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2010 Distribution GIANTS

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FE&S' annual listing of the industry's top 100 foodservice equipment and supplies dealers.

For the second consecutive year, a harsh economic climate took its toll on foodservice equipment and supplies dealers. In 2009, 64 of the top 100 E&S dealers reported a decline in sales, and according to FE&S estimates, 11 dealers were flat or experienced lower sales than in 2008. All told, FE&S projects sales among the top 100 dealers declined by \$583 million, or 11.89 percent, in 2009.

In response to lagging sales, many dealers chose to change their buying-group affiliations with the hope of squeezing better pricing and rebates out of their manufacturing partners. Over the course of the past year the equipment-and-supplies community witnessed the birth of one buying group, the dissolution of another and a lot of churn among the remaining dealers and buying groups. Whether all of this activity benefits the industry or just a select few continues to the subject of hushed debate among the dealer and manufacturer communities. Only time will tell.

The following pages contain lots of information about the industry's top 100 dealers by sales volume. Here are a couple of data points that caught our eye:

Average sales per salesperson among the top 100: \$1.78 million

Average sales per employee for the top 100: \$465,313

We hope that you find this data informative and useful. And, as always, if you have any ideas about how to improve this study, don't hesitate to let us know.

2010 Distribution Giants

[Table]

Rank	Company (last year's rank)	2009	2008	Number of salespeople (inside & out)	Buying Group	Website
	Annual ES sales (millions)					
1	Edward Don & Co., North Riverside, Ill. (1) H24%, L5%, SW25%, T25%, P/D15%, J3%, F3%	\$553.00	\$614.00	360	NONE	www.don.com
2	TriMark USA Inc., S. Attleboro, Mass. (2) H50%, L10%, SW11%, T9%, P/D15%, J3%, F2%	\$507.00	\$595.00	350	ABC, NexGen	www.trimarkusa.com
3	Wasserstrom Co., Columbus, Ohio (3) H31%, L10%, SW27%, T24%, P/D4%, J3%, F1%	\$429.00	\$517.00	220	NexGen	www.wasserstrom.com
4	Strategic Equipment & Supply Co., Irving, Texas (4) H60%, L15%, S&L 10%, SW5%, T5%, P/D2%, J1%, F2%	\$224.00	\$238.00**	82	ABC, CPG	www.strategicequipment.com
5	The Boelter Companies, Waukesha, Wis. (5) H25%, L5%, SW13%, T30%, P/D20%, J5%, F2%	\$178.00	\$192.00**	80	ABC, NexGen, Afflink	www.boelter.com
6	Bargreen-Ellingson Inc., Tacoma, Wash. (6) H30%, L20%, SW20%, T15%, P/D5%, J5%, F5%	\$149.00	\$170.00	181	ABC, NexGen	www.bargreen.com

7	Hubert Co., Harrison, Ohio (7)	\$132.00	\$147.00	n/a	ABC, IFED	www.hubert.com
8	Singer Equipment Co., LP, Elverson, Pa. (8) H51%, L10%, SW10%, T7%, P/D17%, J4%, F1%	\$127.30	\$134.30	43	ABC, NexGen	www.singerequipment.com
9	Stafford-Smith Inc., Kalamazoo, Mich. (11) H90%, L10%	\$90.00	\$105.00	35	ISE, CPG	www.staffordsmith.com
10	R.W. Smith & Co., San Diego, Calif. (15)	\$89.12*	\$76.50*	n/a	ABC, IFED	www.rwsmithco.com
11	Concept Services, Inc., Austin, Texas (9)	\$87.00*	\$100.00*	n/a	CPG	www.conceptserv.com
12	Clark Associates, Lancaster, Pa. (22) H35%, L10%, SW10%, T10%, P/D20%, J5%, F10%	\$81.30	\$67.50	28	NAFED, CPG	www.clarkfoodserviceequipment.biz
13	QualServ Corp., Fort Smith, Ark. (10) H25%, L30%, SW15%, F30%	\$80.00	\$110.00*	19	CPG	www.qualservcorp.com
14	PrimeSource FoodService Equipment, Dallas (12) H21%, L44%, SW22%, T1%, J2%, F10%	\$80.00	\$103.00	22	PRIDE	www.buyprimesource.com
15	Mission Restaurant Supply Company, San Antonio, Texas (20) H71%, L4%, SW14%, T9%, F2%	\$79.43	\$71.39	35	NAFED, CPG	www.missionrestaurantsupply.com
16	Ace Mart Restaurant Supply, San Antonio, Texas (13) H25%, L12%, SW30%, T16%, P/D2%, J4%, F11%	\$74.58	\$78.50	180	ABC, IFED	www.acemarkart.com
17	Baring Industries, Ft. Lauderdale, Fla. (18) H90%, L10%	\$72.40	\$73.00	10	N/A	www.baring.com
18	Duray/J.F. Duncan Industries, Downey, Calif. (19) H95%, L5%	\$72.40	\$72.78	20	CPG	www.durayduncan.com
19	C&T Design & Equipment Co., Indianapolis, Ind. (--) H75%, L15%, SW5%, F5%	\$70.00*	\$70.00*	40	SEFA	www.c-tdesign.com
20	Hockenbergs Equipment & Supply Co., Omaha, Neb. (17) H59%, L15%, SW10%, T5%, P/D7%, J1%, F3%	\$68.80	\$74.00**	82	ABC, NexGen	www.hockenbergs.com
21	East Bay Rest. Supply Inc., Oakland, Calif. (14) H25%, L21%, SW20%, T15%, J4%, F5%	\$67.00*	\$78.00	N/A	CPG	www.ebrs.net
22	General Hotel and Restaurant Supply, Miami (16)	\$66.00*	\$75.00*	N/A	ABC, IFED	www.generalhotel.com
23	M. Tucker, Paterson, N.J. (23) H40%, L10%, SW15%, T12%, P/D20%, J2%, F1%	\$58.00	\$65.00	27	ABC, IFED	www.mtucker.com
24	Atlanta Fixture & Sales Co., Inc., Atlanta, Ga. (25) H40%, L25%, SW15%, T7%, P/D6%, J2%, F5%	\$51.11	\$56.51	34	ABC, IFED	www.atlantafixture.com
25	Hotel & Restaurant Supply, Meridian, Miss. (26) H40%, L20%, SW20%, T10%, J5%, F5%	\$47.80	\$50.40**	31	ABC, NexGen	www.hnrsupply.com
26	Smith & Greene Co., Kent, Wash. (28) H50%, L8%, SW20%, T10%, P/D1%, J1%, F10%	\$46.00	\$47.00	15	SEFA	www.smithandgreene.com
27	Action Sales, Monterey Park, Calif. (27) H40%, L15%, SW25%, T10%, J5%, F5%	\$40.00	\$47.00	22	SEFA	www.actionsales.com
28	Calico Industries, Inc., Anapolis Junction, Md. (31) H10%, L10%, SW30%, T5%, P/D10%, J35%	\$39.10	\$42.50**	27	NONE	www.calicoindustries.com
29	Great Lakes Hotel Supply Co., Detroit, Mich. (30) H90%, L10%	\$39.00	\$44.00	5	SEFA	www.ghsco.com
30	Kirby Restaurant Supply, Longview, Texas (32) H50%, L10%, J40%	\$37.00	\$38.00**	19	PRIDE	www.kirbysupply.com
31	Paramount Restaurant Supply Corp., Warren, R.I. (24) H60%, L10%, SW5%, F10%, FAB 15%	\$36.00	\$60.00	22	ABC, CPG	www.pararest.com
32	Johnson-Lancaster & Assoc. Inc., Safety Harbor, Fla. (35) H75%, L25%	\$35.50	\$35.00**	10	SEFA	www.johnson-lancaster.com
33	Ford Hotel Supply Co., Inc., St. Louis, Mo. (--)	\$35.00*	\$35.00*	28	ABC, IFED	www.fordstl.com
34	Beltram Foodservice Supply, Tampa, Fla. (29) H40%, L15%, SW20%, T5%, P/D3%, J7%, F10%	\$34.70	\$44.20	N/A	CPG	www.beltram.com
35	Sam Tell & Son Inc., Farmingdale, N.Y. (34) H23%, L8%, SW27%, T28%, P/D9%, J4%, F1%	\$33.04	\$36.29	20	ABC, IFED	www.samtell.com
36	Trendco, Batavia, Ohio (--) H31%, L3%, SW7%, T3%, P/D38%, J16%, F2%	\$32.00	\$35.00*	17	EXCELL	www.trendcosupply.com
37	Adams Burch, Landover, Md. (40)	\$30.60*	\$26.80*	N/A	ABC	www.adams-burch.com

38	Best Restaurant Equipment & Design Inc., Columbus, Ohio (33)	\$30.20*	\$36.60	N/A	SEFA	www.bestrestaurant.com
39	State Restaurant Equipment Co., Las Vegas (37) H15%, L1%, SW22%, T60%, J1%, F1%	\$29.00	\$29.00	12	SEFA	www.staterestaurant.com
40	Birmingham Restaurant Supply, Inc., Birmingham, Ala. (41) H55%, L14%, SW20%, T10%, F1%	\$28.01	\$26.73	9	ABC, IFED	www.brescoinc.com
41	Arizona Restaurant Supply, Tucson, Ariz. (42) H75%, L10%, SW12%, T3%	\$28.00	\$25.00	14	PRIDE	www.azrestaurantsupply.com
42	Kamran & Co., Inc., Santa Barbara, Calif. (55)	\$27.60*	\$27.60*	N/A	PRIDE	www.chefsazaar.com
43	Buffalo Hotel Supply Co. Inc., Amherst, N.Y. (47) H66%, L6%, SW10%, T8%, J1%, F9%	\$26.80	\$23.30	16	ABC, IFED	www.buffalohotelsupply.com
44	SML Stainless Steel Group, Quebec, Canada (38)	\$25.42*	\$29.90*	N/A	N/A	www.sanimetal.com
45	Kittredge Equipment Co. Inc., Agawam, Mass. (43) H52%, L16%, SW16%, T8%, P/D4%, J2%, F2%	\$25.18	\$25.01	16	NAFED	www.kittredgeequipment.com
46	H. Weiss Co., Armonk, N.Y. (48) H40%, L10%, SW23%, T10%, P/D10%, J5%, F2%	\$25.00	\$23.00	15	SEFA, Tri-Metro, The United Group	www.hweiss.net
47	Mobile Fixture & Equipment Co., Mobile, Ala. (39) H50%, L10%, SW20%, T10%, P/D3%, J2%, F5%	\$24.95	\$28.20	23	NAFED, CPG	www.mobilefixture.com
48	Curtis Rest. Equipment Inc., Springfield, Ore. (36) H55%, L15%, SW15%, T5%, J2%, F8%	\$23.10	\$30.99	N/A	ABC, IFED	www.curtisresteq.com
49	Premium Supply Company, Deer Park, N.Y. (45) H30%, L9%, SW15%, T16%, P/D20%, J8%, F2%	\$22.00	\$24.00	23	PRIDE	www.premiumsupply.com
50	Aydelott Equipment, Centerville, Ohio (44) H30%, SW35%, F35%	\$21.50	\$24.00	10	NONE	www.aydelott.com
51	Penn Jersey Paper Co., Philadelphia, Pa. (51) H6%, L3%, SW4%, T3%, P/D77%, J7%, F1%	\$21.40	\$20.80	92	SEFA	www.pjonline.com
52	Perkins, Taunton, Mass. (46) H20%, L15%, SW20%, T10%, P/D25%, J10%	\$20.40	\$23.80	125	SEFA	www.perkins1.com
53	Oswalt Restaurant Supply, Oklahoma City, Okla. (62) H75%, L10%, SW8%, T5%, F2%	\$19.80	\$16.75	8	SEFA	www.oswalt.biz
54	Rapids Wholesale Equipment, Marion, Iowa (60) H70%, L15%, SW8%, T4%, F3%	\$19.20	\$17.00	N/A	CPG	www.4rapid1.com
55	The Warehouse Store Fixture Company, Waterbury, Conn. (50) H50%, L25%, SW10%, T10%, F5%	\$19.00	\$21.00	5	CPG	www.restaurantsupplystore.com
56	Lloyd's Refrigeration, Las Vegas, Nev. (84)	\$18.80*	\$18.80*	N/A	NONE	www.lloydsref.com
57	Boston Showcase Co., Newton Highlands, Mass. (53) H45%, L15%, SW15%, T15%, J5%, F5%	\$18.20	\$20.20	10	PRIDE	www.bostonshowcase.com
58	Manning Bros. Food Service Equip. Co. Inc., Athens, Ga. (49) H50%, L25%, SW20%, T3%, P/D2%	\$18.00	\$22.00**	10	SEFA	www.manningbrothers.com
59	The Restaurant Source, Denver, Colo. (56) H30%, T70%	\$18.00	\$20.00	N/A	ABC, IFED	www.restaurantsource.com
60	Dykes Restaurant Supply, Inc., Huntsville, Ala. (52) H50%, L10%, SW15%, T10%, J5%, F10%	\$17.50	\$20.50	16	ABC, IFED	www.dykesrestsupply.com
61	Schweppe & Sons, Lombard, Ill. (59) H30%, L15%, SW15%, T5%, P/D20%, J10%, F5%	\$17.00	\$13.00**	15	ABC, IFED, CDI	www.schweppeinc.com
62	B & J-Peerless Food Service Equipment, Kansas City, Kan. (54) H55%, L6%, SW30%, T3%, P/D2%, J2%, F2%	\$16.80	\$20.10	21	NAFED	www.bjfoodservice.com
63	Restaurant Equipment World, Orlando, Fla. (67) H70%, L10%, SW5%, T5%, P/D3%, J2%, F5%	\$16.57	\$15.13	30	SEFA	www.restaurantequipmentworld.com
64	Direct South, Swanee, Ga. (82)	\$16.44*	\$12.40*	N/A	N/A	www.directsouth.com
65	Breckenridge Kitchen Equip. & Design, Huron, Ohio (87) H85%, L12%, F3%	\$16.10	\$11.26**	7	SEFA	www.breckenridgekitchen.com
66	Alack Refrigeration Co., Hammond, La. (74) H60%, L8%, SW18%, T5%, P/D1%, J3%, F5%	\$15.65	\$13.70	18	NAFED	www.culinarysuperstores.com
67	Serve-U, Champaign, Ill. (63)	\$15.10	\$16.00	N/A	SEFA	www.servu-online.com
68	United Rest. Equipment, Raleigh, N.C. (70) H30%, L10%, SW30%, T10%, P/D5%, J10%, F5%	\$15.00	\$15.50	14	NAFED	www.ureco.com

69	United Restaurant Supply, Colorado Springs, Colo. (71)	\$14.85*	\$14.90	N/A		PRIDE	www.urskitchens.com
70	Global KES, Lee's Summit, Mo. (58) H12%, L9%, SW59%, T10%, P/D2%, J5%, F3%	\$14.81*	\$17.43	N/A		PRIDE	www.globalkes.com
71	Dakota Food Equipment Inc., Fargo, N.D. (73)	\$14.72	\$13.84	10		PRIDE	www.dakotafoodequipment.com
72	Bar Boy Products Co. Inc., Farmingdale, N.Y. (68) H39%, L10%, SW25%, T12%, P/D6%, J3%, F5%	\$14.70	\$15.10	24		NAFED, NISSCO RDG	www.barboyonline.com
73	LoneStar Restaurant Supply, Austin, Texas (90) H40%, L20%, SW20%, T20%	\$14.50	\$11.00*	13		SEFA	www.lonestarrs.com
74	Amundsen Food Equipment, Oklahoma City, Okla. (69) H85%, L12%, SW3%	\$14.44	\$15.00	N/A		NAFED	N/A
75	Ledyard Co., Santa Cruz, Calif. (61)	\$14.00*	\$16.80*	N/A		SEFA	www.ledyard.com
76	Bintz Restaurant Supply, Salt Lake City, Utah (64) H40%, L10%, SW20%, T23%, J1%, F6%	\$13.88	\$15.85	8		SEFA	www.bintzsupply.com
77	Louisiana Foodservice Equipment, Alexandria, La. (--) H75%, L15%, SW5%, F5%	\$13.85	\$10.24	9		SEFA, ISE	www.thekitchenguys.com
78	L&M Foodservice, Bullhead City, Ariz. (72) H15%, L5%, SW5%, T10%, P/D40%, J21%, F4%	\$13.62	\$14.14	11		SEFA	www.lmfoodservice.com
79	Food Service Equipment, Gainesville, Ga. (78) H60%, L15%, SW10%, T5%, J2%, F8%	\$13.60	\$13.40	10		NAFED	www.restaurantkitchenequip.com
80	E. Friedman Associates, Brooklyn, N.Y. (82) H80%, L10%, SW5%, T4%, J1%	\$13.20	\$12.40	N/A		NAFED	www.ckitchen.com
81	Buckelew's Food Service Equipment, Shreveport, La. (84) H70%, L20%, SW5%, T5%	\$13.15	\$12.20	10		CPG	N/A
82	Curran-Taylor Inc., Canonsburg, Pa. (79) H66%, L17%, SW7%, T5%, J1%, F4%	\$12.96	\$13.38	16		PRIDE	www.currantaylor.com
83	Gold Star Products, Oak Park, Mich. (66) H20%, L10%, SW30%, T20%, P/D10%, J5%, F5%	\$12.81*	\$15.25*	15		PRIDE	www.goldstarproducts.com
84	Dean Supply Co., Cleveland, Ohio (85) H5%, L5%, SW10%, T21%, P/D41%, J17%, F1%	\$12.80	\$12.03	12		SEFA	www.deansupplyco.com
85	Restaurant and Store Equipment Co., Salt Lake City (57)	\$12.50*	\$18.00*	14		ABC, IFED	N/A
86	Atlas Restaurant Supply, South Bend, Ind. (75) H30%, L10%, SW20%, T15%, P/D10%, J10%, F5%	\$12.00	\$13.70	N/A		NAFED	N/A
87	May FoodService Equipment & Design Corp., Cranston, R.I. (76) H95%, L5%	\$12.00	\$13.60	6		SEFA	www.mayfoodservice.com
88	Chef's Toys, Fountain Valley, Calif. (92) H29%, L15%, SW46%, T8%, J1%, F1%	\$11.90	\$10.80	13		PRIDE	www.chefstoys.net
89	American Energy Restaurant Equipment, Springfield, Va. (65) H70%, L10%, SW5%, J10%, F5%	\$11.30	\$15.39	11		PRIDE	www.cleandishes.com
90	Curtis Restaurant Supply, Tulsa, Okla. (80) H58%, L12%, SW19%, T7%, J2%, F2%	\$11.20	\$13.18	12		NAFED	www.curtisequipment.com
91	Eastern Bakers Supply Co., Boston (88) H46%, L16%, SW21%, T11%, F6%	\$10.90	\$11.14**	5		SEFA	www.easternbakers.com
92	Associated Foodservice Equipment, Gulfport, Miss. (77)	\$10.80*	\$13.50*	5		SEFA	www.afesco.com
93	B&G Restaurant Supply, Inc., Pittsfield, Mass. (91) H45%, L15%, SW15%, T20%, P/D1%, J1%, F3%	\$10.25	\$10.75**	14		SEFA	www.bgrestsupply.com
94	Tassone Equipment Corp., Syosset, N.Y. (94) H15%, L15%, SW15%, T15%, P/D30%, J10%	\$10.00*	\$9.80	N/A		SEFA	www.tassoneequipment.com
95	ZESCO, Indianapolis, Ind. (97)	\$10.00*	\$9.40*	N/A		NONE	www.zesco.com
96	Star Restaurant Equip. & Supply Co., Van Nuys, Calif. (89) H25%, L25%, SW40%, T4%, J5%, F1%	\$9.40*	\$11.10	N/A		PRIDE	www.starkitchen.net
97	Economy Restaurant Equipment & Supply Co., San Marcos, Calif. (95) H44%, L28%, SW10%, F18%	\$9.33	\$10.30**	6		SEFA	N/A
98	Boxer Northwest Co., Portland, Ore. (86) H30%, L15%, SW45%, T10%	\$9.00	\$12.10**	9		SEFA	www.boxernw.com
99	DePalo & Sons, Baltimore (93) H25%, L15%, SW15%, T15%, P/D20%, J5%, F5%	\$8.80	\$9.90	11		SEFA	www.depalo.com

100 Burkett Restaurant Equipment, Toledo, Ohio (--) H58%,
L25%, SW5%, T5%, J2%, F5% \$8.80 \$5.90 8 NAFED www.basequipment.com

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