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Clark Associates is Ranked #1 Again on the “2022 Distribution Giants” List

Per the “2022 Distribution Giants” list published by Foodservice Equipment & Supplies magazine, Clark Associates took the #1 spot for the second year in a row, further reinforcing its standing as the nation’s leading supplier.

Each spring, FE&S puts together a list of the top 100 dealers in the United States based on sales from the previous year, and by earning over \$2.5 billion in 2021, Clark Associates outranked the competition with yet another period of unprecedented growth. This comes as exciting news given the market, which is slowly but surely recovering from the impacts of COVID-19.

According to FE&S, sales among the top 100 dealers totaled \$11.72 billion in 2021, which is up from \$9.4 billion in 2020—a year when only 16% of companies saw an increase in sales. And although 15% still saw a decline in revenues throughout 2021, 85% within the top 100 experienced the opposite. Clark’s rapid and dynamic development during both years is a testament to the company’s superior adaptability and knack for facing industry issues head-on.

2021 was a year riddled with supply chain challenges, like long lead times, price increases, and general lack of inventory. This resulted in lost opportunities for many, but Clark relentlessly worked to find and source supplies to meet the unique needs of its diverse client base.

From investing in new, data-driven technology and partnerships to expanding distribution centers and onboarding top talent, Clark was able to provide what most struggled to offer—a wide selection of affordable quality products, responsive customer service, quick shipping, and consistent transparency.

During a time when misleading information and failed expectations are the norm, Clark believes in doing better by its people. It is this uncompromising approach to business that propelled the company to the top, leading to another record-breaking year in sales as the nation’s #1 dealer of foodservice equipment and supplies.



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About Clark Associates

Clark Associates is a privately held company headquartered in Lancaster, PA and has been recognized as one of Central Pennsylvania's fastest growing companies as well as Foodservice Equipment & Supplies magazine's 2015 Dealer of the Year. Employing over 5,000 people, Clark's multiple divisions and branches in distribution, sales, and technology serve a variety of commercial foodservice customers nationwide. For more information on our business and history, please visit www.clarkinc.biz.