



## REGIONAL Chain Report

2012

Even as the big get bigger, it appears the industry's top regional chains continue to grow in relevance and importance in the markets they dominate. In this special section, *DSN* profiles the top 25 regional pharmacy chains in food, drug and mass, with a special focus on what makes each one unique.

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### Navarro Discount Pharmacy

When it comes to serving the Hispanic community in Southern Florida, perhaps no one does it better than Navarro Discount Pharmacy. With 30 existing store locations in Miami, and one under construction, this regional player is the largest Hispanic-owned drug

store chain in the United States. Navarro undoubtedly has its finger on the pulse of its shoppers, catering to the Hispanic and ethnic markets through its differentiated product offerings and services. It also has developed its own private-label brand of Hispanic products across

a wide range of categories, including OTC, household, beauty, food, body and baby. The company is in the midst of a 20-plus store expansion strategy that spans over the next few years, with the next store opening being Pembroke Pines in Broward County in spring 2012.



Store count: 30  
2010 Rx sales: \$114 million  
Region: Southern Florida