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## 2009 Distribution Giants

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**Full Text** (2038 words)

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Our annual listing of the industry's top 100 foodservice equipment and supplies dealers.

Last year was a challenging one for foodservice equipment and supplies dealers. They got hit from both sides, as their customers, the foodservice operators, began cutting back in response to economic-driven concerns and, at the same time, the costs associated with doing business continued to rise. Still, certain segments of the industry continued to show remarkable resilience, allowing some dealers to post growth numbers that would be impressive even in the best of times.

So it goes for our top 100 foodservice equipment and supplies dealers. A vast and diverse community, the foodservice equipment and supplies distribution channel will continue to have its pockets of storm clouds as well as its pockets of sunny days, though many industry observers expect more of the former for the foreseeable future. The purposes of this exercise are not to project where the industry's headed but to recap last year's results and provide a concise picture of the segment's leading distributors.

With that in mind, the following pages contain lots of information about the individual companies that comprise our top 100. One notable change in this year's study compared to last is FE&S' return to providing estimates for those foodservice equipment and supplies dealers who are assumed to be of significant size but did not submit sales figures. We resumed doing this because we felt it was important to factor these players into the conversation, even if only in the format of estimates, in order to paint a clearer picture of what we believe to be the top 100 equipment and supplies dealers. These estimates were made using data from third-party providers as well as trusted industry advisers.

We hope that you find this information both useful and informative.

### Top Four Reasons for a Decline in Sales

**[Table]**

Segment decline	43.8%
Increased competition	28.1%
Decreased bid work	18.8%
Closed facilities	9.4%

### 2009 Distribution Giants Top 100 in E&S Sales

**[Table]**

Rank	Company ('07 Rank)	2008	2007	Buying Group	Dealer Web Site
		E&S Sales Volume (\$ Millions)			
1	Edward Don & Co. , North Riverside, Ill. (1), H24%, L5%, SW25%, T25%, P/D15%, J3%, F3%	\$614.00	\$621.00**	NONE	www.don.com

2	TriMark USA Inc. , S. Attleboro, Mass. (2), H50%, L10%, SW11%, T9%, P/D15%, J3%, F2%	\$595.00	\$534.00	ABC, IFED	www.trimarkusa.com
3	Wasserstrom Co. , Columbus, Ohio (3), H34%, L9%, SW30%, T20%, P/D2%, J2%, F4%	\$517.00	\$502.00	NONE	www.wasserstrom.com
4	Strategic Equipment & Supply Co. (4), Irving, Texas	\$238.00*	\$265.00	EDI	www.strategiequipment.com
5	The Boelter Companies , Waukesha, Wis. (5), H40%, L10%, SW10%, T10%, P/D20%, J5%, F5%	\$190.00	\$190.00	ABC, IFED, OTHER	www.boelter.com
6	Bargreen Ellingson Inc. , Tacoma, Wash. (16), H30%, L20%, SW15%, T15%, P/D5%, J5%, F10%	\$170.00	\$151.00	ABC, IFED	www.bargreen.com
7	Hubert Co. (7), Harrison, Ohio	\$147.00	\$146.00	ABC, IFED	www.hubert.com
8	Singer Equipment Co., LP , Elverson, Pa. (9), H49%, L11%, SW9%, T8%, P/D17%, J4%, F2%	\$134.30	\$122.00	ABC, IFED	www.singerequipment.com
9	Concept Services (-), Austin, Texas	\$120.00*	\$109.20*	EDI	www.conceptserv.com
10	QualServ Corp. (8), Kansas City, Mo.	\$110.00*	\$145.00**	EDI	www.qualservcorp.com
11	Stafford-Smith Inc. , Kalamazoo, Mich. (11), H87%, L12%, F1%	\$105.00	\$85.20	EDI, ISE	www.staffordsmith.com
12	PrimeSource FoodService Equip. , Dallas, Texas (10), H21%, L44%, SW22%, T1%, J2%, F10%	\$103.00	\$97.00	PRIDE	www.buyprimesource.com
13	Ace Mart Restaurant Supply , San Antonio, Texas (12), H25%, L12%, SW30%, T16%, P/D2%, J4%, F11%	\$78.50	\$80.20**	ABC, IFED	www.acemart.com
14	East Bay Restaurant Supply Inc. , Oakland, Calif. (13), H25%, L21%, SW20%, T15%, J4%, F5%	\$78.00	\$73.00	EDI	www.ebrs.net
15	R.W. Smith & Co. (14), San Diego, Calif.	\$76.50	\$72.00	ABC, IFED	www.rwsmithco.com
16	General Hotel and Restaurant Supply (-), Miami Lakes, Fla.	\$75.00*	\$75.00*	ABC, IFED	www.generalhotel.com
17	Hockenbergs Equip. & Supply Co. , Omaha, Neb. (17), H58%, L15%, SW8%, T7%, P/D6%, J2%, F4%	\$74.38	\$62.78	ABC, IFED	www.hockenbergs.com
18	Baring Industries , Ft. Lauderdale, Fla. (15), H85%, L15%	\$73.00	\$68.40	EDI	www.baring.com
19	Duray/J.F. Duncan Industries , Downey, Calif. (18), H95%, L5%	\$72.79	\$58.13**	EDI	www.duraynet.com
20	Mission Rest. Supply Co. , San Antonio, Texas (20), H71%, L4%, SW14%, T9%, F2%	\$71.39	\$56.28	NAFED	www.missionrestaurantsupply.com
21	Denver Equipment Co. Inc. , Sherrills Ford, N.C. (-), H75%, L12%, SW6%, T3%, F4%	\$70.76	\$51.56	PRIDE	www.denverequipment.com
22	Clark Associates , Lancaster, Pa. (21), H35%, L10%, SW10%, T10%, P/D20%, J5%, F10%	\$67.50	\$55.40	NAFED	www.clarkfoodserviceequipment.biz
23	M. Tucker , Paterson, N.J. (-), H40%, L5%, SW23%, T12%, P/D20%	\$65.00	\$68.00	ABC, IFED	www.mtucker.com
24	Paramount Restaurant Supply Corp. , Warren, R.I. (16), H60%, L5%, F35%	\$62.50	\$65.00**	SEFA	www.pararest.com
25	Atlanta Fixture & Sales Co. Inc. , Atlanta, Ga. (19), H37%, L28%, SW14%, T7%, P/D7%, J2%, F5%	\$56.51	\$56.36	ABC, IFED	www.atlantafixture.com
26	Hotel & Restaurant Supply , Meridian, Miss. (25), H40%, L23%, SW15%, T15%, J2%, F5%	\$50.68	\$45.59**	ABC, IFED	www.hnrsupply.com
27	Action Sales , Monterey Park, Calif. (23), H50%, L10%, SW25%, T5%, J5%, F5%	\$47.30	\$47.80	SEFA	www.actionsales.com
28	Smith & Greene Co. , Kent, Wash. (26), H50%, L8%, SW20%, T10%, P/D1%, J1%, F10%	\$47.00	\$45.00	SEFA	www.smithandgreene.com
29	Beltram Foodservice Supply , Tampa, Fla. (28), H45%, SW53%, P/D2%	\$44.20	\$50.20**	EDI	www.beltram.com
30	Great Lakes Hotel Supply Co. , Detroit, Mich. (22), H90%, L10%	\$44.00	\$47.00**	SEFA	www.greatlakeswest.com
31	Calico Industries Inc. , Anapolis Junction, Md. (27), H10%, L10%, SW25%, T5%, P/D40%, J10%	\$43.00	\$42.50	NONE	www.calicoindustries.com
32	Kirby Restaurant Supply (36), Longview, Texas	\$38.10	\$37.50**	PRIDE	www.kirbysupply.com
33	Best Rest. Equip. & Design Inc. , Columbus, Ohio (24), H53%, L20%, SW14%, T2%, F11%	\$36.60	\$45.90	SEFA	www.bestrestaurant.com
34	Sam Tell & Son Inc. , Farmingdale, N.Y. (30), H24%, L6%, SW29%, T29%, P/D9%, J2%, F1%	\$36.29	\$33.98**	ABC, IFED	www.samtell.com

35	Johnson-Lancaster & Assoc. , Safety Harbor, Fla. (29), H80%, L20%	\$35.50	\$35.50	SEFA	www.johnson-lancaster.com
36	Curtis Restaurant Equipment Inc. , Eugene, Ore. (35), H65%, L11%, SW8%, T4%, J2%, F10%	\$30.99	\$28.81	ABC, IFED	www.curtisresteq.com
37	State Restaurant Equipment Co. , Las Vegas, Nev. (32), H15%, L1%, SW22%, T60%, J1%, F1%	\$30.00	\$32.00	SEFA	www.staterestaurant.com
38	SML Stainless Steel Group (34), Quebec, Canada	\$28.90*	\$28.90	EDI	www.sanimetal.com
39	Mobile Fixture & Equipment Co. , Mobile, Ala. (37), H50%, L10%, SW20%, T15%, J1%, F4%	\$28.20	\$27.00	EDI	www.mobilefixture.com
40	Adams Burch (-), Landover, Md.	\$26.80*	\$26.80*	ABC	www.adamsburch.com
41	Birmingham Rest. Supply Inc. , Birmingham, Ala. (39), H60%, L15%, SW15%, T7%, J1%, F2%	\$26.73	\$24.48	ABC, IFED	www.bresco.com
42	Arizona Restaurant Supply , Tucson, Ariz. (43), H60%, L25%, SW10%, T5%	\$26.00	\$21.80	PRIDE	www.azrestaurantsupply.com
43	Kittredge Equipment Co. Inc. , Agawam, Mass. (33), H39%, L21%, SW15%, T13%, P/D1%, J4%, F7%	\$25.01	\$31.33**	NAFED	www.kittredgeequipment.com
44	Aydelott Equipment , Centerville, Ohio (51), H50%, SW25%, F25%	\$24.00	\$18.70	NONE	www.aydelott.com
45	Premium Supply Co. , Deer Park, N.Y. (46), H30%, L9%, SW15%, T16%, P/D20%, J8%, F2%	\$24.00	\$20.00**	PRIDE	www.premiumsupply.com
46	Perkins , Taunton, Mass. (40), H20%, L15%, SW20%, T10%, P/D25%, J10%	\$23.80	\$23.50**	SEFA	www.perkins1.com
47	Buffalo Hotel Supply Co. Inc. , Amherst, N.Y. (38), H65%, L6%, SW9%, T11%, J1%, F8%	\$23.30	\$25.40	ABC, IFED	www.ebsonline.com
48	H. Weiss Co. , Armonk, N.Y. (47), H35%, L10%, SW10%, T10%, P/D20%, J10%, F5%	\$23.00	\$25.00**	SEFA	www.hweiss.net
49	Manning Bros. Food Serv. Equip. Co. , Athens, Ga. (41), H47%, L13%, SW24%, T5%, P/D1%, J5%, F5%	\$22.59	\$21.64**	SEFA	www.manningbrothers.com
50	The Warehouse Store Fixt. Co. , Waterbury, Conn. (42), H35%, L20%, SW30%, T10%, F5%	\$21.00	\$22.00	EDI	www.restaurantsupplystore.com
51	Penn Jersey Paper Co. , Philadelphia, Pa. (54), H6%, L2%, SW3%, T2%, P/D80%, J6%, F1%	\$20.80	\$17.40	SEFA	www.pjonline.com
52	Dykes Restaurant Supply Inc. , Huntsville, Ala. (44), H50%, L10%, SW15%, T10%, J5%, F10%	\$20.50	\$21.75	ABC, IFED	www.dykesrestsupply.com
53	Boston Showcase Co. , Newton Highlands, Mass. (52), H45%, L15%, SW15%, T15%, J5%, F5%	\$20.20	\$19.80**	PRIDE	www.bostonshowcase.com
54	B&J-Peerless Food Serv. Equip. , Kansas City, Kan. (49), H45%, L11%, SW24%, T7%, P/D2%, J2%, F9%	\$20.10	\$19.90	NAFED	www.bjfoodservice.com
55	Kamran & Co. Inc. (48), Santa Barbara, Calif.	\$20.00*	\$20.00*	PRIDE	www.chefsazaar.com
56	The Restaurant Source , Denver, Colo. (56), H30%, T70%	\$20.00	\$17.25	ABC, IFED	www.restaurantsource.com
57	Restaurant and Store Equipment Co. (53), Salt Lake City, Utah	\$18.00*	\$18.00	ABC, IFED	N/A
58	Schweppe & Sons (55), Lombard, Ill.	\$17.38*	\$17.38*	ABC, IFED	www.schweppeinc.com
59	Rapids Wholesale Equipment , Marion, Iowa (45), H68%, L12%, SW7%, T3%, P/D1%, J1%, F8%	\$17.00	\$18.50**	EDI	www.4rapid1.com
60	Ledyard Co. (58), Santa Cruz, Calif.	\$16.80*	\$16.80	SEFA	www.ledyard.com
61	Oswalt Restaurant Supply , Oklahoma City, Okla. (62), H65%, L10%, SW18%, T5%, F2%	\$16.75	\$15.10	SEFA	www.oswalt.biz
62	Bintz Restaurant Supply , Salt Lake City, Utah (50), H40%, L10%, SW20%, T23%, J1%, F6%	\$15.85	\$19.65	SEFA	www.bintzsupply.com
63	American Energy Rest. Equip. , Springfield, Va. (57), H70%, L10%, SW5%, J10%, F5%	\$15.39	\$17.07	PRIDE	www.cleandishes.com
64	Gold Star Products , Oak Park, Mich. (61), H30%, L10%, SW20%, T20%, P/D10%, J5%, F5%	\$15.25	\$15.25	PRIDE	www.goldstarproducts.com
65	Restaurant Equipment World , Orlando, Fla. (68), H70%, L10%, SW5%, T5%, P/D3%, J2%, F5%	\$15.13	\$13.75	EDI	www.restaurantequipmentworld.com
66	Bar Boy Products Co. Inc. , Farmingdale, N.Y. (64), H39%, L10%, SW25%, T12%, P/D6%, J3%, F5%	\$15.10	\$13.90**	NAFED, NISSCO RDG	www.barboyonline.com

67	Amundsen Food Equipment , Oklahoma City, Okla. (69), H85%, L12%, SW3%	\$15.00	\$13.59	NAFED	www.okrestaurantequipment.com
68	United Restaurant Equipment , Raleigh, N.C. (60), H30%, L10%, SW30%, T10%, P/D5%, J10%, F5%	\$15.00	\$15.50	NAFED	www.ureco.com
69	United Restaurant Supply (-), Colorado Springs, Colo.	\$14.90*	\$14.90*	NONE	www.urskitchens.com
70	Global KES , Lee's Summit, Mo. (-), H12%, L9%, SW59%, T10%, P/D2%, J5%, F3%	\$14.55	\$17.43	PRIDE	www.globalkes.com
71	L&M Foodservice (63), Bullhead City, Ariz.	\$14.20	\$15.00	SEFA	www.lmfoodservice.com
72	Dakota Food Equipment Inc. (65), Fargo, N.D.	\$13.84	\$14.75	PRIDE	www.dakotafoodequipment.com
73	Alack Refrigeration Co. , Hammond, La. (-), H65%, L10%, SW8%, T5%, P/D1%, J3%, F8%	\$13.70	\$15.50	NAFED	www.culinarysuperstores.com
74	Atlas Restaurant Supply , South Bend, Ind. (71), H30%, L10%, SW20%, T15%, P/D10%, J10%, F5%	\$13.70	\$13.10	NAFED	N/A
75	May FoodServ. Equip. & Design , Cranston, R.I. (66), H95%, L5%	\$13.60	\$14.50	EDI	www.mayfoodservice.com
76	Associated Foodservice Equipment (70), Gulfport, Miss.	\$13.50*	\$13.50	SEFA	www.afesco.com
77	Food Service Equipment , Gainesville, Ga. (84), H60%, L15%, SW10%, T5%, J2%, F8%	\$13.40	\$10.20	NAFED	www.restaurantkitchenequip.com
78	Curran-Taylor Inc. , Canonsburg, Pa. (67), H64%, L15%, SW7%, T6%, J1%, F7%	\$13.38	\$13.84**	PRIDE	www.currantaylor.com
79	Curtis Restaurant Supply , Tulsa, Okla. (86), H50%, L20%, SW15%, T10%, J5%	\$13.18	\$10.00	EDI	www.curtisequipment.com
80	Direct South (-), Swanee, Ga.	\$12.40*	\$12.40*	PRIDE	www.directsouth.com
81	E. Friedman Associates , Brooklyn, N.Y. (83), H85%, L10%, SW3%, T2%	\$12.40	\$10.20	EDI	www.ckitchen.com
82	Lloyd's Refrigeration (31), Las Vegas, Nev.	\$12.30*	\$12.30*	N/A	www.lloydsref.com
83	Buckelew's Food Service Equip. , Shreveport, La. (72), H70%, L20%, SW5%, T5%	\$12.20	\$12.30	EDI	N/A
84	Dean Supply Co. , Cleveland, Ohio (74), H5%, L10%, SW15%, T7%, P/D48%, J13%, F2%	\$12.05	\$11.70	SEFA	www.deansupplyco.com
85	Boxer Northwest Co. , Portland, Ore. (73), H57%, L7%, SW23%, T11%, P/D1%, J1%	\$11.91	\$12.29**	SEFA	www.boxernew.com
86	Breckenridge Kitch. Equip. & Design , Huron, Ohio (76), H88%, L10%, F2%	\$11.43	\$11.26**	SEFA	www.breckenridgekitchen.com
87	Eastern Bakers Supply Co. (75), Boston, Mass.	\$11.30*	\$11.30	SEFA	www.easternbakers.com
88	Star Rest. Equip. & Supply Co. , Van Nuys, Calif. (80), H25%, L25%, SW40%, T4%, J5%, F1%	\$11.10	\$11.40**	PRIDE	www.starkitchen.com
89	Lonestar Restaurant Supply (79), Austin, Texas	\$11.00*	\$11.00	EDI	www.lonestars.com
90	B&G Restaurant Supply Inc. , Pittsfield, Mass. (82), H65%, L10%, SW12%, T10%, P/D1%, J1%, F1%	\$10.97	\$10.70	SEFA	www.bgrestdsupply.com
91	Advantage Foodserv. Equip. , Fountain Valley, Calif. (85), H29%, L15%, SW43%, T9%, J2%, F2%	\$10.36	\$10.00**	PRIDE	N/A
92	DePalo & Sons , Baltimore, Md. (78), H25%, L15%, SW15%, T15%, P/D20%, J5%, F5%	\$9.90	\$11.10	EDI	www.depalo.com
93	Tassone Equipment Corp. , Syosset, N.Y. (77), H15%, L15%, SW15%, T15%, P/D30%, J10%	\$9.80	\$11.50**	SEFA	N/A
94	Economy Rest. Equip. & Spply. , San Marcos, Calif. (87), H61%, L17%, SW9%, T3%, J3%, F7%	\$9.77	\$9.80	SEFA	www.economyrestaurantequip.com
95	Harbour Food Service Equip. Inc. , Chelsea, Mass. (88), H30%, L10%, SW20%, T35%, F5%	\$9.50	\$9.50	ABC	www.harbourfood.com
96	ZESCO (-), Indianapolis, Ind.	\$9.40*	\$9.40*	NONE	N/A
97	Kessenich's Ltd. , Madison, Wis. (81), H49%, L10%, SW9%, T8%, P/D17%, J5%, F2%	\$9.30	\$10.00**	SEFA	www.kessenichs.com
98	Serve-U (-), Champaign, Ill.	\$8.80*	\$8.80*	SEFA	www.servu-online.com
99	Trendco (-), Batavia, Ohio	\$8.80*	\$8.80*	NISSCO RDG	www.trendcosupply.com

100 F.G. Schaefer Co. (100), Cincinnati, Ohio

\$8.70

\$7.00 EDI

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