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N.G.A. Celebrates Twenty Year Anniversary

ARLINGTON, Virginia – The National Grocers Association (N.G.A.) today celebrates twenty years of serving independent retailers and wholesalers.

N.G.A., over the past twenty years, has continuously been committed to serving the interests and well being of the independent sector of the food distribution industry. N.G.A.'s mission is to advance the common interests, improve the level of trust and mutual understanding, and enhance the business partnerships between independent retail grocers, retailer-owned and voluntary wholesale distributors with manufacturers and suppliers engaged primarily in the sale and distribution of food, beverages, consumer products and services, so as to better serve the consumer.

“Over the last twenty years, the National Grocers Association has been, and continues to be, exclusively committed to representing and serving the needs of the independent operator,” said Tom Zaucha, N.G.A. president and CEO. “The role of the independent retailer couldn’t be any more valuable than it is today.”

N.G.A. believes strongly that American consumers benefit significantly from a diversified marketplace, in terms of competitive pricing, product variety, and outstanding service, and the independent, community-focused retailer is the keystone to assuring that diversity. As the food industry becomes more consolidated, that diversity is being threatened. In response, N.G.A. has created an agenda called the “Ten Keys to Retailer Success” that gives independent operators, in alliance with their wholesalers or as self-distributors, the programs, products and services to continue to succeed and grow. The “Ten Keys to Retailer Success” are:

1. Effectively Compete With Supercenters and other Power Buyers
2. Repeal the Estate Tax
3. Create a Level Playing Field
4. Reinvent the Supermarket as a Lifestyle Destination Center
5. Win Back Center Store Sales
6. Recruit the Next Generation of Quality Managers and Entrepreneurs
7. Retailers/Wholesalers Must Operate More as a Virtual Chain
8. Take Full Advantage of all Available Technology
9. Create New Synergies That Achieve More Competitive Economies of Scale
10. Access to Competitive Growth Capital

“As N.G.A. celebrates twenty years of service to the industry, we would like to express our warmest thanks to our dedicated members, to our industry’s suppliers and manufacturers, to the trade media. We would like to thank all those who encourage and support the success of community-focused, independent operators, and we look forward to many more years of service to the industry,” said Zaucha.

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 and others are employee owned. 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.