



HOT 100 Retailers



Sponsored by

RANK	COMPANY	HEADQUARTERS	REVENUES 2008 2007	CHANGE	EARNINGS 2008 2007	CHANGE	UNITS 2008 2007	CHANGE
1	DineEquity	Glendale, Calif.	\$1,613,628 484,559	233.0%	\$-154,459 -480	N.A.	3,400 3,320	2.4%
2	American Apparel^(a)	Los Angeles	382,382 242,566	57.6	N.A. N.A.	N.A.	260 182	42.9
3	Susser Holdings	Corpus Christi, Texas	4,239,883 2,717,362	56.0	16,477 16,252	1.4	512 504	1.6
4	A&P	Montvale, N.J.	9,516,186 6,401,130	48.7	-139,881 -160,680	N.A.	436 447	-2.5
5	Apple Stores/iTunes	Cupertino, Calif.	9,655,000 6,611,000	46.0	N.A. N.A.	N.A.	247 197	25.4
6	Wendy's/Arby's Group	Atlanta	1,822,761 1,263,717	44.2	-479,741 16,081	N.A.	10,386 3,866	168.6
7	O'Reilly Automotive	Springfield, Mo.	3,576,553 2,522,319	41.8	186,232 193,988	-4.0	3,285 1,830	79.5
8	Finlay Enterprises^(b)	New York City	309,673 223,805	38.4	N.A. N.A.	N.A.	108 106	1.9
9	The Pantry	Sanford, N.C.	8,995,626 6,911,163	30.2	31,783 26,732	18.9	1,653 1,644	0.5
10	Amazon.com	Seattle	19,166,000 14,835,000	29.2	645,000 476,000	35.5	— —	N.A.
11	Buffalo Wild Wings	Minneapolis	422,417 329,652	28.1	24,435 19,654	24.3	560 493	13.6
12	The Buckle	Kearney, Neb.	792,046 619,888	27.8	104,409 75,247	38.8	387 368	5.2
13	Ruth's Hospitality Group	Heathrow, Fla.	405,785 319,171	27.1	-53,883 18,146	N.A.	152 118	28.8
14	PriceSmart	San Diego	1,119,876 888,801	26.0	38,106 12,926	194.8	25 23	8.7
15	Travel Centers of America	Westlake, Ohio	7,658,379 6,166,157	24.2	-40,201 -123,356	N.A.	233 236	-1.3
16	GameStop	Grapevine, Texas	8,805,897 7,093,962	24.1	398,282 288,291	38.2	6,207 5,264	17.9
17	AT&T Wireless	Atlanta	4,925,000 4,006,000	22.9	N.A. N.A.	N.A.	2,200 2,200	0.0
18	Chipotle Mexican Grill	Denver	1,331,968 1,085,782	22.7	78,202 70,563	10.8	837 704	18.9
19	Panera Bread	Richmond Heights, Mo.	1,298,853 1,066,691	21.8	67,436 57,546	17.2	1,325 1,230	7.7
20	Urban Outfitters	Philadelphia	1,834,618 1,507,724	21.7	199,364 160,231	24.4	294 245	20.0
21	Whole Foods Market	Austin, Texas	7,953,912 6,591,773	20.7	114,524 182,740	-37.3	275 276	-0.4
22	Texas Roadhouse	Louisville, Ky.	880,461 735,089	19.8	38,168 39,325	-2.9	314 285	10.2
23	Lumber Liquidators	Toano, Va.	482,179 405,307	19.0	22,149 11,326	95.6	150 116	29.3
24	Ulta Salon, Cosmetics & Fragrance	Bolingbrook, Ill.	1,084,646 912,141	18.9	25,268 25,335	-0.3	311 249	24.9
25	Aéropostale	New York City	1,885,531 1,590,883	18.5	149,422 129,197	15.7	914 828	10.4

N.A. Not available or not applicable

(a) U.S. wholesale segment excluded, includes international wholesale

(b) Specialty retail only, excludes concessions within department stores

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26	Valero ^(a)	San Antonio	\$10,528,000 8,884,000	18.5%	N.A. N.A.	N.A.	1,384 1,414	-2.1%
27	BJ's Restaurants	Huntington Beach, Calif.	374,076 316,095	18.3	\$10,308 11,705	-11.9%	82 70	17.1
28	Jos. A. Bank Clothiers	Hampstead, Md.	695,908 604,010	15.2	58,408 50,168	16.4	460 422	9.0
29	Verizon Wireless	Basking Ridge, N.J.	6,697,000 5,866,000	14.2	N.A. N.A.	N.A.	2,500 2,400	4.2
30	Red Robin Gourmet Burgers	Greenwood Village, Colo.	869,215 763,472	13.9	27,126 30,651	-11.5	423 384	10.2
31	Ingles Markets	Black Mountain, N.C.	3,238,047 2,851,593	13.6	52,123 58,637	-11.1	197 197	0.0
32	Collective Brands	Topeka, Kan.	3,442,000 3,035,400	13.4	-68,700 42,700	N.A.	4,877 4,892	-0.3
33	Netflix	Los Gatos, Calif.	1,364,661 1,205,340	13.2	83,026 66,608	24.6	— —	N.A.
34	Costco	Issaquah, Wash.	72,483,020 64,400,155	12.6	1,282,725 1,082,772	18.5	544 518	5.0
35	Delek US Holdings	Brentwood, Tenn.	1,777,200 1,579,600	12.5	N.A. N.A.	N.A.	458 461	-0.7
36	Best Buy	Richfield, Minn.	45,015,000 40,023,000	12.5	1,003,000 1,407,000	-28.7	3,942 1,314	200.0
37	VS Holdings	North Bergen, N.J.	601,540 537,872	11.8	8,209 6,795	20.8	401 341	17.6
38	Citi Trends	Savannah, Ga.	488,202 437,515	11.6	17,383 14,214	22.3	357 319	11.9
39	Famous Dave's of America	Minnetonka, Minn.	140,382 125,873	11.5	389 6,070	-93.6	170 164	3.7
40	Spartan Stores ^(b)	Grand Rapids, Mich.	1,328,124 1,192,523	11.4	N.A. N.A.	N.A.	100 99	1.0
41	Tractor Supply Co.	Brentwood, Tenn.	3,007,949 2,703,212	11.3	81,930 96,241	-14.9	855 764	11.9
42	BJ's Wholesale Club	Natick, Mass.	10,027,366 9,014,465	11.2	134,583 122,861	9.5	180 177	1.7
43	hhgregg	Indianapolis	1,396,678 1,256,666	11.1	36,497 21,406	70.5	110 91	20.9
44	Charlotte Russe Holding	San Diego	823,252 740,939	11.1	18,165 36,304	-50.0	487 432	12.7
45	Dell Global Consumer	Round Rock, Texas	11,529,000 10,378,000	11.1	N.A. N.A.	N.A.	— —	N.A.
46	Harris Teeter	Charlotte	3,664,804 3,299,377	11.1	96,752 80,688	19.9	176 164	7.3
47	Staples ^(c)	Framingham, Mass.	14,153,851 12,758,480	10.9	N.A. N.A.	N.A.	2,218 2,038	8.8
48	Starbucks	Seattle	10,383,000 9,411,497	10.3	315,500 672,638	-53.1	16,680 15,011	11.1
49	Dollar General	Goodlettsville, Tenn.	10,457,668 9,495,246	10.1	108,182 -12,816	N.A.	8,362 8,194	2.1
50	Gander Mountain	St. Paul, Minn.	1,064,569 969,403	9.8	-15,497 -31,814	N.A.	116 113	2.7

N.A. Not available or not applicable

(a) Retail operations only, excludes refining

(b) Retail segment only, excludes wholesale activities

(c) Excludes North American Delivery operating segment

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RANK	COMPANY	HEADQUARTERS	REVENUES 2008 2007	CHANGE	EARNINGS 2008 2007	CHANGE	UNITS 2008 2007	CHANGE
51	Walgreen	Deerfield, Ill.	\$59,034,000 53,762,000	9.8%	\$2,157,000 2,041,300	5.7%	6,934 5,997	15.6%
52	P.F. Chang's China Bistro	Scottsdale, Ariz.	1,198,124 1,092,722	9.6	27,426 32,063	-14.5	350 318	10.1
53	Dollar Tree Stores	Chesapeake, Va.	4,644,900 4,242,600	9.5	229,500 201,300	14.0	3,591 3,411	5.3
54	Systemax	Port Washington, N.Y.	3,033,000 2,779,900	9.1	52,800 69,500	-24.0	29 26	11.5
55	McCormick & Schmick's Seafood Restaurants	Portland, Ore.	390,718 358,647	8.9	-69,611 8,814	N.A.	92 82	12.2
56	Overstock.com	Salt Lake City	834,367 765,902	8.9	-12,658 -48,036	N.A.	— —	N.A.
57	Darden Restaurants	Orlando	7,217,500 6,626,500	8.9	372,200 377,200	-1.3	1,773 1,702	4.2
58	Gymboree	San Francisco	1,000,678 920,814	8.7	93,480 80,331	16.4	886 786	12.7
59	CVS Caremark ^(a)	Woonsocket, R.I.	48,989,900 45,086,500	8.7	N.A. N.A.	N.A.	6,981 6,301	10.8
60	Cabela's	Sidney, Neb.	2,552,721 2,349,599	8.6	76,404 87,879	-13.1	29 27	7.4
61	99¢ Only Stores	City of Commerce, Calif.	1,302,936 1,199,374	8.6	8,481 2,893	193.2	279 265	5.3
62	Ross Stores	Pleasanton, Calif.	6,486,139 5,975,212	8.6	305,441 261,051	17.0	956 890	7.4
63	PetSmart	Phoenix	5,065,293 4,672,656	8.4	192,670 258,684	-25.5	1,112 1,008	10.3
64	Hibbett Sports	Birmingham, Ala.	564,188 520,720	8.3	29,448 30,329	-2.9	745 688	8.3
65	Yum! Brands	Louisville, Ky.	11,279,000 10,416,000	8.3	964,000 909,000	6.1	36,292 35,345	2.7
66	Kroger	Cincinnati	76,000,000 70,235,000	8.2	1,249,000 1,180,500	5.8	3,654 3,662	-0.2
67	Conn's	Beaumont, Texas	890,750 824,128	8.1	25,692 39,686	-35.3	75 69	8.7
68	Rite Aid	Camp Hill, Pa.	26,289,268 24,326,846	8.1	-2,915,420 -1,078,990	N.A.	4,901 5,029	-2.5
69	Village Super Market	Springfield, N.J.	1,127,762 1,046,762	7.7	22,543 20,503	9.9	25 23	8.7
70	Wal-Mart	Bentonville, Ark.	405,607,000 378,476,000	7.2	13,400,000 12,731,000	5.3	7,873 7,262	8.4
71	Zumiez	Everett, Wash.	408,669 381,416	7.1	17,204 25,326	-32.1	343 285	20.4
72	EPL Intermediate	Costa Mesa, Calif.	298,930 279,025	7.1	-39,481 -4,034	N.A.	413 389	6.2
73	J.Crew Group	New York City	1,427,970 1,334,723	7.0	54,117 97,075	-44.3	300 260	15.4
74	California Pizza Kitchen	Los Angeles	677,074 632,884	7.0	8,662 14,784	-41.4	252 231	9.1
75	Delia's	New York City	215,620 201,557	7.0	17,159 -2,335	N.A.	97 86	12.8

N.A. Not available or not applicable
(a) Excludes Pharmacy Services segment

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76	Recreational Equipment Inc. (REI)	Kent, Wash.	\$1,434,569 1,342,024	6.9%	\$14,465 41,427	-65.1%	105 96	9.4%
77	Liz Claiborne Direct Brands	New York City	2,410,300 2,257,874	6.8	N.A. N.A.	N.A.	808 783	3.2
78	General Nutrition Centers	Pittsburgh	1,656,700 1,552,800	6.7	54,800 -32,300	N.A.	4,918 4,801	2.4
79	Sally Beauty Holdings ^(a)	Denton, Texas	1,672,897 1,569,088	6.6	N.A. N.A.	N.A.	2,844 2,694	5.6
80	Papa John's International	Louisville, Ky.	1,132,087 1,063,595	6.4	36,796 32,735	12.4	3,380 3,208	5.4
81	The Cheesecake Factory	Calabasas Hills, Calif.	1,606,406 1,511,577	6.3	52,293 73,964	-29.3	159 152	4.6
82	Dick's Sporting Goods	Pittsburgh	4,130,128 3,888,422	6.2	-35,094 155,036	N.A.	487 434	12.2
83	Advance Auto Parts	Roanoke, Va.	5,142,255 4,844,404	6.1	238,038 238,317	-0.1	3,368 3,261	3.3
84	Delhaize America ^(b)	Salisbury, N.C.	19,239,000 18,172,000	5.9	N.A. N.A.	N.A.	1,594 1,570	1.5
85	AutoZone	Memphis	6,522,706 6,169,804	5.7	641,606 595,672	7.7	4,240 4,056	4.5
86	Duane Reade Holdings	New York City	1,774,029 1,686,752	5.2	-72,778 -87,780	N.A.	251 242	3.7
87	Neiman Marcus Group	Dallas	4,600,536 4,390,076	4.8	142,813 111,932	27.6	71 65	9.2
88	Hot Topic	City of Industry, Calif.	761,074 728,121	4.5	19,742 16,012	23.3	840 841	-0.1
89	Weis Markets	Sunbury, Pa.	2,422,361 2,318,551	4.5	46,995 50,990	-7.8	184 186	-1.1
90	Sonic	Oklahoma City	804,713 770,469	4.4	60,319 64,192	-6.0	3,475 3,343	3.9
91	Safeway	Pleasanton, Calif.	44,104,000 42,286,000	4.3	965,300 888,400	8.7	1,739 1,743	-0.2
92	Ahold USA ^(e)	Chantilly, Va.	21,830,000 20,996,000	4.0	N.A. N.A.	N.A.	711 705	0.9
93	Publix	Lakeland, Fla.	23,929,064 23,016,568	4.0	1,089,770 1,183,925	-8.0	1,044 972	7.4
94	CEC Entertainment	Irving, Texas	814,509 785,322	3.7	56,494 55,921	1.0	541 534	1.3
95	Burlington Coat Factory ^(p)	Burlington, N.J.	3,542,000 3,423,973	3.4	N.A. 48,970	N.A.	433 397	9.1
96	Genesco	Nashville	1,551,562 1,502,119	3.3	152,636 6,885	2,116.9	2,234 2,175	2.7
97	McDonald's	Oak Brook, Ill.	23,522,400 22,786,600	3.2	4,313,200 2,395,100	80.1	31,967 31,377	1.9
98	Luxottica Retail	Cincinnati	4,549,459 4,431,900	2.7	N.A. N.A.	N.A.	6,255 6,407	-2.4
99	Einstein Noah Restaurant Group	Lakewood, Colo.	413,450 402,902	2.6	21,077 12,586	67.5	649 612	6.0
100	Target	Minneapolis	64,948,000 63,367,000	2.5	2,214,000 2,849,000	-22.3	1,682 1,591	5.7

N.A. Not available or not applicable (e) estimate (p) projection
(a) Sally Beauty Supply segment only
(b) U.S. operations only

Source: planetretail.net