

It Only Takes Two!



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The 2022 Distributor 15

Disruption has become a constant reality for the supply chain, keeping distributors and retailers on their toes to keep shelves stocked. CSP looks at the State of Distribution in convenience stores and our second-annual list of the largest distributors in the c-store space.

THE STATE OF DISTRIBUTION:
SECURING THE SUPPLY CHAIN



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2023
Rank

Distributor Name

U.S. Sales Volume
(Billions)

PCYA*

Type

1	Sysco Corporation	\$59.1	19.7%	Broadline
2	Performance Food Group (Core-Mark)	\$56.3	41.7%	Broadline
3	McLane Company	\$53.2	7.6%	Retailer- Focused
4	US Foods Inc.	\$34.1	15.5%	Broadline



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5	Associated Wholesale Grocers Inc.	\$12.4	13.6%	Retailer- Focused
6	Gordon Food Service Inc.	\$12.0	8.2%	Broadline
7	Restaurant Depot	\$11.2	11.0%	Cash & Carry
8	Bunzl Distribution North America	\$8.3	8.1%	Retailer- Focused
9	SpartanNash Food Distribution	\$6.9	7.8%	Retailer- Focused
10	Shamrock Foods Company	\$5.7	5.8%	Broadline
11	KaHE Distributors LLC	\$5.4	6.7%	Retailer- Focused



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DISTRIBUTORS

12	H.T. Hackney	\$4.3	5.3%	Retailer- Focused
13	National Convenience Distributors	\$3.3	7.1%	Retailer- Focused

*Percent change from a year ago

Definitions



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Distributors: companies and entities that supply goods to the table. The data is current as of

distributors stack up and what each brings to the table. The data is courtesy of sister company Technomic.

Retailer-Focused Distributor: A distributor that primarily serves supermarkets, grocers, convenience stores and other retailers. Retailer-focused distributors may also carry non-food items such as tobacco products, health & beauty items, and other general merchandise.

Broadline Distributor: A distributor to foodservice establishments, carrying a full line of products including dry groceries, frozen foods, tabletop, equipment and supplies. Many broadline distributors also carry perishable items such as meat, dairy and produce. The typical broadline distributor carries upwards of 20,000 SKUs and provides delivery, credit, sales representation and other value-added services to its foodservice operator customers.



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Source: Technomic

“We’ve got to put pressure on the manufacturers and the supply chain, or we’re never going to get out of this hole that the pandemic put us in on products.”



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**Resilience and Innovation in
Distribution**

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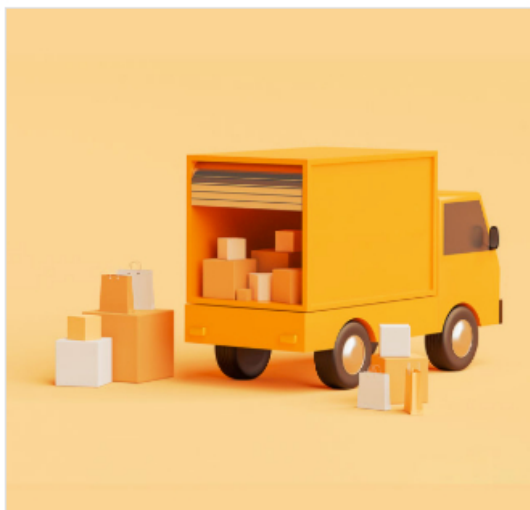




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