he retailers listed in Dealerscope’s registry of the Top 101 CE retailers in the United States and Canada rang up $233.49 billion in 2012, a modest 2.76 percent increase over the $227.22 billion earned in 2011. Chained to a weak economy, stubborn unemployment, sluggish sales and anemic stock performance, many CE retailers—including powerhouses such as Best Buy (1), Staples (8), Gamestop (10), Office Max (16), Sears (19) and Office Depot (23)—announced plans to close many bricks-and-mortar stores this year.

The slump has already claimed some smaller retailers. Ritz Camera and Image (#56) declared bankruptcy, for a second time, in the summer. It went out of business in the fall, shuttering most of its 300 stores. C&A Marketing Inc., a distributor of cameras, camcorders and accessories, acquired some of Ritz’s assets, including the company name and website. It is also keeping about 18 stores open. Vann’s (#75), an electronics and appliance player in the Montana market, also declared bankruptcy in 2012, and is now under new ownership. McMagic Partners LP, an arm of Khaledi Group, bought the business for $4.5 million.

Other organizations re-trenching include Dell (#3), and Curacao (#52). As of this writing, Dell CEO Michael Dell is trying to take the company private. (Dell’s United States/Canada sales dipped an estimated 4.65 percent from 2011 to 2012).

Curacao, meanwhile, long seen as a chain catering to the Hispanic market, is trying to broaden its reach. This year, it dropped the article “La” from its name, and the primary language spoken by store staff has been switched from Spanish to English. The chain also opened its 11th store in 2012, in Tucson, Ariz.

Methodology
Dealerscope researched virtually all large electronics retailers in the United States and Canada—as well as hardware manufacturers selling direct to consumers—in order to devise its Top 101 registry. Information on electronics sales, total sales, store counts, etc., was gleaned from readily available sources, including SEC filings, Hoovers listings, corporate press releases, corporate homepages, various electronic business databases, as well as the local press covering the businesses in question.

Dealerscope contacted each retailer, giving each the opportunity to confirm or contest initial figures. Many confirmed sales estimates. However, some privately held companies refused to disclose sales information. Other companies, both public and private, could not or would not break out CE sales from their overall merchandise mixes. Finally, some companies did not return telephone calls or emails. In these cases, Dealerscope chose to publish its best estimates.

All sales listed are reported on a calendar year, rather than fiscal year, basis. When listing CE sales we included electronics sales generated by companies’ corporate sales, as well as sales to governmental bodies and the educational arena. When listing overall sales, we have excluded revenues generated by the credit offerings at some chains, and other revenues only peripherally related to retail sales.

Finally, again to the best of our ability, we have excluded sales to regions other than the United States and Canada. Store counts cover only those venues in the United States and Canada that actually sell consumer electronics. CE estimates include sales of pre-recorded media.

All sales and store count information should be considered Dealerscope estimates.
### Dealerscope's Top 101 CE Retailers

<table>
<thead>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Best Buy</td>
<td>$31.55 B</td>
<td>$32.15 B</td>
<td>-1.86</td>
<td>$36.97 B</td>
<td>$36.54 B</td>
<td>1,486</td>
<td>1,403</td>
<td>Store count and sales include Best Buy, Magnolia A/V, Pacific Sales, Best Buy Mobile and Geek Squad stores in the U.S. Best Buy Canada is covered elsewhere. In August, Hubert Joly was tapped to be the chain's CEO; he'd previously served as CEO of Carlson, a hospitality company that owns brands such as TGI Friday's and Carlson Wagonlit Travel. Overall sales and CE sales reflect revenues in the United States and Canada only. They exclude sales made from services, rather than products, in those regions. HP is said to be considering selling off its Autonomy and EDS businesses.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Hewlett-Packard</td>
<td>$29.65 B</td>
<td>$32.16 B</td>
<td>-7.8</td>
<td>$36.05 B</td>
<td>$36.12 B</td>
<td>0</td>
<td>0</td>
<td>Sales represent revenues from Dell's Large Enterprise, Public, Small and Medium Business, and Consumer sectors in the U.S. and Canada only. Alienware sales are presented elsewhere in this registry. CEO Michael Dell is attempting to take the company private.</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>Dell</td>
<td>$26.47 B</td>
<td>$27.76 B</td>
<td>-4.65</td>
<td>$27.48 B</td>
<td>$27.76 B</td>
<td>0</td>
<td>0</td>
<td>Sales and store counts include U.S. operations only. Store counts exclude Neighborhood Markets. Sam's Clubs and Walmart Canada operations are covered elsewhere in this registry. The company is rolling out about 80 of its small-format &quot;Walmart Express&quot; stores.</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>Walmart</td>
<td>$1.1 B</td>
<td>$2.02 B</td>
<td>4.35</td>
<td>$2.74 B</td>
<td>$2.63 B</td>
<td>3742</td>
<td>3663</td>
<td>Sales cover the company's North American unit only. Kindle sales and associated content continue to spur the huge increase in sales. Amazon has announced plans to open new fulfillment centers in Dupont, Wash.; Tracy, Calif.; and Robbinsville, N.J., among other locales.</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>Amazon.com</td>
<td>$19 B</td>
<td>$13 B</td>
<td>46.15</td>
<td>$36.57 B</td>
<td>$25.99 B</td>
<td>0</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>Apple Computer Retail Stores</td>
<td>$13.7 B</td>
<td>$11.15 B</td>
<td>22.82</td>
<td>$13.7 B</td>
<td>$11.15 B</td>
<td>277</td>
<td>268</td>
<td>Apple Computer Retail Stores Among the company's new stores is an outlet in Grand Central Terminal, New York City.</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>CDW Corporation</td>
<td>$10.15 B</td>
<td>$9.6 B</td>
<td>5.73</td>
<td>$10.15</td>
<td>$9.6 B</td>
<td>1</td>
<td>1</td>
<td>CDW Corporation The vast majority of CDW's revenue comes from sales to business, government, education and the healthcare industry.</td>
</tr>
</tbody>
</table>

### Merchandise Codes:
- **ATV-M**: Electronics/appliance stores (multi-regional)
- **ATV-R**: Electronics/appliance stores (regional)
- **EO**: Electronics only
- **DG**: Drug store
- **DS**: Department store
- **HO**: Office supply store
- **MM**: Mass merchant
- **PC**: Computer retailer
- **PX**: Military exchanges
- **SOF**: Software store
- **TOY**: Toy store
- **WC**: Warehouse club

### Channel Codes:
- **Web**: Internet sales
- **MO**: Mail-order/catalog sales
- **+MO**: Selling via mail-order, in addition to physical storefronts
- **TV**: Television sales

No channel code implies state via physical storefronts only. All are Dealerscope estimates. Sales estimates represent U.S. and Canada consumer sales. All store counts represent U.S. and Canada locations. See methodology note on page 38.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Rank</th>
<th>Retailer</th>
<th>CE Sales 2012</th>
<th>CE Sales 2011</th>
<th>% CE Change ’12 vs. ’11</th>
<th>Total Sales 2012</th>
<th>Total Sales 2011</th>
<th>No. of Stores 2012</th>
<th>No. of Stores 2011</th>
<th>Company News</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Best Buy Canada</td>
<td>4.46 B</td>
<td>4.59 B</td>
<td>-2.83</td>
<td>5.47 B</td>
<td>5.7 B</td>
<td>275</td>
<td>252</td>
<td>Store counts and sales represent Best Buy, Future Shop and Best Buy Mobile outlets in Canada. Best Buy U.S. operations are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Sam’s Club</td>
<td>3.39 B</td>
<td>3.21 B</td>
<td>5.61</td>
<td>56.47 B</td>
<td>53.56 B</td>
<td>620</td>
<td>610</td>
<td>Store count and sales figures include Sam’s U.S. operations only. Walmart and Walmart Canada are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>GameStop</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>-.847</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>4,810</td>
<td>4,849</td>
<td>Sales and store counts represent GameStop operations in the United States and Canada only. In 2012, GameStop began accepting trade in iPods and table computers.</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>Target</td>
<td>7 B</td>
<td>6.8 B</td>
<td>2.94</td>
<td>70.59 B</td>
<td>68.24 B</td>
<td>1,781</td>
<td>1,767</td>
<td>Store counts and sales figures listed here represent the company’s North American Retail and North American Delivery operations only. The company is closing 30 stores and downsizing another 30 stores in United States, and closing 45 stores in Europe.</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>Costco Wholesale Corporation</td>
<td>6.03 B</td>
<td>5.44 B</td>
<td>10.85</td>
<td>86.21 B</td>
<td>77.84 B</td>
<td>530</td>
<td>515</td>
<td>Overall sales cover revenues from Costco’s warehouse clubs in the United States and Canada only. Costco will open a new store in Wheaton, MD in April.</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>Staples</td>
<td>7.88 B</td>
<td>7.89 B</td>
<td>-.13</td>
<td>19.69 B</td>
<td>19.72 B</td>
<td>1,872</td>
<td>1,871</td>
<td>Store counts and sales figures listed here represent the company’s North American Retail and North American Delivery operations only. The company is closing 30 stores and downsizing another 30 stores in United States, and closing 45 stores in Europe.</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>Target</td>
<td>7 B</td>
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<td>70.59 B</td>
<td>68.24 B</td>
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<tr>
<td>8</td>
<td>8</td>
<td>GameStop</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>-.847</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>4,810</td>
<td>4,849</td>
<td>Sales and store counts represent GameStop operations in the United States and Canada only. In 2012, GameStop began accepting trade in iPods and table computers.</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>Sam’s Club</td>
<td>3.39 B</td>
<td>3.21 B</td>
<td>5.61</td>
<td>56.47 B</td>
<td>53.56 B</td>
<td>620</td>
<td>610</td>
<td>Store count and sales figures include Sam’s U.S. operations only. Walmart and Walmart Canada are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>GameStop</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>-.847</td>
<td>6.59 B</td>
<td>7.2 B</td>
<td>4,810</td>
<td>4,849</td>
<td>Sales and store counts represent GameStop operations in the United States and Canada only. In 2012, GameStop began accepting trade in iPods and table computers.</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>Costco Wholesale Corporation</td>
<td>6.03 B</td>
<td>5.44 B</td>
<td>10.85</td>
<td>86.21 B</td>
<td>77.84 B</td>
<td>530</td>
<td>515</td>
<td>Overall sales cover revenues from Costco’s warehouse clubs in the United States and Canada only. Costco will open a new store in Wheaton, MD in April.</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>Best Buy Canada</td>
<td>4.46 B</td>
<td>4.59 B</td>
<td>-2.83</td>
<td>5.47 B</td>
<td>5.7 B</td>
<td>275</td>
<td>252</td>
<td>Store counts and sales represent Best Buy, Future Shop and Best Buy Mobile outlets in Canada. Best Buy U.S. operations are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>RadioShack</td>
<td>4.33 B</td>
<td>4.38 B</td>
<td>-1.14</td>
<td>4.33 B</td>
<td>4.38 B</td>
<td>7,073</td>
<td>7,063</td>
<td>Store counts represents RadioShack’s company and dealer-owned stores and wireless kiosks/Target Mobile locations. Sales include a small allowance for RadioShack’s Mexico operations. As of early April 2013, RadioShack is ending its relationship with Target, closing downtown wireless kiosks in those stores.</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>Sam’s Club</td>
<td>3.39 B</td>
<td>3.21 B</td>
<td>5.61</td>
<td>56.47 B</td>
<td>53.56 B</td>
<td>620</td>
<td>610</td>
<td>Store count and sales figures include Sam’s U.S. operations only. Walmart and Walmart Canada are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>Walmart Canada</td>
<td>3.12 B</td>
<td>2.88 B</td>
<td>8.33</td>
<td>26.87 B</td>
<td>24.73 B</td>
<td>373</td>
<td>329</td>
<td>Sales and store counts cover Walmart operations in Canada. U.S. operations for both Walmart and Sam’s Clubs are covered elsewhere in this registry. Walmart Canada is reportedly readying itself to compete with Target, when that retailer opens in Canada this year.</td>
</tr>
</tbody>
</table>

All are Dealerscope estimates. © North American Publishing Co. 2013
### Dealerscope’s Top 101 CE Retailers

<table>
<thead>
<tr>
<th>Rank 2012</th>
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<th>Retailer</th>
<th>CE Sales 2012</th>
<th>% CE Change '12 vs. '11</th>
<th>Total Sales 2012</th>
<th>No. of Stores</th>
<th>Company News</th>
</tr>
</thead>
<tbody>
<tr>
<td>16</td>
<td>15</td>
<td>OfficeMax</td>
<td>2.97 B</td>
<td>3 B</td>
<td>-1</td>
<td>6.19 B</td>
<td>6.27 B</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.officemax.com">www.officemax.com</a></td>
<td>CEO: Ravichandra Saligram</td>
<td>Type: Public, Ho (+MO)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>Newegg.com</td>
<td>2.7 B</td>
<td>2.7 B</td>
<td>0</td>
<td>2.7 B</td>
<td>2.7 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.newegg.com">www.newegg.com</a></td>
<td>CEO: Fred Chang</td>
<td>Type: Private, EO (Web only)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>Systemax/Tiger Direct</td>
<td>2.27 B</td>
<td>2.35 B</td>
<td>-3.4</td>
<td>2.49 B</td>
<td>2.58 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.systemax.com">www.systemax.com</a></td>
<td>CEO: Richard Leeds</td>
<td>Type: Public, EO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>19</td>
<td>Sears, Roebuck and Co.</td>
<td>2.21 B</td>
<td>2.3 B</td>
<td>-3.9</td>
<td>20.86 B</td>
<td>21.73 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.sears.com">www.sears.com</a></td>
<td>CEO: Edward S. Lampert</td>
<td>Type: Public, DS</td>
<td></td>
<td></td>
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<tr>
<td>20</td>
<td>20</td>
<td>PC Connection, Inc</td>
<td>2.2 B</td>
<td>2.1 B</td>
<td>4.76</td>
<td>2.2 B</td>
<td>2.1 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.pconnexion.com">www.pconnexion.com</a></td>
<td>CEO: Timothy McGrath</td>
<td>Type: Public, CS (MO/Web Only)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>Fry’s Electronics</td>
<td>2 B</td>
<td>1.96 B</td>
<td>2.04</td>
<td>2.5 B</td>
<td>2.45 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.frys.com">www.frys.com</a></td>
<td>CEO: John Fry</td>
<td>Type: Private, ATVM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>23</td>
<td>Micro Electronics/Micro Center</td>
<td>1.8 B</td>
<td>1.6 B</td>
<td>12.5</td>
<td>1.8 B</td>
<td>1.6 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.microcenter.com">www.microcenter.com</a></td>
<td>CEO: Richard Mershad</td>
<td>Type: Private, EO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>22</td>
<td>Office Depot</td>
<td>1.71 B</td>
<td>1.78 B</td>
<td>-3.93</td>
<td>7.83 B</td>
<td>8.13 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.officedepot.com">www.officedepot.com</a></td>
<td>CEO: Neil Austrian</td>
<td>Type: Public, HO (+MO)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>PCM Inc.</td>
<td>1.46 B</td>
<td>1.45 B</td>
<td>.69</td>
<td>1.46 B</td>
<td>1.45 B</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><a href="http://www.pcm.com">www.pcm.com</a></td>
<td>CEO: Frank F. Khulusi</td>
<td>Type: Public, PC (+MO)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Among the company’s new stores are two in New Orleans.

Sales and store counts cover US and Canada operations only, and exclude Babies R Us stores and sales. In 2013, the company plans to expand its presence in China, building up to an additional 30 stores there. It also begins selling via the Internet in late 2012.

The company’s new warehouse store sits in Seekonk, Mass.

The company’s stores sit in Georgia and Florida. In 2012, BrandsMart opened a Sony store-within-a-store in BrandsMart’s North Miami outlet.

The company’s stores sit in New York, New Jersey, Pennsylvania and Connecticut.

The company is a division of Liberty Interactive. Sales figures exclude QVC’s international operations. QVC reaches 98 million United States households. Its website draws six million viewers each month.

Continued on page 40

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<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>34</td>
<td>34</td>
<td>The Source (Bell) Electronics Canada Inc.</td>
<td>623</td>
<td>628</td>
<td>-0.8</td>
<td>623</td>
<td>628</td>
<td>750</td>
<td>800</td>
<td>The source operates CE stores throughout Canada. It is a subsidiary of Bell Canada.</td>
</tr>
<tr>
<td>35</td>
<td>33</td>
<td>Kmart Corporation</td>
<td>602</td>
<td>638</td>
<td>-5.64</td>
<td>14.53 B</td>
<td>15.4 B</td>
<td>1,252</td>
<td>1,305</td>
<td>Sales and store counts represent US Kmart revenues only. Sears and Sears Canada are covered elsewhere in this registry. Parent company Sears Holding is continuing to close under-performing Kmart and Sears stores.</td>
</tr>
<tr>
<td>36</td>
<td>37</td>
<td>Bose</td>
<td>600</td>
<td>540</td>
<td>11.11</td>
<td>2.5 B</td>
<td>2.25 B</td>
<td>149</td>
<td>143</td>
<td>Store count includes Bose airport kiosks. In 2012, the company opened a store in Qatar.</td>
</tr>
<tr>
<td>37</td>
<td>36</td>
<td>Trans World Entertainment</td>
<td>469.16</td>
<td>551.71</td>
<td>-14.96</td>
<td>469.16</td>
<td>551.71</td>
<td>350</td>
<td>440</td>
<td>Trans World operates stores under the names off.y.e. (for your entertainment) and Suncoast Motion Pictures. Its e-commerce sites include <a href="http://www.wherehouse.com">www.wherehouse.com</a> and <a href="http://www.secondspin.com">www.secondspin.com</a>. In the fall, the company announced its 11th consecutive quarter of improved operating results.</td>
</tr>
<tr>
<td>38</td>
<td>39</td>
<td>J &amp; R Music &amp; Computer World</td>
<td>468</td>
<td>458</td>
<td>2.18</td>
<td>470</td>
<td>460</td>
<td>2</td>
<td>2</td>
<td>The company operates from a mega-store on Manhattan's Park Row and a store-within-a-store at Macy's Herald Square.</td>
</tr>
<tr>
<td>39</td>
<td>40</td>
<td>Buy.com</td>
<td>450</td>
<td>400</td>
<td>12.5</td>
<td>2.77 B</td>
<td>2.11 B</td>
<td>0</td>
<td>0</td>
<td>Japanese retailer Rakuten operates Buy.com. Overall sales represent sales from Rakuten's Internet Services division.</td>
</tr>
<tr>
<td>40</td>
<td>38</td>
<td>Sears Canada</td>
<td>426</td>
<td>468</td>
<td>-8.97</td>
<td>4.26 B</td>
<td>4.68 B</td>
<td>118</td>
<td>122</td>
<td>Sales are reported in U.S. dollars. Sears U.S. and Kmart are covered elsewhere in this registry. Parent Sears Holding has spun off roughly 45 percent of its interest in Sears Canada.</td>
</tr>
<tr>
<td>41</td>
<td>41</td>
<td>Navy Exchange Service Command</td>
<td>419</td>
<td>400</td>
<td>4.75</td>
<td>3 B</td>
<td>2.68 B</td>
<td>104</td>
<td>104</td>
<td>The chain sells to active and retired Navy personnel and their families. Store counts include full-line stores only. The Navy Exchange operates a total of 300 venues, including retail stores, stores onboard Navy ships, and Navy lodges.</td>
</tr>
</tbody>
</table>
### Dealerscope’s Top 101 CERetailers

**Rank** | **Retailer** | **CE Sales 2012** | **% Change '12 vs. '11** | **Total Sales 2012** | **No. of Stores** | **Company News**
--- | --- | --- | --- | --- | --- | ---
42 | B&H Photo Video | 380 | 0 | 380 | 1 | The company sells to professionals and “prosumers” through mail order, the web, and through a single 70,000 square-foot superstore store in New York City.
43 | HSN | 363 | 3.71 | 2.24 B | 2.16 B | 4 | Sales exclude the company’s cornerstone arm. The company, which celebrated its 35 birthday in 2012, launched a free gaming portal on its website, called HSN Arcade.
44 | ABC Warehouse | 315 | 1.94 | 578 | 567 | 59 | ABC Warehouse operates stores in Michigan, Indiana, and Ohio, under the names ABC Warehouse, Hawthorne Home Appliances, and Mickey Shorr Mobile Electronics.
45 | Walgreen Co. | 289 | -3.67 | 70.51 B | 73.18 B | 8,524 | Walgreen's has bought a 45 percent stake in Alliance Boots GmbH, a European pharmacy chain.
46 | Big Lots, Inc. | 270 | 3.45 | 5.35 B | 5.18 B | 1,561 | CEO Fishman is stepping down, and the company has launched a search for a new head. Big Lots operates Big Lots-branded stores in the United States, and Liquidation World and L.W-branded stores in Canada.
47 | Nebraska Furniture Mart | 262 | 1.94 | 160.02 B | 143.69 B | 3 | Nebraska Furniture Mart is part of the Berkshire Hathaway family of companies. Overall sales represent Berkshire Hathaway's sales. In 2015, the chain plans to open a store in Dallas. At a projected 1.86M square-feet (including distribution space) NFM says it will be the nation’s largest furniture store.
48 | Beach Trading Company/Beach Camera and Electronics | 257 | -.78 | 257 | 255 | 1 | The company sells cameras and other CE through mail-order catalogs, the Internet, and a single 7,000-foot showroom.
49 | Crutchfield | 256 | 4.49 | 256 | 245 | 2 | The majority of Crutchfield's sales come from its webband callcenter operations.
50 | Conn's | 244.04 | 8.1 | 634.4 | 586.84 | 68 | Conn's new stores sit in El Paso and Fort Worth, and in Tucson, Ariz.

**Note:** All are Dealerscope estimates. © North American Publishing Co. 2013
1. The Kroger Co./Fred Meyer
   - 1014 Vine St.
   - Cincinnati, Ohio 45202
   - 513-762-4000
   - www.kroger.com
   - CEO: David B. Dillon
   - Type: Public, MM

2. Curacao
   - 1605 W. Olympic Blvd.
   - Los Angeles, Calif. 90015
   - 213-386-4412
   - www.lacuracao.com
   - CEO: Ron Azarkman
   - Type: Private, Ds

3. American TV & Appliance of Madison
   - 2404 W. Beltline Hwy.
   - Madison, Wis. 53713
   - 608-271-1000
   - www.americantv.com
   - CEO: Douglas G. Reuhl
   - Type: Private, AtvM

4. Abt Electronics, Inc.
   - 1200 N. Milwaukee Ave.
   - Glenview, Ill. 60025
   - 847-967-8830
   - www.abt.com
   - CEO: Robert J. Abt
   - Type: Private, ATV1

5. Paul's TV
   - 1804 North Lemon Street
   - Anaheim, Calif. 92801
   - 714-738-5072
   - www.paulstv.com
   - CEO: Babak Ghaznavi
   - Type: Private, ATV1

6. Ritz Camera & Image
   - 6711 Ritz Way
   - Beltsville, Md. 20705
   - 301-419-0000
   - ritzcameraandimage.com
   - CEO: David M. Ritz
   - Type: Private, CAM

7. Video Only
   - 500 Strander Blvd.
   - Seattle, Wash. 98188
   - (206) 444-1655
   - www.videoonly.com
   - CEO: Peter Edwards
   - Type: Private, CAM

8. Adorama Camera
   - 42 West 18th Street
   - New York, N.Y. 10011
   - 212-741-0052
   - www.adorama.com
   - CEO: Mendel Mendlowitz
   - Type: Private, EO

9. Bluestem Brands/Fingerhut
   - 6509 Flying Cloud Dr.
   - Eden Prairie, Minn. 55344
   - 925-656-3700
   - www.fingerhut.com
   - CEO: Brian Smith
   - Type: Private, (MO/Web Only)

**Company News**

The Kroger grocery chain sells CE only through its Fred Meyer arm, and only Fred Meyer outlets are included in the store count. In early 2013, Fred Meyer closed its north Spokane store, which had been in operation for 38 years.

The chain, which this year dropped the article “La” from its name, has opened a new store in Tucson, Ariz.


Abt operates from a single megastore on a 37-acre complex.

Paul’s maintains several standalone stores. The rest of its with outlets sit in furniture stores including Living Spaces, Jordan’s Furniture, Art Van Furniture and Furniture Row. In 2012 the chain exited the Virginia market, where it had formerly operated a store within a store at Haynes Furniture.

After declaring bankruptcy in the summer, Ritz went out of business in the fall. About 18 of its stores, along with the company name and website, were acquired by C&A Marketing Inc., a distributor of cameras, camcorders and accessories.

The company operates stores in Washington, Oregon, and California.

Adorama operates a Manhattan mega-store and a website. It sells cameras to both the hobbyist and the professional photographer.

Bluestem Brands sells under the names Fingerhut and Gettington. Sales figures represent revenues from both brands.

**Continued on page 48**
Meijer Inc.
2929 Walker Ave. NW
Grand Rapids, Mich. 49544
616-453-6711
www.meijer.com
Co-CEO: Hendrik Meijer
Co-CEO: Mark Murray
Type: Private, DG

Shopko Stores Inc.
700 Pilgrim Way
Green Bay, Wis. 54304
920-429-2211
www.shopko.com
CEO: W. Paul Jones
Type: Private, DS

R.C. Willey Home Furnishings
2301 S. 300 West
Salt Lake City, Utah 84115
801-461-3900
www.rcwilley.com
CEO: Scott Hymas
Type: Public, HF

Abe's of Maine
Raritan Center
5 Fernwood Ave
Edison, N.J. 08837
718-645-1818
www.abesofmaine.com
CEO: Abe Mosseri
Type: Private, ATV-1

Car Toys Inc.
20 W. Galer St.
Seattle, Wash. 98119
206-443-0980
www.cartoys.com
CEO: Daniel Brettler
Type: Private, EO

Overstock.com
6350 S. 3000 East
Salt Lake City, Utah 84121
801-947-3100
www.overstock.com
CEO: Patrick M. Byrne
Type: Public, co (Web only)

Datavision
445 5th Avenue
New York, N.Y. 10016
212-689-1111
www.datavis.com
CEO: James Garson
Type: Private, EO

The Home Depot
2455 Paces Ferry Road NW
Atlanta, Ga. 30339
770-433-8211
www.homedepot.com
CEO: Francis S. Blake
Type: Public, HIC

Electronics Expo
38 Fairfield Pl
West Caldwell, N.J. 07006
973-808-8838
www.electronics-expo.com
CEO: Leon Temiz
Type: Private ATV M

Meijer sells throughout the Midwest, from combination grocery/general merchandise stores averaging between 200,000 and 250,000 square feet. In January, J.K. Symanczyk, who had been serving as Meijer COO, was named president of the company. President Mark Murray was promoted to the post of Co-CEO.

The company has dropped its Pamida brand and re-branded former Pamida outlets as Shopko Hometown.

R.C. Willey's stores sit in California, Nevada, Idaho and Utah. R.C. Willey is part of the Berkshire Hathaway family of companies. Overall sales represent Berkshire Hathaway's sales. The company plans to relocate its Taylorsville, Utah, store to a 160,000 square-foot outlet in Draper, Utah.

Most of Abe's sales come from the Web.

Car Toys bricks-and-mortar stores sit in Colorado, Oregon, Texas, and Washington state.

Overstock sells CE by Hewlett-Packard, Canon, Samsung, Apple and other manufacturers. In 2012, the company appointed Timothy Dillworth as its senior vice president for marketing. Dillworth had previously served as marketing head for Coldwater Creek, a woman's apparel chain.

Datavision sells through the Web and through a 35,000-square-foot store in Manhattan.

Sales and store counts exclude the company's operations in China and Mexico. Home Depot's profits are rising, thanks in part to improving conditions in the United States housing market.

All Electronics Expo's bricks-and-mortar stores sit in New Jersey. The company has closed a number of its largest stores, but reportedly plans to rollout smaller-format stores and offer services such as home installation.
<table>
<thead>
<tr>
<th>Rank</th>
<th>2012 Rank</th>
<th>Retailer</th>
<th>CE Sales 2012</th>
<th>CE Sales 2011</th>
<th>% CE Change '12 vs. '11</th>
<th>Total Sales 2012</th>
<th>Total Sales 2011</th>
<th>No. of Stores 2012</th>
<th>No. of Stores 2011</th>
<th>Company News</th>
</tr>
</thead>
<tbody>
<tr>
<td>69</td>
<td>70</td>
<td>Marine Corps Community Services/Marine Corps Exchange</td>
<td>99</td>
<td>96</td>
<td>3.12</td>
<td>801</td>
<td>776</td>
<td>17</td>
<td>17</td>
<td>Store count includes full-line exchanges only. The Exchange also runs restaurants, lodges, golf courses, and other venues of interest to Marine personnel.</td>
</tr>
<tr>
<td>70</td>
<td>72</td>
<td>CyberPower</td>
<td>97</td>
<td>95</td>
<td>2.10</td>
<td>97</td>
<td>95</td>
<td>0</td>
<td>0</td>
<td>CyberPower both manufactures and sells higher-end PCs to everyone from consumers to the private sector.</td>
</tr>
<tr>
<td>71</td>
<td>71</td>
<td>Harmony Computers and Electronics</td>
<td>96</td>
<td>96</td>
<td>0</td>
<td>114</td>
<td>114</td>
<td>1</td>
<td>1</td>
<td>This Brooklyn institution sells CE goods, along with housewares, music equipment and outdoor equipment.</td>
</tr>
<tr>
<td>72</td>
<td>73</td>
<td>Alienware Corporation</td>
<td>95</td>
<td>93</td>
<td>2.15</td>
<td>95</td>
<td>93</td>
<td>0</td>
<td>0</td>
<td>Alienware is a Dell subsidiary. Dell sales are covered elsewhere in this registry.</td>
</tr>
<tr>
<td>73</td>
<td>74</td>
<td>Electronic Express</td>
<td>90</td>
<td>88</td>
<td>2.27</td>
<td>110</td>
<td>108</td>
<td>17</td>
<td>17</td>
<td>AlienExpress outlets sit in and around Nashville, Tennessee.</td>
</tr>
<tr>
<td>74</td>
<td>76</td>
<td>Boscov's Department Store</td>
<td>81.6</td>
<td>80</td>
<td>2</td>
<td>1.02 B</td>
<td>1 B</td>
<td>41</td>
<td>40</td>
<td>Boscov's new store sits near Asbury Park, N.J. In late 2012, the company said that it is eliminating its CE and appliance department in order to expand its furniture selection.</td>
</tr>
<tr>
<td>75</td>
<td>75</td>
<td>Vann's Inc.</td>
<td>78</td>
<td>80</td>
<td>-2.5</td>
<td>110</td>
<td>113</td>
<td>5</td>
<td>6</td>
<td>Vann's declared Chapter 7 bankruptcy in August and was sold to MC Magic Partners LP, a subsidiary of the Khaledi Group, which operates electronics stores in the Southwest.</td>
</tr>
<tr>
<td>76</td>
<td>77</td>
<td>ValueVision Media/ShopNBC</td>
<td>76.7</td>
<td>77</td>
<td>-39</td>
<td>556.41</td>
<td>599.24</td>
<td>0</td>
<td>0</td>
<td>ShopNBC reaches more than 83 million homes through television, is streamed live at <a href="http://www.ShopNBC.tv">www.ShopNBC.tv</a>, and is available via mobile devices.</td>
</tr>
<tr>
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<td>----------------</td>
<td>----------------</td>
<td>----------------</td>
</tr>
<tr>
<td>77</td>
<td>78</td>
<td>Comp-U-Plus</td>
<td>76</td>
<td>74</td>
<td>2.7</td>
<td>76</td>
<td>74</td>
<td>0</td>
<td>0</td>
<td>Included in the sales figures above are small allotments for non-CE items including household goods and health and beauty items.</td>
</tr>
<tr>
<td>78</td>
<td>80</td>
<td>PCNation</td>
<td>71</td>
<td>68</td>
<td>4.41</td>
<td>71</td>
<td>68</td>
<td>1</td>
<td>0</td>
<td>PCNation is a division of OfficeNation. It carries more than 80,000 PCs and related items. The company has opened a new store in Northfield, outside of Chicago.</td>
</tr>
<tr>
<td>79</td>
<td>69</td>
<td>Huppin's Hi-Fi Photo &amp; Video Inc./OneCall</td>
<td>69</td>
<td>68.6</td>
<td>.58</td>
<td>69</td>
<td>68.6</td>
<td>2</td>
<td>2</td>
<td>Huppin's operates from two large stores and the onecall.com Web site.</td>
</tr>
<tr>
<td>80</td>
<td>82</td>
<td>Geeks.com</td>
<td>60.5</td>
<td>60</td>
<td>.83</td>
<td>60.5</td>
<td>60</td>
<td>0</td>
<td>0</td>
<td>Geeks.com is known for offering bargain deals on prior-generation computers and CE.</td>
</tr>
<tr>
<td>81</td>
<td>81</td>
<td>InMotion Entertainment</td>
<td>60</td>
<td>61</td>
<td>-1.64</td>
<td>60</td>
<td>61</td>
<td>65</td>
<td>71</td>
<td>The company, which sells through a series of airport stores, offers DVD players, gaming consoles, tablets, digital cameras, and other CE goods.</td>
</tr>
<tr>
<td>82</td>
<td>85</td>
<td>Cameta Camera</td>
<td>56</td>
<td>50</td>
<td>12</td>
<td>56</td>
<td>50</td>
<td>1</td>
<td>1</td>
<td>Cameta sells through a single bricks and mortar location and via the Web.</td>
</tr>
<tr>
<td>83</td>
<td>83</td>
<td>Big Screen Store</td>
<td>53.5</td>
<td>53</td>
<td>.94</td>
<td>53.5</td>
<td>53</td>
<td>15</td>
<td>16</td>
<td>The chain operates stores in Maryland and Virginia.</td>
</tr>
<tr>
<td>84</td>
<td>84</td>
<td>Audio Express</td>
<td>50.5</td>
<td>50</td>
<td>1</td>
<td>50.5</td>
<td>50</td>
<td>36</td>
<td>38</td>
<td>The company specializes in high-end custom car audio installations. It operates in Arizona, Colorado, Nevada, New Mexico, Texas, California, Missouri, and Illinois.</td>
</tr>
<tr>
<td>85</td>
<td>86</td>
<td>Kohl's Corporation</td>
<td>47.5</td>
<td>47</td>
<td>1.06</td>
<td>19 B</td>
<td>18.98 B</td>
<td>1,146</td>
<td>1,127</td>
<td>Kohl's is reporting a large increase in its e-commerce sales.</td>
</tr>
</tbody>
</table>
This catalog and web retailer sells a broad range of goods, from kitchen supplies to outdoor goods, to gifts and CE. It is a subsidiary of Colony Brands Inc, and overall sales represent sales from that company.

iBuyPower is a worldwide distribution company selling gaming desktops, gaming laptops, workstations, and other computing systems.

The company specializes in high-end systems and custom installation.

Cabela's sells consumer electronics related to outdoor pursuits. New stores include outlets in Kalispell, Montana and Union Gap, Washington.

Samy's sells equipment to both professional and amateur photographers.

National Camera sells to both pro and hobbyist photographers. All its bricks and mortar stores sit in Minnesota.

In early 2012, Ritz Camera bought Ritz Interactive. After declaring bankruptcy in the summer, Ritz Camera went out of business in the fall.

The company's decreasing sales can be attributed in part to the company's revamped stores and "fair and square" pricing models, which left customers confused.
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>94</td>
<td>97</td>
<td>Simply Mac</td>
<td>34</td>
<td>30</td>
<td>13.3</td>
<td>34</td>
<td>30</td>
<td>10</td>
<td>8</td>
<td>The company specializes in Apple products. Its latest store sits in Collins, Colorado.</td>
</tr>
<tr>
<td>95</td>
<td>94</td>
<td>Badcock Home Furniture &amp; More</td>
<td>32.5</td>
<td>32</td>
<td>1.56</td>
<td>577</td>
<td>568</td>
<td>305</td>
<td>304</td>
<td>Badcock operates furniture stores throughout the Southeast. It sells large screen TVs, home theater systems, camcorders and other CE.</td>
</tr>
<tr>
<td>96</td>
<td>95</td>
<td>Modia</td>
<td>30</td>
<td>30</td>
<td>0</td>
<td>30</td>
<td>30</td>
<td>8</td>
<td>8</td>
<td>The company specializes in high-end CE and home theater design.</td>
</tr>
<tr>
<td>97</td>
<td>96</td>
<td>Rite Aid</td>
<td>29.95</td>
<td>30</td>
<td>.16</td>
<td>25.45 B</td>
<td>25.5 B</td>
<td>4,700</td>
<td>4,667</td>
<td>CE sold by this drugstore chain includes cameras, GPS systems and MP3 players.</td>
</tr>
<tr>
<td>98</td>
<td>99</td>
<td>Menards</td>
<td>27.5</td>
<td>26</td>
<td>5.77</td>
<td>7.6 B</td>
<td>7.2 B</td>
<td>270</td>
<td>260</td>
<td>The home improvement chain sells flat panel televisions, stereo equipment, wireless computer accessories and more.</td>
</tr>
<tr>
<td>99</td>
<td>98</td>
<td>Howard’s Appliance and Flat Screen Superstores</td>
<td>25</td>
<td>26</td>
<td>-3.85</td>
<td>92</td>
<td>94</td>
<td>10</td>
<td>11</td>
<td>All the chain’s stores sit in California. The company has closed its Huntington Beach store.</td>
</tr>
<tr>
<td>100</td>
<td>100</td>
<td>Bi-Mart</td>
<td>20.5</td>
<td>20</td>
<td>2.5</td>
<td>820</td>
<td>800</td>
<td>73</td>
<td>73</td>
<td>This employee-owned chain offers deep discounts on a variety of merchandise. In addition to CE, the company sells sporting goods, automotive equipment, pets supplies, furniture, tools, office supplies, shoes, clothing and housewares.</td>
</tr>
<tr>
<td>101</td>
<td>101</td>
<td>Calumet Photographic</td>
<td>19.8</td>
<td>18</td>
<td>10</td>
<td>19.8</td>
<td>18</td>
<td>14</td>
<td>12</td>
<td>In 2012, the company acquired assets and leases of the now-defunct Penn Camera in Washington, D.C.</td>
</tr>
</tbody>
</table>