



Alabama Grocers Association

2017 Convention Yearbook

Sandestin Golf & Beach Resort

July 24-26, 2017

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•Jerry McCann - Senior Vice President and Director Retail Operations • Paula Meeks - Executive Assistant/Retail Office Manager - 205-481-2373 Piggly Wiggly Alabama Distributing Co., Inc. 2400 J. Terrell Wooten Drive, Bessemer, Alabama 35020

Alabama Grocers Association 2017 Annual Convention July 24th through 26th • Sandestin Golf & Beach Resort



The mission of the Alabama Grocers Association is to promote and support the growth and success of the food industry in the state of Alabama through advocacy, education, public relations and networking.

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- 1 No artificail growth hormones*
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Alabama Grocers Association



2017 Annual Convention

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Good fun!



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It's Our Business to Protect Yours



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Alabama Grocers Association



2017 Annual Convention

CHAIRMAN'S MESSAGE



Welcome to the 2017 Alabama Grocers Association Convention. As your Chairman, I am excited to welcome everyone back to beautiful Sandestin Golf & Beach Resort for our 27th Annual Convention. On behalf of the Officers and Directors, thank you to the members and partners for their hard work and support in making this

Gregerson's Foods

Peter V. Gregerson, Jr. year's convention another successful event.

Our Convention Chairman this year is Mr. Keith Lusk. Keith and his dedicated committee have put together a great Business Session for Tuesday morning and have planned some exciting nights of entertainment. Monday night Casino Night will be a blast with some great prizes. At the end of the night, you will be able to exchange your winnings for raffle tickets which you can then use to win prizes.

Also on Monday night we will have our annual Silent Auction during the evening running along with the casino activities. Silent Auction Chairman, Mr. Johnny Collins, and his committee have a great selection of items to place your bids. Please be sure to stop by the registration desk and sign up for Mobile Bidding!

Al Del Greco, football great at Auburn University and Radio Personality, will be our speaker for the Tuesday night Chairman's Banquet. Please remember this year Tuesday night will be "Wear Your Team Colors" night.

Mr. David Bullard, our Membership Committee Chairman, and his committee are right on target to add 54 new members to our association which will give us over 350 members. May I say, "Great job" to David and his committee. They have worked incredibly hard this year to push us over the 350 mark!

Mr. Wade Payne, Legislature Chairman, and his committee have done an excellent job on key issues passed affecting the industry. With the effort of the Legislative Committee and the Association staff, we were able to finally pass ABC Regulations to allow off-premise locations to sample beer and wine in their stores starting August 5th. This was a huge win for our Association this year and a special thanks goes to Mr. Pat McWhorter our legislative consultant, and AGA President Ellie Taylor for their dedication on working with the ABC Board to ensure our best interest during the negotiations.

We had another successful year raising money at the Alabama's Food Industry Finest thanks to Harold Garrett and his committee. Through the efforts of this Committee, last year's event raised over \$40,000 for the Association's SACK PAC. We will continue this event and hopefully by the next election cycle have over \$200,000 to contribute to elected official campaigns.

Mr. Jay Mitchell, Chairman of the Education, Benefits, and Services Committee has worked very hard to award \$60,000 in scholarships this year to many well deserving students who are striving to further their education. We have awarded over a million dollars in scholarships since 1992! The two golf outings this year had a profit of over \$60,000. Thank you to all our members for their monetary donations and for participating in the Golf Outings & Silent Auction. Please continue to support these worthwhile events for our children's future. Great job to Jay and his hardworking committee!

In closing, our Association is very blessed to continue standing strong on its mission to promote and support the growth and success of the food industry in the state of Alabama through advocacy, education, public relations and networking. This would not be possible without the hard work of our Association President, Ellie Taylor, who is on the forefront every day fighting for our industry.

Many thanks to the entire Association Staff for their many hours of hard work and dedication to make our Association and this convention great. I have enjoyed serving as your Chairman and hope that everyone enjoys this year's convention.

Sincerely,

Greg

Peter V. Gregerson, Jr. Association Chairman 2015-2017

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2017 Annual Convention

WELCOME TO THE 2017 AGA CONVENTION!



Keith Lusk Golden Flake

On behalf of the Alabama Grocers Association Board of Directors, I would like to welcome you back to Sandestin Golf & Beach Resort and the 2017 AGA Convention. The convention has become the Association's largest fundraiser and it would not be successful without each and every one of you. A special thank you to all the companies that are exhibiting, sponsoring and adver-

tising this year. Your continued support is what helps our Association thrive in these tough times.

I would also like to take a minute to thank this year's Convention Committee Members for all their hard work, and dedication, for without them this convention would not be possible. This years convention committee includes: Mr. Jack Carlile, SuperValu; Mr. Johnny Collins, Dean Foods; Mr. Danny Babb, Associated Wholesale Grocers; Mr. Kris Jonczyk, Publix Super Markets, Inc.; Mr. Curtis Lyons, Flowers Bakeries and Mr. Eddy Quinley, Advantage Solutions.

We hope you enjoy this year's informative business session, exciting entertainment, packed exhibit hall, and all the fellowship and networking opportunities that are available. May it be both enjoyable and profitable for you and your company!

. Keith

Keith Lusk Convention Committee Chairman





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Alabama Grocers Association



2017 Annual Convention

BUSINESS FORUM SPEAKERS

KEYNOTE SPEAKER - THOM SINGER "CONNECTING WITH PEOPLE IN A GADGET CRAZED WORLD"



Thom Singer, CSP, has more than 25 years of sales and marketing experience with firms such as RR Donnelley, Brobeck Phleger & Harrison LLP, Andrews Kurth LLP, Marsh Inc., and Wells Fargo Bank. He is an expert in human engagement and has trained thousands of professionals in the art of building professional contacts that lead to increased business.

During his Keynote, he will talk about how in today's distracted work environment there is a disconnect between social media "likes", "links", "shares" and "follows" and real meaningful

business connections. Thom will work to help people get back to the basics of relationships that lead to better opportunities and more sales.

Thom has authored twelve books on the power of business relationships, sales, networking, presentation skills and entrepreneurship, and regularly speaks to corporate, law firm and convention audiences. He is also the host of the popular "Cool Things Entrepreneurs Do" podcast. Thom interviews business leaders, entrepreneurs, solopreneurs, and others who possess an extra dose of the entrepreneurial spirit.

ACTIVE SHOOTER SEMINAR

Active shooter incidents are often unpredictable and evolve quickly. In the midst of the chaos, anyone can play an integral role in mitigating the impacts of an active shooter incident. An active shooter is an individual actively engaged in killing or attempting to kill people in a confined and other populated area. In most cases, active shooters use firearms and there is no pattern or method to their selection of victims.

In this active shooter seminar, you will learn to manage real-life situations and address employer responsibilities, develop comprehensive workplace strategies and prevention plans, how to de-escalate and minimize violent outbursts, reduce security

risks in your workplace, how to work with local law enforcement agencies and how to defuse active shooter incidents. If you do not already have an active shooter plan for your company, this is a must attend seminar for you and your employees.





ALABAMA E-WIC SEMINAR- MS. STACEY NEUMANN



The Alabama WIC Department and the AGA WIC Task Force have worked together at the end of the three (3) month pilot. for many years to make e-WIC a reality in Alabama. Several years ago, after much research, the decision was made by Alabama WIC to select an online system to replace the current paper based delivery system as part of the planning phase. Alabama WIC is now

entering the implementation phase. The City of Montgomery has been selected as the pilot site. Following a three (3) month pilot we will begin statewide roll out. The pilot is estimated to

begin February/March of 2018 with statewide roll out beginning

Join us as Stacey Neumann, Vendor Management Director, Alabama WIC Department discusses the new online e-WIC rollout, gives us a timeline for implementation and shares how moving to this system in 2018 will result in smoother transactions at the register, automatic electronic claim payments and reduced time "in lane" for consumers.



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Alabama Grocers Association



2017 Annual Convention

BUSINESS FORUM SPEAKERS CONTINUED

E-COMMERCE PANEL DISCUSSION

Look around the next time you're in a grocery store and you'll see that the category is changing in ways beyond screens and phones.

Two of most obvious upgrades are the additions of home delivery (HD) and click-and-collect (CnC) services. It's important to note that there is not a single flavor of each. CnC, broadly speaking, involves any fulfilment process in which the consumer orders an item online and travels somewhere to pick it up. As you might expect, CnC does not have a fixed operational model nor is it necessarily tied to a traditional store footprint. It can involve going to a traditional store or picking up at dedicated lanes outside of one. It can even include getting items at lockers or drive-through convenience stores.

HD is similarly diverse. It can involve scheduled or unscheduled delivery with different time frames (including

almost immediately). We're also seeing personal shoppers and organized parcel delivery, with additional models coming soon.

In our e-commerce Panel Discussion, you will hear from grocery warehouse operators and small retailers that are currently offering e-commerce. You will learn why it is important, consumer trends, utilization, ease of access and best practices. Every retailer should attend this panel discussion and start the conversation of e-commerce for your company.



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WELCOME NIGHT CASINO PARTY

Monday, July 24, 2017 7:00 p.m.





y₀



pepsi

Dinner Sponsored By: Alabama Crown, Dr. Pepper Snapple Group, Federated Insurance, Flowers Bakeries and Mitchell Grocery Corporation

Casino Sponsored By: Buffalo Rock Pepsi Cola Company and Piggly Wiggly Alabama Distributing Company

Be sure to join us Monday Night for Casino Night!! The evening will be an amazing start to the convention. We will have food stations around the room, casino games and our silent auction in Azalea Ballroom. Attendees will receive gaming chips and try their hand at craps, roulette, black jack and much more. At the end of the evening, your chips will be exchanged for drawing tickets that can be placed in ballot boxes for the item of your choice. We will then draw from these boxes for our prizes.

A sample list of prize items:

Victrola 8-in-1 Bluetooth Record Player iRobot Roomba 620 Robotic Vacuum 49" 4K Ultra HD LED TV Jetson V5 Self Balancing Scooter Fitbit Alta Gold Wireless Tracker Coolest Cooler in Blue Moon 2 Alabama vs. Auburn Tickets
2 Alabama vs. LSU Tickets
2 Sets of XL Hunting Gear
Mountain Dew Grizzly Cooler
2 Weekender Bags
Golf set including golf balls and shirts

We will also be running the AGEF Silent Auction, be sure to stop by the registration desk to sign up for Mobile Bidding! We will also be hosting a Live Auction for some amazing items! A special thanks to our Master of Ceremonies Mr. Ryan Brown of WJOX!













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Tuesday, July 25, 2017 8:00 p.m.







"Wear Your Team Colors" Mr. Al Del Greco Sponsored By: Associated Grocers of the South, Coca-Cola Bottling Company United, Inc. and Coca-Cola Bottlers of Alabama

Al Del Greco was a four-year letterman at Auburn University and completed 110 out of 111 PATs in his college career. He also set the SEC record for field goal attempts in a single game and field goals made in a single game in a 1982 game versus Kentucky where he made six out of his seven attempts. As of 2016, he and Daniel Carlson are tied for the most Field goals in a single game for Auburn at six. His 236 career points place him fifth on the Auburn career scoring list.

Del Greco played in the NFL from 1984 to 2000 finishing his 17 NFL seasons with 347 of 449 (77%) field goals and 551 of 554 (99%) extra points, giving him a total of 1,592 points. He was inducted in the Alabama Hall of Fame and was nicknamed "Automatic Al." Al played for the Green Bay Packers, Phoenix Cardinals, and Houston Oilers/Tennessee Titans during his NFL Career and was the placekicker in Super Bowl XXXIV.

He is currently co-hosting "The Opening Drive" on WJOX 690 in Birmingham, Alabama with Jay Barker and Tony Kurre.

Join us after he addresses those in attendance for autographs and photo opportunities.



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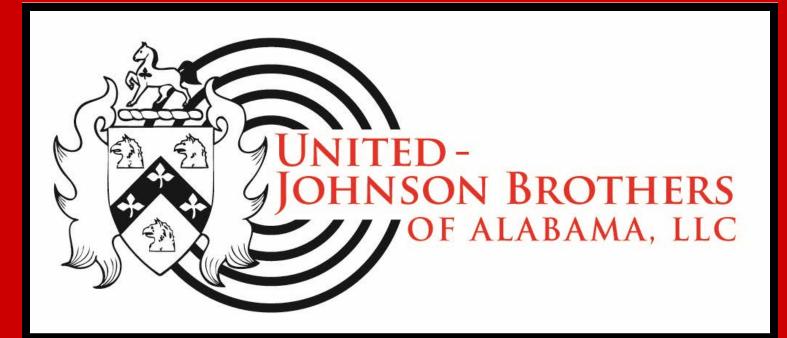
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BREWED BY OUR ORIGINAL PROCESS FROM THE CHOICEST HOPS, RICE AND BEST BARLEY MAD

Make a plan to make it home, every time you go out. Do whatever it takes to get home safely. Call a friend, arrange for a cab or designate a driver.



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development of your business. We are here to assist in the

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Executive Vice President (678) 398 - 3<u>5</u>30 <u>Mark Gossett</u>

Director of Market Development **Charles Weathington** <u>(678) 398 - 3536</u>

Indianola, MS Distribution Center **Area Marketing Director Terry Albonetti** (901) 277 **-** 7891

Quincy, FL, Latin America & Caribbean **Anniston Distribution Center** Area Marketing Director (678)398-3537 **Jack Carlile**

Alabama Grocers Association



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Brian Smith Community Coffee Company



Cliff Thomas Snyder's-Lance



Chris Woods Truno, Retail Technology Solutions

Mark Your Calendars! AGEF Fall Golf Outing - October 19th Inverness Country Club Birmingham, Alabama







2017 Annual Convention

SUNDAY - JULY 23, 2017

5:00 p.m.	Board of Directors Meeting & Dinner (INVITATION ONLY)
	Sponsored by: Super Valu, Inc. and United Johnson Brothers of Alabama
MONDAY - JULY 24	,2017
8:00 a.m.	Golf Tournament (Baytowne Golf Course)
	Sponsored by: Merrill Lynch and Snyder's-Lance
	Golf Refreshment Carts Sponsored by: Sargento
	Coffee Sponsored By: Community Coffee Company
10:00 a.m. to 5:00 p.m.	Registration Desk Open (Baytowne Conference Center Main Level Foyer)
•	Registration Refreshments Sponsored by: Milo's Tea Company
	Registration Gifts Sponsored by: Mars Chocolate North America
	Name Tags Sponsored by: Mitchell Grocery Corporation
	Neck Cords Sponsored by: Golden Flake Snack Foods
10:00 a.m. to 4:30 p.m.	Exhibitor Set-up (Magnolía Ballroom)
5:30 p.m.	4 Star Reception (INVITATION ONLY)
6:00 p.m. to 10:00 p.m.	Children's Program (Jasmíne Ballroom)
1 1	Sponsored by: Blue Bell Creameries and Forster & Howell
6:00 p.m. to 6:45 p.m.	Board of Directors Reception (Baytowne Conference Center Main Level Foyer) Sponsored by: Dutch Farms, MillerCoors, Whitfield Foods and Winn-Dixie
7:00 p.m.	Welcome Night Casino & Silent Auction Party (Azalea Ballroom)
* 1	Dinner Sponsored by: Alabama Crown, Dr. Pepper Snapple Group, Federated Insurance,
	Flowers Bakeries and Mitchell Grocery Corporation
	Casino Sponsored by: Buffalo Rock Pepsi Cola Company and Piggly Wiggly Alabama Distributing
	Mobile Bidding Sponsored by: Truno, Retail Technologies, Inc.
	Casino Night Desserts Sponsored by: Community Coffee Company
THESDAY - JULY 25	5, 2017
7:00 a.m. to 9:00 a.m.	Breakfast Buffet (Azalea I Ballroom)
	Sponsored by: Bimbo Bakeries, Red Diamond, Inc., Royal Foods , Walmart and Whitfield Foods

7:00 a.m. to 5:00 p.m. Registration Desk Open (Baytowne Conference Center Main Level Foyer)



THESDAY - JULY 25, 2017 (continued)

8:00 a.m. to 12:00 noon	Business Session (Azalea 11 g 111 Ballrooms)
	Sponsored by: Alabama Power Company, Publix Super Markets Charities, Regions and Sherwood Foods
	Coffee Courtesy of: Red Diamond, Inc.
	Active Shooter Seminar - FBI Agent Eric Pulwicz
	Update on Tasting Regulations - ABC Administrator, Mac Gipson
	Keynote Speaker - Thom Singer "Connecting with People in a Gadget Crazed World" Alabama eWIC Seminar - Stacey Neumann, Vendor Management Director E-Commerce Panel Discussion
	Kate Favrow, Associated Wholesale Grocers
	Steve Weathington, Piggly Wiggly Alabama Distributing
	John Wilson, Super Foods Supermarkets
	Jímmy Wríght, Wríght's Market
10:00 a.m.	Bingo (Camellía Ballroom)
	Sponsored by: Super Foods Supermarkets and The Hershey Company
12:30 p.m. to 3:30 p.m.	Exhibit Hall Open (Magnolía Ballroom)
6:00 p.m. to 10:00 p.m.	Children's Program (Camellía 1 Ballroom)
	Sponsored by: Blue Bell Creameries and Forster & Howell
6:00 p.m. to 6:45 p.m.	Vice Chairman's Reception (Baytowne Conference Center Main Level Foyer)
	Sponsored by: Anheuser-Busch, Palermo Villa, The Kroger Company and Vietti
7:00 p.m.	Chairman's Banquet (Azalea Ballroom)
	Sponsored by: Altria Client Services, Associated Wholesale Grocers, Dean Foods,
	Golden Flake Snack Foods, Mayfield Dairy Farms and United Johnson Brothers of Alabama
	Grand Prize Sponsored by: Bevco Beverages
	Vice Chairman's Gift Sponsored by: Frito-Lay
	Chairman's Gift Sponsored by: R. J. Reynolds Tobacco Company
8:15 p.m.	Celebrity Entertainment - Mr. Al Del Greco (Azalea Ballroom)
	Sponsored by: Associated Grocers of the South and Coca-Cola Bottling Company United, Inc.
WEDNESDAY - JUL	Y 26, 2017
7:00 a.m. to 9:00 a.m.	Closing Breakfast Buffet (Azalea 1 & 11 Ballrooms)

Closing Breakfast Buffet (Azalea 1 g 11 Ballrooms) Sponsored by: China Doll/Dixie Lily, Crystal Farms, Fleeman's Gourmet and ' Moore's Marinades & Sauces

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SCHOLARSHIP WINNERS



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Jade Ajlouny Parent Winner Buy Lo Quality Foods



Parent Winner Fresh Express



Amanda Anderson Bill Ragland Memorial Ragland Brothers Retail



Kendall Armstead Student Winner Buy Lo Quality Foods



Dakota Belue Piggly Wiggly of Red Bay Piggyback



Marcus Bush Student Winner Winn-Dixie



Parent Scholarship Dean Foods



Sarah Clark *Parent Winner* Hometown Market



Joseph Clark Parent Winner Mitchell Grocery Corporation



Jason Collins Parent Winner Dean Foods



Jeremy Collins Parent Winner Dean Foods



Juan Contreras Student Winner Bruce's Foodland



Parent Winner Hometown Market



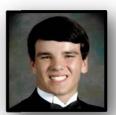
Maxwell Crawford James L. Smotherman Memorial United Johnson Brothers of AL



Camden Cutright Parent Winner Associated Wholesale Grocers



Jacob Delaney Parent Winner Kelley Foods



Samuel Delaney Parent Winner Kelley Foods



Tina DiChiara AWDA Piggyback City Wholesale Grocers



Deana Diveto Student Winner Bill and Son's



Emi Dutton Student Winner Gateway Foods



Raven Edwards Associated Grocers of the South Piggyback



Hannah Elliott Mary Hardin Memorial Crystal Farms



Ryleigh Esco Parent Winner Milo's Tea



Kelli Frye Piggly Wiggly Alabama Distributing Company Piggyback



Lancy Gaddis *Parent Winner* Bruce's Foodland



Ansley Gross Parent Winner Mrs. Stratton's Salads



Demarcus Joiner Student Winner Piggly Wiggly #95



Jonathon Joncs John E Wilson Memorial Piggyback



Madelyn Kelley Parent Winner Kelley Foods

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TRUNC retail technology solutions

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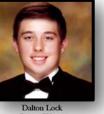




SCHOLARSHIP WINNERS CONTINUED



Ling Hui Liu Student Winner A&R Super Markets, Inc



Parent Winner Food Giant Supermarkets



Alan J. Frankel Memorial Piggyback Gregerson Foods



Joseph Longmire John E. Wilson Memorial Piggyback



Kyne Loven Parent Winner Wal-Mart



TaShara Mason Student Winner Publix Super Markets, Inc.



Nathan Scott Jones Student Winner Grant Foodland



Haley McAllister Gateway Foods Piggyback



Gateway Foods Piggyback



Emily McCord Parent Winner Tallassee Super Foods



Chandler McCosh Parent Winner Mayfield Dairy



Macy Murray Parent Winner Bunzl Distribution



Christine Nguyen Student Winner Guntersville Foodland



Reagan Padgett Associated Grocers of the South Piggyback



Piggly Wiggly of Red Bay Piggyback



Cecilia Ragusa Parent Winner Whitfield Foods



Drew Richardson Parent Winner Associated Wholesale Grocers



Levi Sanford Student Winner Gateway Foods



Hannah Smith Parent Winner Mayfield Dairy Farms



Robert Smith Parent Winner Albertville Foodland



Sydney Standridge Parent Winner Dave's Market



Nicolle Stanfill Parent Winner Autry Greer & Son's



Nautica Steele Student Winner Piggly Wiggly of Jefferson County



Chassity Terrell Bill Ragland Memorial Piggyback Ragland Brothers Retail



Felix Toussaint Student Winner Publix Super Markets, Inc.



Quanisha Trammell Student Winner Publix Super Markets, Inc.



Seth Weiss Parent Winner The Pictsweet Company



Allie Williams Bill Ragland Memorial Piggyback Ragland Brothers Retail



Zachary Woder Student Winner Gateway Foods



Johnathan Woods Parent Winner Associated Wholesale Grocers







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ALEXANDRIA FOODLAND

SAM PRICHARD, CEO ERIC PRICHARD, PRESIDENT

AUTRY GREER & SONS, INC.

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BRUCE'S FOODLAND COST PLUS

TIM DAVIS





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TIM GOAR

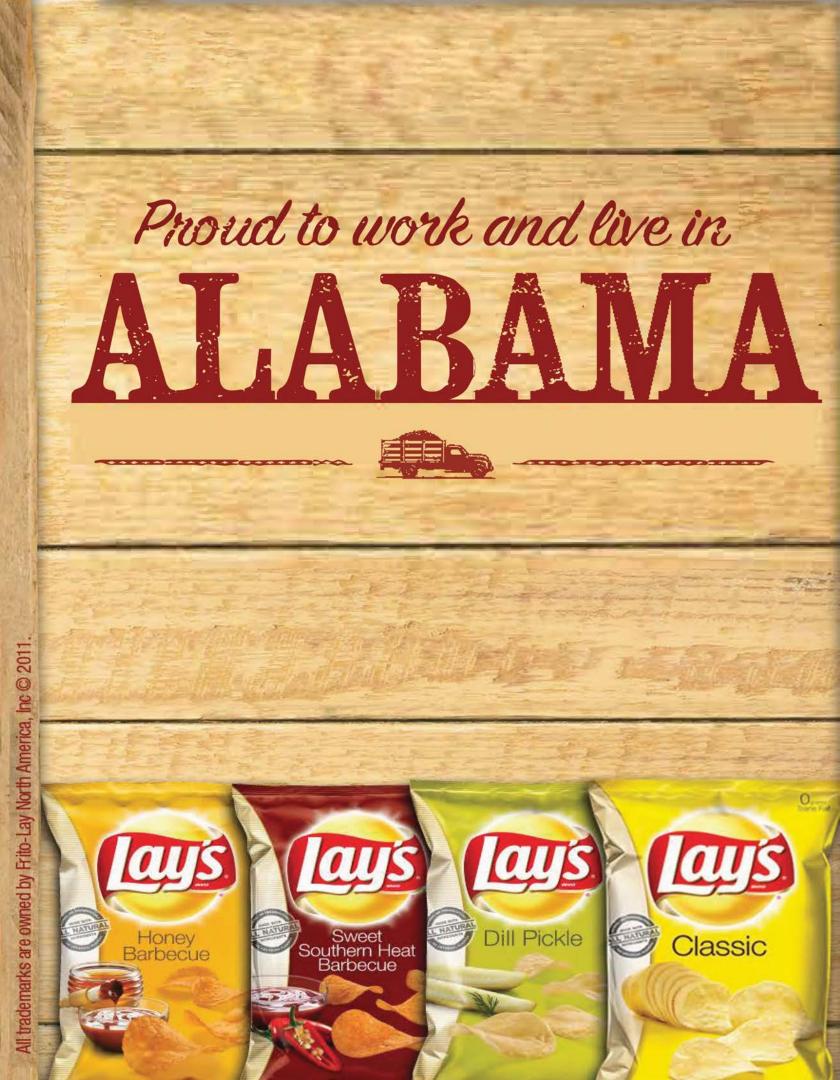
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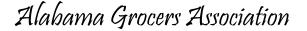
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DEWEY CLECKLER, OWNER

MARINO'S ASSOCIATED FOODS

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PIGGLY WIGGLY #53 JEMISON LAMERLE HAMM

PIGGLY WIGGLY #65 RICK SUDDUTH

PIGGLY WIGGLY #75 RON SUDDUTH

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TOM WILLIAMS PIGGLY WIGGLY #045 - HALEYVILLE PIGGLY WIGGLY #087 - PHIL CAMPBELL

PIGGLY WIGGLY OF JEFFERSON COUNTY STANLEY VIRCIGLIO, PRESIDENT ANDY VIRCIGLIO CRESTLINE PIGGLY WIGGLY - CRESTLINE PIGGLY WIGGLY #211 - HOMEWOOD PIGGLY WIGGLY #269 - MOUNTAIN BROOK

PIGGLY WIGGLY OF RED BAY

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PUBLIX SUPER MARKET #0574 - HUNTSVILLE PUBLIX SUPER MARKET #1126 - HUNTSVILLE PUBLIX SUPER MARKET #1451 - HUNTSVILLE PUBLIX SUPER MARKET #0598 - MADISON PUBLIX SUPER MARKET #0745 - MADISON PUBLIX SUPER MARKET #1185 - MADISON PUBLIX SUPER MARKET #1190 - MERIDIANVILLE **PUBLIX SUPER MARKET #1404 - MOBILE** PUBLIX SUPER MARKET #1436 - MOBILE PUBLIX SUPER MARKET #1604 - MOBILE PUBLIX SUPER MARKET #1024 - MONTGOMERY PUBLIX SUPER MARKET #1025 - MONTGOMERY PUBLIX SUPER MARKET #1026 - MONTGOMERY PUBLIX SUPER MARKET #1027 - MONTGOMERY PUBLIX SUPER MARKET #1508 - MOODY PUBLIX SUPER MARKET #1085 - MOUNTAIN BROOK PUBLIX SUPER MARKET #1532 - MUSCLE SHOALS PUBLIX SUPER MARKET #1075 - NORTHPORT PUBLIX SUPER MARKET #1213 - ORANGE BEACH PUBLIX SUPER MARKET #0573 - OWENS CROSS RD PUBLIX SUPER MARKET #1420 - OXFORD PUBLIX SUPER MARKET #0841 - PELHAM PUBLIX SUPER MARKET #1202 - PELHAM PUBLIX SUPER MARKET #1391 - PELL CITY PUBLIX SUPER MARKET #1086 - PHENIX CITY PUBLIX SUPER MARKET #1069 - PINSON PUBLIX SUPER MARKET #1228 - PRATTVILLE PUBLIX SUPER MARKET #1476 - RAINBOW CITY PUBLIX SUPER MARKET #1400 - SPANISH FORT PUBLIX SUPER MARKET #1525 - TROY PUBLIX SUPER MARKET #1082 - TRUSSVILLE PUBLIX SUPER MARKET #0075 - TUSCALOOSA PUBLIX SUPER MARKET #1083 - TUSCALOOSA PUBLIX SUPER MARKET #1253 - TUSCALOOSA PUBLIX SUPER MARKET #0842 - VESTAVIA PUBLIX SUPER MARKET #1545 - VESTAVIA

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