



The Great Atlantic & Pacific Tea Company
2 Paragon Dr. Montvale NJ 07645

Via Federal Express

January 28, 2009

Ronald Price
Montgomery County, Maryland
Department of Liquor Control
16650 Crabbs Branch Way
Rockville, MD 20855

**Reference: Proposed Super Fresh Supermarket
North Washington Street
Rockville Town Square
Rockville, MD**

Dear Ronald:

Pursuant to a conversation with Sara Marshall from our office, this letter is a follow-up inquiry regarding our ability to obtain a license to sell wine and beer products in the above referenced location. By way of background, A&P has entered into a lease for approximately 33,800 total square feet with Federal Realty Investment Trust for a portion of the Rockville Town Square. Our proposed use for the space is a full line supermarket offering one-stop shopping. Although A&P carries a full line of household products, our emphasis is on fresh produce, meats, cheese, deli products, fish and groceries all at reasonable prices.

We are currently finalizing our layout of the store and as part of the process we conducted both a focus group and a telephone study garnering local input into our store design in order to better serve the community. The desire for one-stop shopping including a wine and beer department/shop with the proposed supermarket was a prevailing request by the area residents. In so much as A&P wants to be successful in this location, we would like to obtain a wine and beer license to satisfy the area residents who are looking for a one-stop shopping experience.

Fortunately, A&P has significant experience in operating liquor stores as well as wine and beer departments within our stores as well as freestanding locations. We currently operate 24 freestanding locations, 16 in-store liquor departments as well as 174 in-store beer departments. Additionally, approximately 1 year ago A&P purchased a company called Best Cellars. Although we gained stores with the purchase, the primary target of the acquisition was the experience and knowledge of a co-founder, Joshua Wesson. Joshua is highly regarded in the wine industry has written numerous books, been published on many occasions in food and wine magazines, has partnered with Rachael Raye and holds wine pairing classes for our customers. We believe that with A&P's experience as well as the knowledge of Joshua, a wine & beer shop would be a great enhancement to the Rockville Town Square.



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We would prefer to operate the wine and beer shop as a department within our supermarket as this would be both easier for A&P to operate as well as significantly more convenient for our customers. However, if the Department of Liquor Control Board would prefer to have the store as a separate store with its own entrance and exit, A&P would be more than willing to operate in that fashion as well.

Attached is a proposed plan that illustrates the wine and beer shop occupying approximately 1,000 square feet as a department within the supermarket. The wine and beer shop has been designed in a way that will allow A&P to close the wine and beer shop off from the remainder of the supermarket if required by the Liquor Control Board. Additionally, the shop is designed to have its own secure storage area.

In summary, A&P is excited to be a part of the Rockville Town Center and we are certainly hoping to be successful in this location as well as drive additional customer flow for other retailers within the center. To that end, we have been informed by our future customer base that it would be a great enhancement for their ease of shopping to have a wine and beer shop as part of the supermarket. Due to this fact, we respectfully ask for your consideration in allowing A&P to operate a wine and beer shop in the Rockville Town Center. Please do not hesitate to call me or if you would prefer to meet and discuss this further, please let me know and I will make myself available.

Sincerely,

Robert R. Volosin
Senior Director of Real Estate
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