| Sample size   | 628        |
|---|------------|
| Which one is the most important to you when judging a retailer's performance? Please choose one.  |            |
| How they treat you: Customer service that is both excellent and fits your needs   | 40%        |
| How much they charge you: The prices overall are low or competitive; the value for the price  |            |
| charged is excellent  | 23%        |
| What they sell you: The products or services they offer are excellent, exactly what you want  |            |
| (quality, selection, uniqueness etc.)   | 20%        |
| How easy they make it for you: Convenience of the whole experience, which can include the   |            |
| store location being close by or easily accessible, good parking, good hours etc.   | 8%         |
| How the store feels: Store layout makes it easy to find what you're looking for, store  | 070        |
| ambience makes you feel good etc.; or if online, how the website feels, how easy it is to   | i          |
| navigate around etc.  | 3%         |
|   | 370        |
| What else they do: Being a good corporate citizen (e.g., community involvement, contributing  | 20/        |
| to worthwhile causes, protecting the environment etc.)  How they reward you for being a good customer: Loyalty, reward or point programs or | 3%         |
| recognition that you matter to them   | 3%         |
|   |            |
| Thinking about all the retailers you deal with, approximately how many of each of the following would you                                   |            |
| say are excellent retailers overall? Please choose one for each row.  |            |
| Independently owned retailers   | 4007       |
| All or nearly all   | 12%        |
| Most  | 40%        |
| About half  | 18%        |
| Some  | 19%        |
| Very few  | 5%         |
| None<br>Don't know  | 1%<br>5%   |
| Retailers that are part of a chain, each store is owned by a company  | 3%         |
| All or nearly all   | 4%         |
| Most  | 27%        |
| About half  | 21%        |
| Some  | 28%        |
| Very few  | 9%         |
| None  | 3%         |
| Don't know  | 8%         |
| Retailers that are part of a chain, each store is owned by an individual franchisee   |            |
| All or nearly all   | 4%         |
| Most  | 32%        |
| About half  | 22%        |
| Some  | 25%        |
| Very few  | 8%         |
| None  | 2%         |
| Don't know  | 7%         |
| Department stores   |            |
| All or nearly all   | 3%         |
| Most  | 24%        |
| About half  | 19%        |
| Some  | 28%        |
| Very few  | 19%        |
| None  | 4%         |
| Don't know  | 3%         |
| Big box stores  |            |
| All or nearly all   | 5%         |
| Most<br>About half  | 20%        |
| About half  | 18%        |
| Some<br>Very few  | 24%<br>20% |
| Very rew<br>None  | 20%<br>8%  |
| Don't know  | 5%         |
| DOLLKIOW  | J /0       |

Survey fielded March 15-21, 2010. An unweighted probability sample of this size, with a 100% response rate, would have an estimated