

# AASA SALES REP BUILDING SERVICE

AASA will help you grow your business by building a sales team

1

Source out sales associates to represent your new products

2

Help train sales person on your new product features

3

Negotiate payment terms with your new sales team, and retailer

## PLANS

One time fee for one sales person . Some sales personal will represent more then one retailer

**\$500**

For 3 sales personal, one time fee . Some sales personal will represent more then one retailer

**\$1100**

For 7 sales personal, one time fee . Some sales personal will represent more then one retailer

**\$1900**

## PLEASE CHOOSE FROM THIS LIST

Retail sales in millions of US dollars

Top 100 Rank	Company	Headquarters / U.S. Headquarters	2014 Retail Sales (000)	USA Sales Growth ('14 v '13)	Worldwide Retail Sales (000)	USA % of Worldwide Sales	2014 Stores	Growth ('14 v '13)
1	Wal-Mart Stores	Bentonville, Ark.	\$343,624,000	2.8%	\$508,465,000	67.6%	5,109	6.9%
2	The Kroger Co.	Cincinnati, Ohio	\$103,033,000	10.1%	\$103,033,000	100.0%	3,730	5.9%
3	Costco	Issaquah, Wash.	\$79,694,000	6.6%	\$111,530,000	71.5%	464	3.8%
4	The Home Depot	Atlanta	\$74,203,000	3.6%	\$83,195,000	89.2%	1,965	0.0%
5	Walgreen	Deerfield, Ill.	\$72,671,000	5.8%	\$75,085,000	96.8%	8,157	1.1%
6	Target	Minneapolis	\$72,618,000	1.9%	\$74,564,000	97.4%	1,790	-0.2%
7	CVS Caremark	Woonsocket, R.I.	\$67,974,000	3.6%	\$69,132,000	98.3%	7,808	2.4%
8	Lowe's Companies	Mooresville, N.C.	\$54,805,000	5.1%	\$56,203,000	97.5%	1,793	4.4%
9	Amazon.com	Seattle	\$49,353,000	22.6%	\$83,391,000	59.2%	N/A	N/A
10	Safeway	Pleasanton, Calif.	\$36,330,000	-2.1%	\$36,330,000	100.0%	1,326	-0.5%
11	Best Buy	Richfield, Minn.	\$35,957,000	0.1%	\$42,437,000	84.7%	1,445	-3.2%
12	McDonald's	Oak Brook, Ill.	\$35,447,000	-1.1%	\$87,786,000	40.4%	14,350	0.5%
13	Publix Super Markets	Lakeland, Fla.	\$30,560,000	5.7%	\$30,560,000	100.0%	1,296	1.8%
14	Apple Store / iTunes	Cupertino, Calif.	\$28,380,000	6.5%	\$32,879,000	86.3%	259	2.0%
15	Macy's	Cincinnati, Ohio	\$28,027,000	0.6%	\$28,105,000	99.7%	821	-1.9%
16	Rite Aid	Camp Hill, Pa.	\$26,528,000	3.9%	\$26,528,000	100.0%	4,570	-0.4%
17	Royal Ahold / Ahold USA	Carlisle, Pa.	\$25,976,000	-0.5%	\$44,121,000	58.9%	768	0.1%
18	Sears Holdings	Hoffman Estates, Ill.	\$25,763,000	-11.8%	\$26,792,000	96.2%	1,659	-12.9%
19	TJX	Framingham, Mass.	\$22,206,000	5.7%	\$29,061,000	76.4%	2,569	4.7%
20	H-E-B Grocery	San Antonio, Texas	\$19,819,000	5.7%	\$21,166,000	93.6%	317	1.9%
21	YUM! Brands	Louisville, Ky.	\$19,727,000	2.6%	\$31,051,000	63.5%	17,326	1.0%
22	Albertsons	Boise, Idaho	\$19,458,000	0.0%	\$19,458,000	100.0%	1,108	8.2%
23	Kohl's	Menomonee Falls, Wis.	\$19,023,000	0.0%	\$19,023,000	100.0%	1,162	0.3%
24	Dollar General	Googlettsville, Tenn.	\$18,910,000	8.0%	\$18,910,000	100.0%	11,789	5.9%
25	Delhaize America	Salisbury, N.C.	\$17,069,000	-8.8%	\$28,417,000	60.1%	1,361	-10.1%
26	Meijer	Grand Rapids, Mich.	\$15,689,000	0.3%	\$15,689,000	100.0%	213	4.4%
27	Wakefern / ShopRite	Keasbey, N.J.	\$14,985,000	6.3%	\$14,985,000	100.0%	330	5.4%
28	Ace Hardware	Oak Brook, Ill.	\$14,299,000	18.7%	\$14,345,000	99.7%	4,251	1.9%
29	BJ's Wholesale Club	Westborough, Mass.	\$13,811,000	6.5%	\$13,811,000	100.0%	210	4.5%
30	Whole Foods Market	Austin, Texas	\$13,642,000	9.7%	\$14,060,000	97.0%	381	9.8%
31	Doctor's Assoc. / Subway	Milford, Conn.	\$13,389,000	4.1%	\$24,355,000	55.0%	27,062	1.6%
32	Nordstrom	Seattle	\$13,259,000	7.5%	\$13,280,000	99.8%	283	8.8%
33	Gap	San Francisco	\$13,071,000	2.0%	\$16,956,000	77.1%	2,465	1.4%

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34	AT&T Wireless	Dallas	\$12,960,000	55.3%	\$12,960,000	100.0%	2,156	-0.2%
35	J.C. Penney Co.	Plano, Texas	\$12,184,000	3.3%	\$12,257,000	99.4%	1,063	-2.2%
36	Aldi	Batavia, Ill.	\$11,728,000	7.6%	\$53,522,000	21.9%	1,376	3.6%
37	Bed Bath & Beyond	Union, N.J.	\$11,708,000	3.2%	\$11,878,000	98.6%	1,466	0.9%
38	SUPERVALU	Eden Prairie, Minn.	\$11,499,000	4.9%	\$11,499,000	100.0%	1,557	0.8%
39	7-Eleven	Dallas	\$11,390,000	2.4%	\$88,025,000	12.9%	8,154	0.8%
40	Ross Stores	Pleasanton, Calif.	\$11,032,000	7.9%	\$11,042,000	99.9%	1,361	6.7%
41	Verizon Wireless	Basking Ridge, N.J.	\$10,959,000	35.1%	\$10,959,000	100.0%	7,024	-2.6%
42	Starbucks	Seattle	\$10,604,000	13.5%	\$16,448,000	64.5%	12,560	9.6%
43	Family Dollar Stores	Matthews, N.C.	\$10,489,000	0.9%	\$10,489,000	100.0%	8,042	1.6%
44	Bi-Lo	Jacksonville, Fla.	\$10,362,000	16.4%	\$10,362,000	100.0%	800	19.8%
45	L Brands	Columbus, Ohio	\$10,303,000	10.2%	\$10,966,000	94.0%	2,685	1.4%
46	Menard	Eau Claire, Wis.	\$9,689,000	3.6%	\$9,689,000	100.0%	287	2.5%
47	Trader Joe's	Monrovia, Calif.	\$9,388,000	8.1%	\$37,606,000	25.0%	447	5.9%
48	Wendy's	Dublin, Ohio	\$8,886,000	1.4%	\$9,388,000	94.7%	5,750	-0.7%
49	Burger King Worldwide	Miami	\$8,517,000	-0.6%	\$17,110,000	49.8%	7,128	-0.4%
50	Dollar Tree	Chesapeake, Va.	\$8,390,000	9.4%	\$8,596,000	97.6%	5,157	7.2%
51	Hy-Vee	West Des Moines, Iowa	\$7,895,000	4.1%	\$7,895,000	100.0%	236	1.3%
52	Army / Air Force Exchange	Dallas	\$7,738,000	-0.6%	\$7,738,000	100.0%	610	7.0%
53	Dunkin' Brands Group	Canton, Mass.	\$7,720,000	6.4%	\$9,774,000	79.0%	10,566	4.2%
54	Health Mart Systems	Omaha, Neb.	\$7,623,000	2.6%	\$10,382,000	73.4%	3,419	6.9%
55	AutoZone	Memphis, Tenn.	\$7,523,000	3.0%	\$9,132,000	82.4%	4,947	3.0%
56	Toys "R" Us	Wayne, N.J.	\$7,450,000	-1.3%	\$14,561,000	51.2%	1,132	-0.1%
57	Wegmans Food Market	Rochester, N.Y.	\$7,405,000	5.8%	\$7,405,000	100.0%	85	2.4%
58	O'Reilly Automotive	Springfield, Mo.	\$7,216,000	8.5%	\$7,216,000	100.0%	4,366	4.8%
59	DineEquity	Glendale, Calif.	\$7,137,000	2.3%	\$7,589,000	94.0%	3,449	0.7%
60	Giant Eagle	O'Hara Township, Pa.	\$7,056,000	2.5%	\$7,056,000	100.0%	429	1.9%
61	Sherwin-Williams	Cleveland, Ohio	\$7,047,000	13.2%	\$7,360,000	95.8%	3,764	2.1%
62	Dick's Sporting Goods	Coraopolis, Pa.	\$6,811,000	9.7%	\$6,811,000	100.0%	695	8.3%
63	Staples	Framingham, Mass.	\$6,607,000	-5.3%	\$9,573,000	69.0%	1,364	-10.0%
64	Office Depot	Boca Raton, Fla.	\$6,587,000	54.0%	\$8,106,000	81.3%	1,745	60.2%
65	Dillard's	Little Rock, Ark.	\$6,490,000	0.8%	\$6,490,000	100.0%	297	0.3%
66	Good Neighbor Pharmacy	Chesterbrook, Pa.	\$6,414,000	-11.8%	\$6,414,000	100.0%	3,096	-1.9%
67	Darden Restaurants	Orlando, Fla.	\$6,259,000	-21.4%	\$6,286,000	99.6%	2,174	3.3%
68	GameStop	Grapevine, Texas	\$6,225,000	0.9%	\$8,683,000	71.7%	4,198	-1.7%
69	PetSmart	Phoenix	\$6,073,000	2.4%	\$6,897,000	88.1%	1,291	4.4%
70	QVC	West Chester, Pa.	\$5,972,000	3.6%	\$8,718,000	68.5%	N/A	N/A
71	Chick-fil-A	Atlanta	\$5,936,000	14.4%	\$5,936,000	100.0%	1,890	6.5%
72	WinCo Foods	Boise, Idaho	\$5,872,000	7.9%	\$5,872,000	100.0%	98	6.5%
73	Tractor Supply Co.	Brentwood, Tenn.	\$5,820,000	12.7%	\$5,820,000	100.0%	1,382	8.3%
74	Barnes & Noble	New York	\$5,790,000	-4.2%	\$5,790,000	100.0%	1,364	0.2%
75	A&P	Montvale, N.J.	\$5,630,000	-5.8%	\$5,630,000	100.0%	283	-2.4%
76	AVB Brandsource	Tustin, Calif.	\$5,268,000	1.5%	\$5,425,000	97.1%	3,018	1.7%
77	Signet Jewelers	Akron, Ohio	\$5,251,000	49.3%	\$6,312,000	83.2%	2,868	95.0%
78	Foot Locker	New York	\$5,239,000	7.0%	\$7,267,000	72.1%	2,369	-2.1%
79	Big Lots	Columbus, Ohio	\$5,177,000	1.4%	\$5,177,000	100.0%	1,460	-2.2%
80	Hudson's Bay	Ontario, Canada	\$5,174,000	254.1%	\$7,937,000	65.2%	165	236.7%
81	Alimentation Couche-Tard	Tempe, Ariz.	\$5,167,000	6.1%	\$8,983,000	57.5%	4,044	5.0%
82	Defense Commissary Agency	Fort Lee, Va.	\$4,890,000	-2.5%	\$4,890,000	100.0%	179	0.0%
83	Neiman Marcus	Dallas	\$4,823,000	3.8%	\$4,823,000	100.0%	87	2.4%
84	Jack in the Box	San Diego, Calif.	\$4,781,000	1.2%	\$4,781,000	100.0%	2,888	0.8%
85	Ascena Retail Group	Suffern, N.Y.	\$4,713,000	0.8%	\$4,850,000	97.2%	3,834	-0.2%
86	Burlington Coat Factory	Burlington, N.J.	\$4,707,000	6.9%	\$4,761,000	98.9%	530	4.1%
87	Ikea North America Services	Conshohocken, Pa.	\$4,611,000	7.9%	\$38,437,000	12.0%	40	5.3%
88	Williams-Sonoma	San Francisco	\$4,591,000	6.6%	\$4,682,000	98.1%	594	2.2%
89	Save Mart Supermarkets	Modesto, Calif.	\$4,518,000	-2.5%	\$4,518,000	100.0%	217	-3.6%
90	Panera Bread Company	St. Louis, Mo.	\$4,487,000	4.6%	\$4,487,000	100.0%	1,880	5.8%
91	Advance Auto Parts	Roanoke, Va.	\$4,379,000	6.4%	\$4,406,000	99.4%	4,098	1.9%
92	Michaels Stores	Irving, Texas	\$4,277,000	3.5%	\$4,738,000	90.3%	1,170	2.0%
93	True Value Co.	Chicago	\$4,117,000	5.8%	\$3,891,000	98.0%	4,602	2.4%
94	Domino's Pizza	Ann Arbor, Mich.	\$4,116,000	9.2%	\$8,915,000	46.2%	5,067	1.6%
95	Belk	Charlotte, N.C.	\$4,110,000	1.8%	\$4,110,000	100.0%	297	-0.7%
96	Chipotle Mexican Grill	Denver, Colo.	\$4,069,000	27.9%	\$4,108,000	99.0%	1,766	11.8%
97	Sonic	Oklahoma City, Okla.	\$4,033,000	3.9%	\$4,033,000	100.0%	3,518	0.0%
98	Stater Bros. Holdings	San Bernardino, Calif.	\$3,910,000	1.6%	\$3,910,000	100.0%	167	0.6%
99	Price Chopper Supermarkets	Schenectady, N.Y.	\$3,890,000	2.8%	\$3,890,000	100.0%	135	2.3%
100	Dell	Round Rock, Texas	\$3,868,000	-5.8%	\$3,868,000	100.0%	N/A	N/A