

## Correction: Drug Store News Annual Report

As a result of a series of eleventh-hour technology glitches, the *Drug Store News* Annual Report 2006 appearing in the May 1, 2006, issue contained several critical errors in key charts within the section. As a courtesy to *Drug Store News* readers, the charts below have been corrected here and

also are available online.

If you're a *Drug Store News* subscriber and would like to receive a free electronic copy of the corrected edition of the report, please send an e-mail request to [reder@lf.com](mailto:reder@lf.com).

Please include the name under which your subscription is on file.

### Drug Store News PowerRx 40: Top pharmacy retailers in 2005

Rank	Company	2005 Total Rx Sales	2005 Total Corp. Sales	Total No. of stores	No. of stores w/Rx
1	Walgreens	\$27,000	\$42,200	4,953	4,953
2	CVS	37,000 <sup>†</sup>	25,974 <sup>†</sup>	5,471	5,370
3	Wal-Mart <sup>††</sup>	11,036	209,900 <sup>††</sup>	3,289	3,289
4	Rite Aid	10,900	17,300	3,323	3,323
5	Albertsons	8,350	40,400	2,471	1,945
6	Brooks-Eckerd	6,000	8,200	1,853	1,853
7	Kroger	5,454	60,600	2,507	1,912
8	Safeway	3,080	38,400	1,775	1,332
9	Sears-Kmart	2,700*	56,000	3,900	1,140
10	Medicine Shoppe Intl.	2,520	2,600	1,066	1,066
11	Longs Drug	2,300	4,700	477	477
12	Ahold USA	2,100	22,500	840	675
13	Target	1,580*	52,620	1,397	1,150
14	Costco	1,100	51,900	346	331
15	Publix	1,010	20,600	876	636
16	HEB	882	11,800	300	193
17	Sams Club	876	39,800	567	441
18	Giant Eagle	765	5,500	216	181
19	Duane Reade	715	1,590	250	250
20	Winn-Dixie	715	9,420	538	408
21	Shopko	660	3,000	356	255
22	Wegmans	532	3,800	70	70
23	Freds	498	1,600	654	275
24	Meijer	408	13,600	171	171
25	Pathmark	400	3,980	141	128
26	Kerr	390	600	104	104
27	Kinney	378	525	79	79
28	Aurora Pharmacy	353	365	123	123
29	Happy Harry's	350	480	76	76
30	USA/SuperD	315	560	146	146
31	Sav-Mor	309	352	86	86
32	Care Pharmacies	270	300	57	57
33	Discount Drug Mart	244	564	64	64
34	Snyder's	241	370	67	67
35	DrugMax	203	216	85	85
36	Bartell	166	315	54	54
37	Drug Fair Group	161	322	50	40
38	Fruth	102	123	25	25
39	Supervalu	150	10,600	1,382	234
40	Lewis	83	119	27	27

Results reflect end of fiscal year 2005

\*Sales in millions

† Factoring in the acquisition of 700 standalone Sav-on and Osco Stores, CVS annualized 2005 net sales would be \$42,500; †pharmacy sales would be \$29 billion.

†† US stores division only reflects sales in discount stores, supercenters and neighborhood markets.

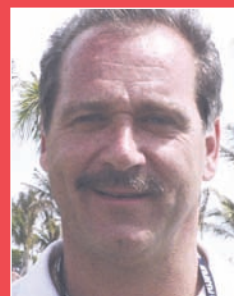
Source: *Drug Store News* and company reports.

## RETAIL CLINICS ...

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By now you probably have read about the rapid growth of retail clinics. Where do you see the whole thing going, and what do you think it means for patients, payers and—most important—pharmacy?

**TONY CIVELLO, KERR DRUG**  
 'It is a natural. We started in-store clinics, but we have professional pharmacists because it is a natural extension of our business. ... At the end of the day, the patient comes to us more frequently than [they go to] doctors.'



**VIC MAZZACONE, NOVARTIS**  
 'Anything that brings the patient closer to the OTC business provides a big opportunity for us. The nurse practitioners' recommendations for OTC medications means this first line of therapy is a big opportunity.'

**CURT BEHRENS, P2B**  
 'The whole equation is changing—how Americans resource their health care is all in flux. ... You rarely have the same doctor throughout your adult life anymore. ... In a time compressed society, consumers are looking for the most efficient solution to their health care concern. Americans are in drug stores every day.'



**BRUCE ROBERTS, NCPA**  
 'Ultimately, pharmacies have to position themselves as an equitable partner of the health care team. In-store clinics are a good step in that direction. Pharmacy as a primary provider of health care makes an awful lot of sense.'



### Supermarket

Chains	2005 sales U.S. retail*	% Change	2005 Rx sales*	No. of stores	No. of stores w/Rx
Kroger	\$60,600	7.3%	\$5,454	2,507	1,912
Albertsons <sup>†</sup>	40,400	1.0	8,350	2,471	1,945
Safeway	38,400	7.2	3,080	1,775	1,332
Ahold USA**	22,500	0.0	2,100	840	675
Publix	20,600	11.0	1,010	876	636
H-E-B Food/Drugs	11,800	3.5	882	300	193
Winn-Dixie	9,420	-14.3	715	538	408
Giant Eagle	5,500	7.8	765	216	181
Wegmans	3,800	11.8	532	70	70
Pathmark	3,980	-0.8	400	141	128
Supervalu <sup>††</sup>	10,600	1.0	150	1,382	234

\*Sales in millions. Results reflect end of fiscal year 2005.

† Albertsons 2,471 stores were sold in January to CVS, Supervalu and a consortium of buyers led by Cerberus Capital Management.

†† With acquisition of 1,124 stores from Albertsons, Supervalu becomes the second largest supermarket chain, with 2,653 stores and sales of \$44 billion.

No. 7 pharmacy retailer with \$3.6 billion in sales.

Source: *Drug Store News* and company reports.

### Regionals

Chain	2005 total retail sales*	% change	2005 Rx sales*	No. of stores	No. of stores with rx
Longs Drug	\$4,700	1.4%	\$2,300	477	477
Duane Reade	1,590	0.0	715	250	250
Kerr Drug**	600	8.0	390	104	104
Discount Drug Mart	564	2.2	244	64	64
USA/Super D**	560	7.0	315	146	146
Kinney Drugs	525	15.0	378	79	79
Happy Harry's	480	5.6	350	76	76
Snyder's**	370	6.0	241	67	67
Aurora Pharmacy	365	21.0	353	123	123
Sav-Mor	352	0.0	309	86	86
Drug Fair Group	322	0.0	161	50	40
DrugMax/Familymeds	216	-1.8	203	85	85

\*Sales in millions

Source: *Drug Store News* and company reports.