

# ID

## TOP 50

### DISTRIBUTORS 2010

RANK/COMPANY	HQ LOCATION	2009 SALES (millions)	2008 SALES (millions)	% CHANGE	\$ CHANGE	# DIST. CENTERS	# ACCOUNTS
1 SYSCO CORP.	Houston, TX	35,800	37,850	-5	-2,050	186	400,000
2 U.S. FOODSERVICE	Rosemont, IL	18,961	19,800	-4	-839		250,000
3 PERFORMANCE FOOD GROUP	Richmond, VA	9,720	10,200	-5	-480	67	
4 GORDON FOOD SERVICE	Grand Rapids, MI	7,200	7,000	3	200	21	45,000
5 REINHART FOODSERVICE	La Crosse, WI	4,205	3,599	17	606	24	36,860
6 MAINES PAPER & FOOD SERVICE	Conklin, NY	3,000	2,700	11	300	9	6,600
7 SERVICES GROUP OF AMERICA	Phoenix, AZ	2,600	2,650	-2	-50	13	
8 BEN E KEITH FOODS	Fort Worth, TX	1,979	2,005	-1	-26	7	30,019
9 SHAMROCK FOODS CO.	Phoenix, AZ	1,650	1,700	-3	-50	4	15,000
10 LABATT FOOD SERVICE	San Antonio, TX	909	810	12	99	5	9,142
11 CHENEY BROTHERS, INC.	Riviera Beach, FL	811	787	3	24	3	16,224
12 IFH (INSTITUTION FOOD HOUSE)	Hickory, NC	573	596	-4	-23	2	5,500
13 AGAR SUPPLY CO. INC	Taunton, MA	553	552	<1	1	1	5,200
14 GLAZIER FOODS	Houston, TX	533	476	12	57	2	5,900
15 CONCO FOODSERVICE	Metairie, LA	440*	420	5	20	3	2,700
16 MERCHANTS FOODSERVICE	Hattiesburg, MS	409	327	25	82	3	6,500
17 NICHOLAS & COMPANY	Salt Lake City, U	396	404	-2	-8	1	4,000
18 PERKINS	Taunton, MA	378	379	<1	-1	2	12,000
19 SALADINO'S	Fresno, CA	373	387	-4	-14	2	2,711
20 CASH-WA DISTRIBUTING CO.	Kearney, NE	353	343	3	10	3	3,500
21 FOX RIVER FOODS INC.	Montgomery, IL	311	282	10	29	1	
22 BI-RITE FOODSERVICE DISTRIBUTORS	Brisbane, CA	290	293	-1	-3	1	2,750
23 WOOD FRUITTICHER GROCERY CO.	Birmingham, AL	284	274	4	10	1	4,250
24 C.A. CURTZE CO.	Erie, PA	278	274	1	4	3	7,700
25 MARTIN BROS. DISTRIBUTING CO.	Cedar Falls, IA	258	248	4	10	1	3,651
26 DOERLE FOOD SERVICES	Broussard, LA	257	226	14	31	3	2,550
27 PATE DAWSON CO.	Goldsboro, NC	241	235	3	6	2	1,500
28 FEESERS INC.	Harrisburg, PA	222	236	-6	-14	1	4,000
29 HAWKEYE FOODSERVICE DISTRIBUTION	Iowa City, IA	189*	203	-7	-14	4	
30 UPPER LAKES FOODS INC.	Cloquet, MN	181	216	-16	-35	2	3,500
31 HFM FOODSERVICE	Honolulu, HI	176	175	1	1	5	2,100
32 VAN EERDEN FOODSERVICE CO.	Grand Rapids, MI	168	153	10	15	1	1,897
33 DRISCOLL FOODS	Clifton, NJ	165	148	11	17	1	3,200
34 J. KINGS FOODSERVICE PROFESSIONALS	Holtsville, NY	164	170	-4	-6	1	2,000
35 CITY LINE DISTRIBUTORS	West Haven, CT	150	155	-3	-5	1	1,700
36 DIERKS WAUKESHA	Waukesha, WI	147	145	1	2	1	3,800
37 YANCEY'S FOOD SERVICE	Loveland, CO	140	149	-6	-9	1	1,550
38 DI CARLO DISTRIBUTORS	Holtsville, NY	138	142	-3	-4	1	2,340
39 JOSE SANTIAGO, INC	San Juan, PR	129	128	1	1	1	4,780
40 GOLDBERG AND SOLOVY FOODS	Vernon, CA	128	135	-5	-7	1	1,200
41 JACMAR FOODSERVICE DISTRIBUTION	Irwindale, CA	125	124	1	1	2	990
42 JORDANO'S FOODSERVICE, INC.	Santa Barbara, CA	120	129	-7	-9	1	1,500
43 APPERT'S FOODSERVICE	St. Cloud, MN	119	124	-4	-5	1	2,900
44 Y. HATA & CO, LTD.	Honolulu, HI	117	116	1	1	2	1,651
45 GINSBERG'S FOODS	Hudson, NY	112	114	-2	-2	1	3,750
46 GLOVER WHOLESALE CO.	Americus, GA	109	106	3	3	2	3,000
47 AMERICAN FOODSERVICE	Lee's Summit, MO	107	95	13	12	1	829
48 COSTA FRUIT & PRODUCE	Boston, MA	106	110	-4	-4	1	2,200
49 AFFILIATED FOOD SERVICE	Amarillo, TX	104	109	-5	-5	1	1,300
50 POCONO PRODUCE CO.	Stroudsburg, PA	100*	105	-5	-5		
<b>TOTALS</b>		<b>95,978</b>	<b>98,104</b>	<b>-2</b>	<b>-2,126</b>		

\*sales figures estimated