ID TOP 50

Distributors 2010

1. Sysco Corp.

Houston, TX
Year founded: 1970
Chairman: Manny Fernandez
President, CEO: William DeLaney
Web site: www.sysco.com
2009 calendar year sales: $35.8 billion
2008 calendar year sales: $37.9 billion

• 99 broadline operating companies, 186 distribution centers
• 20 SYGMA chain distribution units; specialty divisions in hotel supply, fresh produce, fresh meat
• Total warehouse square footage: 24,000,000
• Size of fleet: 9,000
• 8,900 Marketing Associates (DSRs)
• 400,000 accounts
• Sales split: restaurants 62%, hospitals/nursing homes 11%, lodging 6%, education 5%, other 16%
• 400,000 SKUs: 40% of broadline sales are of Sysco brand products

Last year saw Sysco's Chairman, President and CEO Richard Schnieders retire and his position split between Manny Fernandez, the company's new non-executive chairman, and William DeLaney, who was promoted to president and ceo.

In 2009, Sysco made its first bold move to expand internationally. In March, it acquired Pallas Foods, a $200-million broadline distributor in Newcastle West, Ireland.

With revenues down, Sysco has continued to focus on cost-saving operational efficiencies and to push ahead with a number of "transformational" business initiatives. These include efforts to standardize warehouse operating systems, centralize purchasing, utilize discrete engineered labor standards and implement activity-based compensation. The company has completed the design phase and is now testing its new Enterprise Resource Planning (ERP) project, with initial implementation targeted for early calendar year 2011. To support that implementation, the company is establishing a new shared services operation, Sysco Business Services. A facility has been purchased in Houston to house that organization, which will consolidate services for all major business areas, including sales, finance, procurement, supply chain, maintenance, earnings optimization and human resources.

Sysco is also rolling out a new SAP application that will replace its eSysco platform and unify business processes across all operating companies. The system is expected to provide an improved ordering platform for customers, boost efficiency, improve sales and marketing execution and increase transparency through better data.

On the sustainability front, Sysco continues to lead the industry with initiatives that range from stringent Integrated Pest Management and GMA requirements for all growers who supply the company; to hydrogen fuel cell powered pallet jacks, use of alternative energy technologies such as wind and solar power and electric/diesel hybrid trucks. At its Denver distribution center, Sysco last year began testing a flexible configuration with temperature zones separated by curtains, reducing wasted refrigeration and freezer space. Sysco is an active member of the global Sustainable Food Laboratory.

2. U.S. Foodservice

Rosemont, IL
Year founded: 1853
Owners: Clayton, Dubilier & Rice, Kohlberg Kravis Roberts & Co. (since 2007)
Chief Operating Officer: Stuart Schuette
Web site: www.usfoodservice.com
2009 calendar year sales: $18.9 billion
2008 calendar year sales: $19.8 billion

• 60 broadline operating divisions
• 4 North Star Foodservice chain distribution units
• 11 Stock Yards specialty meat units
• 5,000 DSRs
• 250,000 accounts
• Estimated sales split: 55% street, 45% multiunit
• 300,000 SKUs

The big news out of U.S. Foodservice (USF) in 2009 was the December resignation of its President and CEO Robert Aiken, who joined the firm in 2004. Citing personal reasons, Aiken left to join Chicago-based private-equity firm Bolder Capital LLC. As of June, the company had yet to announce a replacement. Meanwhile, Stuart Schuette, a 20-year USF veteran, was promoted to chief operating officer overseeing a newly streamlined management structure. The reorganization reportedly included eliminating "zone president" positions as well as many mid-level management positions.

USF continued in 2009 to solidify its position as a leader in environmental sustainability, corporate citizenship and food safety. Several of its operating companies announced extensive new green initiatives and official certifications as green businesses. Last fall, with national unemployment rates soaring, it launched Operation STEM-ulus, a campaign to help buy more fruits and vegetables for Americans in need through sales of Recipes from the Heart, a cookbook of USF employees' favorite recipes. And the company has been a major contributor to Feeding America through its ongoing Full Plates, Full Lives campaign.

On the food safety front, USF Senior Vice President of Food Safety and Quality Assurance Jorge Hernandez last year was elected to the board of GLOBALGAP, an organization based in Cologne, Germany, that works on the development of Good Agricultural Practices that include Integrated Crop Management and a responsible approach to worker welfare.

USF's chain distribution division, North Star Foodservice, continued to contract last year with the loss of additional key accounts and consolidation of distribution facilities. There currently are four North Star centers in operation.

3. Performance Food Group

Richmond, VA
Year founded: 1987
Owners: Blackstone Group, Wellspring Capital Management
President/CEO: George Holm
Web site: www.pfgc.com
2009 calendar year sales: $9.7 billion
2008 calendar year sales: $10.2 billion
Group affiliation: UniPro Foodservice

• 18 PERFORMANCE Foodservice broadline companies; 8 PFG customized distribution cen-

ters; 20 Roma Food facilities, 23 Vistar centers
• Broadline territory is concentrated in the central and eastern United States, customized business is coast-to-coast
• Estimated 1,200 DSRs (broadline and Roma)
• Specialists in beverage/chemicals, produce, COP, E&S, cheese, culinary
• 68,000+ SKUs

Performance Food Group (PFG) shook up the industry landscape last year as a leading force behind the merger of its former group, Progressive Group Alliance, and UniPro Foodservice. Following the merger, it became UniPro's largest member. The company also spent much of the year integrating its Roma Food and Vistar divisions, gained during PFG's 2008 acquisition by equity firms Blackstone Group and Wellspring Capital Management. Broadline houses were renamed PREFORMANCE Foodservice.

In 2009, PFG made one broadline company acquisition, that of Somerset Food Service, Somerset, Kentucky. Its Vistar division also grew through acquisition, purchasing the assets of Chicago-based Five Star Distributors.

PFG also last year formed an alliance with United Natural Foods Inc. (UNFI), the leading distributor of natural and organic specialty foods. UNFI's chief executive is Steven Spinner, who as former PFG chief executive led the company up to and through its acquisition by the Blackstone/Wellspring consortium. The strategic redistribution agreement reportedly gives PFG broadline houses access to UNFI's 20,000-item inventory of natural and organic products, including more than 2,000 gluten-free items and more than 4,000 kosher items.

4. Gordon Food Service

Grand Rapids, MI
Year founded: 1897
CEO: Dan Gordon
President: Jim Gordon
Web site: www.gfs.com
2009 calendar year sales: $7.2 billion
2008 calendar year sales: $7.0 billion
Group affiliations: DMA, Markon

• 21 distribution centers (9 in Canada)
• Estimated 35% of sales are done in Canada
• 130+ GFS Marketplace cash-and-carry stores
• 45,000 accounts
• 16,000 SKUs

The industry's largest family-owned foodservice distributorship is also one of the nation's top 50 private companies: GFS ranked 49th in the 2009 Forbes list of America's largest private companies. While its larger national competitors saw sales declines last year, Gordon reports flat sales for the year.

Continuing its expansion into the Northeast region, GFS last fall began shipping from a new 150,000-square-foot chain distribution center in Pottsville, Pennsylvania. In the Chicago area, the company this spring began shipping from a new 480,000-square-foot distribution center in Kenosha, Wisconsin, and in January it purchased a former Albertson's distribution center in Plant City, Florida.

In addition to significant U.S. expansion, Gordon last year made strategic moves in its Canadian division. The company announced a major restructuring and rebranding initiative that now has all Canadian operating companies going to market under the GFS Canada brand to provide a consistent, unified identity and better leverage its economies of scale. Further centralization initiatives are reportedly pending for the Canadian division.

5. Reinhart FoodService LLC

Rosemont, IL
Year founded: 1972
Owner: Reyes Holdings (Chris Reyes, Jude Reyes)
Chairman: Mark Drazkowski
CEO: John Roussel
President: Boyd Jordan
Web site: www.rfsdelivers.com
2009 calendar year sales: $4.2 billion
2008 calendar year sales: $3.6 billion
Group affiliations: DMA, IMA, Markon, SEFA

• 24 distribution centers
• 685 DSRs; 170 ISRs
• 36,860 active accounts
• Sales split: 88% commercial, 12% noncommercial
• 55.7% of commercial foodservice sales are to street accounts, 44.3% to chain/program accounts
• 53,500 SKUs

After a buying spree that saw it pick up some 10 companies between 2006 and 2008, Reinhart FoodService (RFS) was quiet on that front last year. But its newly integrated firepower, plus a newly opened distribution center in the Chicago market, helped the company realize a 17 percent increase in '09. "There is plenty of opportunity to grow share, even in a stagnant/declining industry," notes company President Boyd Jordan.

Product categories added last year included organics, "green" chemicals and "green" disposables. Operations benefitted from the rollout of key technologies, including an internally developed warehouse management system, Vocollect voice-activated picking, and TracScan, which enables scanning of orders at the point of delivery.

While chain business has helped RFS achieve significant growth the past few years, the company continues to maintain strength on the street. More than half of 2009's commercial segment sales were to street accounts. Nearly three-quarters of chain/program business sales are to the QSR segment. On the noncommercial side, healthcare and school accounts dominate, followed by military.

RFS is a division of Reyes Holdings, a $12-billion company that also owns McDonald's distributor The Martin-Brower Company and Reyes Beverage Group. Earlier this year, Reinhart's long-time chief executive Mark Drazkowski was promoted to chairman and former Martin-Brower President John Roussel moved into the ceo position at Reinhart. According to Jordan, the company's senior management team will relocate to Rosemont, Illinois, later this year, while its 140-member Corporate Support Team will remain in its original La Crosse, Wisconsin, headquarters.

6. Maines Paper & Food Service Inc.

Conklin, NY
Year founded: 1919
Owners/Co-chairman: David Maines, William Maines

President/CEO: Christopher Mellon
Web site: www.maines.net
2009 calendar year sales: $3.0 billion
2008 calendar year sales: $2.7 billion
Group affiliations: DMA, IMA, Markon, SEFA

- 9 distribution centers; 5 MaineSource cash-and-carry units
- Total warehouse square footage: 1,047,295
- Size of fleet: 215 trailers, 135 tractors
- 108 DSRs; 18 ISRs
- 6 product category specialists, 2 market segment specialists, 1 culinary specialist/ corporate chef
- 6,600 active accounts
- Sales split: 92% chain (average order $4,843), 8% street (average order $1,200)
- 13,000 SKUs (65% national brands, 35% private label)

Maines made a strong showing in 2009, its 90th year in business, with double-digit sales gains achieved in part by the addition of new chain accounts. Among them was Subway, which awarded Maines a $63-million, three-year contract to service 267 units in the Central New York region, and Brinker International/ERJ Dining, which chose Maines as prime vendor to 200 casual dining units in the Midwest. The agreement required an expansion project at Maine's Chicago-based distribution center and is expected to generate at least $650 million in sales.

Also helping to boost sales last year were gains made by Maine's fresh produce division, Produce Express, its cash-and-carry MaineSource stores, and the addition of a business-building process the company calls "Optimize."

A founding member of GS1, the U.S. standards identification organization, Maines counts among its best warehouse innovations of 2009 a new slotting optimization software system. Warehouse selectors utilize a voice recognition system and the company is in the process of implementing scanning at the time of selection through an SAE scanning solutions program. In transportation, recent innovations include installation of clean air engines in tractors and conversion of the on-board computer system from an in-house system to a Web-based system.

The company says it has a number of "green" initiatives completed or underway. One example is the installation of updated aisle lighting that has resulted in a reduction of KWH usage of more than 2 million kilowatts between 2007 and 2009.

This year, Maines plans to add a second corporate chef, as well as additional paper specialists.

7. Services Group of America

(Food Services of America-FSA,
Systems Services of America-SSA)
Scottsdale, AZ
Year founded: 1987
Company owner: Thomas J. Stewart Trust
Chairman Emeritus: The late Thomas J. Stewart
President/CEO: Peter K. Smith
Web site: www.servicesgroupofamerica.com
2009 calendar year sales: $2.60 billion
2008 calendar year sales: $2.65 billion
Group affiliations: DMA, IMA

- 9 FSA broadline distribution centers; 4 SSA chain distribution centers
- Broadline territory spans 15 western and midwestern states
- Estimated 14,000 SKUs

Services Group of America (SGA), owner of broadline distributor Food Services of America (FSA), chain distributor Systems Services of America (SSA), and specialty firms Amerifresh and Ameristar Meats, reports essentially flat sales for 2009. The company has made energy efficiency and "green" initiatives a major area of recent focus, according to Brad Parker, vice president. Its Portland branch last year passed a third-party audit by Food Alliance, a national nonprofit offering comprehensive certification for sustainable agricultural and food handling practices. That branch also works with operators to support FoodHub, a local sourcing initiative. FSA Boise recently completed upgrades of lighting systems that are expected to net savings of more than 1 million kilowatt-hours per year. SGA's new corporate headquarters building in Scottsdale was designed and built to promote a "whole building" approach to sustainability and is undergoing and audit for LEED certification. Companywide, SGA also launched its Working Intelligently for a Sustainable Enterprise (WISE) program, which is the intelligent use of resources infused across the entire system.

Late last year, FSA and its affiliated SGA companies joined the Independent Marketing Alliance, a group of leading super-regional independent distributors who work cooperatively on procurement and marketing.

Following the death of its iconic founder and chairman, Thomas J. Stewart, earlier this year, Peter Smith assumed the president/ceo role at SGA. Smith had been president and coo of SGA. In 2009, Doug Minert took the reins as president of the FSA division following the retirement of Tom Staley.

8. Ben. E. Keith Foods

Fort Worth, TX
Year founded: 1906
Company owners: Robert Hallam, Howard Hallam
Chairman: Robert Hallam
President/CEO: Michael Roach
Web site: www.benekeith.com
2009 calendar year sales: $1.979 billion
2008 calendar year sales: $2.00 billion
Group affiliations: DMA, Markon, UniPro Foodservice

- 7 distribution centers
- 1,745,900 total warehouse square footage
- Size of fleet: 450
- 469 DSRs, 40 ISRs
- 12 product category specialists, 6 market segment specialists, 5 culinary specialists/ corporate chefs
- 30,019 active accounts
- Sales split: 88.5% commercial, 11.5% noncommercial
- 63% of commercial foodservice sales are to street accounts ($1,598 average order); 37% to chain/program accounts ($3,809 average order)
- 34,055 SKUs: 85% national brand, 15% private label

Breaking a more than 10-year streak of double-digit sales gains, including more than 20 percent in 2008, Ben E. Keith (BEK) records a slight dip in 2009. The lull appears to be temporary, however, as early results for 2010 show increases again, according to David Werner, corporate director of marketing.

In 2009, BEK continued to enhance its new purchasing system, Business Intelligence for Purchasing, and finalized its bar code technology for warehousing. A full-time sales development director was brought on and product offerings at Winn Meat Company, a specialist acquired by BEK in late 2008, were expanded. The company's Web site was updated and enhanced, and a customer training tool focused on social media marketing was developed. On the sustainability front, recycling programs for everything from pallets to computers to paper were areas of focus, as was water conservation.

BEK added to its trophy case earlier this year by taking home the International Foodservice Manufacturers Association's (IFMA) Excellence in Distribution Award, the association's top honor. IFMA recognized BEK for its quality of management and leadership, customer and supplier relations and overall contributions to the industry.

9. Shamrock Foods Co.

Phoenix, AZ
Year founded: 1922
Chairman: Norman P. McClelland
President/CEO: Kent McClelland
Web site: www.shamrockfoods.com
2009 calendar year sales: $1.650 billion
2008 calendar year sales: $1.650 billion
Group affiliations: DMA, IMA, Markon, SEFA

- 4 distribution centers (3 broadline, 1 chain)
- 310 DSRs
- 15,000 active accounts
- Sales split: 80% commercial, 20% noncommercial
- 26,000 SKUs

A hard hit Arizona restaurant market hurt Shamrock's 2009 performance, but its well-established Denver and newer Albuquerque operating units fared better to keep reported sales flat for the year. To encourage recession-rocked customers to continue to dine in local establishments, Shamrock last year partnered with the Arizona Restaurant Association in Dine 4 AZ, a multimedia public awareness campaign. The three-month campaign utilized TV, radio, print and social media outlets to lead consumers to the dine4az.com Web site, where individual restaurants can promote their menus and value-added opportunities to customers.

In 2009, Shamrock's Colorado Foods Division added its own USDA-certified meat plant.

The company says sales are improving this year, but points to a slower recovery in the western U.S. than other parts of the country and "significant risks of rising costs due to government spending" as key challenges for 2010.

10. Labatt Food Service

San Antonio, TX
Year founded: 1968
President/CEO: Blair Labatt
Web site: www.labattfood.com
2009 calendar year sales: $909 million
2008 calendar year sales: $810 million
Group affiliation: UniPro Foodservice

- 5 distribution centers
- 1,379,000 total warehouse square footage
- 89 DSRs
- 9,142 active accounts
- Sales split: 52% commercial, 48% noncommercial
- 8.3% of commercial foodservice sales are to street accounts ($893 average order); 91.7% to chain/program accounts ($1,599 average order)
- 16,088 SKUs

Coming off a 20 percent sales increase in 2008, Labatt again showed strong sales gains in '09, coming in 12 percent ahead for the year. The acquisition of fellow UniPro member and Top 50 broadliner Zanios Foods, Albuquerque, provided much of the boost. Zanios ranked No. 30 on the 2008 ID Top 50 with reported sales of $210 million. The division continues to operate under the Zanios Foods name.

Labatt also acquired a 400,000-square-foot warehouse in Lubbock, Texas, last year.

Labatt's migration away from street business continues, with less than 10 percent of its commercial foodservice sales now being done on the street. In 2008, the company reported that 13 percent of its commercial sales were to street accounts.

In addition to San Antonio headquarters and Zanios in Albuquerque, Labatt operates distribution centers in Dallas, Lubbock and Houston, Texas. This year marks the company's 100th year in the food business and the year in which it likely will hit the $1 billion mark in sales.

11. Cheney Brothers Inc.

Riviera Beach, FL
Year founded: 1925
Chairman: Byron Russell
Presidents: Bill Foley (Riviera Beach), Phil Schwab (Ocala)
Web site: www.cheneybrothers.com
2009 calendar year sales: $811 million
2008 calendar year sales: $787 million
Group affiliation: UniPro Foodservice

- 2 broadline distribution centers, 1 specialty meat division (Orlando Foodservice)
- 945,000 total warehouse square footage
- Size of fleet: 800 trailers, 750 tractors
- 264 DSRs, 20 ISRs
- 30 product category specialists, 5 market segment specialists
- 16,224 active accounts
- Sales split: 95% commercial, 5% noncommercial
- 70% of total sales are to street accounts ($600 average order size), 30% to chain/program accounts ($2,500 average order)
- 19,200 SKUs: 78% national brand, 2% group label, 20% private label

Founded in 1925, Cheney Brothers has grown from a distributor of milk and eggs into the largest independent broadline distributor in the Southeast. In addition to its broadline business the company operates two cash-and-carry stores, one in each of its markets. It also does a brisk export business, primarily to customers throughout the Caribbean. All product lines are carried, with "green" and organic items being a recent focus through its Green Balance marketing program. Fresh flowers were added to Cheney's product mix in 2009, a year in which total sales increased by 3 percent.

12. Institution Food House
Hickory, NC
Year founded: 1966
Company owner: Alex Lee Inc.
President/CEO: Gerald Davis
Web site: www.ifh.com
2009 calendar year sales: $573 million
2008 calendar year sales: $596 million
Group affiliations: DMA, Markon, UniPro Foodservice

- 2 distribution centers
- 860,000 total warehouse square footage
- Size of fleet: 214
- 77 DSRs, 10 ISRs
- 5,500 active accounts
- Sales split: 89% commercial, 11% noncommercial
- 45% of total sales are to street accounts, 44% to chain/program accounts
- 13,000 SKUs: 65% national brand, 30% group label, 5% private-label

IFH owner Alex Lee Inc. is made up of the foodservice distributor, as well as wholesale grocery distributor Merchants Distributors Inc. and Lowes Foods, a grocery retailer with more than 100 stores. IFH last year made a change in its top management, replacing long-time president David Stansfield with Gerald Davis. The company reports a 4 percent decline in sales in calendar 2009 and shows growth in noncommercial-segment sales. Noncommercial in 2008 represented 5 percent of sales compared with 11 percent reported last year.

13. AGAR Supply Co. Inc.
Taunton, MA
Year founded: 1940
Chairman: Alan Bressler
President/CEO: Karen Bressler
Chief Operating Officer: Greg Burgess
Web site: www.agarsupply.com
2009 calendar year sales: $553 million
2008 calendar year sales: $552 million
Group affiliation: F.A.B.

- 1 distribution center
- 310,000 total warehouse square footage
- Size of fleet: 100
- 64 DSRs, 8 ISRs
- 19 product category specialists, 2 market segment specialists, 1 culinary specialist/corporate chef
- 5,200 active accounts
- Sales split: 66% commercial foodservice, 32% retail grocery, 2% noncommercial foodservice
- 53% of commercial foodservice sales are to street accounts ($1,400 average order), 13% to chain/program accounts ($2,300 average order)
- 12,000 SKUs: 97% national brand, 2% group label, 1% private-label

Agar last year broke ground on a 50,000-square-foot addition, completed earlier this year, and touted the rollout of its new Nautifish private-label sustainable seafood program. A portion of all Nautifish brand sales goes to Ocean Alliance, a nonprofit organization dedicated to the sustainability of ocean resources. That program helped net Agar the IFMA Distributor Sales & Marketing Performance Award. IFMA also recognized the New England broadliner for its support of national brands, for its culinary resources designed to help independent operators, for sales force training programs, and for a new focus on public relations, branding and use of e-media.

This year, Agar has bar-coding scan on delivery, voice technology and SAP warehouse technology coming online, according to Karen Bressler, president.

14. Glazier Foods Company
Houston, TX
Year founded: 1937
President/CEO: Bill Mathis
Web site: www.glazierfoods.com
2009 calendar year sales: $533 million
2008 calendar year sales: $476 million
Group affiliations: DMA, UniPro Foodservice

- 2 distribution centers
- 646,954 total warehouse square footage
- Size of fleet: 131
- 55 DSRs, 6 ISRs
- 6 product category specialists, 2 market segment specialists
- 5,900 active accounts
- Sales split: 85% commercial, 15% noncommercial
- 17% of total sales are to street accounts ($2,000 average order), 68% to chain/program accounts ($3,440 average order)
- 11,500 SKUs: 98% national brand, 2% group label

While 2009 growth slowed compared to the 25 percent gain reported in 2008, Glazier Foods finished the year up 12 percent. Much of its growth in recent years has been on the chain side, with chain/program business now accounting for nearly 70 percent of total sales. One distribution center, in Houston, is dedicated solely to chain business. The size of that facility was more than doubled to 400,000 square feet last year. Glazier also does significant business in the school sector, with 13 percent of sales done there.

On the sustainability front, in 2009 Glazier implemented new processes for baling paper and shrink wrap, and installed new hardware to reduce electric usage, according to Bill Mathis, president. The company also provided additional training measures for its street sales force, added additional marketing specialists and made significant investments in local restaurant trade associations. In operations, a new warehouse management system debuted. Its primary areas of focus this year include a new CADEC fleet management system in all distribution equipment and a new purchasing system.

15. CONCO Food Service
Metairie, LA
Year founded: 1901
Owner: Consolidated Food Companies Inc.
CEO: Victor J. Kurzweg III
President: Winslow Chadwick Jr.
Web site address: www.concofoods.com
2009 calendar year sales: $440 million**
2008 calendar year sales: $420 million
Group affiliations: DMA, IMA, Markon, SEFA

- 3 distribution centers
- 520,000 total warehouse square footage
- Estimated 100 DSRs
- Estimated 2,700 active accounts
- Estimated sales split: 65% street accounts, 35% multiunit

While CONCO declined to provide information for this year's report, the company reportedly is experiencing strong growth in its Shreveport market and has recently gained market share in New Orleans following the post-Katrina and recession-induced closure of many smaller local distributors. ID estimates a 5 percent sales gain for the company in 2009.

16. Merchants Foodservice

Hattiesburg, MI
Year founded: 1904
President/CEO: Andy Mercier
Web site: www.merchantsfoodservice.com
2009 calendar year sales: $409 million
2008 calendar year sales: $327 million
Group affiliations: F.A.B., Tailor Made Distribution

- 3 distribution centers
- 570,000 total warehouse square footage
- Size of fleet: 150 trucks, 180 trailers
- 102 DSRs, 12 ISRs
- 5 product category specialists, 1 market segment specialist
- 6,500 active accounts
- Sales split: 75% commercial foodservice, 25% noncommercial
- 40% of total sales are to street accounts ($1,200 average order), 35% to chain/program accounts ($3,400 average order)
- 14,021 SKUs: 65% national brand, 35% group label

Merchants continues its rapid climb up the ranks of Top 50 distributors, coming in 16th in 2009 with a 25 percent sales gain. Its strong growth is credited in part to the 2008 acquisition of Thomas & Howard in Newberry, South Carolina, and subsequent focus on expanding its territory into both North and South Carolina. Andy Mercier, president and ceo, says focusing hard on helping customers through the economic downturn and on penetration of existing accounts has also contributed to Merchants' sales gains. In January of this year, the company announced it had acquired a 107,000-square-foot distribution facility in Tifton, Georgia, which allows Merchants to expand its coverage for multiunit accounts throughout Georgia and Florida. The company is adding to its sales force, bringing on another center-of-the-plate specialist and focusing on category management this year.

17. Nicholas & Company

Salt Lake City, UT
Year founded: 1939
Chairman: Bill Mouskondis
President/CEO: Peter Mouskondis
Web site: www.nicholasandco.com
2009 calendar year sales: $396 million
2008 calendar year sales: $404 million
Group affiliations: DMA, IMA, Markon

- 1 distribution center
- 310,000 total warehouse square footage
- 90 DSRs, 4 ISRs
- 7 product category specialists, 3 market segment specialists, 1 culinary specialist/corporate chef
- 4,000 accounts
- Sales split: 90% commercial, 10% noncommercial
- 12,000 SKUs: 60% national brand, 10% group label, 30% private label

Nicholas & Company reports a slight sales decline for 2009, largely the result of the recession's impact on tourism in general and on Utah's ski resort industry, in particular. In 2009, Nicholas & Company was recognized for the eighth consecutive year by the Utah Department of Workforce Services as one of the state's best places to work. It also earned, for the third time, the top Food Services & Distributor award by "Best of State," an organization that recognizes outstanding companies in Utah.

18. Perkins

Taunton, MA
Year founded: 1915
Chairman: Gary Perkins
President/CEO: Larry Perkins
Web site: www.perkins1.com
2009 calendar year sales: $378 million
2008 calendar year sales: $ 379 million
Group affiliations: SEFA, UniPro Foodservice

- 2 distribution centers, 3 Restaurant Superstore cash-and-carry units
- 534,000 total warehouse square footage
- Size of fleet: 180
- 118 DSRs, 50 customer service reps
- 13 product category specialists, 1 market segment specialist, 1 culinary specialist/corporate chef
- 12,000 accounts
- Foodservice sales split: 48.8% commercial ($1,400 average order), 51.2% noncommercial foodservice ($1,400 average order). Of total company sales, 20% are to retail.
- 26% of commercial foodservice sales are to street accounts, 22.5% to chain accounts
- 12,800 SKUs: 90% national brand, 7% group labels, 3% private label

After switching its group affiliation from Federated Foodservice to Golbon in 2008, Perkins left Golbon to become a member of UniPro Foodservice in January of this year. The company reports flat sales for 2009 and says the year was characterized by "sticking to basic blocking and tackling" in light of the economy. This year, Perkins plans to break ground on a new facility for its Windsor, New York, branch and to add fresh produce to its product mix. It anticipates 7 percent organic growth for the year.

19. Saladino's Inc.

Fresno, CA
Year founded: 1944
Chairman: Donald F. Saladino
President/CEO/owner: Craig S. Saladino
Web site: www.saladinos.com
2009 calendar year sales: $373 million
2008 calendar year sales: $387 million
Group affiliation: UniPro Foodservice

- 2 distribution centers
- 212,000 total warehouse square footage
- Size of fleet: 95 power units, 110 28-ft. trailers, 28 48-ft. trailers
- 12 territory managers (DSRs); 3 ISRs
- 3 product category specialists, 3 market segment specialists
- 2,711 active accounts
- Sales split: 100% commercial foodservice
- 49% of total sales are to street accounts ($1,625 average order), 51% to chain/program accounts ($2,450 average order)

• 6,230 SKUs: 79% national brand,
3% group label, 18% private label

After coming in third on the list of fastest growing distributors in 2008, with a sales gain of 41 percent, Saladino's in 2009 had a 4 percent decline in sales. The company, whose focus and rapid path to growth has been on the chain side, recently built up its percent of sales from street business to nearly half of total sales. This year, it targets growth of 7 percent to 9 percent, "through current customer development and new independent customer focus," according to Owen Escola, vice president of marketing and purchasing.

In 2009, Saladino's rerouted all outbound trucks for greater fuel efficiency and inbound freight via backhauls/third parties were evaluated to limit on-the-road miles. A new management training program, dubbed "Walking in Each Others Shoes," was introduced, as well. The program has managers job sharing periodically to increase their awareness of how efficiency improvements in one department may impact another and to enhance collaboration among departments.

20. Cash-Wa Distributing

Kearney, NE
Year founded: 1934
Web site: www.cashwa.com
President/CEO: Thomas J. Henning
2009 calendar year sales: $353 million
2008 calendar year sales: $343 million
Group affiliations: ProMark, UniPro Foodservice

• 3 distribution centers
• 390,000 total warehouse square footage
• Size of fleet: 150 power units, 175 trailers
• 66 DSRs, 10 ISRs
• 8 product category specialists, 16 market segment specialists, 1 culinary specialist/corporate chef
• 3,500 accounts
• 18,000 SKUs

Cash-Wa serves a diverse customer base, ranging from QSR and white tablecloth restaurants, to c-stores, grocery stores and discount retailers in Nebraska, Kansas, South Dakota, North Dakota and portions of Iowa, Missouri, Minnesota, Wyoming and Colorado. In 2009, it expanded its headquarters facility with a 71,000-square-foot freezer addition. Sales for the year were 3 percent above the prior year. Chad Henning, vice president of operations says this year the company is focused on continued optimization of energy in both its distribution centers and transportation. Top concerns are, "a market that continues to be sluggish, no inflation, higher fuel prices and a lack of enthusiasm for what's happening in Washington." Also on the radar screen is the Federal Motor Carrier Safety Administration's CSA 2010 initiative.

21. Fox River Foods Inc.

Montgomery, IL
Year founded: 1956
Owner/President/CEO: Ken Nagel
Owner/Executive Vice President: Frank Karabetsos
Web site: www.foxriverfoods.com
2009 calendar year sales: $311 million
2008 calendar year sales: $282 million
Group affiliations: ProMark, UniPro Foodservice

• 1 distribution center
• 325,000 total warehouse square footage
• Size of fleet: 110
• 60 DSRs, 20 ISRs
• 29 product category specialists, 3 market segment specialists
• Sales split: 53% commercial,
47% noncommercial
• 20% of total sales are to street accounts ($700 average order), 33% to chain/program accounts ($3,000 average order)
• 30% of noncommercial sales are to schools, 17% to healthcare
• 11,000 SKUs: 70% national brand, 25% group label, 5% private label

In 2009, Fox River started a 43,000-square-foot freezer addition, which was completed earlier this year. The company also continued efforts launched in 2008 to become more energy efficient, replacing all lights in the warehouse, freezer and cooler units to high-reflective fluorescent lights and installing motion sensors in the warehouse and coolers. Freezers and offices now use bi-level switching, which allows workers to dim lighting in areas that aren't in use and increase lighting as needed. During the first year, Fox River reduced its total kilowatt hours by more than 1 million. The company increased its sales in 2009 by 10 percent, following a 13 percent gain in 2008. While chain restaurants and noncommercial accounts are core segments, this year it is launching a new fine dining category initiative.

22. BiRite Foodservice

Brisbane, CA
Year founded: 1966
Chairman: Bill Barulich
President: Steve Barulich
Web site: www.birite.com
2009 calendar year sales: $290 million
2008 calendar year sales: $293 million
Group affiliations: DMA, UniPro Foodservice

• 1 distribution center
• 300,000 total warehouse square footage
• Size of fleet: 40 tractors, 48 trailers,
2 bobtails
• 42 DSRs, 7 ISRs
• 2 product category specialists, 1 corporate chef
• 2,750 active accounts
• Sales split: 74% commercial,
26% noncommercial
• 48% of total sales are to street accounts ($2,050 average order), 25% to chain/program accounts ($4,350 average order), 23% to military
• 12,500 SKUs: 50% national brand,
40% group label, 10% private label

Despite significant losses among its core customer base, BiRite finished 2009 down just slightly from the prior year and anticipates growth of 3 percent this year, according to Mike Pendergast, vice president of sales and marketing. He counts among the company's best '09 innovations BiRite's partnering with California companies including Humbolt Creameries for high-end ice creams and the California Dairy Board for sourcing and promotion of artisanal cheeses from Napa and

Sonoma counties. This year, the company plans to continue building its protein program and will focus on gaining market share, maintaining margins, SKU management and enforcing across-the-board $500 delivery minimums.

23. Wood Fruitticher Grocery Co. Inc.

Birmingham, AL
Year founded: 1913
Chairman: Dave Wood II
President/CEO: John Wood
Web site: www.woodfruitticher.com
2009 calendar year sales: $284 million
2008 calendar year sales: $274 million
Group affiliation: UniPro Foodservice

- 1 distribution center
- 357,000 total warehouse square footage
- Size of fleet: 100
- 60 DSRs, 3 ISRs
- 1 market segment specialist
- 4,250 active accounts
- Sales split: 64% commercial, 36% noncommercial
- 40% of total sales are to street accounts, 24% to chain/program accounts
- 7,000 SKUs: 95% national brand, 3% group label, 2% private label

Wood Fruitticher services independent restaurants, chains, healthcare accounts and schools throughout Alabama, Georgia, Florida, Mississippi, Tennessee and parts of South Carolina and Louisiana. Its recently expanded Birmingham distribution center utilizes RF barcode scanning and voice-activated picking for receiving, shipping and inventory control. Following a reported 23 percent gain in 2008, the company reports a sales gain for 2009 of 4 percent.

24. C.A. Curtze Co.

Erie, PA
Year founded: 1878
Co-CEOs: Bruce Kern Sr., Doug Kern
President: Bruce Kern II
Web site: www.curtze.com
2009 calendar year sales: $278 million
2008 calendar year sales: $278 million
Group affiliation: UniPro Foodservice

- 3 distribution centers
- 375,000 total warehouse square footage
- 125 DSRs, 10 ISRs
- 7,700 active accounts
- Sales split: 80% commercial, 10% noncommercial
- 75% of total sales are to street accounts, 5% to chain/program accounts, 15% to healthcare, 5% to schools
- 14,000 SKUs

Recent developments at C.A. Curtze, which reports flat sales for 2009, include new warehouse management and voice selection technologies, redesigned Web site, a new voice-recognition ordering system and bar coding in the warehouse. The company, the oldest in the ID Top 50, has been exclusively foodservice since 1960. It touts fresh produce, fresh seafood and fresh meats, processed and aged to order through its in-house Specialty Steak Service.

25. Martin Bros. Distributing Co.

Cedar Falls, IA
Year founded: 1940
Chairman: John Martin
President/CEO: Brooks Martin
Web site: www.martinsnet.com
2009 calendar year sales: $258 million
2008 calendar year sales: $248 million
Group affiliation: UniPro Foodservice

- 1 distribution center
- 275,000 total warehouse square footage
- Size of fleet: 91
- 46 DSRs, 12 ISRs
- 5 product category specialists, 24 market segment specialists, 3 culinary specialists/corporate chefs
- Sales split: 49% commercial, 51% noncommercial
- 72% of commercial foodservice sales are to street accounts ($869 average order), 28% to chain/program accounts ($1,965 average order)
- 30% of noncommercial sales are to healthcare, 14% to schools, 6% to colleges/universities, 1% to B&I
- 9,654 SKUs: 76% national brand, 22% group label, 2% national account label

Putting sharp focus on its customers' profitability and sales in a tough economic environment, Martin Bros. ended 2009 with a 4 percent increase in sales over 2008. Additional specialists, culinary professionals and DSRs were added to the sales and merchandising teams last year and the company continued to embrace technology on all fronts, according to Doug Coen, vice president of sales and marketing. Hispanic specialty products were added to the inventory mix. Martin serves customers throughout Iowa, Illinois and Wisconsin as well as part of Kansas, Nebraska, South Dakota and Minnesota.

26. Doerle Food Services LLC

Broussard, LA
Year founded: 1950
Chairman: Paul Doerle Sr.
Owner/President/CEO: Carolyn Doerle
Web site: www.doerlefoods.com
2009 calendar year sales: $257 million
2008 calendar year sales: $226 million
Group affiliation: UniPro Foodservice

- 3 distribution centers
- 441,000 total warehouse square footage
- Size of fleet: 136
- 35 DSRs, 6 ISRs
- 2 product category specialists, 2 market segment specialists, 1 corporate chef
- 2,550 active accounts
- Sales split: 80% commercial, 18.7% noncommercial
- 29.5% of total sales are to street accounts ($1,525 average order), 50.5% to chain/program accounts ($2,595 average order)
- 10,110 SKUs: 80% national brand, 1% group label, 19% private label

Settling down after its dramatic chain-related 120 percent sales gain in 2008, Doerle nonetheless continued to see strong growth in 2009. During the year, its best innovations included implementation of a new hiring system and use of a $71,000 state grant to train employees companywide. In addition, land was purchased in Bossier City, Louisiana, for future expansion in the Shreveport/North Louisiana market. This year, Doerle is adding service to 100 additional units of an existing chain customer and expanding its Energy & Marine sector, which provides food and supplies to offshore oil rigs, into the Texas Gulf Coast region. It plans to open a distribution center in the Houston area to service that business.

27. Pate Dawson Company

Goldsboro, NC
Year founded: 1885
Owner/Chairman: Mike Pate
Owner/President/CEO: Mac Sullivan
Web site: www.pdco.com
2009 calendar year sales: $241 million
2008 calendar year sales: $235 million
Group affiliation: UniPro Foodservice

- 2 distribution centers
- 136,000 total warehouse square footage
- Size of fleet: 42 tractors, 75 trailers, 6 trucks
- 15 DSRs, 6 ISRs
- 5 product category specialists, 2 market segment specialists, 1 culinary specialist/ corporate chef
- 1,500 active accounts
- Sales split: 95% commercial, 5% noncommercial
- 20% of commercial foodservice sales are to street accounts ($2,200 average order), 80% to chain/program accounts ($3,750 average order)
- 6,500 SKUs: 73% national brand, 25% group label, 2% private label

Celebrating its 125th anniversary in 2010, Pate Dawson continues to refine and strengthen a go-to-market strategy that's focused not on selling products but on partnering with and managing business solutions for its customers. Servicing regional chains and independent restaurants throughout the Southeast, it utilizes RF barcode scanning for receiving, put-away, stocking and inventory control; voice-based order selection and truck loading systems; and barcode scanning at the point of delivery. Last year, fresh seafood was added to the product mix and new energy-efficient lighting was installed in the warehouse and offices. The company points to a new human resources initiative that focuses on development of a high performance workplace as one of its best innovations in 2009. Pate Dawson earlier this year established a presence on Facebook, where fans can learn about promotions and events, access business resources, view customer testimonial videos and learn more about the company.

28. Feesers Inc.

Harrisburg, PA
Year founded: 1901
President/CEO: Lester Miller Jr.
Executive VP/COO: John Tighe
Web site: www.feesers.com
2009 calendar year sales: $222 million
2008 calendar year sales: $236 million
Group affiliation: UniPro Foodservice

- 1 distribution center
- 279,000 total warehouse square footage
- 4,000-plus accounts
- Estimated sales split: 70% commercial, 30% noncommercial
- Estimated 75% of sales are to street accounts, 25% to multiunit
- 13,000-plus SKUs: national-brand focus

Feesers services all types of foodservice accounts throughout the mid-Atlantic region. The company, whose full product line includes custom-cut meats, fresh produce and fresh seafood, also touts specialty capabilities in kosher, gourmet/imported and vegetarian product lines. Feesers reports a 6 percent decline in sales for 2009.

29. Hawkeye Foodservice Distribution Inc.

Iowa City, Iowa
Year founded: 1952
Chairman: Dick Braverman
President/CEO: Jeff Braverman
Web site: www.hawkeyefoodservice.com
2009 calendar year sales: $189 million**
2008 calendar year sales: $203 million
Group affiliations: DMA, SEFA, UniPro Foodservice

- 4 distribution centers
- Estimated 70 DSRs

Hawkeye expanded significantly through acquisitions and the addition of distribution centers over the past few years, the most recent of which was its purchase early last year of certain assets of H & H Foodservice in West Union, Iowa. The company reportedly slowed considerably last year. It declined to provide 2009 Top 50 data, but industry sources estimate a 6 percent to 7 percent sales decline in '09.

30. Upper Lake Foods Inc.

Cloquet, MN
Year founded: 1967
Chairman: Scott Sorensen
President/CEO: Darrell Cellers
Web site: www.upperlakesfoodsinc.com
2009 calendar year sales: $181 million
2008 calendar year sales: $216 million
Group affiliation: UniPro Foodservice

- 2 distribution centers
- 162,000 total warehouse square footage
- 30 DSRs, 13 ISRs
- 8 product category specialists, 2 market segment specialists, 1 culinary specialist/ corporate chef
- Estimated 3,500 accounts
- Sales split: 100% commercial, 52% street, 48% chain/program
- 12,000 SKUs

After a strong 15 percent gain in 2008, Upper Lakes Foods reports sales slipped back 16% in 2009. The company services independents and chains throughout the Upper Midwest and touts value-added services including menu development and marketing, front- and back-of-the-house training, graphic design and financial analysis. Earlier this year, it established a presence on Facebook, where it posts flyers/specials and information about company events.

31. HFM FoodService

Honolulu, HI
Year founded: 1964
Owner: Kerr Pacific Corp.
Chairman: William Lowe
President/CEO: Barry O'Connell
Web site: www.hfmfoodservice.com
2009 calendar year sales: $176 million
2008 calendar year sales: $175 million

Group affiliation: UniPro Foodservice

- 5 distribution centers
- 190,000 total warehouse square footage
- 26 DSRs, 8 ISRs
- 3 product category specialists
- 2,100 active accounts
- Estimated sales split: 90% commercial, 10% noncommercial
- 8,500 SKUs

While Hawaii's core tourism industry suffered double-digit declines the past two years, HFM sales grew by 7 percent in 2008 and remained flat last year, according to the company. HFM services foodservice operators across the Hawaiian Islands and other portions of the Pacific.

32. Van Eerden Foodservice Co.

Grand Rapids, MI
Year founded: 1920
Chairman: Jack Van Eerden
President/CEO: Daniel Van Eerden
Web site: www.vaneerden.com
2009 calendar year sales: $168 million
2008 calendar year sales: $153 million
Group affiliations: PRO*ACT, UniPro Foodservice

- 1 distribution center
- 180,000 total warehouse square footage
- Size of fleet: 39 tractors, 51 trailers
- 26 DSRs, 2 ISRs
- 4 product category specialists
- 1,897 accounts
- Sales split: 89% commercial, 11% noncommercial
- 19% of total sales are to street accounts ($1,000 average order), 70% to chain/program accounts ($5,000 average order)
- 5,500 SKUs: 60% national brand, 30% group label, 10% private label

Reporting its strongest sales gain in more than a decade, Van Eerden grew by nearly 10 percent in 2009 despite the tough economic climate in its Michigan and broader Midwest territory. Growth on the chain side of its business likely contributed. In 2008, Van Eerden reported that nearly 60 percent of sales came from chain accounts and in 2009 that increased to 70 percent. The company services customers in Michigan, Indiana, Ohio, Illinois and Kentucky.

33. Driscoll Foods

Clifton, NJ
Year founded: 1971
Owners: Tim Driscoll, Martin Rappaport
President/CEO: Tim Driscoll
Web site: www.driscollfoods.com
2009 calendar year sales: $165 million
2008 Calendar year sales: $148 million
Group affiliation: UniPro Foodservice

- 1 distribution center
- 217,000 total warehouse square footage
- Size of fleet: 80
- 65 DSRs, 50 ISRs
- 2 product category specialists, 1 culinary specialist/corporate chef
- 3,200 active accounts
- Sales split: 65% street ($1,000 average order), 35% school
- 10,000 SKUs: 50% national brands, 10% group label, 40% private label

Driscoll moves up four spots for 2009 with an 11 percent sales gain for the year. That follows a 22 percent jump registered in 2008. Significantly expanded capacity resulting from the company's 2008 consolidation into a single, larger facility in Clifton has helped facilitate its growth.

34. J. Kings Food Service Professionals Inc.

Holtsville, NY
Year founded: 1974
Chairman/President/CEO: John King
CFO: Bob DeLuca
Web site: www.jkings.com
2009 calendar year sales: $164 million
2008 Calendar year sales: $170 million
Group affiliations: PRO*ACT, UniPro Foodservice

- 1 distribution center
- 125,000 total warehouse square footage
- Size of fleet: 60 straight trucks, 4 tractor trailers, 4 vans
- 28 DSRs, 9 ISRs
- 5 product category specialists, 1 market segment specialist, 3 culinary specialists/corporate chefs
- 2,000 active accounts
- Sales split: 70% commercial, 30% noncommercial
- 70% of commercial foodservice sales are to street accounts, 30% to chain/program accounts
- 50% of noncommercial sales are to B&I, 39% to healthcare
- Estimated 10,000 SKUs: 90% national brand, 10% private label

Further development of buy-local initiatives, promoted under the "Go Local, Go Green, Go Kings" banner, as well as the company's on-site weekly public farmers market and farm tours for customers were areas of focus in 2009. Internally, J. Kings implemented "Lean Training" and cross-training initiatives, and increased its use of technology in warehouse operations. That now encompasses a comprehensive warehouse management system, bar codes on all inventory, voice selection for shipping, Web-enabled inbound freight scheduling, Roadnet routing and MobileCast real-time GPS route tracking/updates. On the sustainability front, Kings has expanded its recycling of produce waste, plastics and paper and installed energy-efficient lighting. This year, J. Kings plans to implement voice-activated loading and inventory systems.

35. City Line Distributors

West Haven, CT
Year founded: 1930
Chairman/President/CEO: Robert Berkowtiz
Web site: www.citylinefoods.com
2009 calendar year sales: $150 million
2008 calendar year sales: $155 million
Group affiliation: UniPro Foodservice

- 1 distribution center
- 70,000 total warehouse square footage
- Size of fleet: 41
- 36 DSRs, 6 ISRs
- 1,700 accounts
- Sales split: 100% street ($730 average order)

• 15,000 SKUs: 75% national brand, 20% group label, 5% private label

The only Top 50 distributor claiming to service exclusively street accounts, City Line delivers to customers in Connecticut, Rhode Island, New York and Massachusetts. The company operates a USDA-inspected meat and poultry plant within its distribution center. In the warehouse, it uses voice-activated selecting, receiving and put-away technology. Bar code scanning for loading trucks was added last year, as well. Sales at City Line fell by 3 percent in 2009.

36. Dierks Waukesha

Waukesha, WI
Year founded: 1920
Chairman: Eric Muehl
CEO: Kevin Musser
Web site: www.waukesha.foodorderentry.com
2009 calendar year sales: $147 million
2008 calendar year sales: $145 million
Group affiliations: ProMark, UniPro Foodservice

• 1 distribution center
• 181,000 total warehouse square footage
• Size of fleet: 50 tractors, 70 trailers, 5 straight trucks
• 80 DSRs, 5 ISRs
• 5 product category specialists, 2 market segment specialists, 1 culinary specialist/corporate chef
• 3,800 active accounts
• Sales split: 90% commercial, 10% noncommercial
• 62% of sales are to street accounts ($740 average order), 28% to chain/program accounts ($2,250 average order)
• 13,700 SKUs: 88% national brand, 10% group label, 2% private label

Last year Dierks Waukesha implemented new radio-frequency warehouse systems, which it calls its best innovation for the year. Sales were up just slightly over the prior year. The company continues to focus primarily on street business and anticipates 5 percent growth in 2010, a year in which it says escalating fuel and health insurance costs are key concerns.

37. Yancey's Food Service

Loveland, CO
Year founded: 1940
President/CEO: Greg Yancey
Web site: www.yanceys.com
2009 calendar year sales: $140 million
2008 calendar year sales: $149 million
Group affiliations: PRO*ACT, UniPro Foodservice

• 1 distribution center
• 100,000 total warehouse square footage
• Size of fleet: 38
• 14 DSRs, 3 ISRs
• 1 product category specialist, 1 culinary specialist/corporate chef
• 1,550 accounts
• Sales split: 95% commercial, 5% noncommercial
• 20% of commercial foodservice sales are to street accounts ($890 average order), 80 percent to chain/program accounts ($1,025 average order)
• 5,500 SKUs: 68% national brand, 26% group label, 6% private label

"Green" was an area of focus for Yancey's last year. The company put in place comprehensive recycling initiatives as well as a paperless office/forms reduction initiative. Limits on maximum highway speeds for trucks were put in place to save fuel, and organic produce was added to the product mix. Third-generation president Greg Yancey says key innovations for the year included internal discussion groups focused on continuous improvement, a UPS Roadnet transportation suite, posting job applications and behavioral "job fit" assessments online, and increasing online ordering. This year, the company celebrates its 70th anniversary. It has plans to enhance its Web site and put in place new safety and disaster recovery initiatives. A 5 percent sales increase for the year is anticipated.

38. DiCarlo Distributors Inc.

Holtsville, NY
Year founded: 1963
Chairman/President/CEO: Vincent DiCarlo Sr.
Web site: www.dicarlofood.com
2009 calendar year sales: $138 million
2008 calendar year sales: $142 million
Group affiliation: UniPro Foodservice

• 1 distribution center
• 151,427 total warehouse square footage
• Size of fleet: 20 tractor-trailers, 35 straight trucks
• 58 DSRs, 8 ISRs
• 5 product category specialists, 2 market segment specialists, 1 culinary specialist/corporate chef
• 2,340 active accounts
• Sales split: 90% commercial, 10% noncommercial
• 55% of total sales are to street accounts ($890 average order), 45% to chain/program accounts ($1,885 average order)
• 9,550 SKUs: 80% national brand, 10% group label, 10% private label

DiCarlo cites the hiring of a sales trainer to develop its sales force and re-train existing reps as a key initiative undertaken last year. It added more than 10 to its DSR headcount during the year and plans to add more in 2010. With sales down slightly in '09, the company foresees flat to slight growth ahead for this year, when continued lack of economic growth, government mandates and the high cost of fuel are key concerns. Operationally, DiCarlo is considering both RFID and scanning on delivery. Two balers were added last year for cardboard/paper and plastic, a move the company says has reduced its volume of waste by 75 percent.

39. José Santiago Inc.

Bayamon, PR
Year founded: 1902
Chairman/President: Jose E. Santiago
Web site: www.josesantiago.com
2009 calendar year sales: $129 million
2008 calendar year sales: $128 million
Group affiliation: UniPro Foodservice

• 1 distribution center
• 140,000 total warehouse square footage
• Size of fleet: 60
• 58 DSRs, 12 ISRs
• Estimated 4,700 active accounts
• Sales split: 100% commercial

• Estimated 75% of sales are to street accounts, 25% to chain/program accounts

José Santiago, which services Puerto Rico, Vieques, Culebra and the U.S. Virgin Islands, is the largest full-line distributor in the Caribbean. Originally founded as a small grocery store, the company now does just 10 percent of sales on the retail side. Reported sales for 2009 were flat.

40. Goldberg and Solovy Foods Inc.

Vernon, CA
Year founded: 1974
Chairman/President/CEO: Earl L. Goldberg
Web site: www.gsfoods.com
2009 calendar year sales: $128 million
2008 calendar year sales: $135 million
Group affiliations: DMA, UniPro Foodservice

• 1 distribution center
• 115,000 total warehouse square footage
• Size of fleet: 37
• 26 DSRs, 5 ISRs
• 3 product category specialists
• 1,200 active accounts
• Sales split: 88% commercial, 12% noncommercial
• 40% of total sales are to street accounts ($1,400 average order), 48% to chain/program accounts ($2,200 average order)
• 9,500 SKUs: 70% national brand, 15% group label, 15% private label

Goldberg and Solovy reports that its best innovation/initiative in 2009 focused on training its DSRs to provide value-added service and to understand how to impact customer profitability. The company added "natural meats" to its product mix last year and continues to market itself as a broadliner with center-of-the-plate expertise. Building sales and margin are prime areas of focus for 2010.

41. Jacmar Foodservice Distribution

Irwindale, CA
Year founded: 1959
President: Frank Visvikis
Web site: www.jacmar.com
2009 calendar year sales: $125 million
2008 calendar year sales: $124 million
Group affiliations: DMA, UniPro Foodservice

• 2 distribution centers
• 170,000 total warehouse square footage
• Size of fleet: 30
• 26 DSRs, 6 ISRs
• 990 active accounts
• Sales split: 95% commercial, 5% noncommercial
• 35% of total sales are to street accounts ($1,150 average order), 60% to chain/program accounts ($3,365 average order)
• 8,100 SKUs: 93% national brand, 5% group label, 2% private label

A broadliner with specialty expertise in the Italian and Pizza segments, Jacmar services customers throughout California and Nevada from Irwindale headquarters as well as from a second distribution center in West Sacramento, which was completed in 2007. The company, which reports flat sales for 2009, has added schools to its customer base. In 2008, 100 percent of sales were reported to be from commercial foodservice while 5 percent came from the schools segment in '09.

42. Jordano's Foodservice Inc.

Santa Barbara, CA
Year founded: 1915
Chairman/President/CEO: Peter Jordano
Web site: www.jordanos.com
2009 calendar year sales: $120 million
2008 calendar year sales: $129 million
Group affiliations: SEFA, UniPro Foodservice

• 1 distribution center
• 165,000 total warehouse square footage
• Size of fleet: 55 trucks, 5 vans
• 44 DSRs, 5 ISRs
• 5 product category specialists
• 1,500 active accounts
• Sales split: 65% commercial, 35% noncommercial
• 75% of commercial foodservice sales are to street accounts ($975 average order), 25% to chain/program accounts ($1,300 average order)
• 15% of noncommercial sales are to schools, 10 percent each to healthcare and colleges/universities
• 10,000 SKUs: 85% national brand, 15% group label

Jordano's services customers in nine central and southern California counties. The company reports a sales decline of 7 percent for 2009 and anticipates that 2010 will be flat to slightly down as well. Natural and organic products were added to Jordano's inventory mix last year and green initiatives, including a new glycol freezer, skylights and rapid-charge battery systems, were put in place. This year, the company celebrates its 95th year in business.

43. Appert's Foodservice

St. Cloud, MN
Year founded: 1935
Chairman: Tim Appert
President/CEO: Joe Omann
Web site: www.apperts.com
2009 calendar year sales: $119 million
2008 calendar year sales: $124 million
Group affiliations: American Distribution Alliance, Produce Group, UniPro Foodservice

• 1 distribution center
• 122,000 total warehouse square footage
• Size of fleet: 41
• 30 DSRs, 8 ISRs
• 2 product category specialists, 2 market segment specialists, 1 culinary specialist/corporate chef
• 2,900 accounts
• Sales split: 75% commercial, 25% noncommercial
• 47% of total sales is to street accounts ($873 average order), 28% to chain/program accounts ($1,495 average order), 22% to schools
• 7,200 SKUs: 86% national brand, 3% group label, 11% private label

A third-generation family business, Appert's celebrates its 75th anniversary this year. The company offers a full product line, including center-of-the-plate proteins cut fresh in its on-site USDA certified plant. Value-added services offered to customers include menu design and Chefs Across America, which brings in nationally recognized chefs to provide culinary training and education. In the warehouse, Appert's is fully automated with a Warehouse Management System, RF barcode scanning, Retalix (BGI) logistics, and voice-activated selection. The company anticipates sales growth of 5 percent in 2010.

44. Y. Hata & Co. Ltd.

Honolulu, HI
Year founded: 1903
Chairman/President/CEO: Russell J. Hata
Web site: www.yhata.com
2009 calendar year sales: $117 million
2008 calendar year sales: $116 million
Group affiliations: NAFED, UniPro Foodservice

- 2 distribution centers
- 136,000 total warehouse square footage
- 15 DSRs, 10 ISRs
- 4 product category specialists, 2 market segment specialists, 1 culinary specialist/ corporate chef
- 1,651 active accounts
- Sales split: 78% commercial, 32% noncommercial
- 44% of commercial foodservice sales are to street accounts ($1,050 average order), 56% to chain/program accounts ($2,300 average order)
- 30% of noncommercial sales are to military, 55% to "other"
- 7,250 SKUs: 90% national brand, 10% group label

Y. Hata has served customers throughout Hawaii for more than a century. The company is now prime vendor to all of the state's military bases and touts exceptionally rigorous quality and safety standards and processes required to service that business. The military accounts for 30 percent of Y. Hata's noncommercial sector sales. Sales for 2009 were essentially flat.

45. Ginsberg's Foods Inc.

Hudson, NY
Year founded: 1909
President/CEO: David M. Ginsberg
Web site: www.ginsbergs.com
2009 calendar year sales: $112 million
2008 calendar year sales: $114 million
Group affiliations: PRO*ACT, UniPro Foodservice

- 1 distribution center
- 76,000 total dry storage square fee; 1,306,220 refrigerated/frozen cubic feet
- Size of fleet: 34
- 42 DSRs, 9 ISRs
- 1 product category specialist, 1 market segment specialist, 1 culinary specialist/ corporate chef
- 3,750 active accounts
- Sales split: 72% commercial, 28% noncommercial
- 45% of total sales are to street accounts ($1,150), 27% to chain/program accounts ($1,350 average order), 16% to schools, 12% to healthcare
- 6,600 SKUs: 86% national brand, 14% group label

Last year was one of celebration at Ginsberg's, as the company marked its 100th year in business. A recipe book was published and community events were held. The company also continued to upgrade its operations by integrating the Retalix software platform. It utilizes all aspects of the Retalix warehouse management system, including voice picking, RFID and inventory scanning. This year, Ginsberg's is working to develop its western Massachusetts territory and anticipates overall sales growth of 8 percent.

46. Glover Wholesale Company

Americus, GA/Columbus, GA
Year founded: 1906
Chairman/Owner: William S. Harris
President/CEO: David E. Harris
Web site: www.gloverfoods.com
2009 calendar year sales: $109 million
2008 calendar year sales: $106 million
Group affiliations: F.A.B., Tailor Made Distribution

- 2 distribution centers
- 155,000 total warehouse square footage
- Size of fleet: 55
- 39 DSRs, 6 ISRs
- 3 product category specialists, 2 market segment specialists, 1 culinary specialist/ corporate chef
- 3,000 active accounts
- Sales split: 65% commercial, 15% noncommercial, 20% retail grocery/c-store
- 50% of total sales are to street accounts ($900 average order), 15% to chain/program accounts ($2,000 average order), 12% to schools, 3% to healthcare
- 7,500 SKUs: 80% national brand, 10% group label, 10% private label

Glover reports a 3 percent dip in sales for 2009. The company focused on improving overall operational efficiency during the year and is working on a long-term program to incorporate bio-diesel fuel. It also began to put in place a centralized corporate strategy called "One Glover" for its two distribution centers. A major computer upgrade is in the works this year. Rising protein and fuel prices, along with continued slow sales, have Glover expecting flat to slightly lower sales this year.

47. American Meat Company (dba American Foodservice)

Lee's Summit, MO
Year founded: 1986
CEO: Jack Accurso
President: Roger Accurso
Web site: www.americanfoodservice.net
2009 calendar year sales: $107 million
2008 calendar year sales: $95 milllion
Group affiliation: UniPro Foodservice

- 1 distribution center
- 104,000 total warehouse square footage
- Size of fleet: 26 tractor-trailers, 7 straight trucks
- 20 DSRs, 4 ISRs
- 2 product category specialists, 1 market segment specialist
- 829 active accounts
- Sales split: 98.5% commercial, 1.5% noncommercial
- 43% of total sales are to street accounts ($785 average order), 56% to chain/program accounts (2,550 average order)

• 6,500 SKUs: 94% national brand, 5% group label, 1% private label

New to the ID Top 50 in 2009, American Foodservice was founded by Jack Accurso and sons Roger, Craig and Steve in 1986 as American Meat. Initially a boxed meat specialist servicing retail customers in and around Kansas City, Missouri, the company gradually expanded its product line and customer base into broadline foodservice. Today, retail accounts for just 10 percent of total sales. American joined Emco Foodservice systems (now UniPro Foodservice) in 1992 and changed its name to reflect its broadline capabilities in 1998. It is now a member of the UniPro Multi-Unit Group, enabling it to service chain customers. Best innovations for the company last year included implementation of a new health and wellness initiative and a Walking Incentive Program that enables employees to earn premiums and personal time off for achieving personal goals. The company implemented open-book budgeting to share sensitive information and results with key employees to achieve growth and profit goals, and added two new district sales managers. This year, technology implementation and an online order-entry program upgrade, warehouse scanning, mobile media, income tracking and true profit software are key issues. American also has plans for a 30,000-square foot warehouse addition. Sales in 2009 increased by nearly 13 percent. Accurso predicts another 15 percent gain in 2010.

48. Costa Fruit & Produce

Boston, MA
Year founded: 1950
President/CEO: Manny Costa
Web site: www.freshideas.com
2009 calendar year sales: $106 million
2008 calendar year sales: $110 million
Group affiliations: PRO*ACT, UniPro Foodservice

• 1 distribution center
• 110,000 total warehouse square footage
• Size of fleet: 60
• 13 DSRs, 18 ISRs
• 1 product category specialist, 25 market segment specialists, 1 culinary specialist/corporate chef
• 2,200 accounts
• Sales split: 48% commercial, 52% noncommercial
• 12% of total sales are to street accounts ($450 average order), 36% to chain/program accounts ($750 average order), 30% to schools, 12% to colleges/universities, 5% each to healthcare and B&I
• 6,500 SKUs: 85% national brand, 5% group label, 10% private label

Costa revised its previously reported 2008 sales from $124 million to $110 million and reports 2009 sales down by an additional 4 percent. It continues to focus on its award-winning Greening our Goods and Services program and to work with customers on green initiatives in their own operations. Top innovations cited for 2009 include utilizing social networking tools Facebook and Twitter to reach customers and vendors and continued focus on local sourcing. Costa is expanding those efforts to include locally manufactured and locally processed foods, as well as locally grown produce. "Last year, we also had eight employees celebrate their 30th year with the company—no small achievement in these times," notes Barry Milanese, vice president of sales and marketing.

49. Affiliated Food Service

Amarillo, TX
Year founded: 1978
Owner: Affiliated Foods Inc.
Chairman: Roger Lowe Sr.
President/CEO: George Lankford
Web site: www.afiama.com
2009 calendar year sales: $104 million
2008 calendar year sales: $109 million
Group affiliations: F.A.B, Tailor Made Distribution

• 1 distribution center
• 1,100,000 total warehouse square footage
• Size of fleet: 38-40
• 24 DSRs, 2 ISRs
• 2 market segment specialists
• 1,300 active accounts
• Sales split: 95% commercial, 5% noncommercial
• 94% of sales are to street accounts ($975 average order), 1% to chain/program accounts ($1,500 average order)
• 40,600 SKUs (retail and foodservice): 70% national brand, 25% group label, 5% private label

A division of retailer cooperative Affiliated Foods Inc., Affiliated Food Service was established in 1978 as a way to expand the availability of in-store bakery and deli products to member retailers and to service foodservice establishments in its trading area. The company touts the "Affiliated Advantage" of providing customers with access to its foodservice and retail product lines, plus its Plains Dairy and Tri State Baking divisions. Last year, sales fell by nearly 5 percent. Volume is expected to grow "back to flat" in 2010 and begin increasing again as the economic recovery takes better hold in '11.

50. Pocono Produce Co. Inc.

Stroudsburg, PA
Year founded: 1940
Chairman: Rosemary Driebe Olofsson
President/CEO: Terrence B. Snyder
Web site: www.poconoproduce.com
2009 calendar year sales: $100 million**
2008 calendar year sales: $105 million
Group affiliations: F.A.B., PRO*ACT

• 2 distribution centers
• 140,000 total warehouse square footage
• Size of fleet: 50
• Estimated 30 DSRs
• Estimated sales split: 100% commercial
• 7,000 SKUs: 84% national brand, 15% group label, 1% private label

Pocono declined to discuss its 2009 performance. Based on market conditions and input from industry observers, ID estimates a 5 percent drop in sales for the year.

**ID estimate