

Contact: Frank DiPasquale, Senior Vice President
703-437-5300

NATIONAL GROCERS ASSOCIATION ANNOUNCES NEW CO-CHAIRMEN OF INDUSTRY AND TRADE RELATIONS EXECUTIVE COUNCIL

Feldpausch, Campbell & Hamilton Combine Experience to Lead Council

RESTON, Virginia (February 23, 2001) —The National Grocers Association announced that three key industry officials—a retailer, a wholesaler and a manufacturer—have been selected as co-chairman of the Industry and Trade Relations Executive Council (ITREC).

In making the announcement, N.G.A. President and CEO Thomas K. Zaucha said that the three officials—**Mark Feldpausch**, Chairman and CEO of Felpausch Food Centers, Hastings, Michigan; **Joseph (Jay) Campbell**, President and CEO of Associated Grocers, Baton Rouge, Louisiana; and **Bud Hamilton**, Vice President, Customer Business Development for Procter & Gamble, Cincinnati, Ohio —would give the committee a broad array of experience from several different areas of expertise.

The new chairmen replace Mike Needler, Chairman, President and CEO of Fresh Encounter, Findley, Ohio; Craig MacDonald, Vice President-Customer and Industry Development, Lipton, Englewood Cliffs, New Jersey; and Marion Sullivan, Corporate Vice President-Marketing for Roundy's, Pewaukee, Wisconsin.

“Our new co-chairmen bring a great deal of knowledge and experience to ITREC,” said Zaucha. “I am confident that they will work together to help further develop ITREC and help the National Grocers Association create and strengthen our relationships with our retail, wholesaler and supplier members.”

“At the same time, I would like to congratulate Mike Needler, Marion Sullivan and Craig MacDonald for the effort they put in, individually and collectively, towards helping to develop ITREC,” Zaucha added. “Through their leadership, ITREC completed a major study on “Winning Back Center Store Sales,” which continues to provide valuable information and direction to manufacturers, retailers and wholesalers.”

Mark Feldpausch, the retail co-chairman, has been with Felpausch for the last 28 years, serving the last two years as Chairman and the last five years as Chief Executive Officer. Previously, he was Vice President-Administration for 10 years and Vice President-Store Engineering.

Jay Campbell, the wholesaler co-chairman, has served as President and Chief Executive Officer of Associated Grocers since February 1995. He started his career at Associated Grocers in 1972. He was Treasurer of the company from 1987 to 1996, General Counsel from April 1977 to 1993 and Vice President and Chief Operating Officer from 1993 until 1995.

Bud Hamilton, the manufacturer co-chairman, is Vice President-Customer Business Development for Procter & Gamble. He has been involved with the grocery industry for more than 35 years, joining Procter & Gamble after graduating from the Harvard Business School with an MBA in 1966. Hamilton started his career as a sales representative and spent eight years in marketing before returning to sales as General Sales Manager, P&G Latin America. Before taking over his current position in December 1998, he was most recently Vice President, Customer Marketing, P&G North American.

The Industry and Trade Relations Executive Council (ITREC), which is led by executives from the retail, wholesale and manufacturing communities, is charged with researching the challenges surrounding the center store and making recommendations on how the industry can best overcome those challenges.

N.G.A. is the National Trade Association representing the retail and wholesale grocers that comprise the independent sector of the food distribution industry. An independent retailer is a privately owned or controlled food retail company operating in a variety of formats. Some are publicly traded but with controlling shares held by the family. Most independent operators are serviced by wholesale distributors, while others may be partially or fully self-distributing. Independents are the true “entrepreneurs” of the grocery industry and dedicated to their customers, associates and communities. N.G.A. members include retail and wholesale grocers and their state associations, as well as manufacturers and service suppliers.

