

*The Food Institute's  
Food Industry Review, 2009 Edition*

**Table of Contents**

<b>RETAILING FORMATS.</b>	<b>1- 36</b>
Top Concerns Facing the Industry.....	1
Consumers' Top Food Safety Concerns.....	1
Merchandising Strategies Used By Retailers.....	2
Top Food Retailers and Wholesalers In 2008.....	3
Availability & Use of Grocery Departments and Services.....	4
Avg. Supermarket Performance Measures.....	6
Top 25 Food Retailers .....	7
In-Store Money Saving Behavior.....	8
Inside the Market Basket.....	9
Top Factors in Selecting A Primary Store.....	10
2008 Supermarket Industry Sales.....	11
Top 10 Worldwide Food Retailers In 2008.....	12
Top Alternative Formats.....	13
Household Penetration, 2002-2007.....	14
Supermarket Industry Overview, 2008.....	15
U.S. Retail Food Store Operating Costs .....	16
Top Grocery Co-Ops .....	17
Total Membership Club Industry Sales, 2008.....	18
Worldwide Membership Club Industry Forecast, 2009.....	19
Membership Club Industry Sales And Units Forecast, 2008-2013.....	19
Membership Club Industry Department Sales Estimates, 2008.....	19
Membership Club Industry Sales By Region, 2008.....	20
Membership Club Industry Forecast, 2008-2012.....	20
Membership Club Industry Sales 1998-2008.....	20
Membership Club Market Share, 2008.....	21
Membership Club Volume: Breakdown Between Food And Non-Food Items.....	21
U.S. Supercenter Industry Sales & Market Share, 2007-2008.....	21
Supercenter Industry Est. Food & Sundries Sales, 2008.....	22
Supercenter Industry Food & Non-Food 2008 Estimated Sales.....	23
Supercenter Industry Forecast 2009 By Company.....	23
Supercenter Industry Unit Forecast, 2008-2013.....	24
Supercenter Industry Unit Growth, 1999-2008.....	24
Top 20 Drugstore Chains By Sales – 2008.....	25
Top Convenience Store Chains.....	26
Top C-Store Franchise Chains, 2008.....	27
2008 Top 25 Convenience Store Chains.....	28
Top 10 Company-Operated Chains.....	29
Success Rate of New Products.....	29
America's Top 25 Convenience Wholesalers.....	31

Dollar Stores – Present and Forecast Market Share.....	31
Dollar Stores Growth By Income – Dollar % Chg. vs. Year Ago.....	32
Characteristics of Store Formats.....	33
Market Share For Grocery & Consumables By Store Format.....	34
Anticipated Compound Annual Sales Growth Rate Vs. Inflation: 2008-2013.....	35

**FOOD PROCESSING.....37-74**

2007 U.S. Food Manufacturing.....	37
2006 U.S. Food Manufacturing.....	38
Top 25 Food Processing Companies 2008.....	39
Department Level Dollar & Unit Sales, % Change Versus Year Ago.....	41
Top 10 Growth Categories Unit Sales, % Change 2008 vs. 2007.....	42
Largest Price Increases, All Outlets 2008 vs. 2007.....	43
Dollar Sales of Snack Foods By Category.....	44
Top Food Processors: Snacks, Appetizers, & Side Dishes.....	46
Top Carbonated Soft Drink Brands.....	48
Top Carbonated Soft Drink Companies 2008.....	48
Top 10 Brands of Refrigerated Fruit Drinks, 2008.....	49
Top U.S. Liquid Refreshment Beverage Trademarks.....	50
U.S. Liquid Refreshment Beverage Market.....	52
Top Food Processors: Fruits & Vegetables.....	54
Top-Selling Frozen Pizza Brands.....	55
Top Ingredient-Related Chains On U.S. Ice Cream Introductions, 2008.....	56
Sales of Frozen Desserts.....	57
Top U.S. Chicken Processors.....	58
Top Food Processors: Meat & Poultry.....	59
Quarterly Sales of Low Fat and Skim Milk.....	60
Global Dairy Drinks Consumption Growth.....	61
Confectioners Merger & Acquisition Activity 2003-2008.....	64
Top 10 Premium Chocolate New Product Claims.....	65
IRI- Tracked Premium Chocolate Sales by Company.....	66
Top Food Processors: Bakery.....	67
Sales of Cookies and Cookie Bars.....	68
Top Selling Cracker Vendors.....	69
Top Category Growth – Private Label.....	71
Top Global Food & Alcohol Brands.....	72
Top Food Processors: Meals & Entrees.....	74

**PRODUCT LAUNCHES.....75-86**

**PRIVATE LABEL.....87-107**

Private Label Sales In Supermarkets: Dollar & Unit Volume, 2008.....	87
Supermarkets & Drug Chains Unit & Dollar Share.....	89
Regional Shares of Private Label Products.....	90

Private Label Sales In Supermarkets: Top 10 Dollar & Unit Gains, 2008.....	91
Private Label Sales In Supermarkets: Top 5 Private Label Categories by Unit Volume, 2008.....	91
Private Label Sales In Supermarkets: Five Year Unit Volume Sales Trends.....	92
Regional Combined Channels: Private Label Dollar & Unit Volume.....	93
Private Label Sales In Supermarkets: Top 20 Private Label Categories by Unit Volume.....	94
Private Label Sales In Supermarkets: Dollar & Unit Share.....	95
Top Brands of Novelties.....	97
Private Label Sales In Supermarkets: Top 10 Dollar & Unit Volume Gains, 2008.....	98
Top 5 Most Valuable Global Brands.....	100
Private Label Sales In Supermarkets: Five Year Market Share Trends in Dollars and Units.....	103
Private Label Sales In Supermarkets: Five Year Dollar Volume Sales Trends.....	104
Private Label Sales In Supermarkets: Top 20 Private Label Categories by Dollar Volume.....	104
Private Label Sales In Drug Chains: Top 10 Categories By Dollar & Unit Volume...	105
Private Label Sales In Drug Chains: Top 10 Categories By Dollar & Unit Volume...	106
Private Label Sales In Drug Chains: Dollar & Unit Share By Dept.....	107
Private Label Sales In Drug Chains: Dollar & Unit Volume/ Share.....	107

**ORGANIC, NATURAL AND SPECIALTY FOODS.....108-122**

Sales Of Specialty Food By Retail Channel, 2008.....	108
Dollar Sales Of Specialty Foods.....	110
Unit Sales Of Specialty Foods.....	112
Total U.S. Retail Specialty Food Dollar Sales, 2008.....	114
Where Do Consumers Shop For Natural, Organic And/Or Health Food.....	117
Specialty Food Product Introductions, 2008.....	121

**RESTAURANTS & FOODSERVICE.....123-145**

Restaurant Industry Food-and-Drink Sales Projections For 2009.....	124
2008-2009 Regional/State Eating-Place Sales.....	125
Top 20 Broadline Distributors.....	126
Top 10 Broadliner Percent Sales Increases, 08 vs. 07.....	127
Top 10 Broadliner Dollar Sales Increases, 08 vs. 07.....	127
Top 20 Full-Service Chains.....	128
Top 20 Limited-Service Chains.....	128
Top 10 Fast-Casual Chains By Sales Growth.....	129
Chains Ranked By % Increase In Sales.....	130
Chains Ranked By Increase In Sales Volume.....	130
Chains Ranked By Increase In Units.....	130
Emerging Full-Service Italian Chains.....	131
Top Full Service Italian Chains.....	131
Top Full Service Italian Chains Units.....	132
Top 20 Independent Restaurants, 2008.....	132
Emerging Full-Service Steak Chains.....	133

Emerging Full-Service Mexican Chains.....	133
Top Full Service Steak Chains.....	133
Top Full Service Mexican Chains.....	134
Top Full Service Steak Chains Units.....	135
Emerging Full-Service Varied Menu Chains.....	135
Top Full Service Varied Menu Chains.....	135
Emerging Limited Service Chicken Chains.....	136
Top Limited Service Chicken Chains.....	136
Top Limited Service Chicken Chains Units.....	136
Emerging Limited Service Hamburger Chains.....	137
Top Limited Service Hamburger Chains.....	137
Top Limited Service Hamburger Chains Units.....	137
Emerging Limited Service Other Sandwich Chains.....	138
Top Limited Service Other Sandwich Chains.....	138
Top Limited Service Other Sandwich Chains Units.....	138
Top Full Service Varied Menu Chains Units.....	139
Emerging Limited Service Bakery Café Chains.....	139
Top Limited Service Bakery Cafe Chains.....	139
Top Limited Service Bakery Cafe Chains Units.....	140
Emerging Limited Service Beverage Chains.....	140
Top Limited Service Beverage Chains.....	140
Top Limited Service Beverage Chains Units.....	141
Emerging Limited Service Mexican Chains.....	141
Top Limited Service Mexican Chains.....	141
Top Full Service Mexican Chains Units.....	142
Top Limited Service Mexican Chains Units.....	142
Emerging Limited Service Pizza Chains.....	145
Top Limited Service Pizza Chains.....	145
Top Limited Service Pizza Chains Units.....	145
<b>VENDING.....</b>	<b>146 –153</b>
Categorical Breakdown of Vending Sales, 2008.....	146
Food Sales At Vending.....	147
Number of Candy/Snack/Confection Products Introduced To Vending.....	148
Candy/Snack/Confectionary Products Gaining The Most Distribution In 2008.....	148
Top 15 Vended Refrigerated Food Products.....	149
Top 15 Vended Frozen Food Products.....	149
Vending Sales By Category.....	150
Number of Vending Machines By Category.....	151
Candy/Snacks/Confection Sales.....	153

<b>DEMOGRAPHICS OF CONSUMER FOOD SPENDING.....</b>	<b>154-373</b>
Explanations and Definitions.....	154-158
Introductions.....	159-164
Average Household Expenditures 1998-2007	
Average Household Food Expenditures: Ten Year History.....	165
Food At-Home vs. Food Away-From-Home.....	166
Average Annual Household Food Expenditures.....	167
Food At-Home Expenditures .....	168
Food Away-From-Home Expenditures.....	169
Average Household Expenditures 1998-2007	
Food At-Home Expenditures: By Category- Pie Chart.....	170
Food At-Home Expenditures: By Category- Bar Graph.....	171
Fruits and Vegetable - By Category.....	172
Cereal and Bakery Products - By Category.....	173
Dairy Products - By Category.....	174
Meats, Poultry, Fish & Eggs.....	175
Average Annual Household Food Expenditures: 2000-2007.....	176
Meats, Poultry, Fish & Eggs Expenditures 2003-2007.....	177
By Category.....	178
Fruits and Vegetable Expenditures 2003-2007.....	181
By Category.....	182
Cereal and Bakery Products Expenditures 2003-2007.....	184
By Category.....	185
Dairy Products Expenditures 2003-2007.....	186
By Category .....	187
Other Food At Home Expenditures	
2003-2007: Sugar & Sweets.....	188
Other Food At Home Expenditures 2003-2007: Fats and Oils.....	189
Other Food At Home Expenditures 2003-2007: Misc.....	190
Other Food At Home Expenditures	
2003-2007: Non-Alcoholic Beverages.....	191
<b>Pre-Tax Income</b>	
Average Annual Household Food Expenditures.....	193
Food At-Home vs. Food Away-From-Home.....	194
Income Up To \$50,000.....	195
Distribution of Expenditures.....	196
Income Over \$50,000.....	197
Distribution of Expenditures.....	198
Income of Single Consumer.....	199
Distribution of Expenditures.....	200
Food Spending As A Percent of Annual Expenditures-Income Up To \$50,000.....	201
Food Spending As A Percent of Annual Expenditures-Income Over \$50,000.....	202
<b>Age</b>	
Average Annual Household Food Expenditures.....	204
By Age Group.....	205

Food At-Home vs. Food Away-From-Home.....	206
Meats, Poultry, Fish & Eggs-By Category.....	207
Fruits & Vegetables-By Category.....	210
Cereals & Bakery Products.....	212
Dairy Products.....	212
Distribution of Food Expenditures.....	213
Food At-Home-Pie Chart.....	214
Food At-Home-Bar Graph.....	216
Food Spending As A Percent of Annual Expenditures.....	219
<b>Age &amp; Pre-Tax Income</b>	
Average Annual Household Food Expenditures:	
Under 25	
Average.....	220
Distribution.....	221
At-Home.....	222
25-34	
Average.....	225
Distribution.....	226
At-Home.....	227
35-44	
Average.....	230
Distribution.....	231
At-Home.....	232
45-54	
Average.....	235
Distribution.....	236
At-Home.....	237
55-64	
Average.....	240
Distribution.....	241
At-Home.....	242
65 and up	
Average.....	245
Distribution.....	246
At-Home.....	247
<b>Gender</b>	
Average Annual Food Expenditures: Females.....	252
Average Annual Food Expenditures: Males.....	253
<b>Gender &amp; Age</b>	
Average Annual Household Food Expenditures.....	254
Food At-Home vs. Away-From-Home: Females.....	255
Food At-Home vs. Away-From-Home: Males.....	256
Distribution of Food At-Home Expenditures: Females.....	257
Distribution of Food At-Home Expenditures: Males.....	258
<b>Gender &amp; Pre-Tax Income</b>	
Average Annual Food Expenditures: Females.....	259

Average Annual Food Expenditures: Males.....	260
Food At-Home vs. Food Away-From-Home.....	261
Distribution of Food At-Home Expenditures: Females.....	262
Distribution of Food At-Home Expenditures: Males.....	263
<b>Race &amp; Ethnicity</b>	
<b>Race</b>	
Average Annual Household Food Expenditures.....	266
Average Annual Food Expenditures.....	267
Distribution of Food Expenditures.....	268
Distribution of At-Home Food Expenditures.....	269
Food Spending As A Percent of Annual Expenditures.....	270
<b>Ethnicity</b>	
Average Annual Household Food Expenditures.....	271
Food At-Home vs. Food-Away-From-Home.....	272
Distribution of Food Expenditures.....	273
Distribution of At-Home Food Expenditures.....	274
Food Spending As A Percent of Annual Expenditures.....	275
<b>Region</b>	
Average Annual Household Food Expenditures.....	278
Total Food Expenditures – Bar Graph.....	279
Food At-Home vs. Food-Away-From-Home.....	280
Distribution of Food Expenditures.....	281
Distribution of At-Home Food Expenditures.....	282
Food Spending As A Percent of Annual Expenditures.....	283
Food Spending By Age.....	284
<b>Region &amp; Age</b>	
Average Annual Household Food Expenditures:	
Under 25	
Average.....	285
At-Home vs. Away-From-Home.....	286
Distribution.....	287
25-34	
Average.....	288
At-Home vs. Away-From-Home.....	289
Distribution.....	290
35-44	
Average.....	291
At-Home vs. Away-From-Home.....	292
Distribution.....	293
45-54	
Average.....	294
At-Home vs. Away-From-Home.....	295
Distribution.....	296
55-64	
Average.....	297
At-Home vs. Away-From-Home.....	298

Distribution .....	299
65-74	
Average.....	300
At-Home vs. Away-From-Home .....	301
Distribution .....	302
75 & Up	
Average.....	303
At-Home vs. Away-From-Home .....	304
Distribution .....	305
<b>Region &amp; Income</b>	
Average Annual Household Food Expenditures	
Northeast .....	306
Food At-Home vs. Away-From-Home.....	307
Distribution of At-Home Expenditures .....	308
Midwest.....	309
Food At-Home vs. Away-From-Home.....	310
Distribution of At-Home Expenditures.....	311
South .....	312
Food At-Home vs. Away-From-Home.....	313
Distribution of At-Home Expenditures .....	314
West .....	315
Food At-Home vs. Away-From-Home.....	316
Distribution of At-Home Expenditures .....	317
<b>Metro Areas</b>	
Average Annual Household Food Expenditures	
Northeast.....	320
Food At-Home vs. Away-From-Home.....	321
Midwest .....	322
Food At-Home vs. Away-From-Home.....	323
South.....	324
Food At-Home vs. Away-From-Home.....	325
West .....	326
Food At-Home vs. Away-From-Home.....	327
<b>Metro Area Maps</b>	
Annual Food At-Home Expenditures .....	328
Annual Food-Away-From-Home Expenditures .....	329
<b>Urban Distribution</b>	
Average, Distribution of Annual Expenditures.....	330
Distribution of Annual At-Home Food Spending.....	331
<b>Career of Head of Household</b>	
Average Annual Household Food Expenditures.....	334
Food At-Home vs. Food Away-From-Home.....	335
Food Spending As A Percent of Annual Expenditures.....	336
Food At-Home vs. Food Away-From-Home:	
Wage & Salary Workers .....	337

Food Spending As A Percent of Annual Expenditures:	
Wage & Salary Workers.....	338
Distribution on Food Expenditures.....	339
Distribution of At-Home Food Expenditures .....	340
Meats, Poultry, Fish & Eggs - By Category .....	341
Fruits and Vegetable- By Category.....	342
Cereal and Bakery Products.....	343
Other Food At-Home .....	344
Food Spending As A Percent of Annual Expenditures .....	345
<b>Composition of Household</b>	
Average Annual Household Food Expenditures.....	348
At Home Food Expenditures .....	349
Distribution of Food Expenditures.....	350
Food Spending As A Percent of Annual Expenditures.....	351
<b>Education of Head of Household</b>	
Average Annual Household Food Expenditures.....	354
At-Home Food Expenditures .....	355
Distribution of Food Expenditures.....	356
Food Spending As A Percent of Annual Expenditures.....	357
<b>Size of Household</b>	
Average Annual Household Food Expenditures.....	360
Food At-Home vs. Food Away-From-Home.....	361
At-Home Food Expenditures .....	362
Distribution of At-Home Food Spending .....	363
Distribution of Food Expenditures.....	365
<b>Earners in Household</b>	
Average Annual Household Food Expenditures.....	368
Distribution of At-Home Food Spending .....	369
Distribution of Food Expenditures.....	371
Food Spending As A Percent of Annual Expenditures.....	372
<b>Population</b>	
Total.....	374
Females .....	375
Males .....	376
<b>CONSUMER PRICE INDEX .....</b>	<b>377-442</b>
All Items.....	377
Food & Beverages.....	378
Food.....	379
Food-At-Home.....	380
Food Away-From-Home.....	381
Nonalcoholic Beverages.....	384
Alcoholic Beverages .....	389

Cereal & Bakery .....	394
Meat.....	402
Fish.....	413
Eggs.....	416
Dairy .....	417
Fruit & Vegetables.....	420
Other Foods.....	431

**PRODUCER PRICE INDEX..... 443-583**

Farm Products.....	443
Processed Food & Feeds.....	444
Grains.....	445
Cereal & Bakery.....	453
Meat .....	458
Poultry.....	465
Fish .....	468
Eggs (Farm) .....	478
Eggs (Processed).....	482
Dairy.....	483
Milk.....	495
Fruit (Farm) .....	497
Fruit & Vegetables (Processed).....	514
Vegetables (Farm).....	525
Nuts.....	544
Sugar & Confectionary Products .....	548
Beverages.....	555
Fats & Oils.....	567
Sauces, Spreads & Condiments.....	571
Canned Food.....	575
Frozen Foods .....	578
Miscellaneous Products.....	580

**MERGERS.....584-650**

Overview.....	584
Food Industry Merger & Acquisition Activity 2003-2008.....	585
<i>Merger &amp; Acquisition Activity By Category</i>	
<b>Restaurants.....</b>	<b>591</b>
Merger & Acquisition Activity 2003-2008.....	591
Deals Closed in 2008.....	593-614
Deals Announced But Not Closed in 2008.....	615-618
<b>Supermarkets.....</b>	<b>619</b>
Merger & Acquisition Activity 2003-2008.....	619
Deals Closed in 2008.....	620-626
Deals Announced But Not Closed in 2008.....	627-628

<b>Convenience Stores.....</b>	<b>629</b>
Merger & Acquisition Activity 2003-2008.....	629
Deals Closed in 2008.....	630-642
Deals Announced But Not Closed in 2008.....	643-645
<b>Other Retailers.....</b>	<b>646</b>
Merger & Acquisition Activity 2003-2008.....	646
Deals Closed in 2008.....	647-650
Deals Announced But Not Closed in 2008.....	650