1	0	0	4,500
WAKEFERN FOOD CORP	ELIZABETH NJ	2	0	0	0	0	2	25,000
WEIS MARKETS INC	SUNBURY PA	6	0	2	0	4	0	27,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		97	5	11	18	44	19	561,250
MONTGOMERY								
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	5,000
WEIS MARKETS INC	SUNBURY PA	4	0	0	0	3	1	29,000
COUNTY TOTAL:		5	0	0	0	4	1	34,000

COUNTY SUPPLIERS

REGION 03, STATE PA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
NORTHAMPTON								
A & P TEA CO/PHILADELPHIA	YEADON PA	1	0	0	1	0	0	3,000
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	1	0	1	0	0	0	1,500
AMERICAN STORES CO	PHILADELPHIA PA	3	0	0	2	1	0	13,000
FLEMING CO/THRIFTWAY DIV	OAKS PA	6	0	1	2	2	1	32,500
G H DELP CO	TEMPLE PA	7	0	0	2	4	1	36,000
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	0	0	1	0	5,000
P A & S SMALL COMPANY	YORK PA	3	0	0	1	2	0	15,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	3	1	1	0	1	0	7,250
WAKEFERN FOOD CORP	ELIZABETH NJ	1	0	0	0	0	1	15,000
SMALL SUPPLIERS		4	1	2	1	0	0	6,750
COUNTY TOTAL:		31	2	5	9	12	3	142,000
NORTHUMBERLN								
AMERICAN STORES CO	FORTY FORT PA	4	0	0	0	4	0	24,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	2	0	0	0	3,000
P A & S SMALL COMPANY	YORK PA	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	DU BOIS PA	2	0	0	0	2	0	10,000
S M FLICKINGER CO	ELMIRA NY	1	0	0	0	1	0	5,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	2	0	2	0	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	5	0	0	1	1	3	45,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		19	0	6	2	8	3	96,000
PERRY								
ASSOCIATED WHOLESALERS INC	YORK PA	1	0	0	1	0	0	3,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	1	1	0	0	4,500
P A & S SMALL COMPANY	YORK PA	2	1	1	0	0	0	2,250
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	1	0	0	3,000
UNITED ASSOCIATED GROCERS	ROBESONIA PA	1	0	0	1	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	2	0	1	1	0	0	4,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		10	2	3	5	0	0	21,000
PHILADELPHIA								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	4	0	0	0	3	1	31,000
A & P TEA CO/PHILADELPHIA	YEADON PA	18	0	1	0	14	3	109,500
AMERICAN STORES CO	PHILADELPHIA PA	27	0	1	4	15	7	190,500
FLEMING CO/THRIFTWAY DIV	OAKS PA	52	1	12	17	18	4	211,750
FRANKFORD-QUAKER GROCERY CO	PHILADELPHIA PA	34	6	8	6	10	4	143,500
G H DELP CO	TEMPLE PA	1	0	0	1	0	0	3,000
JEWEL FOOD STORES	BLUE BELL PA	2	0	0	1	1	0	10,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
P A & S SMALL COMPANY	YORK PA	4	0	1	2	0	1	17,500
PERLOFF BROTHERS	PHILADELPHIA PA	4	0	3	1	0	0	7,500
SUPERMARKETS GENERAL CORP	WOODBRIDGE NJ	7	0	0	0	3	4	76,000
WAKEFERN FOOD CORP	ELIZABETH NJ	3	0	0	0	1	2	37,000
SMALL SUPPLIERS		9	2	4	1	1	1	27,500
COUNTY TOTAL:		166	9	30	33	66	28	874,750
PIKE								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	1	0	0	0	1	0	5,000
GRAND UNION CO HQ	ELMWOOD PARK NJ	2	0	1	0	1	0	6,500
COUNTY TOTAL:		3	0	1	0	2	0	11,500
POTTER								
OLEAN WHOLESALE GROCER COOP	OLEAN NY	2	0	2	0	0	0	3,000
S M FLICKINGER CO	JAMESTOWN NY	3	0	1	2	0	0	7,500
S M FLICKINGER CO	ELMIRA NY	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	0	4	3	0	0	15,000

COUNTY SUPPLIERS

REGION 03, STATE PA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
SCHUYLKILL								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	2	1	1	0	0	0	2,250
AMERICAN STORES CO	FORTY FORT PA	11	0	2	4	5	0	42,000
G H DELP CO	TEMPLE PA	5	0	0	3	2	0	19,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	4	1	1	2	0	0	8,250
P A & S SMALL COMPANY	YORK PA	2	0	0	1	1	0	10,000
UNITED ASSOCIATED GROCERS	RODESONIA PA	14	7	2	5	0	0	23,250
WEIS MARKETS INC	SUNBURY PA	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		4	2	1	1	0	0	6,000
COUNTY TOTAL:		44	11	7	17	9	0	118,750
SNYDER								
AMERICAN STORES CO	FORTY FORT PA	1	0	0	0	0	1	10,000
JEWEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	1	0	0	3,000
UNITED ASSOCIATED GROCERS	RODESONIA PA	1	0	0	1	0	0	3,000
WEIS MARKETS INC	SUNBURY PA	1	0	0	0	0	1	10,000
COUNTY TOTAL:		5	0	0	2	1	2	33,000
SOMERSET								
A & P TEA CO/ALTOONA	ALTOONA PA	2	0	1	0	1	0	8,500
BLACKBURN-RUSSELL CO INC	BEDFORD PA	1	1	0	0	0	0	750
ECONOMY WHOLESALE GROCERS	ALTOONA PA	1	1	0	0	0	0	750
FOX GROCERY CO	BELLE VERNON PA	6	1	2	2	1	0	14,750
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	2	0	2	0	0	0	3,000
PENN TRAFFIC CO	DU BOIS PA	2	0	0	0	1	1	17,000
REEVES PARVIN AND CO	HUNTINGDON PA	2	0	2	0	0	0	3,000
SKY BROTHERS INC	ALTOONA PA	1	0	1	0	0	0	1,500
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		3	2	1	0	0	0	3,000
COUNTY TOTAL:		21	5	9	2	4	1	57,250
SULLIVAN								
S M FLICKINGER CO	ELMIRA NY	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
SUSQUEHANNA								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	3	1	1	0	1	0	7,250
AMERICAN STORES CO	FORTY FORT PA	3	0	2	1	0	0	6,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		8	2	3	2	1	0	17,000
TIOGA								
AMERICAN STORES CO	FORTY FORT PA	1	0	0	0	1	0	5,000
OLEAN WHOLESALE GROCER COOP	OLEAN NY	4	2	2	0	0	0	4,500
P & C/COMMANDER FOODS	SYRACUSE NY	3	0	2	1	0	0	6,000
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	1	0	0	3,000
S M FLICKINGER CO	ELMIRA NY	2	0	0	1	1	0	8,000
TRIPIFOODS INC	BUFFALO NY	1	1	0	0	0	0	750
COUNTY TOTAL:		12	3	4	3	2	0	27,250
UNION								
AMERICAN STORES CO	FORTY FORT PA	1	0	0	0	0	1	10,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	1	0	0	0	0	750
REEVES PARVIN AND CO	HUNTINGDON PA	1	0	0	0	1	0	5,000
WEIS MARKETS INC	SUNBURY PA	4	1	0	1	2	0	15,750
COUNTY TOTAL:		7	2	0	1	3	1	31,500
VENANGO								
A & P TEA CO/ALTOONA	ALTOONA PA	2	0	0	1	1	0	10,000
FOX GROCERY CO	BELLE VERNON PA	2	0	1	0	1	0	6,500
GOLDEN BARN FOODS INC	SHARON PA	5	2	2	1	0	0	7,500
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	7,000
PENN TRAFFIC CO	DU BOIS PA	4	0	0	0	4	0	20,000
S M FLICKINGER CO	JAMESTOWN NY	1	0	1	0	0	0	1,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE PA, VENANGO	(CONTINUED)							
TRIPIFOODS INC	BUFFALO NY	1	0	1	0	0	0	1,500
COUNTY TOTAL:		16	2	5	2	7	0	54,000
WARREN								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
GOLDEN DAWN FOODS INC	SHARON PA	1	1	0	0	0	0	750
JEFFERSON WHOLESALE GROC	PUNXSUTANNEY PA	1	0	0	1	0	0	3,000
OLEAN WHOLESALE GROCER COOP	OLEAN NY	1	0	1	0	0	0	1,500
PENN TRAFFIC CO	JAMESTOWN NY	3	0	1	2	0	0	7,500
PETER J SCHMITT CO	CHEEKTOWAGA NY	1	0	0	0	1	0	5,000
S M FLICKINGER CO	JAMESTOWN NY	1	0	0	1	0	0	3,000
COUNTY TOTAL:		9	1	2	5	1	0	23,750
WASHINGTON								
CHAPLEY BROTHERS CO	GREENSBURG PA	8	0	0	3	5	0	38,000
FOX GROCERY CO	BELLE VERNON PA	16	1	4	10	1	0	41,750
GIANT EAGLE MARKETS	PITTSBURGH PA	2	0	1	0	1	0	6,500
GOLDEN DAWN FOODS INC	SHARON PA	1	0	0	1	0	0	3,000
HARRY M POLLOCK CO INC	KITTANNING PA	1	0	1	0	0	0	1,500
KROGER CO	OLON OH	1	0	0	0	1	0	5,000
POTTER-MC CUNE CO	MC KEESPORT PA	4	0	2	2	0	0	9,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	0	1	0	5,000
WASHINGTON GROCERS ASSOC	WASHINGTON PA	10	8	2	0	0	0	9,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	3	3	0	0	0	0	2,250
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		48	12	11	16	9	0	122,500
WAYNE								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	3	1	1	0	0	1	12,250
AMERICAN STORES CO	FORTY FORT PA	2	0	1	0	1	0	6,500
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	5,000
S M FLICKINGER CO	ELMIRA NY	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		9	3	2	0	3	1	30,250
WESTMORELAND								
A & P TEA CO/ALTOONA	ALTOONA PA	3	0	0	3	0	0	9,000
CHAPLEY BROTHERS CO	GREENSBURG PA	24	2	5	7	7	3	106,000
FOX GROCERY CO	BELLE VERNON PA	13	2	1	3	7	0	51,000
GIANT EAGLE MARKETS	PITTSBURGH PA	3	0	0	0	2	1	27,000
GOLDEN DAWN FOODS INC	SHARON PA	1	0	0	1	0	0	3,000
HARRY M POLLOCK CO INC	KITTANNING PA	6	2	2	1	0	1	22,500
JEFFERSON WHOLESALE GROC	PUNXSUTANNEY PA	1	1	0	0	0	0	750
KROGER CO	OLON OH	3	0	0	0	1	2	30,000
PENN TRAFFIC CO	DU BOIS PA	1	0	0	0	1	0	7,000
POTTER-MC CUNE CO	MC KEESPORT PA	9	5	2	2	0	0	12,750
S M FLICKINGER CO	JAMESTOWN NY	1	0	1	0	0	0	1,500
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	0	1	1	0	10,000
COUNTY TOTAL:		67	12	11	18	19	7	280,500
WYOMING								
AFFILIATED FOOD DISTRIBUTORS	SCRANTON PA	3	1	2	0	0	0	3,750
P A & S SMALL COMPANY	YORK PA	1	0	0	0	1	0	7,000
WYOMING VALLEY DISTRIBUTING CO	WILKES BARRE PA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		5	1	2	1	1	0	13,750
YORK								
A & P TEA CO/BALTIMORE	BALTIMORE MD	4	0	0	1	2	1	27,000
AMERICAN STORES CO	TOWSON MD	3	0	0	1	2	0	15,000
ASSOCIATED WHOLESALE INC	YORK PA	10	5	2	2	0	1	22,750
JENEL FOOD STORES	BLUE BELL PA	1	0	0	0	1	0	7,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	6	0	1	0	2	3	48,500
P A & S SMALL COMPANY	YORK PA	14	1	2	6	2	3	61,750
SAFEWAY STORES INC	LANDOVER MD	1	0	0	0	1	0	7,000
SUPERMARKETS GENERAL CORP	WOODBRIDGE NJ	1	0	0	0	0	1	10,000
WEIS MARKETS INC	SUNBURY PA	9		2	5	1	1	40,000

COUNTY SUPPLIERS

REGION 03, STATE PA, YORK

(CONTINUED)

SMALL SUPPLIERS
COUNTY TOTAL:

PA STATE TOTAL:

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
1	0	0	1	0	0	3,000
50	6	7	16	11	10	242,000
1,977	241	360	536	611	229	8,565,750

COUNTY SUPPLIERS

REGION 03
STATE: VA

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
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ACCOMACK

AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	5,000
CANELIA FOOD STORES INC	NORFOLK VA	3	0	2	1	0	0	6,000
COLONIAL STORES	NORFOLK VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	2	0	0	0	3,000
COUNTY TOTAL:		7	0	4	2	1	0	17,000

ALBEMARLE

A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	0	2	0	14,000
FLEMING CO INC	WAYNESBORO VA	3	0	1	2	0	0	7,500
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
RICHFOOD INC	MECHANICSVILLE VA	8	2	4	2	0	0	13,500
SAFEMAY STORES INC	CHESTER VA	4	0	0	0	3	1	31,000
COUNTY TOTAL:		18	2	5	4	6	1	73,000

ALLEGHANY

A & P TEA CO/RICHMOND	RICHMOND VA	1	0	1	0	0	0	1,500
KROGER CO	SALEM VA	2	0	0	0	2	0	12,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
MICK OR MACK STORES INC	SALEM VA	1	0	0	0	0	1	10,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		6	0	2	1	2	1	28,000

AMELIA

RICHFOOD INC	MECHANICSVILLE VA	2	0	2	0	0	0	3,000
COUNTY TOTAL:		2	0	2	0	0	0	3,000

AMHERST

KROGER CO	SALEM VA	1	0	0	1	0	0	3,000
QUALITY FOODS CORP	LYNCHBURG VA	3	2	1	0	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	0	2	0	0	6,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	1	0	0	3,000
COUNTY TOTAL:		7	2	1	4	0	0	15,000

APPOMATTOX

QUALITY FOODS CORP	LYNCHBURG VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		2	0	1	0	1	0	8,500

APLINGTON

A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	2	0	14,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	0	7,000
GIANT FOOD INC	LANDOVER MD	8	0	0	4	2	2	46,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	7	0	0	3	3	1	34,000
MILITARY	BUY DIRECT	2	0	0	0	0	2	30,000
P A & S SMALL COMPANY	YOPK PA	1	0	0	1	0	0	3,000
RICHNEY'S SUPER MARKETS	CORVALLIS OR	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	5	0	3	1	0	1	22,500
SAFEMAY STORES INC	LANDOVER MD	13	0	0	4	8	1	70,000
COUNTY TOTAL:		40	1	3	13	16	7	227,250

AUGUSTA

A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	1	1	0	10,000
FLEMING CO INC	WAYNESBORO VA	5	1	2	2	0	0	9,750
KROGER CO	SALEM VA	2	0	0	0	1	1	22,000
MALONE AND HYDE INC	SALEM VA	6	1	1	2	2	0	18,250
QUALITY FOODS CORP	LYNCHBURG VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	1	0	0	4,500
SAFEMAY STORES INC	CHESTER VA	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		22	3	5	8	5	1	77,750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA (CONTINUED)								
BATH								
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
MICK OR MACK STORES INC	SALEM VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		2	0	2	0	0	0	3,000
BEDFORD								
KROGER CO	SALEM VA	1	0	0	1	0	0	3,000
QUALITY FOODS CORP	LYNCHBURG VA	2	2	0	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	3	0	2	1	0	0	6,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	1	0	0	3,000
COUNTY TOTAL:		7	2	2	3	0	0	13,500
BOTETOUNT								
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
QUALITY FOODS CORP	LYNCHBURG VA	1	1	0	0	0	0	750
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	0	750
COUNTY TOTAL:		3	2	1	0	0	0	3,000
BRUNSWICK								
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	1	0	0	4,500
THOMAS AND HOWARD CO	ROCKY MOUNT NC	1	0	1	0	0	0	1,500
COUNTY TOTAL:		3	0	2	1	0	0	6,000
BUCHANAN								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	0	0	0	1	0	5,000
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	1	0	0	0	0	1	10,000
MICK OR MACK STORES INC	SALEM VA	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	BLUEFIELD VA	3	0	2	1	0	0	6,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	0	4	1	1	1	24,000
BUCKINGHAM								
QUALITY FOODS CORP	LYNCHBURG VA	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	2	1	0	1	0	0	3,750
COUNTY TOTAL:		3	2	0	1	0	0	4,500
CAMPBELL								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
COLONIAL STORES	RALEIGH NC	2	0	0	0	2	0	12,000
KROGER CO	SALEM VA	4	0	0	1	3	0	24,000
QUALITY FOODS CORP	LYNCHBURG VA	3	3	0	0	0	0	2,250
RICHFOOD INC	MECHANICSVILLE VA	8	0	2	3	2	1	37,000
VIRGINIA FOODS INC	SALEM VA	1	1	0	0	0	0	750
WINN-DIXIE STORES INC	RALEIGH NC	5	0	0	2	3	0	25,000
COUNTY TOTAL:		24	4	2	6	11	1	108,000
CAROLINE								
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
SAFENAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		2	0	1	0	1	0	8,500
CARROLL								
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	1	0	0	0	1	0	5,000
MALONE AND HYDE INC	SALEM VA	2	1	1	0	0	0	2,250
MERCHANTS DISTRIBUTORS INC	HICKORY NC	2	0	0	1	1	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	0	750
COUNTY TOTAL:		7	2	1	2	2	0	19,000
CHARLOTTE								
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		2	0	1	1	0	0	4,500

COUNTY SUPPLIERS

REGION 03, STATE VA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
CHESTERFIELD								
A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	0	2	0	14,000
COLONIAL STORES	NORFOLK VA	2	0	0	0	2	0	10,000
GIANT FOOD INC	LANDOVER MD	1	0	0	0	1	0	7,000
RICHFOOD INC	MECHANICSVILLE VA	15	1	3	2	4	5	83,250
SAFEMAY STORES INC	CHESTER VA	7	0	0	0	5	2	49,000
WINN-DIXIE STORES INC	RALEIGH NC	2	0	0	0	2	0	14,000
COUNTY TOTAL:		29	1	3	2	16	7	182,250
CLARKE								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
CRAIG								
NICK OR MACK STORES INC	SALEM VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
CULPEPER								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
MERCHANTS GROCERY CO	CULPEPER VA	3	2	1	0	0	0	3,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		5	2	1	0	2	0	17,000
DICKENSON								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	2	0	1	1	0	0	4,500
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		3	0	1	1	1	0	9,500
DINWIDDIE								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
COLONIAL STORES	NORFOLK VA	2	0	0	0	2	0	12,000
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
PANTRY PRIDE INC	NORFOLK VA	1	0	0	0	1	0	7,000
RICHFOOD INC	MECHANICSVILLE VA	13	5	6	2	0	0	18,750
SAFEMAY STORES INC	CHESTER VA	2	0	0	0	1	1	22,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		22	5	8	3	4	2	80,750
ESSEX								
RICHFOOD INC	MECHANICSVILLE VA	2	0	0	1	1	0	10,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		3	0	0	1	2	0	17,000
FAIRFAX								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	3	0	0	0	3	0	21,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	8	0	0	2	5	1	45,000
B GREEN AND CO INC	BALTIMORE MD	1	0	0	0	0	1	10,000
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	1	0	0	0	0	750
GIANT FOOD INC	LANDOVER MD	23	0	0	5	11	7	155,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	8	0	0	1	7	0	40,000
MERCHANTS GROCERY CO	CULPEPER VA	1	1	0	0	0	0	750
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
P A & S SMALL COMPANY	ROCK PA	2	0	1	1	0	0	4,500
RICHFOOD INC	MECHANICSVILLE VA	6	0	0	1	3	2	47,000
SAFEMAY STORES INC	LANDOVER MD	22	0	0	3	15	4	140,000
COUNTY TOTAL:		78	2	1	13	44	16	479,000
FAUQUIER								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
B GREEN AND CO INC	BALTIMORE MD	2	0	1	1	0	0	4,500
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	0	1	0	0	0	1,500
MERCHANTS GROCERY CO	CULPEPER VA	1	1	0	0	0	0	750
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	5,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA, FAUQUIER	(CONTINUED)							
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	0	750
COUNTY TOTAL:		8	2	2	1	2	1	29,500
FLOYD								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	0	0	1	0	0	3,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	BLUEFIELD VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		3	0	2	1	0	0	6,000
FLUVANNA								
RICHFOOD INC	MECHANICSVILLE VA	2	1	1	0	0	0	2,250
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		3	1	2	0	0	0	3,750
FRANKLIN								
KROGER CO	SALEM VA	1	0	0	0	0	1	10,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
QUALITY FOODS CORP	LYNCHBURG VA	1	1	0	0	0	0	750
VIRGINIA FOODS INC	SALEM VA	2	1	1	0	0	0	2,250
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		7	3	2	1	0	1	18,250
FREDERICK								
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	0	0	1	1	17,000
AMERICAN STORES CO	TONSON MD	1	0	0	0	1	0	7,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	2	0	0	0	2	0	10,000
SAFeway STORES INC	CHESTER VA	2	0	0	0	2	0	14,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		8	0	1	0	6	1	49,500
GILES								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	0	1	0	0	0	1,500
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	0	1	0	5,000
VIRGINIA FOODS INC	SALEM VA	1	1	0	0	0	0	750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		6	2	2	0	2	0	16,500
GLOUCESTER								
RICHFOOD INC	MECHANICSVILLE VA	4	0	3	0	0	1	19,500
SAFeway STORES INC	CHESTER VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		5	0	3	0	1	1	24,500
GRAYSON								
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
PIGGY WIGGLY MID MOUNTAIN INC	ABINGTON VA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		3	1	2	0	0	0	3,750
GREENE								
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
GREENSVILLE								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
RICHFOOD INC	MECHANICSVILLE VA	5	1	3	1	0	0	8,250
COUNTY TOTAL:		6	1	3	1	1	0	15,250
HALIFAX								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
COLONIAL STORES	RALEIGH NC	1	0	0	1	0	0	3,000
MALONE AND HYDE INC	SALEM VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	5	3	1	1	0	0	6,750
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	1	0	0	3,000
COUNTY TOTAL:		9	3	1	5	0	0	19,750

COUNTY SUPPLIERS

REGION 03, STATE VA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
HANOVER								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
COLONIAL STORES	NORFOLK VA	2	0	0	0	2	0	14,000
RICHFOOD INC	MECHANICSVILLE VA	3	0	1	1	0	1	14,500
SAFEMAY STORES INC	CHESTER VA	2	0	0	0	2	0	10,000
COUNTY TOTAL:		8	0	1	2	4	1	41,500
HENRICO								
A & P TEA CO/RICHMOND	RICHMOND VA	12	0	0	6	6	0	52,000
COLONIAL STORES	NORFOLK VA	5	0	0	2	3	0	27,000
GIANT FOOD INC	LANDOVER MD	2	0	0	1	1	0	8,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	5,000
PANTRY PRIDE INC	NORFOLK VA	5	0	0	0	5	0	35,000
RICHFOOD INC	MECHANICSVILLE VA	43	7	19	7	5	5	130,750
SAFEMAY STORES INC	CHESTER VA	15	0	0	0	13	2	99,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	7,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		85	8	19	16	35	7	371,500
HENRY								
COLONIAL STORES	RALEIGH NC	1	0	0	0	1	0	7,000
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	2	0	0	0	2	0	12,000
J W WYATT AND CO INC	DANVILLE VA	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	SALEM VA	4	3	1	0	0	0	3,750
MERCHANTS DISTRIBUTORS INC	HICKORY NC	4	0	0	4	0	0	12,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	0	1	0	0	0	1,500
WINN-DIXIE STORES INC	RALEIGH NC	4	0	0	1	3	0	22,000
COUNTY TOTAL:		18	3	2	6	7	0	68,250
ISLE OF WIGHT								
BIESE AND CONSOLE INC	NORFOLK VA	1	0	1	0	0	0	1,500
CAMELIA FOOD STORES INC	NORFOLK VA	1	0	0	1	0	0	3,000
COLONIAL STORES	NORFOLK VA	1	0	0	0	1	0	7,000
RICHFOOD INC	MECHANICSVILLE VA	2	1	0	1	0	0	3,750
COUNTY TOTAL:		5	1	1	2	1	0	15,250
JAMES CITY CO								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
CAMELIA FOOD STORES INC	NORFOLK VA	1	0	1	0	0	0	1,500
COLONIAL STORES	NORFOLK VA	2	0	1	1	0	0	4,500
PANTRY PRIDE INC	NORFOLK VA	1	0	0	0	0	1	10,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	0	1	0	5,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	0	0	0	0	1	10,000
COUNTY TOTAL:		9	0	2	1	4	2	50,000
KING GEORGE								
MILITARY	BUY DIRECT	1	1	0	0	0	0	750
PICHEY'S SUPER MARKETS	COPVALLIS CR	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		4	2	1	0	1	0	10,000
KING WILLIAM								
CAMELIA FOOD STORES INC	NORFOLK VA	1	0	0	1	0	0	3,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		2	0	0	1	1	0	8,000
LANCASTER								
RICHFOOD INC	MECHANICSVILLE VA	2	0	0	2	0	0	6,000
SAFEMAY STORES INC	CHESTER VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	0	0	3	0	0	9,000

COUNTY SUPPLIERS		TOTAL	500K-	1-2	2-4	4-8	8+	EST ACV
REGION 03, STATE VA (CONTINUED)		STORES	1 MIL	MIL	MIL	MIL	MIL	(\$1000)
LEE								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	2	1	1	0	0	0	2,250
KINGSFORD GROCERY CO	KINGSFORD TN	1	0	1	0	0	0	1,500
PAY CASH GROCERY CO	KNOXVILLE TN	1	0	0	1	0	0	3,000
PIGGY WIGGLY MID MOUNTAIN INC	ABINGTON VA	2	0	2	0	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	1	5	1	0	0	11,250
LOUDOUN								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	1	0	0	3,000
CREASEY CO	COLUMBUS OH	1	1	0	0	0	0	750
GIANT FOOD INC	LANDOVER MD	2	0	0	2	0	0	6,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	1	0	0	0	1	0	7,000
SAFeway STORES INC	LANDOVER MD	1	0	0	0	1	0	7,000
SAFeway STORES INC	CHESTER VA	3	0	0	2	1	0	13,000
COUNTY TOTAL:		9	1	0	5	3	0	36,750
LOUISA								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
MERCHANTS GROCERY CO	CULPEPER VA	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	1	1	0	0	0	0	750
SAFeway STORES INC	CHESTER VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		4	2	0	1	1	0	9,500
LUNENBURG								
MALONE AND HYDE INC	SALEM VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		3	0	1	2	0	0	7,500
MADISON								
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
MERCHANTS GROCERY CO	CULPEPER VA	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	1	1	1	0	0	5,250
MATHEWS								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	2	1	1	0	0	0	2,250
COUNTY TOTAL:		3	1	2	0	0	0	3,750
MECKLENBURG								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
COLONIAL STORES	RALEIGH NC	1	0	0	1	0	0	3,000
MALONE AND HYDE INC	SALEM VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	4	1	2	1	0	0	6,750
WINN-DIXIE STORES INC	RALEIGH NC	2	0	1	0	1	0	6,500
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		10	1	3	5	1	0	25,250
MIDDLESEX								
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
WHITEHEAD-STOKES GRAYES CO	ASHLAND VA	1	1	0	0	0	0	750
COUNTY TOTAL:		2	1	0	1	0	0	3,750
MONTGOMERY								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	7,000
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	3	0	0	0	2	1	24,000
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	0	1	0	7,000
HICK OR HACK STORES INC	SALEM VA	2	0	2	0	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	4	0	0	1	3	0	22,000
VIRGINIA FOODS INC	SALEM VA	1	0	1	0	0	0	1,500
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	7,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		16	1	3	2	9	1	82,250

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA (CONTINUED)								
NELSON								
QUALITY FOODS CORP	LYNCHBURG VA	1	1	0	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	0	750
NEW KENT								
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		1	0	0	1	0	0	3,000
NORFOLK								
A & P TEA CO/RICHMOND	RICHMOND VA	11	0	0	3	7	1	64,000
BIESE AND CONSOLE INC	NORFOLK VA	12	1	0	1	7	3	81,750
CAMELIA FOOD STORES INC	NORFOLK VA	43	3	13	15	11	1	142,750
COLONIAL STORES	NORFOLK VA	20	0	2	6	12	0	99,000
MILITARY	BUY DIRECT	4	0	0	0	0	4	55,000
PANTRY PRIDE INC	NORFOLK VA	6	0	0	1	4	1	37,000
RICHFOOD INC	MECHANICSVILLE VA	22	1	4	9	3	5	113,750
SAFEGWAY STORES INC	CHESTER VA	6	0	0	0	5	1	39,000
WINN-DIXIE STORES INC	RALEIGH NC	3	0	0	0	3	0	21,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		128	6	19	35	52	16	654,000
NORTHAMPTON								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
CAMELIA FOOD STORES INC	NORFOLK VA	2	0	0	2	0	0	6,000
COLONIAL STORES	NORFOLK VA	2	0	0	1	1	0	8,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	7,000
COUNTY TOTAL:		7	0	0	3	4	0	35,000
NORTHUMBERLD								
RICHFOOD INC	MECHANICSVILLE VA	2	1	0	1	0	0	3,750
COUNTY TOTAL:		2	1	0	1	0	0	3,750
NOTTOMAY								
MALONE AND HYDE INC	SALEM VA	2	0	0	2	0	0	6,000
RICHFOOD INC	MECHANICSVILLE VA	4	1	3	0	0	0	5,250
COUNTY TOTAL:		6	1	3	2	0	0	11,250
ORANGE								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
MALONE AND HYDE INC HDQ	MEMPHIS TN	1	0	1	0	0	0	1,500
SAFEGWAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		4	0	2	0	2	0	17,000
PAGE								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
FLEMING CO INC	WAYNESBORO VA	2	0	2	0	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	1	1	0	0	0	0	750
SAFEGWAY STORES INC	CHESTER VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		5	1	3	0	1	0	12,250
PATRICK								
MALONE AND HYDE INC	SALEM VA	2	0	2	0	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	SALEM VA	1	1	0	0	0	0	750
COUNTY TOTAL:		4	1	3	0	0	0	5,250
PITTSYLVANIA								
A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	1	1	0	8,000
CENTRAL CAROLINA GROCERS INC	KERNERSVILLE NC	1	0	0	0	1	0	5,000
COLONIAL STORES	RALEIGH NC	2	0	0	0	2	0	12,000
DIXIE SAVING STORES INC	CHATTANOOGA TN	1	0	0	1	0	0	3,000
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	7,000
FOOD WORLD INC	HIGH POINT NC	1	0	0	0	0	1	10,000
J W WYATT AND CO INC	DANVILLE VA	5	0	3	2	0	0	10,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA, PITTSYLVANIA (CONTINUED)								
KROGER CO	SALEM VA	2	0	0	0	1	1	22,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
NICK OR MACK STORES INC	SALEM VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	2	1	0	1	0	0	3,750
WINN-DIXIE STORES INC	RALEIGH NC	2	0	0	1	1	0	10,000
COUNTY TOTAL:		21	1	5	6	7	2	94,250
PRINCE EDWARD								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	1	0	0	0	1,500
COLONIAL STORES	RALEIGH NC	1	0	0	0	1	0	5,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
SAFENAY STORES INC	CHESTER VA	1	0	0	1	0	0	3,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	5,000
COUNTY TOTAL:		5	0	1	2	2	0	17,500
PRINCE GEO								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	0	1	10,000
PANTRY PRIDE INC	NORFOLK VA	1	0	0	0	1	0	5,000
RICHFOOD INC	MECHANICSVILLE VA	3	0	3	0	0	0	4,500
SAFENAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		9	2	3	0	3	1	33,000
PPNC WILLIAM								
A & P TEA CO (PLUS DISCOUNT)	FLORENCE NJ	1	0	0	0	1	0	7,000
A & P TEA CO/BALTIMORE	BALTIMORE MD	2	0	1	0	1	0	8,500
AMERICAN STORES CO	TOWSON MD	2	0	0	0	2	0	12,000
CREASEY CO OF MARYLAND	HAGERSTOWN MD	2	0	2	0	0	0	3,000
GIANT FOOD INC	LANDOVER MD	4	0	0	0	3	1	34,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	3	0	0	0	2	1	29,000
MERCHANTS GROCERY CO	CULPEPER VA	6	3	3	0	0	0	6,750
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
RICHFOOD INC	MECHANICSVILLE VA	2	1	0	0	1	0	7,750
SAFENAY STORES INC	CHESTER VA	5	0	0	0	5	0	31,000
COUNTY TOTAL:		28	4	6	0	15	3	154,000
PULASKI								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	1	0	0	3,000
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	5,000
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	1	0	0	0	0	750
KROGER CO	SALEM VA	1	0	0	0	0	1	10,000
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		6	1	1	2	1	1	23,250
RICHMOND								
RICHFOOD INC	MECHANICSVILLE VA	2	0	0	1	1	0	8,000
COUNTY TOTAL:		2	0	0	1	1	0	8,000
ROANOKE								
A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	2	0	0	6,000
FOOD WORLD INC	HIGH POINT NC	1	0	0	0	1	0	7,000
KROGER CO	SALEM VA	10	0	0	1	3	1	66,000
MALONE AND HYDE INC	SALEM VA	6	1	3	2	0	0	11,250
NICK OR MACK STORES INC	SALEM VA	11	0	0	9	1	1	40,000
QUALITY FOODS CORP	LYNCHBURG VA	1	1	0	0	0	0	750
RICHFOOD INC	MECHANICSVILLE VA	3	0	1	2	0	0	7,500
VIRGINIA FOODS INC	SALEM VA	2	2	0	0	0	0	1,500
WINN-DIXIE STORES INC	RALEIGH NC	7	0	0	0	6	1	48,000
COUNTY TOTAL:		43	4	4	16	16	3	190,000
ROCKBRIDGE								
FLEMING CO INC	WAYNESBORO VA	1	1	0	0	0	0	750
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	7,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA, ROCKBRIDGE (CONTINUED)								
MICK OR MACK STORES INC	SALEM VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	1	0	0	4,500
VIRGINIA FOODS INC	SALEM VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	1	2	2	2	0	23,750
ROCKINGHAM								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
FLEMING CO INC	WAYNESSBORO VA	7	2	1	2	2	0	19,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
MICK OR MACK STORES INC	SALEM VA	2	0	0	0	2	0	14,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	1	0	1	0	8,500
SAFeway STORES INC	CHESTER VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		15	2	3	2	8	0	62,000
RUSSELL								
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	1	0	0	1	0	0	3,000
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	2	0	1	0	1	0	6,500
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	0	750
COUNTY TOTAL:		4	1	1	1	1	0	10,250
SCOTT								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	1	0	0	0	0	750
JONES WHOLESALE CO INC	BRISTOL VA	2	2	0	0	0	0	1,500
PAY CASH GROCERY CO	KNOXVILLE TN	2	0	0	1	1	0	8,000
COUNTY TOTAL:		5	3	0	1	1	0	10,250
SHEPHERD								
FLEMING CO INC	WAYNESSBORO VA	3	2	1	0	0	0	3,000
MALONE AND HYDE INC	SALEM VA	1	1	0	0	0	0	750
SAFeway STORES INC	CHESTER VA	2	0	0	1	1	0	10,000
COUNTY TOTAL:		6	3	1	1	1	0	13,750
SHYTH								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	1	0	0	1	0	0	3,000
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	2	0	1	0	0	1	11,500
MERCHANTS DISTRIBUTORS INC	HICKORY NC	2	0	0	1	1	0	10,000
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	3	0	0	2	1	0	13,000
TAZEWELL FARM DUPEAU INC	NORTH TAZEWELL VA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		11	2	2	4	2	1	40,500
SOUTHAMPTON								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	7,000
CAMELIA FOOD STORES INC	NORFOLK VA	2	0	1	0	1	0	6,500
COLONIAL STORES	NORFOLK VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	3	1	1	1	0	0	5,250
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	5,000
COUNTY TOTAL:		8	1	2	2	3	0	26,750
SPOTSYLVANIA								
A & P TEA CO/RICHMOND	RICHMOND VA	2	0	0	1	1	0	10,000
GIANT FOOD INC	LANDOVER MD	1	0	0	0	1	0	7,000
GRAND UNION CO/WASHINGTON DIV	LANDOVER MD	1	0	0	0	1	0	7,000
MERCHANTS GROCERY CO	CULPEPER VA	1	0	1	0	0	0	1,500
RICHFOOD INC	MECHANICSVILLE VA	7	4	2	0	1	0	11,000
SAFeway STORES INC	CHESTER VA	3	0	0	0	3	0	19,000
COUNTY TOTAL:		15	4	3	1	7	0	55,500
STAFFORD								
GIANT FOOD INC	LANDOVER MD	1	0	0	0	0	1	15,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		2	0	0	0	1	1	20,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA (CONTINUED)								
SUFFOLK								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	5,000
CAMELIA FOOD STORES INC	NORFOLK VA	4	0	2	1	1	0	11,000
COLONIAL STORES	NORFOLK VA	1	0	0	0	1	0	5,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	5,000
WINN-DIXIE STORES INC	RALEIGH NC	1	0	0	0	1	0	7,000
COUNTY TOTAL:		9	0	3	1	5	0	34,500
SURRY								
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
SUSSEX								
RICHFOOD INC	MECHANICSVILLE VA	5	3	2	0	0	0	5,250
COUNTY TOTAL:		5	3	2	0	0	0	5,250
TAZEWELL								
DESKINS SUPER MARKET INC	NORTH TAZEWELL VA	1	0	0	0	1	0	7,000
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	7,000
KROGER CO	SALEM VA	2	0	0	0	2	0	14,000
MALONE AND HYDE INC	SALEM VA	2	0	0	2	0	0	6,000
MERCHANTS DISTRIBUTORS INC	HICKORY NC	3	0	0	0	3	0	17,000
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	1	0	1	0	0	0	1,500
TAZEWELL FARM BUREAU INC	NORTH TAZEWELL VA	2	0	2	0	0	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	4	1	1	0	2	0	12,250
COUNTY TOTAL:		16	1	4	2	9	0	67,750
WARREN								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	0	1	10,000
FLEMING CO INC	WAYNESBORO VA	2	1	0	1	0	0	3,750
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
SAFEMAY STORES INC	CHESTER VA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		5	1	1	1	1	1	22,250
WASHINGTON								
A & P TEA CO/CHARLOTTE	CHARLOTTE NC	1	0	1	0	0	0	1,500
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	5	0	1	3	1	0	15,500
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	2	0	0	1	1	0	10,000
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	0	1	0	7,000
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	1	0	0	1	0	0	3,000
SUPER VALU STORES INC	XENIA OH	1	0	0	1	0	0	3,000
THOMAS AND HOWARD CO	NEWTON NC	1	1	0	0	0	0	750
SMALL SUPPLIERS		2	0	0	2	0	0	6,000
COUNTY TOTAL:		15	1	2	9	3	0	49,750
WESTMORELAND								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	5,000
RICHFOOD INC	MECHANICSVILLE VA	3	1	2	0	0	0	3,750
COUNTY TOTAL:		4	1	2	0	1	0	8,750
WISE								
GIANT WHOLESALE GROCERY CO	JOHNSON CITY TN	7	2	2	1	2	0	17,500
K-VA-T FOOD MANAGEMENT INC	GRUNDY VA	4	0	0	4	0	0	12,000
KINGSPORT GROCERY CO	KINGSPORT TN	1	0	1	0	0	0	1,500
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
PAY CASH GROCERY CO	KNOXVILLE TN	2	0	1	0	1	0	8,500
PIGGLY WIGGLY MID MOUNTAIN INC	ABINGTON VA	4	0	1	2	1	0	12,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		20	3	5	7	5	0	59,750
WYTHE								
FOOD TOWN STORES/SAVE RITE	SALISBURY NC	1	0	0	0	1	0	7,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	SALEM VA	1	1	0	0	0	0	750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE VA, WYTHE	(CONTINUED)							
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	1	0	0	3,000
HICK OR MACK STORES INC	SALEM VA	1	0	0	1	0	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	0	750
COUNTY TOTAL:		6	2	0	2	2	0	21,500
YORK								
A & P TEA CO. RICHMOND	RICHMOND VA	4	0	0	0	2	2	30,000
BISSE AND CONSOLE INC	NORFOLK VA	6	1	1	1	2	1	34,250
CAMELIA FOOD STORES INC	NORFOLK VA	6	0	3	1	2	0	17,500
COLONIAL STORES	NORFOLK VA	8	0	1	1	6	0	42,500
MILITARY	BUY DIRECT	3	0	0	1	0	2	33,000
PANTRY PRIDE INC	NORFOLK VA	5	0	0	1	4	0	29,000
RICHFOOD INC	MECHANICSVILLE VA	17	1	5	5	3	3	85,250
SAFeway STORES INC	CHESTER VA	3	0	0	1	2	0	15,000
WINN-DIXIE STORES INC	RALEIGH NC	2	0	0	0	2	0	14,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		55	2	11	11	23	8	302,000
VA STATE TOTAL:		1,036	120	211	243	373	89	4,480,500

COUNTY SUPPLIERS

REGION 03
STATE: WV

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
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BARBOUR

A & P TEA CO./ALTOONA	ALTOONA PA	1	0	1	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	0	1	0	3,000
FOX GROCERY CO	BELLE VERNON PA	1	1	0	0	0	750
SMALL SUPPLIERS		1	1	0	0	0	750
COUNTY TOTAL:		4	2	1	1	0	6,000

BERKELEY

A & P TEA CO./BALTIMORE	BALTIMORE MD	1	0	0	1	0	3,000
AMERICAN STORES CO	TOWSON MD	1	0	0	0	1	5,000
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	1	0	0	0	750
FOX GROCERY CO	BELLE VERNON PA	1	0	0	1	0	3,000
FOX GROCERY CO	MILTON WV	1	0	0	1	0	3,000
GRAND UNION CO./WASHINGTON DIV	LANDOVER MD	1	0	0	0	1	5,000
LOUIS LEHRMAN AND SON	SHIREMANSTOWN PA	1	0	0	0	1	5,000
COUNTY TOTAL:		7	1	0	3	3	24,750

BOONE

ASSOCIATED GROCERS INC	HUNTINGTON WV	2	1	0	1	0	3,750
CREASEY CO OF HUNTINGTON	KENOVA WV	2	1	0	0	1	5,750
FOX GROCERY CO	MILTON WV	2	1	1	0	0	2,250
KROGER CO	SALEM VA	1	0	0	0	1	7,000
MALONE AND HYDE INC	NICHOLASVILLE KY	2	2	0	0	0	1,500
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	1	0	0	1,500
SMALL SUPPLIERS		1	1	0	0	0	750
COUNTY TOTAL:		11	6	2	1	2	22,500

BRAXTON

FOX GROCERY CO	MILTON WV	1	0	0	1	0	3,000
KROGER CO	SALEM VA	1	0	0	0	1	5,000
MALONE AND HYDE INC	NICHOLASVILLE KY	1	0	0	1	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	1	0	0	0	750
COUNTY TOTAL:		4	1	0	2	1	11,750

BROCKE

CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	0	1	7,000
GAUDIOS SUPER MARKETS	FOLLANSBEE WV	2	0	1	1	0	4,500
KROGER CO	COLUMBUS OH	1	0	0	1	0	3,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	2	1	1	0	0	2,250
COUNTY TOTAL:		6	1	2	2	1	16,750

CABELL

A & P TEA CO./LOUISVILLE	LOUISVILLE KY	1	0	0	0	1	5,000
ASSOCIATED GROCERS INC	HUNTINGTON WV	15	9	2	3	0	33,750
BIG BEAR STORES CO	COLUMBUS OH	2	0	0	0	2	12,000
FOX GROCERY CO	MILTON WV	9	0	2	4	3	32,000
KROGER CO	SALEM VA	3	0	0	0	3	19,000
MALONE AND HYDE INC	NICHOLASVILLE KY	1	0	0	0	1	5,000
MC LAIN GROCERY CO	MASSILON OH	2	1	1	0	0	2,250
SMALL SUPPLIERS		1	0	1	0	0	1,500
COUNTY TOTAL:		34	10	6	7	10	110,500

CALHOUN

CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	1	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	750

CLAY

FLEMING CO INC	WAYNESBORO VA	1	1	0	0	0	750
FOX GROCERY CO	MILTON WV	1	0	0	1	0	3,000
COUNTY TOTAL:		2	1	0	1	0	3,750

DODDRIDGE

A & P TEA CO./ALTOONA	ALTOONA PA	1	0	1	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	1,500

COUNTY SUPPLIERS

REGION 03, STATE WV (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (91000)
FAYETTE								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	5,000
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	3	0	2	0	1	0	10,000
MALONE AND HYDE INC	SALEM VA	1	1	0	0	0	0	750
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	0	2	0	0	6,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		10	1	4	3	2	0	27,750
GILMER								
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	0	1	0	0	0	1,500
MALONE AND HYDE INC	NICHOLASVILLE KY	1	0	0	0	1	0	5,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		4	0	1	2	1	0	12,500
GRANT								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
GREENSBRIER								
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	3	0	0	1	2	0	15,000
LEWISBURG WHOLESALE CO	RONCEVERTE WV	2	1	0	1	0	0	3,750
MALONE AND HYDE INC	SALEM VA	1	0	0	1	0	0	3,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	2	0	0	0	3,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	0	1	0	7,000
VIRGINIA FOODS INC	BLUEFIELD VA	3	0	2	1	0	0	6,000
COUNTY TOTAL:		13	1	4	5	3	0	40,750
HAMPSHIRE								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
HANCOCK								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	0	1	0	7,000
FOX GROCERY CO	MILTON WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	BELLE VERNON PA	1	0	1	0	0	0	1,500
GAUDIOS SUPER MARKETS	FOLLANSBEE WV	1	1	0	0	0	0	750
KROGER CO	COLUMBUS OH	2	0	0	1	0	1	18,000
MC LAIN GROCERY CO	MASSILON OH	1	0	0	1	0	0	3,000
TAMARKIN CO	YOUNGSTOWN OH	1	0	1	0	0	0	1,500
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		10	2	4	2	1	1	35,500
HARDY								
CREASEY CO OF MARYLAND	HAGERSTOWN MD	1	1	0	0	0	0	750
FLEMING CO INC	WAYNESBORO VA	1	1	0	0	0	0	750
FOX GROCERY CO	MILTON WV	1	0	0	0	0	1	10,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		4	3	0	0	0	1	12,250
HARRISON								
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	0	0	1	10,000
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	0	0	1	0	5,000
KROGER CO	SALEM VA	2	0	0	1	1	0	10,000
SCOT LAD FOODS INC	HEPZIBAH WV	5	0	2	3	0	0	12,000
SUPER VALU STORES INC	XENIA OH	1	0	0	1	0	0	3,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	0	1	1	0	10,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	3	2	0	1	0	0	4,500
COUNTY TOTAL:		16	2	3	7	3	1	56,000

COUNTY SUPPLIERS

REGION 03, STATE WV (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
JACKSON								
ASSOCIATED GROCERS INC	DENHISON OH	2	0	0	1	1	0	8,000
FOX GROCERY CO	MILTON WV	1	0	0	0	1	0	5,000
KROGER CO	SALEM VA	1	0	0	0	1	0	5,000
MC LAIN GROCERY CO	MASSILON OH	1	0	1	0	0	0	1,500
SUPER VALU STORES INC	XENIA OH	1	0	0	1	0	0	3,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	1	0	0	3,000
COUNTY TOTAL:		7	0	1	3	3	0	25,500
JEFFERSON								
A & P TEA CO/BALTIMORE	BALTIMORE MD	1	0	0	0	1	0	7,000
AMERICAN STORES CO	TOWSON MD	1	0	1	0	0	0	1,500
B GREEN AND CO INC	BALTIMORE MD	1	1	0	0	0	0	750
CREASEY CO	COLUMBUS OH	1	1	0	0	0	0	750
CREASEY CO OF MARYLAND	HAGERSTOWN MD	2	1	0	1	0	0	3,750
FOX GROCERY CO	MILTON WV	1	0	0	0	1	0	7,000
COUNTY TOTAL:		7	3	1	1	2	0	20,750
KANAWHA								
ASSOCIATED GROCERS INC	HUNTINGTON WV	10	3	5	1	1	0	17,750
CREASEY CO OF HUNTINGTON	KENOVA WV	6	2	2	2	0	0	10,500
FOX GROCERY CO	MILTON WV	13	3	2	5	3	0	35,250
KROGER CO	SALEM VA	12	0	2	3	7	0	55,000
MALONE AND HYDE INC	NICHOLASVILLE KY	3	0	1	1	1	0	2,500
MC LAIN GROCERY CO	MASSILON OH	3	1	1	1	0	0	5,250
MIDLAND GROCERY CO	PARKERSBURG WV	1	1	0	0	0	0	750
SCOT LAD FOODS INC	HEPZIBAH WV	7	0	0	4	3	0	27,000
SUPER VALU STORES INC	XENIA OH	4	1	0	3	0	0	9,750
VIRGINIA FOODS INC	BLUEFIELD VA	2	0	1	1	0	0	4,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		62	11	15	21	15	0	176,750
LEWIS								
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	1	0	0	0	0	750
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	0	1	0	5,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	1	0	0	0	1,500
COUNTY TOTAL:		4	1	1	0	2	0	14,250
LINCOLN								
ASSOCIATED GROCERS INC	HUNTINGTON WV	5	3	2	0	0	0	5,250
CREASEY CO OF HUNTINGTON	KENOVA WV	2	2	0	0	0	0	1,500
FOX GROCERY CO	MILTON WV	3	0	2	1	0	0	6,000
MALONE AND HYDE INC	NICHOLASVILLE KY	2	1	0	1	0	0	3,750
COUNTY TOTAL:		12	6	4	2	0	0	16,500
LOGAN								
ASSOCIATED GROCERS INC	HUNTINGTON WV	9	4	1	2	2	0	22,500
CREASEY CO OF HUNTINGTON	KENOVA WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	1	0	0	0	1,500
KROGER CO	SALEM VA	1	0	0	0	1	0	5,000
MC LAIN GROCERY CO	MASSILON OH	2	1	0	1	0	0	3,750
S M FLICKINGER CO	COLUMBUS OH	1	0	0	0	1	0	7,000
VIRGINIA FOODS INC	SALEM VA	1	1	0	0	0	0	750
VIRGINIA FOODS INC	BLUEFIELD VA	2	0	1	0	1	0	8,500
SMALL SUPPLIERS		2	1	0	0	0	1	10,750
COUNTY TOTAL:		20	7	4	3	5	1	61,250
MARION								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	5	1	2	1	1	0	11,750
FOX GROCERY CO	MILTON WV	2	0	0	1	1	0	10,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
S M FLICKINGER CO	COLUMBUS OH	1	0	0	0	1	0	5,000
SCOT LAD FOODS INC	HEPZIBAH WV	2	1	0	1	0	0	3,750
THOROFARE MARKETS INC	YOUNGSTOWN OH	3	0	1	0	2	0	13,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE WV, MARION	(CONTINUED)							
WHEELING WHOLESALE GROCERY CO	WHEELING WV	2	1	1	0	0	0	2,250
SMALL SUPPLIERS		1	0	0	0	1	0	5,000
COUNTY TOTAL:		18	3	4	4	7	0	61,250
MARSHALL								
ASSOCIATED GROCERS INC	DENNISON OH	1	1	0	0	0	0	750
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	1	0	5,000
KROGER CO	COLUMBUS OH	2	0	0	0	1	1	17,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	6	4	1	0	1	0	9,500
COUNTY TOTAL:		11	5	1	1	3	1	35,250
MASON								
ASSOCIATED GROCERS INC	HUNTINGTON WV	1	0	0	1	0	0	3,000
CREASEY CO OF HUNTINGTON	KENOVA WV	2	1	1	0	0	0	2,250
SCOT LAD FOODS INC	HEPZIBAH WV	2	0	2	0	0	0	3,000
SUPER VALU STORES INC	XENIA OH	1	0	0	0	1	0	5,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	1	0	0	3,000
COUNTY TOTAL:		7	1	3	2	1	0	16,250
MCDONELL								
DESKINS SUPER MARKET INC	NORTH TAZEWELL VA	2	0	1	1	0	0	4,500
ELKHORN VALLEY GROCERY CO	KEYSTONE WV	1	0	1	0	0	0	1,500
KROGER CO	SALEM VA	2	0	0	1	1	0	10,000
RICHFOOD INC	MECHANICSVILLE VA	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	BLUEFIELD VA	6	3	1	1	1	0	11,750
COUNTY TOTAL:		12	3	4	3	2	0	29,250
MERCER								
A & P TEA CO/RICHMOND	RICHMOND VA	1	0	0	0	1	0	5,000
DESKINS SUPER MARKET INC	NORTH TAZEWELL VA	1	1	0	0	0	0	750
KROGER CO	SALEM VA	2	0	0	1	0	1	13,000
MALONE AND HYDE INC	SALEM VA	1	1	0	0	0	0	750
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	0	1	0	5,000
VIRGINIA FOODS INC	BLUEFIELD VA	10	2	4	3	1	0	21,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		17	5	4	4	3	1	46,750
MINERAL								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
REEVES FARVIN AND CO	HUNTINGDON PA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
MINGO								
ASSOCIATED GROCERS INC	HUNTINGTON WV	5	2	3	0	0	0	6,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	NICHOLASVILLE KY	1	1	0	0	0	0	750
PIGGY WIGGLY MID MOUNTAIN INC	ABINGTON VA	1	0	0	0	0	1	15,000
S M FLICKINGER CO	COLUMBUS OH	1	0	0	0	1	0	5,000
SUPER VALU STORES INC	XENIA OH	1	0	0	1	0	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		2	0	1	1	0	0	4,500
COUNTY TOTAL:		13	3	5	2	2	1	42,750
MONONGALIA								
BELLS WHOLESALE GROCERY INC	MORGANTOWN WV	1	1	0	0	0	0	750
CHARLEY BROTHEPS CO	GREENSBURG PA	1	0	0	1	0	0	3,000
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	1	0	0	0	0	750
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
FOX GROCERY CO	BELLE VERNON PA	1	0	0	0	1	0	7,000
GIANT EAGLE MARKETS	PITTSBURGH PA	1	0	0	0	0	1	10,000
KROGER CO	SALEM VA	2	0	0	1	1	0	8,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	1	0	0	3,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	2	0	0	1	1	0	8,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	1	0	0	0	0	750
COUNTY TOTAL:		12	3	0	5	3	1	44,250

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 03, STATE WV (CONTINUED)								
MONROE								
LEWISBURG WHOLESALE CO	RONCEVERTE WV	2	0	2	0	0	0	3,000
VIRGINIA FOODS INC	BLUEFIELD VA	2	0	2	0	0	0	3,000
COUNTY TOTAL:		4	0	4	0	0	0	6,000
MORGAN								
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
NICHOLAS								
FOX GROCERY CO	MILTON WV	3	0	1	1	1	0	9,500
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MALONE AND HYDE INC	SALEM VA	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEPZIDAH WV	1	0	0	0	1	0	5,000
SUPER VALU STORES INC	XENIA OH	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	BLUEFIELD VA	2	2	0	0	0	0	1,500
COUNTY TOTAL:		9	2	2	2	3	0	27,500
OHIO								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	0	1	0	7,000
FOX GROCERY CO	MILTON WV	4	0	2	2	0	0	9,000
KROGER CO	COLUMBUS OH	2	0	0	1	1	0	8,000
POHCO INC	BARNESVILLE OH	2	0	1	1	0	0	4,500
COUNTY TOTAL:		9	0	3	4	2	0	28,500
FENDLETON								
FLEMING CO INC	WAYNESBORO VA	1	0	1	0	0	0	1,500
MALONE AND HYDE INC	SALEM VA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		2	0	2	0	0	0	3,000
PLEASANTS								
ASSOCIATED GROCERS INC	DENNISON OH	1	0	1	0	0	0	1,500
CARDINAL FOODS INC	COLUMBUS OH	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	1	1	0	0	4,500
POCAHONTAS								
FOX GROCERY CO	MILTON WV	2	0	1	1	0	0	4,500
COUNTY TOTAL:		2	0	1	1	0	0	4,500
PRESTON								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
CHARLEY BROTHERS CO	GREENSBURG PA	2	1	1	0	0	0	2,250
FOX GROCERY CO	MILTON WV	2	0	1	0	1	0	6,500
FOX GROCERY CO	BELLE VERNON PA	1	1	0	0	0	0	750
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	2	3	1	1	0	14,000
PUTNAM								
ASSOCIATED GROCERS INC	HUNTINGTON WV	3	2	0	0	1	0	6,500
CREASEY CO OF HUNTINGTON	KENOVA WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
MC LAIN GROCERY CO	MASSILON OH	1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	2	2	1	2	0	19,500
RALEIGH								
A & P TEA CO/RICHMOND	RICHMOND VA	3	0	0	2	1	0	11,000
CAROLINA SUPER MARKETS INC	BECKLEY WV	4	1	2	1	0	0	6,750
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	2	0	0	0	1	1	17,000
MALONE AND HYDE INC	SALEM VA	1	0	0	0	1	0	5,000
MERCHANTS DISTRIBUTORS INC	HICKORY NC	1	0	0	0	1	0	5,000
RICHFOOD INC	MECHANICSVILLE VA	2	0	0	1	1	0	8,000
SUPER VALU STORES INC	XENIA OH	1	0	0	0	1	0	7,000
VIRGINIA FOODS INC	BLUEFIELD VA	2	1	1	0	0	0	2,250
COUNTY TOTAL:		17	2	3	5	6	1	65,000

COUNTY SUPPLIERS

REGION 03, STATE WV (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
RANDOLPH								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	0	1	0	0	3,000
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	2	2	0	0	0	0	1,500
KROGER CO	SALEM VA	1	0	0	0	1	0	7,000
SCOT LAD FOODS INC	HEPZIBAH WV	2	0	0	2	0	0	6,000
COUNTY TOTAL:		6	2	0	3	1	0	17,500
PITCHIE								
MC LAIN GROCERY CO	MASSILON OH	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
ROANE								
CREASEY CO OF HUNTINGTON	KENOVA WV	1	1	0	0	0	0	750
FOX GROCERY CO	MILTON WV	2	0	1	1	0	0	4,500
MALONE AND HYDE INC	NICHOLASVILLE KY	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		6	1	3	2	0	0	11,250
SUMMERS								
FOX GROCERY CO	MILTON WV	1	0	0	0	1	0	5,000
KROGER CO	SALEM VA	1	0	0	0	0	1	10,000
COUNTY TOTAL:		2	0	0	0	1	1	15,000
TAYLOR								
CREASEY CO OF CLARKSBURG	CLARKSBURG WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
SCOT LAD FOODS INC	HEPZIBAH WV	1	0	0	1	0	0	3,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	1	0	0	0	1,500
COUNTY TOTAL:		4	0	2	2	0	0	9,000
TUCKER								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	1	0	0	0	1,500
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		2	0	2	0	0	0	3,000
TYLER								
A & P TEA CO/ALTOONA	ALTOONA PA	1	0	1	0	0	0	1,500
MC LAIN GROCERY CO	MASSILON OH	1	1	0	0	0	0	750
WHEELING WHOLESALE GROCERY CO	WHEELING WV	1	1	0	0	0	0	750
COUNTY TOTAL:		3	2	1	0	0	0	3,000
UPSHUR								
CHARLEY BROTHERS CO	GREENSBURG PA	1	0	0	1	0	0	3,000
FOX GROCERY CO	MILTON WV	1	0	0	1	0	0	3,000
KROGER CO	SALEM VA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	0	0	3	0	0	9,000
WAYNE								
ASSOCIATED GROCERS INC	HUNTINGTON WV	8	4	0	3	1	0	17,000
BIG BEAR STORES CO	COLUMBUS OH	1	0	0	0	0	1	10,000
CREASEY CO OF HUNTINGTON	KENOVA WV	1	0	1	0	0	0	1,500
FOX GROCERY CO	MILTON WV	1	0	0	0	1	0	5,000
MALONE AND HYDE INC	NICHOLASVILLE KY	2	1	0	1	0	0	3,750
COUNTY TOTAL:		13	5	1	4	2	1	37,250
WEBSTER								
FOX GROCERY CO	MILTON WV	1	0	1	0	0	0	1,500
VIRGINIA FOODS INC	BLUEFIELD VA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		3	0	3	0	0	0	4,500

COUNTY SUPPLIERS

REGION 03, STATE WV (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
WETZEL								
MC LAIN GROCERY CO	MASSILON OH	1	0	0	0	0	1	10,000
WHEELING WHOLESALE GROCERY CO	WHEELING WV	2	1	0	0	1	0	7,750
COUNTY TOTAL:		3	1	0	0	1	1	17,750
WOOD								
ASSOCIATED GROCERS INC	DEERHISON OH	1	0	0	1	0	0	3,000
BIG BEAR STORES CO	COLUMBUS OH	1	0	0	1	0	0	3,000
C A ROBRECHT COMPANY	PARKERSEBURG WV	1	1	0	0	0	0	750
CREASEY CO	COLUMBUS OH	1	0	0	0	1	0	7,000
FOX GROCERY CO	MILTON WV	3	0	0	3	0	0	9,000
KROGER CO	SALEM VA	3	0	0	0	2	1	24,000
KROGER CO	COLUMBUS OH	1	0	0	0	0	1	15,000
MC LAIN GROCERY CO	MASSILON OH	3	0	0	1	2	0	13,000
THOROFARE MARKETS INC	YOUNGSTOWN OH	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		16	1	1	7	5	2	79,250
WYOMING								
MALONE AND HYDE INC	SALEM VA	4	1	0	3	0	0	9,750
RICHFOOD INC	MECHANICSVILLE VA	1	0	0	0	1	0	7,000
VIRGINIA FOODS INC	BLUEFIELD VA	5	2	2	1	0	0	7,500
COUNTY TOTAL:		10	3	2	4	1	0	24,250
WV STATE TOTAL:		468	106	112	135	100	15	1,402,500
REGION 03 TOTAL:		4,256	551	765	1,110	1,356	474	18,550,750

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