

2013 Profile & Analysis: Discount Stores & Specialty Retailers®

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Executive Summary

The past year has been a hopeful one for most retailers across our nation. While many consumers still worry about the effects of the recession during the nation's protracted, slow climb out of it, Wall Street has been enjoying record highs. Unemployment continues to slowly subside, however many question the health of this part of our economy. Many feel that gradually lowering unemployment claims are actually the result of people finally giving up on reentering the job market.

In many ways very representative of our diverse economy and its challenges, the Chain Store Guide database of Discount Stores & Specialty Retailers incorporates a legion of complex data representing retailers across fifteen retail markets. These range from Discount Department Stores, General Merchandisers and the often overlooked Military Exchanges to Consumer Electronics, Office Products, Toy/Hobby/Craft and Housewares/Giftware retailers.

From this vast cross section of files we determine the composition of our all-important database of Dollar Stores, based on our interviews with executives from listed retailers and their responses to our questions on their pricing policies. In addition, CSG's database of Discount Stores & Specialty Retailers offers detailed listings of the major distributors to the Consumer Electronics and Automotive Aftermarket markets.

In scrutinizing such a vast cross section of companies, one gets a true, complex picture of American industry and the economy it reflects. While the industries listed in this database might seem to cover a diverse myriad of markets, they are united by two retailer anchor industries: Discount Department Stores and General Merchandisers.

The Discount Department stores section features several of the most prominent retailers our continent has to offer, while the General Merchandiser section is the home to the pure dollar model retailers. In fact the top retailers in each respective section are known to greatly admire and even envy the practices of those on the other side of the market divide. Many of these companies remain on top as they seem to have created niches which, after considerable experience fighting the challenges of our recent tough economic times, seem to have made them somewhat recession proof.

For years Walmart has been doing much more than projecting growth; they are in many ways morphing. Every year as we digest Walmart's latest annual financials, we duly note that the company is conscientiously, continually replacing its original big box format with even bigger supercenters. Of course the key difference here can be summed up in two terms- grocery and real estate.

Indeed vastly increased offerings of groceries, often with an accent on freshness, is likely the single greatest force behind the stunning recessionary growth of many of the retailers listed in our Discount and Dollar Store sections. Clearly the additional real estate and staffing costs brought on by the conversion are well worth it considering the additional traffic brought on by adding a supermarket to a traditional store.

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When Walmart first began to upgrade their traditionally meager grocery offerings to essentially add supermarkets onto their original store concept, many were notably skeptical and doubted any company's ability easily enter this distinctly competitive world. As with the earlier success of their discount/general merchandise retail operations, the company easily adapted to the forces of the market and quickly more than succeeded, it became dominant.

However, Walmart faced challenges with their groundbreaking supercenter concept. Its considerable size and traffic turned off many communities. Walmart found itself fighting zoning restrictions in communities it targeted for expansion, generally due to the sheer size of its supercenters. Thus Walmart began to unveil a series of supercenters which came in at under 100,000 sq. ft.

Even with this concession many communities continued to resist Walmart's expansion plans and so the company began to plan expansion on an additional, essentially supermarket-only platform, the Neighborhood Market. As Walmart has long envied the dollar stores' domination and expansion at the neighborhood level, here was an opportunity to appeal to communities which resisted the idea of a truly big box, with essentially a supermarket a la Walmart. Walmart's most recent expansion announcement is largely based around the Neighborhood Market concept as the company projects to open nearly 300 Neighborhood Markets by fiscal 2016.

Walmart's long envious mindset toward the success of dollar stores, especially at the neighborhood level was the inspiration for its creation of its Express format. Averaging 15,000 sq. ft. the company began to open these essentially on the neighborhood level with an eye toward competing with dollar stores, many of which are about half the size of the Express format. During the second half of 2011 Walmart opened its first express store and within a half year had managed to expand to nearly a dozen.

Word then got out that the concept hadn't been fully thought out. Signs appeared in several Express stores requesting suggestions from shoppers, noting that the concept was essentially a work-in-progress. One Express location was built in Chicago followed by a supercenter nearby. Observers wondered if one store would cannibalize the other.

Originally Walmart didn't see this as a problem. However the announcement of the Express closing came suddenly, to the great surprise of the community. Apparently Walmart needed to rethink its enthusiasm for the Express concept. As the company announced bold plans to open Neighborhood Markets in the coming years, plans for the express concept are far less definitive, almost murky.

Target has taken a note from Walmart and the major dollar store chains and greatly expanded its grocery offerings over the past two years. Until this time the company was expected to follow the Walmart supercenter lead and grow its Super Target brand, which was a costly real estate and finance challenge. Instead Target aggressively expanded a traditional store model it had created in 2009 and now branded it PFresh.

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Not quite equal to the Super Target or supercenter model in terms of groceries, the PFresh concept does not include an in-house bakery or deli, but does offer a number of baked goods and pre-packed deli items. With this prototype Target has been able to efficiently expand its grocery brand and its reputation of offering a complete shopping experience.

Target has also morphed its prototypes to adapt to attractive urban communities where real estate space and costs are at a premium. City Target is a concept which is designed to come in at closer to 70,000 sq. ft. rather the 100,000 to 120,000 sq. ft. at nearby traditional Target stores. Size is not the only aspect which differentiates City Targets from their brethren. Products offered are geared more toward the urban dweller and local resident's needs. If a City Target is located near a university, as is one in Los Angeles, it will focus on dorm and school supplies. City Targets will features amenities geared toward leisure time on a terrace rather than a big backyard. Often these stores are fitted to the urban real estate that is available.

Meijer too has adapted its bigger box concept to accommodate the needs of urban shoppers while efficiently coping with the real estate costs associated with big city life. Late last summer, the retailer opened its second Meijer Marketplace location in Chicago with just 96,000 sq. ft., about half the size on a typical Meijer's location. As with so many of the denizens of the discount and dollar store markets there will be a strong focus on groceries. Though the store is relatively small for the company many Chicagoans see it as huge based on their experience.

Keeping with this trend of the attractions of a smaller retail outlet is Century 21 Department Stores latest location. This iconic, New York discount department store is far from typical from most retailers in the Discount Department Store section. It is more of a fashion discounter with considerable offerings in housewares. Its latest location offers just 32,000 sq. ft. of selling space, about a quarter of the size of its traditional stores.

With all the success and prominence of the big box retailers featured in the database of Discount Stores & Specialty Retailers, perhaps the greatest recent success stories have emanated from the dollar store segment of our market. Just a few months ago Dollar General opened its 10,000th store. Interestingly the site of the momentous opening was one of the company's first locations in California. Clearly Dollar General has lots of room for growth in our nation's most populous state. For the current year the company announced plans to open an additional 650 locations while remodeling 200. Family Dollar is growing its imprint virtually identically with a planned addition of 500 stores during the current year in addition to 800 remodelings. Dollar Tree has been opening stores at the relatively modest pace of 250-300 per year.

Like the most successful of the big box discounters, these dollar stores have been vastly expanding their imprints in grocery including perishables, fresh produce and frozen foods. As most of these stores are neighborhood based, they often serve as a quick, almost daily trip due to the attraction of groceries alongside the typical treasure hunt of everyday bargains. The lure of groceries has been so beneficial to the dollar retailer that their newer stores tend to be larger than older outlets in order to accommodate increasing assortments of groceries and the facilities to preserve them.

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Dollar General serves as an excellent example of how dollar retailers have had to morph through the growth of prototypes to accommodate consumer appetites for their vast expansions of grocery offerings. Dollar General now offers two distinct additional prototypes, as they found that traditional stores were being physically stressed to properly present their increasing variety of grocery product. Dollar General Market and Dollar General Plus were created to meet the growing demands of a public increasingly seeking to save money and time as they provide for their families. The efficient shopping experience these dollar chains offer combine a compact store size with neighborhood commuting distances that make for quick, convenient shopping experiences with little or no need to consume fuel.

Several of the other sections in Chain Store Guide's database of Discount Stores & Specialty Retailers present companies which are current studies in urgent retail transformation. Consumer Electronics has been a volatile area in retailing for some time. Until recently, retailers were struggling to keep up with the latest in electronics while enjoying hefty margins. That was until newer products suddenly appeared, as the next generation made recently new offerings somewhat outdated.

Just a few years ago cell phones had come down to a generally affordable price and increasingly became more in demand. Then smart phones swept in and became all the rage. Now many are looking to Google glasses on the horizon, though affordability may be a couple of years off.

As consumer electronics stores fight with a bevy of retail types to gain the smartphone buck, they are losing sales in digital cameras. Not only has the market for point and shoot digital cameras become somewhat saturated, cell phones and smart phones have taken over a significant part of the camera world. They are ubiquitous and dismiss the worry some consumers may have of being without a camera when a magic moment arises.

Flat screen TV margins are also way down, as these too have become pretty ubiquitous and inexpensive. Increasingly consumers are using laptops, desktops, tablets and smartphones to view everything from movies to news while avoiding monthly the steep monthly fees charged by cable and satellite provider.

Similarly, as DVDs once replaced video tape, many are now viewing videos online or through direct streaming. Video rentals have become attractively inexpensive and with direct streaming, most efficient. One can sit at home and begin to view a film, quickly think better of it and immediately order and view another selection. This has cut considerably into the demand for purchasing pre-recorded DVDs, which has caused problems for retailers which have long devoted considerable floor space to CDs and DVDs, such as Best Buy. As demand for the music and movies on discs goes down, the relatively enormous retail space required to adequately stock these increasingly inexpensive items no longer produces viable returns from this valuable real estate.

Just about a year ago prognosticators were wondering about the status of Best Buy's very existence. Their home grown CEO was forced out due to a scandal involving a relationship with an employee which was deemed 'improper'. The company founder and Chairman left soon after

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for not revealing his knowledge of the scandal in a timely manner. He quickly announced plans to form a group to acquire the company and take it private.

At that time Best Buy announced a search for a new CEO, as the company was shrinking its footprint to meet the realities of the market, such as decreasing interest in CDs and DVDs, while reducing costly real estate expenditures. Of course, Amazon was seen as using Best Buy locations as showrooms and generally offering a better buy on price. Regional brick and mortar competitors were often preferred by local shoppers to the nationally themed Best Buy.

Finally amid all this chaos, Best Buy hired Hubert Joly as CEO. Born in France, Joly brought with him a strong reputation as a CEO but not at all as a retailer. In the past year Best Buy has restructured many policies customers had deemed as turnoffs, including restocking fees on returns. Joly has announced a price matching strategy that effectively competes with the Internet, as well as brick and mortar retailers. He has loudly welcomed using his stores as showrooms, as he feels his price-matching policies will keep the sales in-house. Joly has also made several significant executive changes aimed at driving the company to a newly competitive era.

Time will of course if Joly can right Best Buy's course, as well as its financial reports. Thus far his moves have been appropriately bold and incisive. Many now believe that Best Buy is at least headed in the right direction. A good sign of this is the recent return of company founder Dick Schulze to the company as Chairman Emeritus. Shortly before his return, Schulze announced that he was forgoing any options to reclaim the company as he felt that under Joly, Best Buy was clearly headed in the right direction. Good news for all at Best Buy.

There has long been a question if a special CEO can turn a company around. Clearly Mr. Schulze feels one can. Another long time retailer in the consumer electronics market is also betting that this is true. Earlier this year RadioShack hired Joseph Magnacca as its new CEO. Magnacca was hired away from Walgreens shortly after he received a major promotion. At Walgreens he was seen as a visionary, especially in overseeing the company's iconic, futuristic Duane Reade chain.

Unlike Mr. Joly, Mr. Magnacca is seen as a retailer. Like Mr. Joly, he has quickly established himself as being in control by bringing in key executives with an emphasis on merchandising. Indeed Mr. Magnacca's background is merchandising and marketing and RadioShack has long been seen as a retailer with a steep past in search of a new direction. In fact, for some time now, RadioShack has been viewed as a company on the brink of joining the likes of Circuit City into oblivion unless it gets some positive direction.

On the plus side RadioShack offers a wealth of locations and is embedded in an industry that features electronics which are universally in demand. On the negative its stores are small and dated for locations selling the latest in technologies. Many have felt for some time that RadioShack must decide what it can best sell and if it can finally offer services like Best Buy offers through the Geek Squad. Given its number of locations, RadioShack should be a services natural in an industry where the average consumer has limited ability when it comes to setting up major products and little ability when it comes to repair or upgrading.

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Another company hoping that a new CEO can heal some wounds is Toys 'R' US. Back in February, Gerald Storch announced he was stepping down from his post as CEO, though he will remain Chairman. This after the company experienced a disappointing holiday season, even after implementing an aggressive merchandising plan before entering it. This included keeping stores open for 88 consecutive hours leading up to 10 PM Christmas eve.

The office products segment of our market too is facing challenges. Here all the leaders are looking to downsize through their newest prototypes and use the internet to augment brick and mortar space limitations. Perennial top retailers, numbering two and three historically, Office Depot and OfficeMax are looking to merge. Speculation mounts as to how this will affect Staples, however they too are shrinking their store footprints while suffering disappointing financials. It must be noted that these three chains are deeply engaged in their business models. Office Depot continually receives recognition for its many innovative sustainability initiatives. Staples continues to seek out cutting edge products to offer. The company just became the first major U.S. retailer to have 3D printers available for purchase.

Many of the retailers listed above are fighting very conscious battles with competition, most notably from the many varied innovations introduced by Amazon. Target is prominently offended by the concept of showrooming. Walmart is experimenting with means to win the race for next day and even same day, home delivery from Amazon. Many of Best Buy's travails have been placed at the site of Amazon and BB's declaration to embrace the concept of showrooming is a clear sign of this reality.

Perhaps no major retailer has suffered Amazon more than Barnes & Noble. After the demise of brick and mortar rival Borders, some assumed that B&N would be home free. Its Nook eReader seemed to be gaining in popularity. However in recent quarters Barnes & Noble has announced and projected store closures, including its iconic location across from New York's Lincoln Center.

Earlier this year, B&N announced it would close about twenty locations per year over the next decade. This brought on almost a panic-like atmosphere until it was pointed out that the company had been closing underperforming and high rent locations for some time. 200 stores over a decade, out of a base of over 1,300 were made to sound not so terrible. Unfortunately the Nook, after being given its own corporate division, seems to be struggling. Rival Amazon's Kindle is being sold as a virtual loss leader, riding on sales of Amazon's eBooks and streaming video. Then again the rapidly expanding world of tablets and smart phones has turned competition into a frenzy.

Amazon based in our general merchandise section, continues to confound retail competitors from virtually all markets. Starting with Barnes & Noble's endless travails, to the many big boxes complaining of showrooming, Amazon is now leading the competition with Internet retailers and Walmart to perfect same day delivery. These are just a few of the highlights of the history of the brilliance of its leadership. Jeff Bezos continues to lead the retailing world with constant game changing innovations.

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Apple, a leading denizen the Consumer Electronics section of this database and perhaps the most admired company in the world, mourns the passing of its brilliant founder and trailblazer Steve Jobs. After Ron Johnson's recent fiasco at JC Penney, it is evident that the true brilliance in creating the juggernaut that Apple's stores have become was based in Mr. Job's instincts, foresight, creativity and preoccupation with simplicity in complex design. Among his myriad of out of the box innovations used in creating Apple's brick and mortar arm, was his study of customer service models across virtually all industries and ultimately incorporating a model based on the hotel industry. Apple's stores continue to morph in terms of functionality and are often overflowing with customers well after weekend closing times.

In considering the accomplishments of groundbreaking CEOs listed in this database one cannot leave the subject without commenting on the recent accomplishments of Netflix Co-founder and CEO Reed Hastings. Just under two years ago Mr. Hastings announced a major reorganization dividing the operation into two divisions. Netflix was to be devoted to the growing business of video streaming while a new division to be named Qwikster would be dedicated to the traditional business of mailing DVDs. Anyone subscribing exclusively the DVD service would essentially receive a 20% drop in monthly fees. However, those preferring both services would essentially suffer a 60% cost increase.

Customer scorn and confusion was immediate. The Qwikster website was apologetically under construction seemingly forever. Customer defections were rampant and the value of Netflix stock plummeted. Suddenly Hastings was bombarded with questions about his possible resignation.

In short order Hastings reversed his decision and literally apologized. Since then Netflix has rebuilt and reinforced its brand. As with other innovators, Hastings is not resting on his laurels in a competitive market.

Earlier this year Netflix announced it would be hosting its own awards show. The company then seemingly changed the game for the industry as it produced an ultimately acclaimed series, 'House of Cards' featuring critically acclaimed actors including Kevin Spacey and Robin Wright with episode directors including David Fincher and Michael Schumacher. The entire series was released for consumption on the same day, freeing subscribers to watch on their time schedule rather than that of a network. The brilliance of this game changer has proven so obvious that Amazon is following suit.

The variety of diverse companies making up Chain Store Guide's database of Discount Stores & Specialty Retailers is very representative of the diversity of our overall world of retailing. In many ways it offers one stop researching. The coming year should answer some of the questions proposed above.

Details & Definitions

CRITERIA FOR INCLUSION

To be included in this profile retail companies must indicate at least \$500,000 in annual industry sales volume at the headquarter or subsidiary level with the following exceptions:

- Dollar Store retailers must indicate a minimum annual sales volume of \$250,000.
- Auto Aftermarket and Marine retailers must indicate minimum annual sales of \$100 million or operate at least five retail locations.
- Computer, Consumer Electronics and Music/Video retailers must operate at least five retail locations or report a minimum of \$500 million in industry sales for companies operating between one and four retail locations.
- Computer, Consumer Electronics and Music/Video companies operating as Internet/Mail Order only retailers must indicate a minimum of \$50 million in industry sales.
- Warehouse Distributors and Programmed Distribution Group headquarters and subsidiaries in the automotive aftermarket must indicate annual sales of at least \$100 million.
- Computer/Consumer Electronics Distributors must indicate a minimum of \$100 million.
- Computer/Consumer Electronics Buying Groups must indicate a minimum of \$250 million.

Below are the types of business included in this profile:

Auto Aftermarket Retailer/Jobber - A company that operates retail locations and sells parts and accessories for a variety of automobile makes and models. To the general public as well as to service trade. Retailer/jobbers must not be exclusively service businesses (e.g., AutoZone Inc., Memphis, TN).

Auto Aftermarket Warehouse/Distributor - A wholesale operation which supplies auto parts stores, service businesses and retailers that are not exclusively auto parts dealers. A company's listing can include functions as a warehouse distributor as well as a retailer/jobber (e.g., Keystone Automotive Operations Inc., Exeter, PA).

Book Retailers - Companies that specialize in books, but may carry products such as apparel, greeting cards, jewelry and toys (e.g., Barnes & Noble Inc., New York, NY).

Candy - Retail companies specializing in confections (e.g., Russell Stover Candies Inc., Kansas City, MO).

Card/Gift/Novelty - Retail companies which specialize in greeting cards, giftware, and novelty items (e.g., Spencer Gifts LLC, Egg Harbor Township, NJ).

Computer/Consumer Electronics Distributor - A wholesale distributor of either computer hardware or software, or a distributor of consumer electronics whose product lines may include appliances, communications equipment, blank and pre-recorded audio/video tapes, as well as industry-related accessories (e.g., Computer Distributor: Ingram Micro Inc., Santa Ana, CA, and Consumer Electronics Distributor: Brightpoint Inc., Plainfield, IN).

Computer Retailer - Computer specialty companies with a majority of sales in computer-related hardware, software and/or peripherals (e.g., Apple Inc., Cupertino, CA).

Discount Department Stores - Retail establishments carrying diversified product lines, including hard-lines, softlines and possibly grocery items. Retail square footage is generally more than 30,000 square feet and in a one-level structure (e.g., Walmart Stores Inc., Bentonville, AR).

Details & Definitions

Dollar Stores - Retail companies that sell merchandise at one of the following price points:

Extreme Value - Retailers selling a vast majority of their diversified products at \$10 or less.

Odd-lot/Close-out - Retailers selling marked down products due to manufacturing over-production or an overflow on product shipments. Typically 40-70% or more off retail price.

Single Price - Retailers selling all products at one price point (e.g. \$1).

Full CE Retailers - Retailers carrying at least three different product lines of electronics including appliances, audio, automotive, cameras, communications equipment, video and computers. A typical store layout will include several specialty departments or areas. Several of these retailers also carry pre-recorded audio or video. Many larger full-line CE chains also provide repair and installation services (e.g., Best Buy Co. Inc., Richfield, MN).

General Merchandise Stores - Retail establishments carrying diversified product lines, including hard-lines, softlines and possibly grocery items. Selling square footage is generally less than 30,000 square feet (e.g., Dollar General Corp., Goodlettsville, TN).

Houseware/Giftware - Retail companies which specialize in housewares, giftware, jewelry and/or hard-lines products (e.g., Bed Bath & Beyond Inc., Union, NJ or Tiffany & Co., New York, NY).

Marine Retail Chain - A company operating five or more retail locations specializing in boating products and accessories. Also includes companies whose revenue is primarily derived from mail order and/or Internet sales (e.g., West Marine Products Inc., Watsonville, CA).

Membership Warehouse Clubs - Warehouse-type stores with a members-only policy, low markup, limited selection within product lines and high sales volume (e.g., BJ's Wholesale Club Inc., Westborough, MA).

Military Post Exchanges - Located at military installations throughout the world, post exchanges offer a range of merchandise that includes apparel, shoes, small appliances, novelties, giftware, groceries and consumer electronics (e.g., Army & Air Force Exchange Service (AAFES), Dallas, TX).

Media/Record Store and Video Rental Store - A media/record retailer carrying pre-recorded audio music generally in the form of CD's, cassette tapes and records or video retailers that primarily carry pre-recorded video tapes, DVD's and Blu-ray for rental and/or purchase. Some retailers may also carry blank audio or videotapes and music or video accessories (e.g., Media Record Store: Trans World Entertainment Corp., Albany, NY; Video Rental Store: Redbox Automated Retail LLC, Oakbrook Terrace, IL).

Office Products/Stationery - Retail companies which specialize in office products and stationery. These companies may also offer commercial services but must have a retail storefront to be included in the directory (e.g., Staples Inc., Framingham, MA).

Pet - Retail companies specializing in pets, pet care, grooming and health products (e.g., Pet City Inc., Colorado Springs, CO).

Programmed Distribution Group - A form of buying/marketing group which offers the retailer/jobber or warehouse distributor the opportunity to obtain national brands and private label products at substantially reduced prices through bulk and pool ordering. The programmed distribution group places orders with manufacturers and distributors for many members simultaneously. A significant discount is realized, much of which is passed on to the retailer/jobber or warehouse distributor. The programmed distribution group also offers private label products, co-op advertising and training for its members (e.g., CARQUEST Corporation, Raleigh, NC).

Toy/Hobby/Craft/Fabric - Retail companies which specialize in toy, hobby or craft products (e.g., Toys 'R' Us Inc., Wayne, NJ; Michaels Stores Inc., Irving, TX).

Explanation of Data Elements

All listings include name, address, city, state, zip code and phone number. The total number of units appears in the top right corner for all retail listings. Not all elements will appear in all listings.

Accounts Served - This indicates the number of distribution/jobber accounts the company serves.

Areas of Operation - This lists the US states and territories and Canadian provinces in which the company operates.

Average Check-Outs - This is the average number of check-out points per location.

Buying/Marketing Group - This lists the name and location of the organization which provides value-added services for its members.

Catalog Names - This indicates the names of the company's mail order catalogs.

Company Email - This is the address at which the company receives electronic mail. Personal email addresses are only included in the Online Pro Plus version.

Company-Owned Units - This indicates the number of units owned and operated by the company and excludes franchised units.

Customer Sales - This is the percentage of revenue derived from specific customer types, (e.g. Retail, Mail Order).

Distribution Center Symbol - The (▲) indicator denotes a listing that is a Distribution Center within its corporate hierarchy.

Distribution Centers - This lists the locations in which the company operates distribution centers.

Divisional Offices - This is the name and location of the company's divisional offices.

Fax Number - This is the company's primary fax number.

Foreign Countries - This indicates the foreign countries in which the company operates.

Franchise Affiliation - This lists the name and location of the company's franchiser.

Headquarters - This is the name and location of the company's headquarters office to which this subordinate office reports.

Headquarter Offices - This is the name and location of subordinate headquarters offices for corporate listings.

Industry Sales - This is the revenue derived from each respective industry.

Internet Homepage - This is the company's Internet homepage address (URL).

Internet Order Processing - This indicates the company sells products and collects payment via an Internet homepage.

Internet-Only/Mail Order Symbol - The (✓) indicator denotes a company that operates as an Internet-Only or Mail Order Retailer.

Key Personnel - This lists executive, administrative and buying personnel with their titles as reported by the company.

Listing Type - This is the company's position within the corporate hierarchy (e.g., subsidiary, division). No listing type appears for Headquarters companies.

Loyalty Marketing Program - Company program administered through the stores that link membership rewards and discounts to consumer-buying habits.

Mailing Address - This is the mailing address, city, state or province, and ZIP or postal code of the company, if it differs from the primary address.

Mail Order Catalog - This indicates the company sells products through a mail order catalog.

Membership Warehouse Club Symbol - The (●) indicator denotes a company that is a Membership Warehouse Club.

Explanation of Data Elements

New Listing Symbol - The (★) indicates a company that was not included in the previous year's edition of this publication.

Notes - This is any pertinent company information that does not appear in other data elements collected.

Number of Agents/Resellers - This is the number of authorized agents or resellers that actively market a particular wireless service for a carrier company or another reseller.

Number of Employees - This is the total number of employees of this company.

On-site Distribution Center - This indicates that the company operates a distribution center at the same address.

Packaged Liquor - This lists the types of packaged alcoholic beverages sold.

Parent Company - This is the name and location of the parent company.

Price Lines - This indicates the price lines of merchandise the company sells. Below are the types included in this directory:

Extreme Value - Retailers selling the majority of their diversified products at \$10 or less.

Odd-lot/Close-out - Retailers selling marked down products due to manufacturing overproduction, minor flaws in merchandise or an overflow on a product shipment. Typically 40-70% or more off retail price.

Single Price - Retailers selling all products at one price point (e.g. \$1).

Private Label - This indicates the company carries its own label of merchandise.

Private Label 100% - This indicates the company carries only its own label of merchandise.

Product Lines - This lists merchandise the company carries.

Product Sales - This is the percentage of revenue derived from specific product lines.

Programmed Distribution Group - This lists the name of the programmed distribution group with which the company is affiliated.

Programmed Distribution Group Symbol - The (■) indicator denotes a company that acts as a buying group which provides value-add services for its members.

Projected Openings - This is the number of units the company plans to open during the next 12 months.

Projected Remodelings - This is the number of units the company plans to remodel during the next 12 months.

Publicly Held - This indicates that company issues shares of unrestricted stock to the general public.

Regional Offices - This is the name and location of the company's regional offices.

Services Provided - This lists the services the company offers to its customers.

Specialty Departments - This lists specific areas at each location featuring a group of related product categories or services.

Subsidiaries - This is the name and location of the company's subsidiaries.

Total Sales - This is the most current sales figure available for the company and typically represents the company's most recent fiscal year end. Sources for sales figures are: 1) an estimated sales figure provided by the company; 2) an exact sales figure taken from the annual report of a public company; 3) an estimate derived by CSG through industry research. CSG estimates are noted with an (e).

Total Selling Sq. Ft. - This is the total retail selling square footage of the company.

Total Units - This is the total number of units the company currently operates and/or franchises to others.

Trade Names - This indicates the trade names the company uses to do business, and the number of units operating under each name.

Explanation of Data Elements

Type of Business - This is the type of business in which the company engages. (Printed within the Auto Aftermarket/ Marine and Computer and Consumer Electronics listings only. Also available electronically for all sections.)

Units Franchised From - This indicates the number of units franchised from a franchise headquarters.

Units Franchised To - This indicates the number of units franchised to other companies.

Warehouse/Distributor Symbol - The (t) indicator denotes a wholesale operation which supplies auto parts stores, service businesses and retailers that are not exclusively auto parts dealers. A company's listing can include functions as a warehouse distributor as well as a retailer/jobber.

Wireless Reseller - This lists the name and location of the telecommunications reseller, commonly a carrier company, providing access to wireless (cellular/paging/PCS) including billing and airtime.

Year Founded - This is the year in which the company was established.

ALSO AVAILABLE ELECTRONICALLY

Areas of Expansion - This lists the states and provinces in which the company anticipates opening new stores, when provided by the company.

CBSA - This is the Core Base Statistical Area code of the company, assigned by the US Bureau of Census.

FIPS - This is the Federal Information Processing Standards Code assigned by the US Government.

Import Products - This indicates the company imports products for resale.

Latitude - This is the latitude coordinate of the company, based on the primary address.

Longitude - This is the longitude coordinate of the company, based on the primary address.

Personal Email Addresses - These are the corporate addresses through which employees receive electronic mail.
(not available for all companies)

Projected Closings - This is the number of units the company plans to close during the next 12 months.

Preferred Location Types - This indicates the real-estate types in which the company operates units.

Preferred Square Footage - This indicates the standard or projected size of new or remodeled units for the company.

Statistical Analysis of Contents

Discount Department Stores

Total Companies (US and Canada combined)

Total Headquarters and Subsidiaries	43
Total Locations	10,344
Total Distribution Centers	212

Sales* ** (US and Canada combined)

Total Industry Sales	\$560,226,764,000
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Unit/Sales** (US and Canada combined)

		Operating	Industry Sales
11	1 unit companies	11 stores	\$159,680,000
7	2-3 unit companies	17 stores	\$114,300,000
7	4-10 unit companies	37 stores	\$1,140,322,000
10	11-200 unit companies	785 stores	\$38,962,592,000
8	201+ unit companies	9,494 stores	\$519,849,870,000

Breakdown by Projected Openings/Remodelings**

9	companies project	465	openings
4	companies project	103	remodelings

Personnel

Total Number of Executives/Buyers	2,737
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* All Canadian corporate sales figures are reported in Canadian dollars.

** Includes Headquarters and Subsidiaries.

Statistical Analysis of Contents

Discount Department Stores

Breakdown by Specialty Departments

6	companies operate Auto Service Centers
13	companies operate Automatic Teller Machines
10	companies operate Electronics Departments
15	companies operate Floral/Horticultural Departments
6	companies operate Gasoline Services
10	companies operate Gourmet/Specialty Foods
20	companies operate Greeting Card Departments
11	companies operate In-Store Bakeries
6	companies operate In-Store Banking
3	companies operate In-Store Clinics
12	companies operate In-Store Restaurants
16	companies operate Jewelry Departments
23	companies operate Lawn & Garden Departments
13	companies operate Liquor Departments
11	companies operate Movie/Video Departments
7	companies operate Optical Departments
13	companies operate Permanent Food Sections
13	companies operate Pharmacies
17	companies operate Photo Finishing Departments
10	companies operate Photo Mini-Labs
11	companies operate Service Deli Departments
18	companies operate Shoe Departments

Breakdown by Membership Clubs

Companies operating membership clubs	3
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Breakdown by Headquarters

Discount Department Stores

State	Listings	State	Listings
Arkansas	2	Ohio	4
California	1	Oregon	2
Connecticut	1	Rhode Island	1
District of Columbia	1	Tennessee	1
Florida	1	Texas	3
Hawaii	1	Vermont	1
Illinois	1	Virginia	1
Indiana	1	Washington	3
Kansas	1	West Virginia	1
Louisiana	1	Wisconsin	1
Maine	2	Total	42
Massachusetts	2		
Michigan	1	CANADA	
Minnesota	2	Province	Listings
Nebraska	2	Ontario	1
New York	3	Total	1
North Dakota	1		

Statistical Analysis of Contents

General Merchandise Stores/Military Exchanges

Total Companies

475	US Headquarters and Subsidiaries reporting	28,822	locations
4	Military Exchanges reporting	397	locations
19	Canadian Headquarters reporting	2,141	locations
Total Headquarters and Subsidiaries		498	
Total Locations		31,360	
Total Distribution Centers		69	

Sales*

US Industry Sales	\$126,785,651,000
Military Exchange Sales	\$14,981,772,000
Canadian Industry Sales	\$5,178,336,000
Total Industry Sales	\$146,945,759,000

Unit/Sales** (US and Canada combined)

		Operating	Industry Sales
29	0 unit companies***	0 stores	\$63,922,054,000
294	1 unit companies	294 stores	\$3,934,234,000
64	2-3 unit companies	149 stores	\$3,549,415,000
48	4-10 unit companies	300 stores	\$9,137,741,000
47	11-200 unit companies	1,829 stores	\$8,477,303,000
16	201+ unit companies	28,788 stores	\$57,925,012,000

Breakdown by Projected Openings/Remodelings**

15	companies project	1,387	openings
9	companies project	1,026	remodelings

Personnel

Total Number of Executives/Buyers		2,914
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* All Canadian corporate sales figures are reported in Canadian dollars.

** Includes Headquarters and Subsidiaries.

***100% Internet or Mail Order companies.

Breakdown by Headquarters

General Merchandise Stores/Military Exchanges

State	Listings	State	Listings
Alabama	6	New York	59
Alaska	2	North Carolina	7
Arizona	8	Ohio	20
Arkansas	1	Oklahoma	1
California	48	Oregon	4
Colorado	2	Pennsylvania	36
Connecticut	5	Rhode Island	3
Delaware	2	South Carolina	6
District of Columbia	1	Tennessee	9
Florida	16	Texas	18
Georgia	8	Utah	1
Hawaii	4	Vermont	5
Idaho	5	Virginia	13
Illinois	15	Washington	8
Indiana	7	West Virginia	4
Iowa	5	Wisconsin	11
Kentucky	2	Total	475
Louisiana	2	CANADA	
Maine	16	Province	Listings
Maryland	8	British Columbia	6
Massachusetts	24	Manitoba	2
Michigan	25	Ontario	5
Minnesota	10	Quebec	5
Mississippi	1	Saskatchewan	1
Missouri	9	Total	19
Montana	1	MILITARY EXCHANGES	
Nebraska	5	State	Listings
Nevada	2	Texas	1
New Hampshire	6	Virginia	3
New Jersey	23	Total	4
New Mexico	1		

Breakdown of Specialty Retailers

Card/Gift/Novelty Stores

Total Companies

872	US Headquarters and Subsidiaries reporting	11,249	locations
19	Canadian Headquarters and Subsidiaries reporting	300	locations
	Total Headquarters and Subsidiaries	891	
	Total Locations	11,549	
	Total Distribution Centers	19	

Sales*

	US Sales	\$15,619,217,000
	Canadian Sales	\$122,220,000
	Total	\$15,741,437,000

Houseware/Giftware Stores

Total Companies

613	US Headquarters and Subsidiaries reporting	6,209	locations
21	Canadian Headquarters reporting	575	locations
	Total Headquarters and Subsidiaries	634	
	Total Locations	6,784	
	Total Distribution Centers	35	

Sales*

	US Sales	\$32,427,133,000
	Canadian Sales	\$425,625,000
	Total	\$32,852,758,000

* All Canadian corporate sales figures are reported in Canadian dollars.

Breakdown of Specialty Retailers

Office Products/Stationery Stores

Total Companies

751	US Headquarters and Subsidiaries reporting	12,242	locations
8	Canadian Headquarters reporting	144	locations
Total Headquarters and Subsidiaries		759	
Total Locations		12,386	
Total Distribution Centers		51	

Sales*

US Sales	\$50,333,748,000
Canadian Sales	\$449,601,000
Total	\$50,783,349,000

Toy/Hobby/Craft Stores

Total Companies

452	US Headquarters and Subsidiaries reporting	13,031	locations
19	Canadian Headquarters reporting	190	locations
Total Headquarters and Subsidiaries		471	
Total Locations		13,221	
Total Distribution Centers		31	

Sales*

US Sales	\$36,998,033,000
Canadian Sales	\$114,092,000
Total	\$37,112,125,000

* All Canadian corporate sales figures are reported in Canadian dollars.

Breakdown of Specialty Retailers

Book/Pet/Candy Stores

Total Companies

382	US Headquarters and Subsidiaries reporting	10,175	locations
12	Canadian Headquarters and Subsidiaries reporting	1,536	locations
Total Headquarters and Subsidiaries		394	
Total Locations		11,711	
Total Distribution Centers		55	

Sales*

US Sales	\$29,889,110,000
Canadian Sales	\$1,541,270,000
Total	\$31,430,380,000

* All Canadian corporate sales figures are reported in Canadian dollars.

Statistical Analysis of Contents

Consolidated Specialty Retailers

(Card/Gift/Novelty, Houseware/Giftware, Office Products/Stationery, Toy/Hobby/Craft, Book/Pet/Candy Store)

Total Companies

3,070	US Headquarters and Subsidiaries reporting	52,906	locations
79	Canadian Headquarters reporting	2,745	locations
Total Headquarters and Subsidiaries		3,149	
Total Locations		55,651	
Total Distribution Centers		202	

Sales*

US Sales	\$165,267,241,000
Canadian Sales	\$2,652,808,000
Total Sales	\$167,920,049,000

Unit/Sales**(US and Canada combined)

		Operating	Industry Sales
281	0 unit companies***	0 stores	\$8,675,895,000
1,967	1 unit companies	1,967 stores	\$5,228,998,000
441	2-3 unit companies	1,020 stores	\$2,381,657,000
229	4-10 unit companies	1,389 stores	\$2,486,478,000
182	11-200 unit companies	8,669 stores	\$19,708,064,000
49	201+ unit companies	42,606 stores	\$129,438,957,000

Breakdown by Projected Openings/Remodelings**

70	companies project	716	openings
56	companies project	333	remodelings

Personnel

Total Number of Executives/Buyers	9,280
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* All Canadian corporate sales figures are reported in Canadian dollars.

** Includes Headquarters and Subsidiaries.

*** 100% Internet or Mail Order companies.

Breakdown by Headquarters

Consolidated Specialty Retailers

(Book Store, Candy Store, Card/Gift/Novelty, Houseware/Giftware)

State	Book Store	Candy Store	Card/Gift/Novelty	House wares	State	Book Store	Candy Store	Card/Gift/Novelty	House wares
Alabama	4	0	8	11	New York	30	5	65	64
Alaska	2	0	2	9	North Carolina	5	0	22	15
Arizona	7	1	16	15	North Dakota	2	0	2	1
Arkansas	5	1	7	14	Ohio	6	5	33	11
California	63	8	83	80	Oklahoma	2	0	9	5
Colorado	2	2	7	11	Oregon	4	3	19	9
Connecticut	3	2	13	7	Pennsylvania	2	4	56	23
Delaware	3	0	4	3	Puerto Rico	0	0	1	0
District of Columbia	1	0	2	0	Rhode Island	0	0	4	2
Florida	24	11	38	29	South Carolina	0	0	9	2
Georgia	3	1	21	15	South Dakota	0	0	4	0
Hawaii	0	0	4	3	Tennessee	3	0	22	11
Idaho	0	0	4	1	Texas	2	2	42	25
Illinois	11	3	37	40	Utah	0	1	7	5
Indiana	1	3	26	12	Vermont	4	1	5	6
Iowa	0	0	13	6	Virginia	0	0	23	12
Kansas	2	1	6	6	Washington	6	1	20	13
Kentucky	6	0	8	8	West Virginia	1	0	8	0
Louisiana	2	0	15	13	Wisconsin	5	5	29	15
Maine	0	0	9	5	Wyoming	0	0	4	1
Maryland	6	2	12	8	Total	248	80	872	613
Massachusetts	8	2	27	20	CANADA				
Michigan	6	4	32	17	Province	Book Store	Candy Store	Card/Gift/Novelty	House wares
Minnesota	3	2	14	6	Alberta	0	0	2	2
Mississippi	0	0	3	5	British Columbia	1	2	3	5
Missouri	2	4	18	13	Manitoba	0	0	2	0
Montana	0	1	2	2	Nova Scotia	0	0	1	0
Nebraska	2	0	7	3	Ontario	3	0	11	10
Nevada	1	2	2	0	Quebec	0	0	0	4
New Hampshire	0	1	12	1	Saskatchewan	0	0	0	0
New Jersey	7	1	29	24	Yukon	0	0	0	0
New Mexico	2	1	7	6	Total	4	2	19	21

Breakdown by Headquarters

Consolidated Specialty Retailers (Office Products/Stationery, Pet Stores, Toy/Hobby/Craft)

State	Office Products	Pet Stores	Toy/Hobby/Craft
Alabama	19	0	2
Alaska	5	0	2
Arizona	8	2	6
Arkansas	13	1	2
California	62	10	52
Colorado	12	2	9
Connecticut	6	1	14
Delaware	0	0	2
District of Columbia	0	0	4
Florida	36	5	17
Georgia	20	1	3
Hawaii	4	0	3
Idaho	4	0	1
Illinois	37	0	17
Indiana	26	2	10
Iowa	20	1	5
Kansas	13	2	3
Kentucky	17	0	4
Louisiana	25	0	6
Maine	1	1	4
Maryland	17	1	9
Massachusetts	16	1	17
Michigan	21	2	27
Minnesota	14	0	11
Mississippi	9	0	2
Missouri	21	2	5
Montana	3	0	2
Nebraska	7	2	2
Nevada	8	0	1
New Hampshire	1	0	8
New Jersey	14	2	31
New Mexico	9	1	2

State	Office Products	Pet Stores	Toy/Hobby/Craft
New York	39	2	39
North Carolina	24	1	7
North Dakota	7	0	0
Ohio	42	3	10
Oklahoma	17	0	3
Oregon	5	0	8
Pennsylvania	26	7	26
Rhode Island	1	0	0
South Carolina	13	0	5
South Dakota	4	0	1
Tennessee	21	0	5
Texas	39	0	15
Utah	4	0	3
Vermont	1	0	2
Virginia	10	0	8
Washington	10	0	15
West Virginia	4	0	3
Wisconsin	11	2	17
Wyoming	5	0	2
Total	751	54	452

CANADA

Province	Office Products	Pet Stores	Toy/Hobby/Craft
Alberta	1	0	2
British Columbia	0	1	4
Manitoba	0	1	3
Ontario	4	4	8
Quebec	1	0	1
Saskatchewan	1	0	1
Yukon Territory	1	0	0
Total	8	6	19

Breakdown of Specialty Retailers

Auto Aftermarket/Marine Retailers & Distributors

Total Auto Aftermarket Retailers*

236	US Headquarters and Subsidiaries reporting	29,996	locations
23	Canadian Headquarters and Subsidiaries reporting	6,338	locations
	Total Headquarters and Subsidiaries		259
	Total Locations		36,334
	Total Distribution Centers		361
	Total Personnel		2,159

Total Pure Warehouse Dist. and Programmed Distribution Groups

	Total Headquarters and Subsidiaries		18
	Total Personnel		215

Total Marine Retailers

12	US Headquarters and Subsidiaries reporting	515	locations
	Total Distribution Centers		2
	Total Personnel		94

Sales**

	US Auto Aftermarket Retail Sales	\$65,574,145,000
	US Pure Warehouse Distributors Sales	\$18,777,612,000
	US Marine Retail Sales	\$1,787,901,000
	Canadian Retail Sales	\$11,984,991,000
	Total	\$98,124,649,000

* Automotive aftermarket retailers may also operate as Warehouse Distributors.

** All Canadian corporate sales figures are reported in Canadian dollars.

Statistical Analysis of Contents

Auto Aftermarket/Marine Retailers & Distributors

Retail Unit/Sales*(US and Canada combined)

		Operating	Industry Sales
130	10 or less unit companies	834 stores	\$2,499,359,000
90	11-50 unit companies	2,006 stores	\$3,852,596,000
23	51-200 unit companies	2,161 stores	\$5,140,522,000
28	201+ unit companies	31,848 stores	\$67,854,560,000

Breakdown by Projected Openings/Remodelings**

19	companies project	592	openings
14	companies project	74	remodelings

Personnel

Total Number of Retail Executives/Buyers	2,253
Total Number of Pure Warehouse Distributors Executives/Buyers	215

* All Canadian corporate sales figures are reported in Canadian dollars.

** Includes Headquarters and Subsidiaries.

Breakdown by Headquarters

Auto Aftermarket/Marine Retailers & Distributors

State	Auto Retailers	Auto Distrib.	Marine Retail
Alabama	2	0	0
Arizona	6	0	0
Arkansas	1	0	0
California	24	0	2
Colorado	2	0	0
Connecticut	1	0	0
Delaware	1	0	1
Florida	15	2	3
Georgia	5	2	0
Hawaii	2	0	0
Idaho	2	0	0
Illinois	10	0	1
Indiana	7	0	0
Iowa	7	0	0
Kansas	5	1	0
Kentucky	5	0	0
Louisiana	4	0	0
Maine	3	0	0
Maryland	6	0	0
Massachusetts	3	0	0
Michigan	9	0	0
Minnesota	3	0	0
Mississippi	2	0	0
Missouri	4	0	1
Nebraska	4	0	0
Nevada	3	0	0
New Hampshire	4	0	0
New Jersey	5	0	0
New York	10	0	1

State	Auto Retailers	Auto Distrib.	Marine Retail
North Carolina	5	2	0
North Dakota	2	0	0
Ohio	9	2	0
Oregon	3	0	1
Pennsylvania	12	2	0
Rhode Island	2	0	0
South Carolina	5	0	1
South Dakota	1	0	0
Tennessee	3	3	0
Texas	12	4	0
Utah	3	0	0
Vermont	1	0	0
Virginia	7	0	0
Washington	8	0	1
West Virginia	2	0	0
Wisconsin	6	0	0
Total	236	18	12

CANADA

Province	Auto Retailers	Auto Distrib.	Marine Retail
Alberta	2	0	0
British Columbia	5	0	0
Manitoba	2	0	0
New Brunswick	2	0	0
Newfoundland	2	0	0
Nova Scotia	1	0	0
Ontario	6	0	0
Quebec	3	0	0
Total	23	0	0

Statistical Analysis of Contents

Computer & Consumer Electronics Retailers & Distributors/ Music/Video Retailers

Total Companies

246	US Retail Headquarters and Subsidiaries reporting	66,097	locations
12	Canadian Retail Headquarters and Subsidiaries reporting	1,595	locations
Total Headquarters and Subsidiaries			
			258
Total Locations			
			67,692
Total Distribution Centers			
			45
Distributors			
			16
Buying Groups			
			4

Sales*

		Industry Sales
	US Retail Sales	\$450,528,783,000
	Canadian Retail Sales	\$1,497,266,000
	Total	\$452,026,049,000
		Sales Volume
	Distributors	\$133,582,936,000
	Buying Groups	\$8,308,400,000
	Total	\$141,891,336,000

Unit/Sales** (US and Canada combined)

		Operating	Industry Sales
57	0 unit companies***	0 stores	\$98,429,638,000
24	1 unit companies	24 stores	\$1,207,014,000
24	2-3 unit companies	66 stores	\$199,975,000
59	4-10 unit companies	382 stores	\$3,004,696,000
71	11-200 unit companies	2,570 stores	\$25,509,478,000
23	201+ unit companies	64,650 stores	\$323,675,248,000

Breakdown by Projected Openings/Remodelings** (US and Canada combined)

11	companies project	500	openings
3	company projects	9	remodelings

Personnel

Total Number of Retail Executives/Buyers		2,109
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* All Canadian corporate sales figures are reported in Canadian dollars.

** Includes Headquarters and Subsidiaries.

*** 100% Internet or Mail Order companies.

Breakdown by Headquarters

Computer & Consumer Electronics Retailers & Distributors/ Music/Video Retailers

State	Consumer Electronics	Distributors	Music/Video	State	Consumer Electronics	Distributors	Music/Video
Alabama	1	0	0	New York	12	4	9
Arizona	3	1	1	North Carolina	5	1	1
Arkansas	5	1	0	Ohio	6	0	1
California	31	4	13	Oklahoma	2	0	0
Colorado	2	0	2	Oregon	6	0	0
Connecticut	2	0	2	Pennsylvania	5	1	1
Delaware	1	0	0	South Carolina	4	1	0
Florida	6	1	2	South Dakota	1	0	0
Georgia	1	1	0	Tennessee	3	1	1
Illinois	11	2	5	Texas	13	1	1
Indiana	8	0	0	Utah	1	0	1
Iowa	2	0	3	Virginia	5	0	2
Kansas	2	0	0	Washington	7	0	0
Kentucky	2	0	1	West Virginia	1	0	0
Louisiana	3	0	0	Wisconsin	4	0	0
Maine	1	0	0	Total	186	19	60
Maryland	4	0	2	CANADA			
Massachusetts	4	0	2	Province	Consumer Electronics	Distributors	Music/Video
Michigan	2	0	0	Alberta	2	0	0
Minnesota	2	0	3	British Columbia	1	0	0
Mississippi	2	0	0	Ontario	3	0	4
Missouri	5	0	2	Quebec	1	0	1
Montana	1	0	0	Saskatchewan	0	1	0
Nebraska	1	0	1	Total	7	1	5
Nevada	1	0	0				
New Hampshire	3	0	0				
New Jersey	5	0	4				

Statistical Analysis of Contents

Dollar Stores*

Total Companies

1,301	US Headquarters and Subsidiaries reporting	53,905	locations
50	Canadian Headquarters reporting	4,220	locations
Total Headquarters		1,351	
Total Locations		58,125	

Total Companies by Price Point**

Extreme Value	940
Odd-Lot/Close-Out	353
Single Price	107

Sales***

	Industry Sales
US Sales	\$180,502,151,000
Canadian Sales	\$6,957,580,000
Total	\$187,459,731,000

Unit/Sales (US and Canada combined)

		Operating	Industry Sales
106	0 unit companies [†]	0 stores	\$73,811,396,000
727	1 unit companies	727 stores	\$3,646,200,000
196	2-3 unit companies	452 stores	\$4,136,716,000
148	4-10 unit companies	931 stores	\$10,893,628,000
138	11-200 unit companies	6,673 stores	\$12,567,685,000
36	201+ unit companies	49,342 stores	\$82,404,106,000

Breakdown by Projected Openings/Remodelings (US and Canada combined)

47	companies project	1,703	openings
24	companies project	1,077	remodelings

Personnel (US and Canada combined)

Total Number of Executives/Buyers - US	5,076
Total Number of Executives/Buyers - Canada	327

* All Listings in this section are referenced from listings found in all retail sections.

** Some companies may report more than one price point.

*** All Canadian corporate sales are reported in Canadian dollars.

† 100% Internet or Mail Order companies.

Breakdown by Headquarters

Breakdown by Major Product Lines Carried for all Companies Listed

Art Supplies	716	Cutlery	475
Artificial Flowers	684	Decorative Giftware	1,130
Audio Electronics	400	Development Software	67
Audio/Video Accessories	146	Dinnerware	546
Automotive Anti-Theft Devices	135	DIY Books	150
Automotive Audio	51	Dollar Program	26
Automotive Batteries & Accessories	242	Dolls	488
Automotive Cleaning Products	218	Domestics	674
Automotive Electricals	215	Educational Software	167
Automotive Engine Parts	210	Entertainment Software	132
Automotive Heavy Replacement Parts	184	Ethnic Foods	39
Automotive Oils & Lubricants	239	Ethnic Foods - Asian	26
Automotive Paints & Polishes	200	Ethnic Foods - Caribbean	14
Automotive Replacement Parts	253	Ethnic Foods - Hispanic	27
Automotive Supplies	479	Ethnic Foods - Kosher	7
Automotive Test & Tune Equipment	187	Ethnic HBC	67
Bath Accessories	488	Ethnic Non-Foods	24
Bedding	321	Fabrics/Piece Goods	270
Beverages	298	Flatware	490
Bicycles	79	Floor Coverings/Flooring	319
Blank Audio/Video	472	Floral	141
Books	1,791	Food	11
Boys Apparel	424	Footwear - Boys	171
Briefcases	581	Footwear - Girls	172
Business/Productivity Software	115	Footwear - Mens	194
Camping Equipment	20	Footwear - Womens	190
Candles	1,079	Frames	274
Candy	1,132	Frozen Food	20
Cellular/Wireless Accessories	101	Furniture	449
China	271	Games	465
Cleaning Supplies	405	General Merchandise	1,410
Clocks	568	Giftware	2,340
Coffee/Tea	146	Giftwrap	951
Collectibles	1,338	Girls Apparel	431
Components	64	Glassware	582
Computer Acc./Supplies	742	Greeting Cards	1,484
Computer Peripherals	391	Grocery	247
Computers	274	Hand Tools	217
Consumer Electronics	492	Hardware	211
Consumer Electronics Accessories	648	HBC	290
Cookware	502	Herbal Remedies	66
Cosmetics	302	Hobby Kits	659
Crafts	667	Home Decor	1,366
Curtains	36	Home Improvements	167
Custom Automotive Parts	171	Home Security/Automation	19

Breakdown by Headquarters

Breakdown by Major Product Lines Carried for all Companies Listed

Home Theatre	57	Paper Products	664
Home/Office Equipment	773	Party Supplies	814
Home/Office Furniture	793	Personal Appliances	214
Housewares	675	Personal Watercraft	4
Hunting/Fishing Equipment	5	Pet Supplies	292
Infants/Toddlers Apparel	207	Photo Equipment/Supplies	250
Inflatables	6	Pictures	257
Jewelry	812	Power Tools	188
Juniors Apparel	128	Pre-recorded Audio/Video	684
Kitchen Supplies	591	Prescription Drugs	18
Lawn & Garden	198	Radar Detectors	39
Lift Equipment	184	RV Equipment	114
Lighting	244	Safety Equipment	9
Linens	217	Sailboats	2
Luggage	172	Sails	2
Magazines	479	Satellite Dishes	55
Major Appliances	76	School Supplies	1,140
Marine Accessories	10	Seasonal Products	1,533
Marine Batteries & Accessories	9	Small Appliances	388
Marine Electronics	19	Snack Food	265
Marine Engine Parts	9	Specialty/Gourmet	385
Marine Equipment	136	Sporting Goods	229
Marine Hardware	10	Sporting Goods Electronics	8
Marine Maintenance/Supplies	11	Stationery	1,692
Marine Parts	10	Sunglasses	306
Mens Accessories	188	Surf/Sail/Skimboards	3
Mens Apparel	421	Tabletop/Tableware	528
Mobile/Wireless Telephones	90	Telephones/Answering Machines	575
Motorcycle Equipment	129	Tires	73
Musical Instruments	127	Tobacco	173
Network Software	26	Toiletries	288
Notions	238	Toys	1,160
Novelties	999	Trailers	7
Office Supplies	929	TV & Stereo Furniture	49
Operating Systems	31	Van & Truck Accessories	170
Organic Dairy	9	Video Electronics	227
Organic Dry Grocery	8	Video Game Systems	76
Organic Foods	10	Video Tapes/Audio Tapes/CDs	10
Organic Frozen Foods	5	Vitamins	102
Organic Health & Beauty	4	Watches	356
Organic Meat/Poultry/Seafood	5	Window Treatments	30
Organic Non-Foods	2	Windows NT Server	23
Organic Produce	9	Womens Accessories	224
OTC Drugs	205	Womens Apparel	472
Pagers	60		

Index of Leading Companies

Discount Department and General Merchandise Stores

Ranked by Industry Sales

Rank	Company, Headquarters' Location	Type of Business	Current Sales	Previous Sales	Units	Page
1	Walmart Stores Inc., BENTONVILLE, AR	Discount Department Store Retailer	\$274,490,000,000	\$264,186,000,000	4,005	4
2	Costco Wholesale Corp., ISSAQUAH, WA	Membership Warehouse	\$97,062,000,000	\$87,048,000,000	622	69
3	Target Corporation, MINNEAPOLIS, MN	Discount Department Store Retailer	\$71,960,000,000	\$69,865,000,000	1,778	36
4	Amazon.com Inc., SEATTLE, WA	General Merchandise Retailer	\$61,093,000,000	\$48,077,000,000	N/A	198
5	Sam's Club, BENTONVILLE, AR	Membership Warehouse	\$56,423,000,000	\$53,795,000,000	620	3
6	Dollar General Corp., GOODLETTSVILLE, TN	General Merchandise Retailer	\$16,022,128,000	\$14,807,200,000	10,506	183
7	Meijer Inc., GRAND RAPIDS, MI	Discount Department Store Retailer	\$15,600,000,000	\$14,500,000,000	199	34
8	Kmart, HOFFMAN ESTATES, IL	Discount Department Store Retailer	\$14,567,000,000	\$15,285,000,000	1,221	23
9	BJ's Wholesale Club Inc., WESTBOROUGH, MA	Membership Warehouse	\$11,700,000,000	\$11,530,000,000	198	32
10	Fred Meyer Stores Inc., PORTLAND, OR	Discount Department Store Retailer	\$9,670,000,000	\$9,237,900,000	133	53
11	Family Dollar Stores Inc., MATTHEWS, NC	General Merchandise Retailer	\$9,331,005,000	\$8,547,835,000	7,690	162
12	QVC, Inc., WEST CHESTER, PA	General Merchandise Retailer	\$8,516,000,000	\$8,268,000,000	6	177
13	Dollar Tree Stores Inc., CHESAPEAKE, VA	General Merchandise Retailer	\$7,394,500,000	\$6,630,500,000	4,671	193
14	Big Lots Stores Inc., COLUMBUS, OH	General Merchandise Retailer	\$5,400,119,000	\$5,202,269,000	1,574	165
15	HSN, SAINT PETERSBURG, FL	General Merchandise Retailer	\$3,266,700,000	\$3,069,400,000	3	104
16	ShopKo Stores Operating Co. LLC, GREEN BAY, WI	Discount Department Store Retailer	\$2,900,000,000	\$2,400,000,000	318	76
17	Fred's Inc., MEMPHIS, TN	Discount Department Store Retailer	\$1,955,275,000	\$1,879,059,000	713	61
18	Dollarama Group L.P., MONT-ROYAL, QC	General Merchandise Retailer	\$1,858,818,000	\$1,602,827,000	785	210
19	99 Cents Only Stores, COMMERCE, CA	General Merchandise Retailer	\$1,470,428,000	\$1,366,944,000	315	90
20	Giant Tiger Stores Limited, OTTAWA, ON	General Merchandise Retailer	\$1,205,000,000	\$1,188,000,000	206	209
21	The Disney Store, PASADENA, CA	General Merchandise Retailer	\$1,196,000,000	\$1,116,000,000	369	93
22	Overstock.com, SALT LAKE CITY, UT	General Merchandise Retailer	\$1,099,289,000	\$1,054,277,000	1	190
23	Tuesday Morning Corp., DALLAS, TX	General Merchandise Retailer	\$812,800,000	\$821,150,000	838	186
24	Savers Inc., BELLEVUE, WA	General Merchandise Retailer	\$783,000,000	\$725,000,000	288	197
25	Bi-Mart Corp., EUGENE, OR	Discount Department Store Retailer	\$762,000,000	\$752,000,000	73	53

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Rank	Company, Headquarters' Location	Type of Business	Current Sales	Previous Sales	Units	Page
26	Century 21 Department Stores Inc., NEWYORK, NY	Discount Department Store Retailer	\$674,000,000	\$590,000,000	8	46
27	Gordmans Inc., OMAHA, NE	Discount Department Store Retailer	\$607,692,000	\$551,476,000	86	40
28	Value Vision Media Inc., EDEN PRAIRIE, MN	General Merchandise Retailer	\$586,820,000	\$558,394,000	N/A	134
29	The North West Company Inc., WINNIPEG, MB	General Merchandise Retailer	\$529,776,000	\$523,298,000	228	206
30	Brookstone Inc., MERRIMACK, NH	General Merchandise Retailer	\$519,613,000	\$468,191,000	278	142
31	Ocean State Jobbers Inc., NORTH KINGSTOWN, RI	General Merchandise Retailer	\$513,500,000	\$490,000,000	109	180
32	ALCO Stores Inc., ABILENE, KS	Discount Department Store Retailer	\$492,595,000	\$476,032,000	217	27
33	Orscheln Farm & Home Supply LLC, MOBERLY, MO	General Merchandise Retailer	\$475,500,000	\$452,900,000	156	138
34	Five Below Inc., PHILADELPHIA, PA	General Merchandise Retailer	\$418,825,000	\$297,113,000	245	175
35	Variety Wholesalers, HENDERSON, NC	General Merchandise Retailer	\$403,000,000	\$400,000,000	375	161
36	Plow & Hearth LLC, MADISON, VA	General Merchandise Retailer	\$396,000,000	\$288,000,000	22	195
37	Starcrest Products of California Inc., PERRIS, CA	General Merchandise Retailer	\$337,800,000	\$328,000,000	N/A	94
38	Potpourri Group Inc., CHELMSFORD, MA	General Merchandise Retailer	\$315,000,000	\$305,000,000	N/A	125
39	Hanover Direct Inc., WEEHAWKEN, NJ	General Merchandise Retailer	\$310,000,000	\$320,000,000	1	147
40	Ollie's Bargain Outlet, HARRISBURG, PA	General Merchandise Retailer	\$291,500,000	\$243,300,000	139	172
41	Hayneedle Inc., OMAHA, NE	General Merchandise Retailer	\$285,000,000	\$285,000,000	N/A	140
42	The Bargain! Shop, MISSISSAUGA, ON	General Merchandise Retailer	\$280,000,000	\$300,800,000	213	208
43	Suarez Corporation Industries, CANTON, OH	General Merchandise Retailer	\$270,000,000	\$265,000,000	1	164
44	Cost-U-Less Inc., BELLEVUE, WA	Discount Department Store Retailer	\$257,000,000	\$237,000,000	13	69
45	Pioneer Cooperative Association Limited, SWIFT CURRENT, SK	General Merchandise Retailer	\$221,700,000	\$210,600,000	20	212
46	Fingerhut, EDEN PRAIRIE, MN	General Merchandise Retailer	\$201,000,000	\$201,000,000	N/A	133
47	SmartBargains.com LP, BOSTON, MA	General Merchandise Retailer	\$189,000,000	\$182,300,000	N/A	125
48	Don Quijote USA Co. Ltd., HONOLULU, HI	Discount Department Store Retailer	\$185,000,000	\$143,500,000	4	21
49	DFS Group Ltd., TORRANCE, CA	General Merchandise Retailer	\$160,800,000	\$155,250,000	37	96
50	Liquidation World Inc., BRANTFORD, ON	General Merchandise Retailer	\$154,847,000	\$62,105,000.00	79	208

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Rank	Company, Headquarters' Location	Type of Business	Current Sales	Previous Sales	Units	Page
1	Apple Inc., CUPERTINO, CA	Consumer Electronics	\$156,508,000,000	\$108,249,000,000	277	1058
2	Verizon Wireless, BASKING RIDGE, NJ	Consumer Electronics	\$75,868,000,000	\$70,154,000,000	1,950	1098
3	AT&T Inc., DALLAS, TX	Consumer Electronics	\$59,186,000,000	\$56,726,000,000	2,200	1120
4	Best Buy Co. Inc., RICHFIELD, MN	Consumer Electronics	\$49,621,000,000	\$50,705,000,000	1,764	1089
5	Sprint Nextel Corporation, OVERLAND PARK, KS	Consumer Electronics	\$35,635,000,000	\$33,679,000,000	1,900	1080
6	Staples Inc., FRAMINGHAM, MA	Office Products/Stationery	\$24,381,000,000	\$25,022,192,000	1,886	576
7	T-Mobile, BELLEVUE, WA	Consumer Electronics	\$19,719,000,000	\$20,618,000,000	1,500	1126
8	Gateway Inc., IRVINE, CA	Consumer Electronics	\$19,300,000,000	\$18,000,000,000	N/A	1060
9	Toys "R" Us Inc., WAYNE, NJ	Toy/Hobby/Craft/Fabric Retail	\$13,543,000,000	\$13,909,000,000	1,534	731
10	Bed Bath & Beyond Inc., UNION, NJ	Houseware/Giftware	\$10,914,585,000	\$9,499,890,000	1,471	451
11	Office Depot Inc., BOCA RATON, FL	Office Products/Stationery	\$10,695,652,000	\$11,489,533,000	1,112	530
12	Army & Air Force Exchange Service (AAFES), DALLAS, TX	Military PX's	\$10,300,000,000	\$10,300,000,000	207	785
13	CDW Corp., VERNON HILLS, IL	Consumer Electronics	\$10,128,200,000	\$9,602,400,000	N/A	1075
14	Goodyear Tire & Rubber Company, AKRON, OH	Auto Aftermarket Retailers	\$9,236,480,000	\$10,017,480,000	660	998
15	GameStop Holdings Corp., GRAPEVINE, TX	Toy/Hobby/Craft/Fabric Retail	\$8,886,700,000	\$9,550,500,000	6,650	758
16	AutoZone Inc., MEMPHIS, TN	Auto Aftermarket Retailers	\$8,603,863,000	\$8,072,973,000	5,070	1015
17	Barnes & Noble Inc., NEW YORK, NY	Book Stores	\$7,129,199,000	\$6,998,565,000	1,332	905
18	OfficeMax Inc., NAPERVILLE, IL	Office Products/Stationery	\$6,920,384,000	\$7,121,200,000	852	546
19	PetSmart Inc., PHOENIX, AZ	Pet Stores	\$6,758,237,000	\$6,113,304,000	1,281	825
20	Genuine Parts Company, ATLANTA, GA	Auto Aftermarket Retailers	\$6,320,882,000	\$6,061,424,000	1,000	947
21	Advance Auto Parts Inc., ROANOKE, VA	Auto Aftermarket Retailers	\$6,205,003,000	\$5,925,203,000	3,794	1029
22	O'Reilly Automotive Inc., SPRINGFIELD, MO	Auto Aftermarket Retailers	\$6,182,184,000	\$5,788,816,000	4,000	980
23	Canadian Tire Corporation Ltd., TORONTO, ON	Auto Aftermarket Retailers	\$5,779,214,000	\$6,427,106,000	577	1047
24	Dell Inc., ROUND ROCK, TX	Consumer Electronics	\$5,698,000,000	\$6,207,100,000	N/A	1123
25	Insight Direct Worldwide Inc., TEMPE, AZ	Consumer Electronics	\$5,301,441,000	\$5,287,228,000	N/A	1054

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26	MetroPCS Communications, Inc., RICHARDSON, TX	Consumer Electronics	\$5,101,000,000	\$4,847,000,000	159	1123
27	U.S. Cellular Corporation, CHICAGO, IL	Consumer Electronics	\$4,452,084,000	\$4,343,346,000	400	1073
28	Michaels Stores Inc., IRVING, TX	Toy/Hobby/Craft/Fabric Retail	\$4,408,000,000	\$4,210,000,000	1,229	759
29	RadioShack Corporation, FORT WORTH, TX	Consumer Electronics	\$4,257,800,000	\$4,378,000,000	5,672	1121
30	Williams-Sonoma Inc., SAN FRANCISCO, CA	Houseware/Giftware	\$4,042,870,000	\$3,720,895,000	586	395
31	Hallmark Cards, Inc., KANSAS CITY, MO	Card/Gift/Novelty	\$4,000,000,000	\$4,100,000,000	2,600	289
32	Tiffany & Co., NEW YORK, NY	Houseware/Giftware	\$3,794,249,000	\$3,642,937,000	104	462
33	Navy Exchange Service Command (NEXCOM), VIRGINIA BEACH, VA	Military PX's	\$3,661,652,000	\$3,088,300,000	104	789
34	Netflix, Inc., LOS GATOS, CA	Music/Video Stores	\$3,609,282,000	\$3,204,577,000	N/A	1060
35	Systemax Inc., PORT WASHINGTON, NY	Consumer Electronics	\$3,544,600,000	\$3,387,440,000	34	1105
36	Discount Tire Company, SCOTTSDALE, AZ	Auto Aftermarket Retailers	\$3,200,000,000	\$3,080,000,000	850	925
37	PETCO Animal Supplies Inc., SAN DIEGO, CA	Pet Stores	\$3,140,000,000	\$2,828,500,000	1,214	827
38	Bridgestone Retail Operations LLC, BLOOMINGDALE, IL	Auto Aftermarket Retailers	\$3,100,837,000	\$3,086,373,000	1,634	953
39	General Parts Inc., RALEIGH, NC	Auto Aftermarket Retailers	\$2,950,000,000	\$2,910,000,000	3,000	995
40	Hobby Lobby Stores Inc., OKLAHOMA CITY, OK	Toy/Hobby/Craft/Fabric Retail	\$2,900,000,000	\$2,600,000,000	566	745
41	Newegg.com, WHITTIER, CA	Consumer Electronics	\$2,800,000,000	\$2,700,000,000	N/A	1066
42	HomeGoods Inc., FRAMINGHAM, MA	Houseware/Giftware	\$2,657,111,000	\$2,243,986,000	415	433
43	hhgregg Inc., INDIANAPOLIS, IN	Consumer Electronics	\$2,474,759,000	\$2,493,392,000	228	1077
44	Follett Higher Education Group, OAK BROOK, IL	Book Stores	\$2,350,000,000	\$2,300,000,000	930	884
45	Fry's Electronics Inc., SAN JOSE, CA	Consumer Electronics	\$2,240,000,000	\$2,050,000,000	34	1063
46	Jo-Ann Stores Inc., HUDSON, OH	Toy/Hobby/Craft/Fabric Retail	\$2,190,000,000	\$2,126,000,000	800	742
47	PC Connection Inc., MERRIMACK, NH	Consumer Electronics	\$2,158,873,000	\$2,103,295,000	N/A	1097
48	Guitar Center Inc., WESTLAKE VILLAGE, CA	Consumer Electronics	\$2,140,660,000	\$2,082,577,000	336	1065
49	The Pep Boys - Manny, Moe & Jack, PHILADELPHIA, PA	Auto Aftermarket Retailers	\$2,090,730,000	\$2,063,627,000	751	1007
50	Redbox Automated Retail, LLC, OAKBROOK TERRACE, IL	Music/Video Stores	\$1,908,773,000	\$1,561,598,000	42,400	1075

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Rank	Company, Headquarters' Location	Type of Business	Current	Previous	Prior	Page
1	Dollar General Corp., GOODLETTSVILLE, TN	General Merchandise Retailer	10,506	10,015	9,372	183
2	Family Dollar Stores Inc., MATTHEWS, NC	General Merchandise Retailer	7,690	7,171	6,785	162
3	Dollar Tree Stores Inc., CHESAPEAKE, VA	General Merchandise Retailer	4,671	4,351	4,101	193
4	Walmart Stores Inc., BENTONVILLE, AR	Discount Department Store Retailer	4,005	3,867	3,804	4
5	Target Corporation, MINNEAPOLIS, MN	Discount Department Store Retailer	1,778	1,767	1,755	36
6	Big Lots Stores Inc., COLUMBUS, OH	General Merchandise Retailer	1,574	1,533	1,398	165
7	Kmart, HOFFMAN ESTATES, IL	Discount Department Store Retailer	1,221	1,305	1,307	23
8	Tuesday Morning Corp., DALLAS, TX	General Merchandise Retailer	838	863	836	186
9	Dollarama Group L.P., MONT-ROYAL, QC	General Merchandise Retailer	785	704	658	210
10	Fred's Inc., MEMPHIS, TN	Discount Department Store Retailer	713	700	675	61
11	Costco Wholesale Corp., ISSAQUAH, WA	Membership Warehouse	622	600	582	69
12	Sam's Club, BENTONVILLE, AR	Membership Warehouse	620	611	609	3
13	Variety Wholesalers, HENDERSON, NC	General Merchandise Retailer	375	375	394	161
14	The Disney Store, PASADENA, CA	General Merchandise Retailer	369	357	350	93
15	ShopKo Stores Operating Co. LLC, GREEN BAY, WI	Discount Department Store Retailer	318	149	143	76
16	99 Cents Only Stores, COMMERCE, CA	General Merchandise Retailer	315	292	285	90
17	Savers Inc., BELLEVUE, WA	General Merchandise Retailer	288	270	250	197
18	Brookstone Inc., MERRIMACK, NH	General Merchandise Retailer	278	294	308	142
19	Five Below Inc., PHILADELPHIA, PA	General Merchandise Retailer	245	192	142	175
20	The North West Company Inc., WINNIPEG, MB	General Merchandise Retailer	228	229	223	206
21	ALCO Stores Inc., ABILENE, KS	Discount Department Store Retailer	217	214	214	27
22	The Bargain! Shop, MISSISSAUGA, ON	General Merchandise Retailer	213	227	247	208
23	Giant Tiger Stores Limited, OTTAWA, ON	General Merchandise Retailer	206	205	192	209
24	Meijer Inc., GRAND RAPIDS, MI	Discount Department Store Retailer	200	198	195	34
25	BJ's Wholesale Club Inc., WESTBOROUGH, MA	Membership Warehouse	198	195	190	32

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26	Orscheln Farm & Home Supply LLC, MOBERLY, MO	General Merchandise Retailer	156	156	153	138
27	Your Dollar Store With More Inc., KELOWNA, BC	General Merchandise Retailer	140	135	160	204
28	Ollie's Bargain Outlet, HARRISBURG, PA	General Merchandise Retailer	139	116	96	172
29	Fred Meyer Stores Inc., PORTLAND, OR	Discount Department Store Retailer	133	132	129	53
30	Ocean State Jobbers Inc., NORTH KINGSTOWN, RI	General Merchandise Retailer	109	106	100	180
31	Great Canadian Dollar Store Ltd., VICTORIA, BC	General Merchandise Retailer	108	113	113	205
32	Gordmans Inc., OMAHA, NE	Discount Department Store Retailer	86	77	68	40
33	Michael Rossy Limitee, SAINT-LAURENT, QC	General Merchandise Retailer	79	69	68	210
34	Liquidation World Inc., BRANTFORD, ON	General Merchandise Retailer	79	82	93	208
35	Bi-Mart Corp., EUGENE, OR	Discount Department Store Retailer	73	72	72	53
36	Les Magasins Korvette Itee, TROIS-RIVIERES, QC	General Merchandise Retailer	72	67	62	211
37	Hart Stores Inc., LAVAL, QC	General Merchandise Retailer	60	60	92	210
38	Extreme Retail (Canada) Inc., VAUGHAN, ON	General Merchandise Retailer	50	60	70	209
39	XS Cargo, MISSISSAUGA, ON	General Merchandise Retailer	48	43	43	208
40	DFS Group Ltd., TORRANCE, CA	General Merchandise Retailer	37	37	37	96
41	Gabriel Brothers Inc., MORGANTOWN, WV	Discount Department Store Retailer	37	37	36	75
42	A Dollar, SOUTH PLAINFIELD, NJ	General Merchandise Retailer	35	35	35	146
43	Marco Destin Inc., DORAL, FL	General Merchandise Retailer	31	30	32	102
44	The \$1 Store Plus and Only Deals, WINNIPEG, MB	General Merchandise Retailer	30	30	70	206
45	Yankee One Dollar Stores, WATERFORD, NY	General Merchandise Retailer	27	27	27	160
46	M.H. King Company, BURLEY, ID	General Merchandise Retailer	26	29	29	110
47	HJB Convenience Corporation, LAKEWOOD, CO	General Merchandise Retailer	22	18	18	98
48	Warehouse 99 of Miami, MIAMI GARDENS, FL	General Merchandise Retailer	22	22	21	103
49	Plow & Hearth LLC, MADISON, VA	General Merchandise Retailer	22	16	10	195
50	Ammar's Inc., BLUEFIELD, VA	Discount Department Store Retailer	21	21	21	67

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Rank	Company, Headquarters' Location	Type of Business	Current	Previous	Prior	Page
1	GameStop Holdings Corp., GRAPEVINE, TX	Toy/Hobby/Craft Retailer	6,650	6,683	6,670	758
2	RadioShack Corporation, FORT WORTH, TX	Full CE	5,672	5,503	5,915	1121
3	AutoZone Inc., MEMPHIS, TN	Retailer/Jobber	5,070	4,867	4,627	1015
4	Mail Boxes Etc. Inc., SAN DIEGO, CA	Office Products/Stationery Retailer	4,700	4,734	4,734	520
5	O'Reilly Automotive Inc., SPRINGFIELD, MO	Retailer/Jobber/Warehouse-Distributor	4,000	3,809	3,570	980
6	Advance Auto Parts Inc., ROANOKE, VA	Retailer/Jobber	3,794	3,662	3,563	1029
7	Uni-Select Inc., BOUCHERVILLE, QC	Retailer/Jobber/Prog Dist Grp/Wareh-Dist	3,550	3,550	3,550	1049
8	General Parts Inc., RALEIGH, NC	Retailer/Jobber/Warehouse-Distributor	3,000	3,000	3,400	995
9	Hallmark Cards, Inc., KANSAS CITY, MO	Card/Gift/Novelty Retailer	2,600	3,000	3,000	289
10	AT&T Inc., DALLAS, TX	Communications	2,200	2,200	2,200	1120
11	Verizon Wireless, BASKING RIDGE, NJ	Communications	1,950	2,200	2,200	1098
12	Sprint Nextel Corporation, OVERLAND PARK, KS	Communications	1,900	1,900	1,900	1080
13	Staples Inc., FRAMINGHAM, MA	Office Products/Stationery Retailer	1,886	1,917	1,900	576
14	FedEx Office, DALLAS, TX	Office Products/Stationery Retailer	1,800	1,800	1,800	643
15	Best Buy Co. Inc., RICHFIELD, MN	Full CE	1,764	1,703	1,544	1089
16	Bridgestone Retail Operations LLC, BLOOMINGDALE, IL	Retailer	1,634	1,634	1,589	953
17	Toys "R" Us Inc., WAYNE, NJ	Toy/Hobby/Craft Retailer	1,534	1,501	1,602	731
18	T-Mobile, BELLEVUE, WA	Communications	1,500	1,500	1,500	1126
19	Bed Bath & Beyond Inc., UNION, NJ	Houseware/Giftware Retailer	1,471	1,174	1,139	451
20	Barnes & Noble Inc., NEW YORK, NY	Bookstore	1,332	1,354	1,362	905
21	PetSmart Inc., PHOENIX, AZ	Pet Store	1,281	1,232	1,189	825
22	Michaels Stores Inc., IRVING, TX	Toy/Hobby/Craft Retailer	1,229	1,196	1,182	759
23	PETCO Animal Supplies Inc., SAN DIEGO, CA	Pet Store	1,214	1,100	1,050	827
24	Office Depot Inc., BOCA RATON, FL	Office Products/Stationery Retailer	1,112	1,131	1,147	530
25	Genuine Parts Company, ATLANTA, GA	Retailer/Jobber/Warehouse-Distributor	1,000	1,000	1,100	947

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26	Follett Higher Education Group, OAK BROOK, IL	Bookstore	930	918	860	884
27	OfficeMax Inc., NAPERVILLE, IL	Office Products/Stationery Retailer	852	896	918	546
28	Tire Kingdom Inc., JUNO BEACH, FL	Retailer/Warehouse-Distributor	850	850	751	943
29	Discount Tire Company, SCOTTSDALE, AZ	Retailer	850	821	792	925
30	Sears Automotive Group, HOFFMAN ESTATES, IL	Retailer	837	837	837	954
31	Blockbuster Inc., ENGLEWOOD, CO	Video Rental Stores	828	1,528	2,030	1067
32	Jo-Ann Stores Inc., HUDSON, OH	Toy/Hobby/Craft Retailer	800	768	751	742
33	Family Video, SPRINGFIELD, IL	Video Rental Stores	765	762	746	1075
34	Party City Corporation, ROCKAWAY, NJ	Card/Gift/Novelty Retailer	757	585	600	300
35	The Pep Boys - Manny, Moe & Jack, PHILADELPHIA, PA	Retailer/Jobber	751	730	632	1007
36	The Source (Canada Ltd Intertan/Bel Electronic), BARRIE, ON	Full CE	700	731	757	1134
37	Cellairis Franchise, Inc., ALPHARETTA, GA	Communications	670	N/A	N/A	1072
38	Goodyear Tire & Rubber Company, AKRON, OH	Retailer/Jobber	660	669	669	998
39	Spencer Gifts LLC., EGG HARBOR TOWNSHIP, NJ	Card/Gift/Novelty Retailer	619	620	620	297
40	Cracker Barrel Old Country Store Inc, LEBANON, TN	Houseware/Giftware Retailer	611	612	597	482
41	Things Remembered, HIGHLAND HEIGHTS, OH	Card/Gift/Novelty Retailer	610	590	614	321
42	The Paradies Shops Inc., ATLANTA, GA	Card/Gift/Novelty Retailer	600	500	500	246
43	Williams-Sonoma Inc., SAN FRANCISCO, CA	Houseware/Giftware Retailer	586	576	592	395
44	UAP Inc., MONTREAL, QC	Retailer/Jobber/Prog Dist Grp/Wareh-Dist	577	550	550	1050
45	Canadian Tire Corporation Ltd., TORONTO, ON	Retailer	577	576	569	1047
46	Hobby Lobby Stores Inc., OKLAHOMA CITY, OK	Toy/Hobby/Craft Retailer	566	500	425	745
47	Yankee Candle Company, SOUTH DEERFIELD, MA	Card/Gift/Novelty Retailer	554	552	500	276
48	Batteries Plus, HARTLAND, WI	Audio/Video Electronics	550	470	443	1130
49	Gateway Newstands, WOODBRIDGE, ON	Bookstore	523	523	523	922
50	Morgan Tire & Auto LLC., CLEARWATER, FL	Retailer/Jobber/Warehouse-Distributor	506	472	500	941

Major Mergers & Acquisitions

*Acquiring companies are listed in bold type. Acquisitions are listed below the acquirer.
The number of units or type of acquisition are listed along with the date of acquisition.
This list represents the major mergers and acquisitions for the year.*

Bed Bath & Beyond Inc., Union, NJ

Cost Plus Inc., Oakland, CA	258	May-12
Rexcraft Company Inc., Rexburg, ID	1	May-12

Madison Dearborn Partners Inc., Chicago, IL

Things Remembered, Highland Heights, OH	590	Jun-12
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Starbucks Corporation, Seattle, WA

Teavana Holdings Inc., Atlanta, GA	200	Dec-12
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Major Trade Associations

ACADEMY OF MODEL AERONAUTICS (AMA)

5161 E Memorial Dr.
Muncie IN 47302-925
Phone: 765 287-1256
Fax: 765 289-4248
Internet Homepage: <http://www.modelaircraft.org>
Company Email: operator@modelaircraft.org
MR DAVE MATHEWSON - Executive Director
MR CRAIG SCHROEDER - Comptroller
MS JOYCE HAGER - Staff Director
MS APRIL CONNER - Director Human Resources
MR SHAWN GRUBBS - Director Membership
MS ILONA MAINE - Director Safety and Member Benefits
MR CHRIS BROOKS - Director Public Relations, Development
MR ROB KUREK - Director Publications
MR BILL PRITCHETT - Director Education
MR JEFF NANCE - Director Marketing
MR JOHN HAWLEY - Director Facility/Maintenance
MS VICKIE WILSON - Manager Production
MR BEN FLESHER - Specialist Marketing
MS MANDEE MIKULSKI - Coordinator Development Communications
MS WENDY NEAL - Coordinator Museum Store, Catalog Sales
MR GREG PRATER - Plans Service Coordinator
MR MARK BENSON - Designer Internet Development

AMA is the world's largest sport aviation organization, representing over 158,000 members from all walks of life. AMA is a self-supporting, non-profit organization which promotes the development of model aviation as a recognized sport and worthwhile recreation activity. They are home to the National Model Aviation Museum.

AMERICAN APPAREL & FOOTWEAR ASSOCIATION (AAFA)

1601 N Kent St
Arlington VA 22209-2105
Phone: 703 524-1864
Fax: 703 522-6741
Internet Homepage: <http://www.apparelandfootwear.org>
Company Email: mstorch@apparelandfootwear.org
MR KEVIN M. BURKE - CEO; President
MR STEVE LAMAR - Exec VP
MR NATE HERMAN - VP International Trade
MS SUZANNE SHOMERS - VP Finance, Administration
MS MAUREEN STORCH - VP Membership Development
MS SUSAN LAPETINA - VP Industry Relations
MR SCOTT ELMORE - Director Communications, Marketing
MS MARIE D'AVIGNON - Manager Government Relations
MR MICHAEL MCDONALD - Manager Government Relations
MS CORINNE MURPHY - Manager Programs
MS NAINA DUMERA - Coordinator Meetings
MR ADAM CROMACK - Coordinator Communications, Marketing
MS SARAH VINCENT - Coordinator Database, Membership
MR DAVID LAPIDUS - Representative Government Relations

The American Apparel and Footwear Association was created in August 1933 through a merger with the American Apparel Manufacturers Association (AAMA), Footwear Industries of America (FIA), and the Fashion Association (TFA). AAFA is a national trade association representing apparel, footwear and other sewn products companies and their suppliers which compete in the global market. Provides governmental and financial programs and seminars. Publishes a weekly newsletter, as well as numerous other surveys and publications. Conducts a convention annually in March and hosts numerous seminars, conventions and exhibitions throughout the year.

AMERICAN ASSOCIATION OF EXPORTERS AND IMPORTERS (AAEI)

1050 17th St NW
Washington DC 20036-5514
Phone: 202 857-8009
Fax: 202 857-7843
Internet Homepage: <http://www.aaei.org>
Company Email: hq@aaei.org
MRS MARIANNE ROWDEN - CEO; President
MS MICHELLE MEASEL - Director Events
MR DAVID A. POTTS - Manager Office Administration
MR CHRIS ENYART - Manager Member and Media Affairs

The American Association of Exporters and Importers has been the national voice of the international trade community since 1921. Its unique role, speaking for and educating both importers and exporters, is driven by a broad economic base of manufacturers, distributors, retailers and service providers. With promotion of fair and open trade policy and practice at its core, AAEI speaks to international trade, supply chain and customs and border protection issues covering the expanse of legal, technical and policy-driven concerns.

ASSOCIATION OF COMPTTEL

900 17th St NW
Washington DC 20006-2507
Phone: 202 296-6650
Internet Homepage: <http://www.comptel.org>
MR JERRY JAMES - CEO; President
MR STEPHEN D. TROTMAN - CFO
MR ALAN HILL - Senior Vice President, Government Relations
MR ROGER HAISMAN - VP Membership and Conference Services
MS KAREN REIDY - VP, Regulatory Affairs
MS MARY ALBERT - Assistant General Counsel
MS AMY SMITH - Senior Director Meetings Services
MR RICK ARDALAN - Manager Marketing, Business Development
MS ANNA BAYER - Manager Information Technology, Internet Development
MS TRACY MACDONALD - Manager Member Programs
MR KEVIN MORRIS - Manager Membership Relations

Based in Washington, D.C., COMPTTEL is the leading industry association representing competitive communications service providers and their supplier partners. COMPTTEL members are entrepreneurial companies driving technological innovation and creating economic growth through competitive voice, video and data offerings and the development and deployment of next-generation, IP-based networks and services. COMPTTEL advances its member's interests through trade shows, networking, education and policy advocacy before Congress, the Federal Communications Commission and the courts. COMPTTEL works to ensure that competitive communications providers can continue to offer lower prices, better service, and greater innovation to consumers.

Major Trade Associations

ASSOCIATION OF HOME APPLIANCE MANUFACTURERS (AHAM)

1111 19th St NW
Washington DC 20036-3627
Phone: 202 872-5955
Fax: 202 872-9354
Internet Homepage: <http://www.aham.org>
MR JOSEPH MCGUIRE - President
MR PETER FRANK - VP Finance & Administration
MR KEVIN MESSNER - VP Policy, Government Relations
MR WAYNE MORRIS - VP Technical Operations, Standards
MS JILL NOTINI - VP Communications, Marketing
MS JENNIFER CLEARY - Director Regulatory Affairs
MR RALPH HUDNALL - Director, Product Certification, Verification
MR BRUCE REBEL - Director Technical Services (AHAM Canada)
MS CHARLOTTE SKIDMORE - Director Energy, Environmental Policy
MR MATT WILLIAMS - Director Standards
MR NICK BAKER - Manager Communications & Membership

Industry association consisting of companies which manufacture major floor care and portable appliances, distributors and various companies providing services to the appliance industry. The Association conducts market research and reports on significant industry statistics. Also provides standards development, certification programs and is actively involved in legislative and regulatory support for those issues affecting members.

ASSOCIATION OF SERVICE & COMPUTER DEALERS INT. (ASCDI)

131 NW 1st Ave
Delray Beach FL 33444
Phone: 561 266-9016
Fax: 561 266-9017
Internet Homepage: <http://www.ascdi.com>
MR NEIL VILL - Chairman
MR JOSEPH MARION - President; Executive Director
MR CARSTEN MARCELL - VP
MS SHERRI SHEERR - VP
MR TODD A. BONE - VP
MR FRANK LLACA ESQ - VP
MR ARTHUR P. FREIERMAN - Treasurer

The ASCDI is a worldwide association representing companies that provide business solutions, technical support and value added services. The ASCDI promotes and enforces high ethical standards of business conduct within the industry, provides forums which promote the exchange of industry ideas among the membership and industry suppliers, and provides educational and promotional assistance to enable the membership to grow its customer base.

AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION (AAIA)

7101 Wisconsin Ave
Bethesda MD 20814-4866
Phone: 301 654-6664
Fax: 301 654-3299
Internet Homepage: <http://www.aftermarket.org>
Company Email: aaia@aftermarket.org
MS KATHLEEN SCHMATZ - CEO; President
MS SUSAN MEDICK - CFO; COO
MR SCOTT LUCKETT - CIO
MR RICH WHITE - Senior VP
MR MICHAEL BARRATT - Senior VP Meetings & Events
MR AARON LOWE - VP, Regulatory & Government Affairs
MS JULIE BREHM - Controller
MS ARLENE DAVIS - Senior Director, Meetings & Events
MS SUSAN KALISH - Senior Director, Education
MR LARRY NORTHUP - Senior Director, Member Relations
MR ANDRES CASTRILLON - Director International Trade
MR PAUL FIORE - Director, Government Affairs
MS COURTNEY CARBONE - Director, Member Services
MR TOM HO - Senior Graphic Designer
MS JENNIFER ORTIZ - Managing Director, Communications
MR RON ROSSI - Director, Market Intelligence
MR LEAH JONES - Director, Meetings & Events
MR ROBERT MORRIS - Director Category Management
MS SHEILA ANDREWS - Manager, Government Affairs
MS MELISSA REED - Coordinator Education

This organization is the result of a merger between the Automotive Parts and Accessories Association (APAA) and the Automotive Service Industry Association (ASIA) in July 1999. AAIA is an association whose more than 23,000 members and affiliates manufacture, distribute and sell motor vehicle parts, accessories, service tool equipment, materials, and supplies. Through its membership, AAIA represents more than 100,000 repair shops, parts stores, and distribution outlets. The organization is comprised of manufacturers, distributors, jobbers, wholesalers, retailers, manufacturers' representatives and other companies doing business in the automotive aftermarket.

AUTOMOTIVE AFTERMARKET SUPPLIERS ASSOCIATION (AASA)

10 Laboratory Dr.
Research Triangle Park NC 27709-0161
Phone: 919 549-4800
Fax: 919 549-4824
Internet Homepage: <http://www.aftermarketsuppliers.org>
Company Email: info@aftermarketsuppliers.org
MR BILL LONG - President; COO
MR CHRIS GARDNER - Vice President Programs, Member Services, Member Satisfaction
MS ANN WILSON - Senior VP Government Affairs
MR BILL HANVEY - VP Programs, Member Services
MR PAUL MCCARTHY - VP Industry Analysis, Planning, Member Services, Member Satisfaction
MS MARGARET BECK - Senior Director Marketing, Communications, Member Satisfaction
MS JENNIFER GILBERTSON - Director Membership, Member Services, Member Satisfaction

AASA, an affiliate segment association of MEMA (see Motor & Equipment Manufacturers Association), was created to help MEMA focus on key industry issues that affect its aftermarket member companies.

Major Trade Associations

AUTOMOTIVE PUBLIC RELATIONS COUNCIL/ ORIGINAL EQUIPMENT SUPPLIERS ASSOCIATION (APRC, OESA)

1301 W Long Lake Rd
Troy MI 48098-6371
Phone: 248 952-6401
Fax: 248 952-6404
Internet Homepage: <http://www.oesa.org>
MR NEIL DE KOKER - CEO; President
MR DAVE ANDREA - Senior VP Industry Analysis, Economics
MS MARGARET BAXTER - Senior VP Operations, International Affairs
MR GLENN STEVENS - VP Sales, Membership
MR GREG JANICKI - Executive Director Communications, Marketing
MR MIKE SHAPIRO - Executive Director Business Development
MS KATHY REISS - Director Research, Industry Analysis
MR JEFF LASKOWSKI - Manager Communications
MS MICHELLE MAKI - Manager Information Systems, Member Services
MS KEIYANIA MANN - Manager Marketing, Member Services
MS BRENNAN MCCANN - Manager Sales, Member Services
MS PAMELA MINARD - Manager Events, Member Service

The Original Equipment Suppliers Association (OESA) is the voice, a forum and a resource for the automotive original equipment supplier industry. Since 1998, OESA has provided forums for OE suppliers to address issues of common concern, served as a resource for industry information and analysis, and promoted the interests of the OE supplier community. (COUNCIL OF THE ORIGINAL EQUIPMENT SUPPLIERS ASSOCIATION)

AUTOMOTIVE SERVICE ASSOCIATION (ASA)

8190 Precinct Line Rd
Colleyville TX 76034-7675
Telephone: 817 514-2900
Fax: 817 514-0770
Internet Homepage: <http://www.asashop.org>
MR RON PYLE - President
MR JOHN SCULLY - Senior VP Strategic Alliances
MR B.J. JOHNSON - VP, Membership Services
MR MARK HALE - VP Finance
MS ANGIE WILSON - VP Communications, Marketing
MS TONI SLATON - Executive Director
MR TODD MEHALKO - Account Manager, Membership Recruiter
MS TERRI RUPPERT - Manager Information Systems, Distribution
MS TRISHA BAKER - Manager Production
MR ROBBIE ADDISON - Manager, Mechanical Division
MS DENISE CASPERSEN - Manager Division
MR BRET SULLINS - Account Manager, Membership Recruiter
MS CAROL DENNIS - Coordinator Accounting

ASA represents thousands of service repair shops nationwide in the areas of collision, transmission, and mechanical repairs.

AUTOMOTIVE WAREHOUSE DISTRIBUTORS ASSOCIATION (AWDA)

7101 Wisconsin Ave
Bethesda MD 20814-4866
Phone: 301 654-6664
Fax: 301 654-3299
Internet Homepage: <http://www.awda.org>
Company Email: info@awda.org
MS KATHLEEN SCHMATZ - CEO; President
MS SUSAN MEDICK - CFO; COO
MR JULIE BREHM - Controller
MR LARRY NORTHUP - Senior Director, Member Relations

An association of more than 500 warehouse distributors, manufacturers, and industry experts. In addition to other publications, the association provides yearly financial analysis reports benchmarking the warehouse distribution segment of the automotive aftermarket.

BOAT OWNERS ASSOCIATION OF U.S. (BOATU.S.)

880 S Pickett St
Alexandria VA 22304-4606
Phone: 703 461-2864
Fax: 703 461-2847
Internet Homepage: <http://www.boatus.com>
Company Email: Membership@BoatUS.com
MR RICHARD SCHWARTZ - Chairman
MR BILL OAKERSON - CEO
MS MARGARET PODLICH - President
MS HEATHER LOUGHEED - VP Membership
MS SUSAN CLARK - Assistant VP, Membership Operations
MS LEIGH ANN GROW - Assistant VP Membership Services
MR DENNIS ROSEN - Manager Membership Data, Systems
MS DINA MURRAY - Manager Membership Programs
MR JOHN BRATTEN - Coordinator Advertising
MR ELIO BETTY - Coordinator Advertising

BoatU.S. is the nation's leading advocate for recreational boaters providing its 500,000+ members with a wide array of consumer services including a group-rate marine insurance program that insures nearly a quarter million boats; the largest fleet of more than 600 towing assistance vessels; discounts on fuel, slips, repairs at over 900 cooperating marinas; boat financing; and a subscription to BoatU.S. Magazine, the most widely read boating publication in the US.

Major Trade Associations

COMPUTING TECHNOLOGY INDUSTRY ASSN. (COMPTIA)

3500 Lacey Road
Downers Grove IL 60515
Phone: 630 678-8300
Fax: 630 678-8384
Internet Homepage: <http://www.comptia.org>
MR TODD THIBODEAUX - CEO; President
MR DAVID SOMMER - CFO
MR RANDY GROSS - CIO
MR TERRY ERDLE - Exec VP Skills Certification
MS ANN BATKO - Senior VP Marketing
MS NANCY HAMMERVIK - Senior VP Industry Relations
MS KELLY RICKER - Senior VP Events and Education
MR TIM HERBERT - VP Research & Development
MS LIZ HYMAN - VP Public Advocacy
MS COLLEEN HUGHES - VP Human Resources
MR CHARLES EATON - Executive Director Creating IT Futures Foundation
MR L. DANIEL LIUTIKAS - Chief Legal Officer

The IT industry's premier trade organization, founded over 25 years ago, currently lists 20,000 member companies including full-service computer resellers, VARs, distributors, manufacturers, software publishers and service companies. CompTIA fosters the highest standards of professional competence and business ethics among member companies and the IT industry. Provides certification programs (A+, CDIA and Network+), membership directory, monthly magazine, insurance, annual trade show and special volunteer committees (e-commerce, public policy, services, finance/credit and more). Involved in legislative activity, it recently opened CompTIA, a Canadian office in North York, Ontario.

CONSUMER ELECTRONICS ASSOCIATION (CEA)

1919 S Eads St
Arlington VA 22202
Phone: 703 907-7600
Fax: 703 907-7675
Internet Homepage: <http://www.cea.org>
Company Email: cea@CEA.org
MR GARY J. SHAPIRO - CEO; President
MS GLENDA MACMULLIN - Treasurer
MS LAURIE ANN PHILLIPS - Senior Director Communications
MS TARA DUNION - Senior Director Communications
MS CINDY STEVENS - Senior Director, Publications
MS LAURA HUBBARD - Senior Manager Division
MS ALLISON FRIED - Manager, International Communications
MS GRACE ELLIS - Coordinator Communications
MS SAMANTHA NEVELS - Coordinator Communications
MS KRISTA SILANO - Coordinator, Event Communications

Represents more than 250 manufacturers spanning all consumer electronics categories. CEA produces a series of Consumer Electronics Shows (CES), which are the industry's showcase for new products. Develops standards for new technologies and works at various governmental levels on legislative issues important to the industry. CEA also publishes a monthly magazine and newsletter, provides certification programs and conducts market research studies.

CRAFT & HOBBY ASSOCIATION (CHA)

319 E 54th St
Elimwood Park NJ 07407-2712
Phone: 201 794-1133
Fax: 201 797-0657
Internet Homepage: <http://www.craftandhobby.org>
Company Email: info@craftandhobby.org
MR ANDREJ SUSKAVCEVIC - CEO; President
MS NATALIE COHN - VP Finance, Administration
MS SUE TURCHICK - VP, Membership
MS KERRI WICKERSHEIM - VP Communications, Marketing
MS KERI CUNNINGHAM - Director Marketing
MS TINA LYNN MERCARDO - Director Events & Expositions
MR VICTOR DOMINE - Director Membership
MS NIDIA NEGRON - Director Training
MR ERIC WALLER - Director Operations
MR ANTHONY LICATA - Senior Manager Sales
MS LAURI PIETRUSZKA - Senior Manager Sales
MS ANDRIA LAJEUNESSE - Manager Events & Expositions
MS JOCELYN LOWACK - Manager Accounting
MS KELI BELL-COLE - Manager Education
MS JENNIFER SNIDER - Manager Operations
MR JASON BAUM - Manager Marketing, Business Development
MS DONNA CENNIMO - Coordinator Operations
MS TRACY SOTO - Coordinator Accounting
MS CATHERINE MARTELL - Coordinator Marketing
MR MO AYINDE - Coordinator Marketing
MS JOANNE FERENCE - Coordinator, Events & Expositions

Industry association representing over 5,000 member companies including wholesalers, manufacturers, retailers, and publishers. Provides a statistical booklet, membership directory, and sponsors annual trade shows. Also publishes a quarterly newsletter. Produces consumer and dollar volume research. Sponsors the CHA Shows in January and July, the largest craft/hobby trade shows in the world.

Major Trade Associations

CUSTOM ELECTRONIC DESIGN & INSTALLATION ASSN. (CEDIA)

7150 Winton Dr.
Indianapolis IN 46268-4398
Telephone: 317 328-4336
Fax Number: 317 735-4012
Internet Homepage: <http://www.cedia.org>
Company Email: info@cedia.org
MR DON GILPIN - COO
MS DEBBIE ANTRIM - Senior Director Tradeshows & Events
MR RON FLEMING - Senior Director Sales, New Business Development
MS LAURA HOCKSTRA - Senior Director Industry Programs
MS TABATHA O'CONNOR - Senior Director Finance, Human Resources
MR DAVE PEDIGO - Senior Director Learning & Emerging Technologies
MS JAMIE RILEY - Senior Director Marketing Public Relations
MS ERICA SHONKWILER - Senior Director Research
MR TOM BEWSEY - Director Corporate Accounts
MR DAVE CHIC - Director Industry Relations
MR JEFF GARDNER - Director Technical Training
MS JODY LARSEN - Director Membership Sales
MR TOM OWENS - Director Emerging Markets
MR DARREN REAMAN - Director Public Policy
MS JENNIFER ROTH - Director Tradeshows & Events
MR LUKE AMOS - Project Manager Virtual Learning
MS AMANDA CANNON - Manager Membership Services
MS DAWN COLE - Manager Finance
MS ERIN COUCH - Marketing Manager
MS LISA DUVAL - Project Manager Education Development
MS ANGELA GATTS - Project Manager Transitional Markets
MR CAMERON LEE - Manager Information Technology
MS HOLLY KELLER - Manager Content
MR STEVE RISSI - Project Manager Technical
MS OLIVIA SELLKE - Manager Communications
MS GABRIELLE SHAFFER - Manager Research & Development
MS SARAH SMITH - Manager Registration & Events
MS PEGGY WARD - Manager Industry Relations
MS CHELSEY WETZEL - Project Manager Member Programs
MS ALLYSON BOOTH - Coordinator Tradeshows & Events
MS MONICA GRANDSTAFF - Coordinator Certification
MR JENNIFER RUSSELL - Coordinator Registration & Travel
MR JAMES YOUNT - Coordinator Integrated Marketing

CEDIA is an international trade association of companies which specialize in planning and installing electronic systems for the home. Develops and encourages standards and service from installers of electronic systems for the home including custom home theater systems, home security and automation systems. The association conducts educational programs as well as publishes newsletters and other resources for its membership.

DIRECT MARKETING ASSOCIATION (DMA)

1120 Avenue of the Americas
New York NY 10036-6713
Phone: 212 768-7277
Fax: 212 302-6714
Internet Homepage: <http://www.the-dma.org>
Company Email: customerservice@the-dma.org
MS LINDA A. WOOLEY - CEO
MS TERRI L. BARTLETT - President Direct Marketing Educational Foundation
MR THOMAS J. BENTON - CFO
MR BOB TRAINO - CMO; VP Strategic Services
MS XENIA BOONE - Senior VP Corporate and Social Responsibility
MR JERRY CERASALE - Senior VP Government Affairs
MR ROBERT A. GRECO - VP Finance, Operations; Controller
MS MARIE A. ADOLPHE - VP Program Development, Direct Marketing Educational Foundation
MR RON BARNES - VP State Affairs
MR KEVIN FOX - VP Conferences, Membership
MR PAUL A. MCDONNOUGH - VP Conferences and Events
MS GINA SCALA - VP Education and Professional Development
MR ANDREW SOMER - VP Membership Development
MS RACHEL N. THOMAS - VP Government Affairs
MR DARNELL BURTIN - VP Sales
MS STEPHANIE MILLER - VP Member Relations

The Direct Marketing Association is the leading global trade association of business and nonprofit organizations using and supporting multichannel direct marketing tools and techniques. DMA advocates industry standards for responsible marketing, promotes relevance as the key to reaching consumers with desirable offers, and provides cutting-edge research, education, and networking opportunities to improve results throughout the entire direct marketing process. Founded in 1917, DMA today represents companies from dozens of vertical industries in the US and 48 other nations, including nearly half of the Fortune 500 companies as well as non-profit organizations.

ELECTRONICS REPRESENTATIVES ASSOCIATION (ERA)

111 N Canal St
Chicago IL 60606-7222
Phone: 312 525-3050
Fax: 312 559-4566
Internet Homepage: <http://www.era.org>
Company Email: info@era.org
MR MARK CONLEY - Chairman
MR THOMAS J. SHANAHAN - CEO; Exec VP
MR ROBERT TERWALL - Association President
MR PAUL NIELSON - President
MR DAVID NORRIS - Senior VP Groups
MR ROBERT LOGAN - Senior VP Membership
MS KATHIE CAHILL - Senior VP Education
MR DAN PARKS - Senior VP Fiscal & Legal
MR TED CURTIN - Senior VP, Group
MR WILLIAM R. WARFIELD - Director Finance
MS KATHERINE GREEN - Director Database, Web Administrator
MS TESS HILL - Coordinator Communications, Conferences and Chapter Services

Industry association consisting of more than 500 professional manufacturers' representative firms that represent manufacturers of electronics products of all types. ERA deals with sales force needs of manufacturers as well as reps within multiple-line sales organizations. The Association provides its members with continuing education programs designed to keep them abreast of technological advances within the electronics industry as well as the latest in marketing and sales techniques.

Major Trade Associations

GAME MANUFACTURERS ASSOCIATION (GAMA)

240 N. Fifth St.
Columbus OH 43215
Phone: 614 255-4500
Fax: 614 255-4499
Internet Homepage: <http://www.gama.org>
MR JOHN WARD - Executive Director
MR RICK LOOMIS - President
MS ANGLEA WARD - Director Finance

The Game Manufacturers Association (GAMA) is the non-profit trade organization dedicated to serving the tabletop game industry. GAMA strengthens and supports all industry professionals by advancing their interests, providing educational programs and opportunities, and promoting our unique form of quality social entertainment.

GLOBAL MARKET DEVELOPMENT CENTER (GMDC)

1275 Lake Plaza Dr.
Colorado Springs CO 80906-3553
Phone: 719 576-4260
Fax: 719 576-2661
Internet Homepage: <http://www.gmdc.org>
Company Email: info@gmdc.org
MR DAVID MCCONNELL JR - CEO; President
MR MARK DEUSCHLE - Chief Marketing Officer; VP Business Development
MR KEITH WYPYSZYNSKI - VP Business Development, Chief Member Officer
MR MIKE WINTERBOTTOM - VP Information Technology, Chief Technology Officer
MS ANN MCCONNELL - Senior Director Finance
MR MARK MECHELSE - Director Industry Insights & Communications
MS BRENDA BISHOP - Manager Meetings
MS VICKII BARNARD - Manager Member Services
MS KELLE HARDY - Specialist Communications
MS MAUREEN ALLEN - Conference Coordinator
MS ROBEN LASHUA - Coordinator Conferences
MS TARA HEDMAN - Coordinator Member Services
MS JUDY WESSON - Coordinator Business Development

GMDC is an international trade association representing GM/HBC/Pharmacy products to the mass market retail industry, providing industry perspective and information on critical issues to its members. GMDC represents 840 members; made up of 140 wholesalers and chain retailers plus 700 manufacturers. Holds two annual trade shows, publishes educational literature, and develops educational slide presentations and video programs for members' training. Also publishes a series of newsletters on industry developments as well as an annual membership directory, online only.

GREETING CARD ASSOCIATION (GCA)

1133 Westchester Ave
White Plains NY 10604-3547
Phone: 914 421-3331
Fax: 914 948-1484
Internet Homepage: <http://www.greetingcard.org>
MS SUSAN JANUARY - President
MR STEVE DOYAL - VP
MR CARLOS LLANSO - Treasure

Nationwide industry trade organization representing nearly 280 American and international greeting card publishers and others involved in the production and distribution of greeting cards. Promotes the tradition of sending greeting cards among consumers, collects and disseminates information on government action that impact the industry, and provides a forum for the exchange of ideas and information among its members.

HOBBY MANUFACTURERS ASSOCIATION (HMA)

170 Kinnelon Rd
Kinnelon NJ 07405-2316
Mailing Address: PO Box 315, Butler, NJ, 07405-0315
Phone: 973 283-9088
Fax: 973 838-7124
Internet Homepage: <http://www.hmahobby.org>
Company Email: info@hmahobby.org
MR FRED HILL - President
MR BILL JERIC - VP
MR HAL MILLER - Treasurer
MR RICH JANYSZEK - Director

The Hobby Manufacturers Association (HMA) is the trade association for manufacturers, importers, publishers, producers and suppliers of all model hobby products and related accessories. Our mission is to promote the public awareness of model hobbies, communicate with and for the members on matters of common interest with a united voice, and to promote trade shows and conventions.

INDEPENDENT OFFICE PRODUCTS & FURNITURE DEALERS ASSN. (IOPFDA)

301 N Fairfax St
Alexandria VA 22314-2633
Telephone: 703 549-9040
Fax: 703 683-7552
Internet Homepage: <http://www.iopfda.org>
Company Email: info@iopfda.org
MR CHRIS BATES - President
MS BILLIE ZIDEK - Director Events, Member Services, Administration
MS KATHY MANOLAS - Manager Insurance

IOPFDA is a trade association for independent dealers of office products and office furniture representing 1,200 members. Publishes magazines and newsletters. Provides industry research and training, among other member programs. (formerly Business Products Industry Association).

Major Trade Associations

KITE TRADE ASSOCIATION INTERNATIONAL (KTAI)

PO Box 66898
Bend OR 97708
Phone: 541 994-9647
Fax: 503 419-4369
Internet Homepage: <http://www.kitetrade.org>
Company Email: exdir@KiteTrade.org
MR BILL DUAL - President
MR DAREN HENDERSON - VP
MS MAGGIE VOHS - Executive Director
MR JIM CHRISTIANSON - Treasurer

Non-profit trade association of businesses that produce, distribute and sell kites and their related products. KTAI is a resource of information about kites and the related wind toy product industry.

MOTOR & EQUIPMENT MANUFACTURERS ASSOCIATION (MEMA)

10 Laboratory Dr.
Research Triangle Park NC 27709-0139
Phone: 919 549-4800
Fax: 919 406-1465
Internet Homepage: <http://www.mema.org>
MR ROBERT E. MCKENNA - CEO; President
MR STEVE HANDSCHUH - CEO; Exec VP
MS WENDY EARP - CFO; VP; Treasurer
MS ANN WILSON - Senior VP Government Affairs
MS JO ANNE FARR - VP Human Resources, Administration
MS CATHERINE BOLAND - VP Legislative Affairs
MR LEIGH MERINO - Director Regulatory Affairs
MR DAN HOUTON - Director Government Affairs
MS ALLISON FINDER - Coordinator Legislative & Communications

An association of automotive component product manufacturers. Provides a forum for sharing technical and product ideas among member manufacturers for the automotive original equipment market and the automotive aftermarket.

NATIONAL MODEL RAILROAD ASSOCIATION (NMRA)

4121 Cromwell Rd
Chattanooga TN 37421-2119
Phone: 423 892-2846
Fax: 423 899-4869
Internet Homepage: <http://www.nmra.org>
Company Email: nmra@aol.com
MR CHARLIE W. GETZ IV - President
MR FRANK KOCH - CFO; Treasurer
MS JENNY HENDRICKS - Chief Administrative Officer
MR DAVE THORNTON - VP Administration
MR PAGE MARTIN - Director Advertising, Marketing
MR GERRY LEONE - VP Projects
MR JOHN M. LOWRANCE - Manager Training
MR ALAN ANDERSON - Manager Fund Raising Department
MR BEN SEVIER - Manager Information Technology

The NMRA is an organization of model railroads, advancing the worldwide scale model railroading community through education and standards as well as advocacy and fellowship.

NATIONAL RETAIL FEDERATION (NRF)

325 7th St NW
Washington DC 20004-2825
Phone: 202 783-7971
Fax: 202 737-2849
Internet Homepage: <http://www.nrf.com>
MR MATTHEW SHAY - CEO; President
MS CARLEEN KOHUT - COO
MS VICKI CANTRELL - Senior VP Communities
MS ELLEN DAVIS - Senior VP
MR MALLORY DUNCAN - Senior VP; General Counsel
MR DAVID FRENCH - Senior VP Government Relations
MR MIKE GATTI - Senior VP Member Relations
MS SUSAN NEWMAN - Senior VP Conferences
MR BILL THORNE - Senior VP Communications, Public Affairs
MS KELLY GILMORE - Senior VP
MR MONICA ANDERSON - VP, Associate General Counsel
MR DAN BUTLER - VP Retail Operations
MR TOM LITCHFORD - VP, Retail Technologies
MS LISA MARZETTI - VP, Strategic Partnerships
MS KATIE MCBREEN - VP Communications
MR RICHARD MELLOR - VP Loss Prevention
MR ERIC OLSON - VP, Educational Development
MR JONATHAN GOLD - VP Supply Chain
MR JASON HOOLSEMA - VP Information Technology
MS LIBBY LANDON - VP, Strategic Marketing
MS KAREN SHUNK - VP, Applications Development
MS KATHY MURPHY - Controller
MS MARGARET CASE LITTLE - Senior Director, Strategic Initiatives
MR DARYL EVERETT - Senior Director Attendee Services
MR TRUDIE FINLEY - Senior Director, Meetings & Special Events
MS KATHY GRANNIS - Senior Director, Media Relations
MR STEPHEN SCHATZ - Senior Director, Media Relations
MR STEVEN GLOVER - Director, Membership Retention
MS RACHEL RYAN - Director, Retail Finance
MS KERRY SMITH - Director Human Resources
MR TONY FONTANA - Coordinator Communications

The National Retail Federation is the world's largest retail trade association, with membership that comprises all retail formats and channels of distribution including department, specialty, discount, catalog, Internet and independent stores as well as the industry's key trading partners of retail goods and services. NRF represents an industry with more than 1.4 million U.S. retail establishments, more than 20 million employees - about one in five American workers. As the industry umbrella group, NRF also represents more than 100 state, national and international retail associations.

Major Trade Associations

NORTH AMERICAN RETAIL DEALERS ASSOCIATION (NARDA)

222 S. Riverside Plaza
Chicago IL 60606-6101
Phone: 312 648-0649
Fax: 312 648-1212
Internet Homepage: <http://www.narda.com>
Company Email: nardasvc@narda.com
MR LEON BARBACHANO - Chairman
MR TIMOTHY W. SEAVEY - Vice Chairman
MR OTTO PAPASADERO - Executive Director
MR MICHAEL FISCHER - Treasurer
MR BOB GOLDBERG - General Counsel

NARDA is a not-for-profit trade association established in 1943 with members throughout North America. Its 1,100 members are independent retailers of kitchen and laundry appliances, consumer home electronics, furniture, bedding and computers. NARDA members represent approximately 3,500 storefronts and represent over a billion dollars in annual sales. Services include consulting, sales and management training. Publishes a monthly magazine. Sponsors an annual four day retail management school.

OVERSEAS AUTOMOTIVE COUNCIL (OAC)

10 Laboratory Dr.
Research Triangle Park NC 27709-0161
Phone: 919 549-4800
Fax: 919 549-4824
Internet Homepage: <http://www.oac-intl.org>
MR BILL LONG - President; COO
MR DAN PIKE - VP Programs, Member Services, Member Satisfaction
MS MARGARET BECK - Senior Director Marketing, Communications, Member Satisfaction

Since 1923 OAC has striven to be the premier international community for all North American manufacturers and exporters, and all international importers, distributors and agents who participate in the automotive aftermarket. It provides a forum for members to share ideas, address common concerns and solve mutual problems.

PERSONAL CARE PRODUCTS COUNCIL (PCPC)

1101 17th St NW
Washington DC 20036-4742
Phone: 202 331-1770
Fax: 202 331-1969
Internet Homepage: <http://www.personalcarecouncil.org>
Company Email: membership@personalcarecouncil.org
MS LEZLEE WESTINE - CEO; President
MS LISA POWERS - Senior VP Public Affairs & Communications
MS LINDA LORETZ - Director Safety, Regulatory Toxicology

A 600-member industry association consisting of manufacturers and distributors of cosmetics, fragrances and personal care products. Provides scientific, legal and regulatory services to its members. Also conducts public affairs and educational activities.

RETAIL INDUSTRY LEADERS ASSOCIATION (RILA)

1700 N Moore St
Arlington VA 22209-1933
Telephone: 703 841-2300
Fax: 703 841-1184
Internet Homepage: <http://www.rila.org>
Company Email: info@rila.org
MR GREG STEINHAFEL - Chairman
MS CHRISTINE POLLACK - VP Government Relations
MS SANDRA L. KENNEDY - President
MS JENNY KEEHAN - Exec VP Member Services
MR CASEY CHROUST - Exec VP Retail Operations
MS DEBORAH WHITE - Exec VP; General Counsel
MS KATHERINE LUGAR - Exec VP Public Affairs
MR BRIAN DODGE - Senior VP Communications, State Affairs
MR BILL HUGHES - Senior VP Government Relations
MS LISA LABRUNO - VP Loss Prevention, Legal Affairs
MS SUZIE SQUIER - Senior VP Membership, Marketing
MR JASON BREWER - VP Communications, Advocacy
MS KELLY KOLB - VP Global Supply Chain Policy
MR KIRT JOHNSON - VP Tax Policy
MR JOE RINZEL - VP State Government Affairs
MS STEPHANIE LESTER - VP International Trade
MR DOUG THOMPSON - VP Government Affairs
MR ADAM SIEGLE - VP Sustainability, Retail Operations
MR GARTH GASSE - Director Retail Operations, Loss Prevention

The Retail Industry Leaders Association (RILA) is a trade association of the largest, most successful, and fastest growing companies in the retail industry. Its member companies include more than 400 retailers, product manufacturers, and service suppliers which together account for more than \$1.4 trillion in annual sales. RILA members operate more than 100,000 stores, manufacturing facilities and distribution centers, have facilities in all 50 states, and provide millions of jobs domestically and worldwide.

SPECIALTY EQUIPMENT MARKET ASSOCIATION (SEMA)

1575 Valley Vista Dr.
Diamond Bar CA 91765-3914
Phone: 909 396-0289
Fax: 909 860-1709
Internet Homepage: <http://www.enjoythedrive.com>, <http://www.sema.org>
MR CHRISTOPHER J. KERSTING - CEO; President
MR GEORGE AFREMOW - CFO; VP
MR WILLIAM G. MILLER - Senior VP Operations
MS ALISE MINER - VP Internal Systems, Project Teams
MR TOM MYRONIAK - VP Marketing, Market Research
MR PETER MACGILLIVRAY - VP Communications, Events
MR NATHAN RIDNOUER - VP Councils, Membership
MR STEVE MCDONALD - VP Government Affairs
MR JOHN WARANIAK - VP Vehicle Technology
MR JOHN KILROY - VP; General Manager
MR JON WYLY - VP (SEMA DATA COOP)

An association of more than 6,000 manufacturers, retailers, and experts in the high performance and custom vehicle field. Provides statistical and research reports pertaining to this aspect of the automotive aftermarket industry.

Major Trade Associations

TECHAMERICA

601 Pennsylvania Ave NW
 Washington DC 20004
 Phone: 408 987-4200
 Fax Number: 408 970-8565
 Internet Homepage: <http://www.techamerica.org>
 MR SHAWN OSBORNE - CEO; President
 MR JEFF BATES - CFO; Senior VP
 MS STEPHANIE CRAIG - Senior VP Communications
 MR BEN ADERSON - Senior VP; General Counsel
 MS KRISTINE BERMAN - Senior VP State Government Affairs
 MR TREY HODGKINS - Senior VP Global Public Sector
 MR MATTHEW KAZMIERCZAK - Senior VP
 MR KEVIN M. RICHARDS - Senior VP Federal Government Affairs
 MS JENNIFER KERBER - Senior VP Business Networking
 MR CHRIS DENHAM - Vice President, Standards & Technology
 MS CAROL HENTON - VP State & Local Government, Global Public Sector
 MR PETE KAMINSKAS - VP Business Development
 MR KEN MONTGOMERY - VP International Trade Regulation
 MR CHRIS WILSON - VP, Counsel, Communications, Privacy, Internet Policy
 MR DAVID LOGSDON - Senior Director Federal Civil, Global Public Sector
 MR ROBERT CALLAHAN - Director State Government Affairs (California)
 MS KELLY MCKECHNIE - Director State Government Affairs (West)
 MS ERICA MCCANN - Manager Procurement

AEA, ITAA, GEIA and CSIA have merged to form TechAmerica, the largest and strongest voice and resource for technology in the US, which represents 1,200 member companies of all sizes from the public and commercial sectors of the economy.

TOY INDUSTRY ASSOCIATION (TIA)

1115 Broadway
 New York NY 10010-3466
 Phone: 212 675-1141
 Fax: 212 633-1429
 Internet Homepage: <http://www.toyassociation.org>
 Company Email: info@toyassociation.org
 MR CARTER KEITHLEY - President
 MR ED DESMOND - Exec VP External Affairs
 MR ALAN P. KAUFMAN - Senior VP Technical Affairs
 MS MARIAN BOSSARD - VP Meetings & Events
 MS JEAN BUTLER - VP Membership, Executive Director (Toy Industry Foundation)
 MR ANDY HACKMAN - VP Government Affairs
 MS JOAN LAWRENCE - VP Standards and Government Affairs
 MR STACY LEISTNER - Vice President Strategic Communications
 MR PAUL VITALE - VP Finance & Administration
 MS KIMBERLY CARCONE - Senior Director Trade Show & Event Marketing
 MS ROBYN GIBBS - Director Meetings & Events Operations
 MR JACKSON WONG - Director Exhibitor Accounts & Show Services
 MS JOAN WYCHE - Director Buyer Relations
 MS JENNIFER GIBBONS - Director State Government Affairs
 MR PETER SANDEL - Director Government Affairs
 MS REBECCA MOND - Director Federal Government Affairs
 MS LYSA OPFER - Senior Manager Creative, Director Art
 MS KIMBERLY CATUCCI - Senior Project Manager Meetings & Events
 MS ADRIENNE APPELL - Senior Manager Public Relations
 MS ISABEL CARRIÓN-LÓPEZ - Senior Manager Digital Assets and Interactive Communications
 MS BERNADETTE BOYLE - Manager Membership
 MS HINA GAGLANI - Manager Accounting
 MR ANDREW MESSER - Manager Information Technology
 MS DINA GITTINGS - Manager Credit Program
 MS ANGELA OLIVERI - Manager Human Resources
 MS KRISTIN MORENCY - Specialist Communications
 MR RICHARD CHOW - Coordinator Events Operations
 MR SIMON YUNG - Coordinator Trade Show Sales
 MR TOM DACHILLE - Coordinator Facility/Maintenance

The Toy Industry Association members include over 500 manufacturers and importers of toys and holiday decorations. Recognized by the government, the trade, the media and consumers as the authoritative voice of the North America toy industry. Services include: representing the industry before government on issues of importance to the industry; engaging in an on-going toy safety assurance program; providing legal and legislative counsel; compiling industry statistics; conducting a full communications program, and sponsoring educational seminars and conferences. Owns and manages the American International Toy Fair, held annually in February, in New York. Associate membership is also open to design firms, toy testing labs, sales reps, licensors and related associations and trade publications.

Calendar of Major Trade Shows

2013

JUNE

2-4	Spring Home Décor & Gift Show	206 767-6800	Pacific Market Center Seattle, WA
		www.pacificmarketcenter.com	
10-13	Los Angeles Fashion Market	213 630-3683	California Market Center Los Angeles, CA
		www.californiamarketcenter.com	
19-25	Dallas Total Home & Gift Market	214 655-6100	Dallas Market Center Dallas, TX
		www.dallasmarketcenter.com	
21-24	INATS- West (International New Age Trade Show)	303 368-0060	Denver Merchandise Mart Denver, CO
		www.inats.com	
22-24	Charlotte Gift & Jewelry Show	704 365-4152	Charlotte Merchandise Mart Charlotte, NC
		www.charlottegiftshow.com	

JULY

10-17	Atlanta International Gift & Home Furnishings Market	404 220-3000	AmericasMart Atlanta, GA
		www.americasmart.com	
16-23	CMC Gift & Home Market	213 630-1701	California Market Center Los Angeles, CA
		www.californiamarketcenter.com	
18-24	The Summer Chicago Market-Living & Giving	312 527 7687	Merchandise Mart Chicago, IL
		www.shopchicagomarket.com	
19-22	California Gift Show	213 630-3683	Los Angeles Convention Center Los Angeles, CA
		www.californiagiftshow.com	
21-24	Philadelphia Gift Show	678 285-3976	The Greater Philadelphia Expo Center Oaks, PA
		www.philadelphiagiftshow.com	
22-25	Create-N-Connect Conference & Trade Show*	201 7835-1248	Las Vegas Convention Center Las Vegas, NV
		www.chashow.com	
23-25	SuperZoo - The National Show for Pet Retailers	800 999-7295	Mandalay Bay Las Vegas, NV
		www.superzoo.org	
26-28	Pittsburgh Gift Show	585 254-2580	Monroeville Convention Center Pittsburgh, PA
		www.pittsburghgiftshow.com	
27-29	Orlando Gift Show	678 285-3976	Orange County Conv. Center Orlando, FL
		www.orlandogiftshow.com	
27-30	San Francisco International Gift Fair	678 285-3976	Moscone Center San Francisco, CA
		www.sfigf.com	

AUGUST

2-5	Gift Mart of Kansas City	913 491-6688	Kansas City Market Center Overland Park, KS
		www.giftmartofkansascity.com	
3-5	Western NY Gift Show	585 254-2580	Staples Building Henrietta, NY
		www.pittsburghgiftshow.com	
4-6	Accessories The Show	212 686-4412	Jacob K. Javits Convention Center New York, NY
		www.accessoriestheshow.com	

* Formerly: CHA Summer Convention & Trade Show

Please contact show organizers at the above listed phone numbers prior to show. Times and locations are subject to change.

Calendar of Major Trade Shows

AUGUST (cont'd)

4-7	ASD Value Merchandise Show	(310) 481-7300 www.asdonline.com	Las Vegas Convention Center Las Vegas, NV
14-20	Summer Market Week: Gift & Home Accessories Show	206 767-6800 www.pacificmarketcenter.com	Pacific Market Center Seattle, WA
15-18	Los Angeles Fashion Market	213 630-3683 www.californiamarketcenter.com	California Market Center Los Angeles, CA
17-19	Memphis Gift & Jewelry Show	630 241-9865 www.gift2jewelry.com	Memphis Cook Convention Center Memphis, TN
17-20	Seattle Gift Show	213 362-5640 www.seattlegiftshow.com	Washington State Conv. & Trade Seattle, WA
17-20	The Off-Price Specialist Show	262 782-1600 www.offpriceshow.com	Sands Expo & Convention Center Las Vegas, NV
17-21	NY NOW (Formerly: NYIGF)	212 204-1060 www.nynow.com	Jacob K. Javits Convention Center New York, NY
18-21	Alberta Gift Show	888 823-7469 www.cgta.org	Northlands Edmonton Expo Centre Edmonton, AB
19-21	Accessories The Show	212 686-4412 www.accessoriestheshow.com	The Venetian Las Vegas, NV
22-27	Denver Gift, Home, Jewelry & Resort Show	303 292-6278 www.denvermart.com	Denver Merchandise Mart Denver, CO
23-26	New Orleans Gift & Jewelry Show	630 241-9865 www.gift2jewelry.com	New Orleans Morial Convention Center New Orleans, LA
24-27	Fort Lauderdale Gift Show	678 285-3976 www.ftlauderdalegiftshow.com	Greater Ft. Lauderdale Convention Center Ft. Lauderdale, FL
25-26	Louisville Gift Show	513 861-1139 www.louisvillegiftshow.com	The Paroquet Springs Conf. Centre Shepherdsville, KY
25-28	Montreal Gift Show	914 421-3200 www.montrealgiftshow.com	Place Bonaventure Montreal, QC

SEPTEMBER

6-7	OASIS Gift Show	602 952-2050 www.oasis.org	Phoenix Convention Center Phoenix, AZ
6-8	Surf Expo	678 781-7900 www.surfexpo.com	Orange County Conv. Center Orlando, FL
7-9	Dallas Total Home & Gift Market	214 655-6100 www.dallasmarketcenter.com	Dallas Market Center Dallas, TX
14-16	Charlotte Gift & Jewelry Show	704 377-5881 www.charlottegiftshow.com	Charlotte Merchandise Mart Charlotte, NC
17-19	Atlanta Fall Gift & Home Furnishings Market	404 220-3000 www.americasmart.com	AmericasMart Atlanta, GA
17-20	International Casual Furniture Accessories Market	312 527-7581 www.casualmarket.com	Merchandise Mart Chicago, IL
18-20	The Fall Chicago Market - Living & Giving	312 527 7687 www.shopchicagomarket.com	Merchandise Mart Chicago, IL
30- Oct 2	LA International Textile Show	213 630-3600 www.californiamarketcenter.com	California Market Center Los Angeles, CA

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Calendar of Major Trade Shows

OCTOBER

4-7	Gift Mart of Kansas City	913 491-6688	Kansas City Market Center Overland Park, KS
		www.giftmartofkansascity.com	
8-10	Shopper Marketing Expo	847 675-7400	Navy Pier Festival Hall Chicago, IL
		www.shoppermarketexpo.com	
13-17	CMC Gift, Home & Design Market	213 630-1701	California Market Center Los Angeles, CA
		www.californiamarketcenter.com	
14-17	Los Angeles Fashion Market	213 630-3683	California Market Center Los Angeles, CA
		www.californiamarketcenter.com	
16-19	CARS - Congress of Automotive Repairs & Service	817 283-6205	Mandalay Bay Convention Center Las Vegas, NV
		www.asashop.org	
16-19	NACE - International Autobody Congress Expo	972 536-6354	Mandalay Bay Convention Center Las Vegas, NV
		www.naceexpo.com	
20-22	Gulf Coast Gift & Resort Show	678 285-3976	Edgewater Beach & Golf resort Panama City, FL
		www.urban-expo.com	

NOVEMBER

2-4	International Big R Show	703 968-2772	The Tropicana Hotel Las Vegas, NV
		www.bigrshow.com	
2-5	International Jewelry Fair/ General Merchandise Show	630 241-9865	New Orleans Morial Conv. Center New Orleans, LA
		www.gift2jewelry.com	
4-8	TIA- Global Tire Expo	301 430-7280	The Cosmopolitan Las Vegas, NV
		www.tireindustry.org	
5-7	AAPEX - Automotive Aftermarket Products Expo	301 654-6664	Sands Expo Center Las Vegas, NV
		www.aapexshow.com	
5-8	SEMA - Specialty Equipment Market Association	909 396-0289	Las Vegas Convention Center Las Vegas, NV
		www.semashow.com	
17-19	PLMA - Private Label Trade Show	212 972-3131	Rosemont Convention Center Chicago, IL
		www.plma.com	
22-25	Mid-South Jewelry & Accessories Fair	630 241-9865	Memphis Cook Conv. Center Memphis, TN
		www.gifts2jewelry.com	

DECEMBER

7-9	Charlotte Gift & Jewelry Show	704 377-5881	Charlotte Merchandise Mart Charlotte, NC
		www.charlottegiftshow.com	
8-11	Grand Strand Gift & Resort Merchandise Show	678 285-3976	Myrtle Beach Convention Center Myrtle Beach, SC
		www.grandstrandgiftshow.com	
13-15	Baton Rouge Jewelry & General Merchandise Show	630 241-9865	Baton Rouge River Center Baton Rouge, LA
		www.gift2jewelry.com	

Please contact show organizers at the above listed phone numbers prior to show. Times and locations are subject to change.

Calendar of Major Trade Shows

2014 JANUARY

7-10	International CES	866 233-7968 www.cesweb.org	Las Vegas Convention Center Las Vegas, NV
8-15	Atlanta International Gift & Home Furnishings Market	404 220-3000 www.americasmart.com	AmericasMart Atlanta, GA
12-15	NRF 103rd Annual Convention & Expo - Retailers BIG Show	202 783-7971 www.nrf.com	Jacob K. Javits Convention Center New York, NY
15-21	Dallas Total Home & Gift Market	214 655-6100 www.dallasmartcenter.com	Dallas Market Center Dallas, TX
16-22	The Chicago Market- Living & Giving	312 527 7687 www.shopchicagomarket.com	Merchandise Mart Chicago, IL
16-22	The Winter Chicago Market - Living & Giving	312 527 7687 www.shopchicagomarket.com	Merchandise Mart Chicago, IL

FEBRUARY

1-5	NY NOW Formerly: NYIGF	212 204-1060 www.nynow.com	Jacob K. Javits Convention Center New York, NY
7-9	Memphis Gift & Jewelry Show	630 241-9865 www.gift2jewelry.com	Memphis Cook Convention Center Memphis, TN
15-18	San Fransisco International Gift Fair	678 285-3976 www.sfigf.com	Moscone Center San Fransisco, CA
16-19	Alberta Gift Show	888 823-7469 www.cgta.org	Northlands Edmonton Expo Centre Edmonton, AB
16-19	American International Fall Toy Show	212 675-1411 www.toyassociation.org	Jacob K. Javits Convention Center New York, NY

MARCH

8-10	Portland Gift and Accessories Show	678 285-3976 www.urban-expo.com	Oregon Convention Center portland, OR
15-18	International Home & Housewares Show	847 692-0126 www.housewares.org	McCormick Place Chicago, IL
17-19	Atlanta International Gift & Home Furnishings Market	404 220-3000 www.americasmart.com	AmericasMart Atlanta, GA
23-26	Boston Gift Show	678 285-3976 www.bostongiftshow.com	Boston Convention Center Boston, MA
23-26	Montreal Gift Show	914 421-3200 www.montrealgiftshow.com	Place Bonaventure Montreal, QC
27-29	Macworld/iWord Conference & Expo	805 290-1341 www.macworldexpo.com	Moscone Convention Center San Francisco, CA

APRIL

20-25	High Point Market	336 869-1000 www.imchighpointmarket.com	High Point Market Authority High Point, NC
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Calendar of Major Trade Shows

MAY

18-21	National Stationery Show	914 421-3200	Jacob K. Javits Convention Center
		www.nationalstationeryshow.com	New York, NY

JUNE

18-24	Dallas Total Home & Gift Market	214 655-6100	Dallas Market Center
		www.dallasmarketcenter.com	Dallas, TX

JULY

9-16	Atlanta International Gift & Home Furnishings Market	404 220-3000	AmericasMart Atlanta, GA
		www.americasmart.com	

AUGUST

4-7	Create-N-Connect Conference & Trade Show*	201 7835-1248	TBA St. Louis, MO
		www.chashow.com	
17-20	Alberta Gift Show	888 823-7469	Northlands Edmonton Expo Centre Edmonton, AB
		www.cgta.org	
24-27	Montreal Gift Show	914 421-3200	Place Bonaventure Montreal, QC
		www.montrealgiftshow.com	

* Formerly: CHA Summer Convention & Trade Show

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Exclusions Index

Acquired / Merged

Brightpoint Inc., PLAINFIELD, IN
 Cost Plus Inc., OAKLAND, CA
 Factory Card & Party Outlet Corp.,
 NAPERVILLE, IL
 Race Office Supply & Variety On The
 Commons, ITHACA, NY
 Rexcraft Company Inc., REXBURG, ID

OOB / NQ

"M" is for Mystery...and More, SAN MATEO,
 CA
 A Partyworld of S.W. FL Inc., FORT MYERS,
 FL
 AA Galleries Ltd., HALIFAX, NS
 Abacus Flower & Gifts Inc., BROOKLYN, NY
 Affinion Group, NORWALK, CT
 All The Best, CHICAGO, IL
 Artafax, SCOTTSDALE, AZ
 Aspa Management Distribution Center,
 BOHEMIA, NY
 Auto Craft Distribution Center,
 PHILADELPHIA, PA
 Auto Radio, CORDOVA, TN
 Avnet Technology Solutions, TEMPE, AZ
 Bargain Books Distribution Center, GRAND
 RAPIDS, MI
 Bodhi Tree Bookstore Inc., WEST
 HOLLYWOOD, CA
 Bodum Inc., NEW YORK, NY
 Borders Distribution Center, CARLISLE, PA
 Borders Group Distribution Center, MIRA
 LOMA, CA
 Borders Group Distribution Center, LA
 VERGNE, TN
 Buckeye Connection, COLUMBUS, OH
 Card-Tique, SMITHTOWN, NY
 CARQUEST Distribution Center, POCATELLO,
 ID
 CDconnection.com, SUNNYVALE, CA
 Cherry Creek Card & Party Shop Inc.,
 DENVER, CO
 Chris's Gifts, DAYTONA BEACH, FL
 Cook Well Corporation, GLENEDEN BEACH,
 OR
 Cottage of the Berkshires, PITTSFIELD, MA
 Country Visions Inc., VACAVILLE, CA
 Credence Communications, KANSAS CITY,
 MO
 DLS Tire Centers, BOULDER, CO
 Down East Books, ROCKPORT, ME
 DVD Empire, WARRENDALE, PA
 Elm Tree Inc., WOODBRIDGE, VA
 Epic Publishing Co., LAS VEGAS, NV
 Everything For a Dollar Store (Canada) Inc.,
 MARKHAM, ON
 Festivities Discount Party & Gifts, SALEM, IL
 Fiori's Hallmark, LOS GATOS, CA
 Galaxy Hallmark Shop, HOUSTON, TX
 Garden Ridge Distribution Center, PLANO, TX
 Gifts & More, BURLINGTON, IA
 Glassburn Pottery & Gifts, CHILLICOTHE, OH
 Global Gourmet, LAKE GENEVA, WI
 Heart N Home, CAPE CORAL, FL
 Henry Ford Macomb Hospital Warren Campus
 Gift Shop, WARREN, MI
 International Cutlery.com, NEW YORK, NY

OOB / NQ (Cont'd)

International Wine Accessories Inc., WICHITA,
 KS
 J.C. Whitney Company Distribution Center, LA
 SALLE, IL
 Jembro Stores, BROOKLYN, NY
 Jimmy B's Audiobooks, REDONDO BEACH,
 CA
 Jokers Wild, BOISE, ID
 Kathy's Corner, ALEXANDRIA, VA
 Kmart Distribution Center, SHAKOPEE, MN
 La Mariposa, SAN ANTONIO, TX
 Lieberg's Hallmark Inc., ALHAMBRA, CA
 Lifetime Investment, LAND O LAKES, FL
 Long's Hallmark Gift Shop Inc., WINTER
 HAVEN, FL
 Majestic Resource, NORTH KANSAS CITY,
 MO
 Martin Distributing Inc, COVINGTON, KY
 Nebraska Book Company Distribution Center,
 ATHENS, OH
 Noah's Animals Inc., FOUNTAIN VALLEY, CA
 Nu Way Erie DistributionCenter, ERIE, PA
 Occasion Gift & Collectables, ROCKAWAY, NJ
 Office Equipment, SIOUX FALLS, SD
 Old Town Card Shop, ALBUQUERQUE, NM
 Partyland USA, BROOKHAVEN, PA
 Personally Yours, BRYN MAWR, PA
 Provide Commerce Distribution, DORAL, FL
 S & S Tire Distribution Center, KNOXVILLE,
 TN
 Seco Performance Centers Inc.,
 BIRMINGHAM, AL
 Send.com, PRINCETON, NJ
 Southwest Office Systems Inc., EULESS, TX
 Stacy's Hallmark, ARVADA, CO
 Strauss Discount Auto Inc., SOUTH RIVER,
 NJ
 Streamers! That Party Place, LONDON, ON
 Surprise Card & Gift Shop, AGAWAM, MA
 Susan's Hallmark, GLENDALE, AZ
 Systemax Manufacturing Inc., FLETCHER, OH
 T.N.E. Inc., OKLAHOMA CITY, OK
 TCI Tire Centers Distribution Center,
 JOHNSTON, IA
 TCI Tire Centers Distribution Center,
 ELIZABETHTOWN, KY
 That Kitchen Shop, TACOMA, WA
 The Book Merchant, NATCHITOCHE, LA
 The Compleat Gourmet Inc., RICHMOND, VA
 The Cookbook People, FOXBORO, MA
 The Fuller Brush Company, GREAT BEND,
 KS
 The Irish Cottage Inc., BRAINTREE, MA
 The Lang Companies, WAUKESHA, WI
 The Office City, REDWOOD CITY, CA
 The Winetasting Network, NAPA, CA
 Thornton Lake Interiors, GADSDEN, AL
 Till Office Equipment Inc., WINTER HAVEN,
 FL
 Uni Select USA Distribution Center,
 CHARLOTTE, NC
 Uni-Select USA Distribution Center, EL PASO,
 TX
 Urban Cottage, SAUGATUCK, MI
 VDM Management, HUNTINGTON, WV
 Volume One Book Shop Inc., DICKSON, TN
 Whitaker Brothers Business Machines Inc.,
 ROCKVILLE, MD
 Wyoming Stationery Company, CASPER, WY

OOB / NQ (Cont'd)

xpedx Paper Store, CHICAGO, IL
 Ye Old Woodbury Gifts, WOODBURY, NJ
 Z Gallerie Distribution Center, MCDONOUGH,
 GA
 Zellers Distribution Center, RICHMOND, BC
 Zellers Distribution Center, BRAMPTON, ON
 Zellers Distribution Center, POINTE-CLAIRE,
 QC
 Zellers Inc., BRAMPTON, ON