



Connections

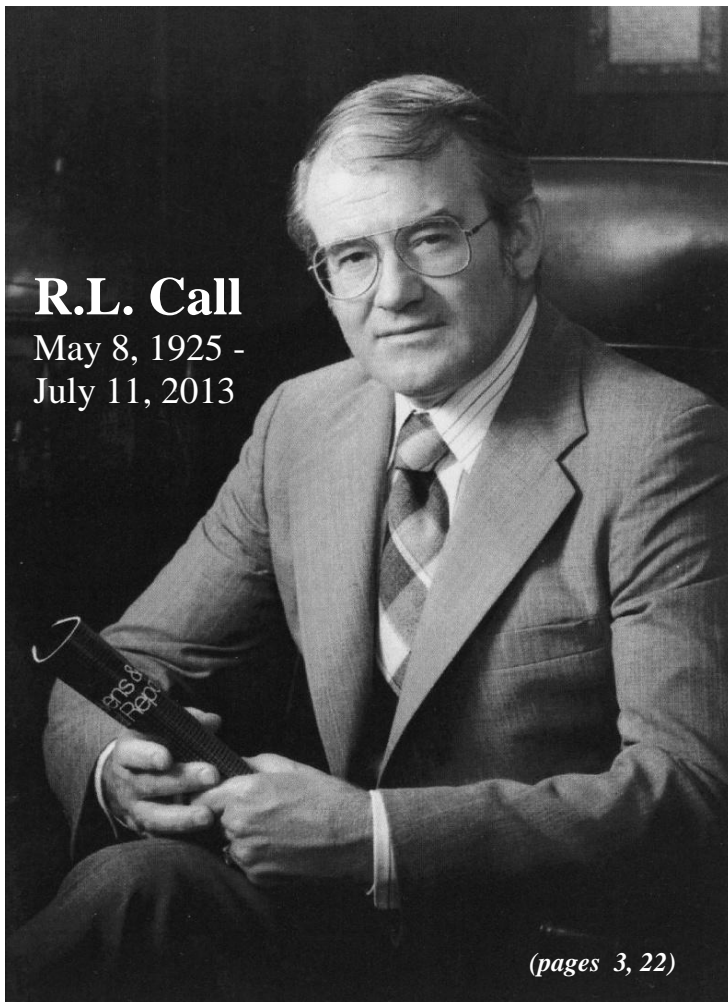
Volume 20 Issue 3

oscosavonalumni.com

August 2013

R.L. Call

May 8, 1925 -
July 11, 2013



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The Top 10 Pharmacy Retailers

Little has changed in the makeup of the top pharmacy retailers over the past year, but competition is sure to keep intensifying amid the changes being brought by health care reform. The top 10 players in retail pharmacy (listed on page 20) remained the same in terms of prescription dollar volume and pharmacy count, according to *Chain Drug Review's* 2013 Annual Report of Retail Pharmacy with Walgreen Co. still at No. 1 in both Rx dollar sales (\$45.26 billion) and number of pharmacies (8,081). Kroger Co. moved up a spot to No. 5 in pharmacy dollar volume (\$8.02 billion), edging past this year's No. 6 Health Mart (\$7.6 billion).



Outside the top 10, two other companies also have risen in the standings. AB Acquisition LLC, parent of the regional supermarket operator Albertsons LLC saw its pharmacy count escalate from less than 200 to about 780 when in March it closed a \$3.3 billion deal to acquire 877 stores from Supervalu Inc.

Albertsons now stands at No. 12 in pharmacy count (780) and at No. 13 in Rx dollar sales (estimated at \$2 billion). At the same time, Supervalu has fallen to No. 33 in pharmacies (155) and No. 36 in pharmacy dollar volume (\$512 million) as a result of divesting the bulk of its retail pharmacy business. A year ago, Supervalu was No. 12 in pharmacy count (798) and No. 11 in pharmacy sales (\$2.35 billion).

(Continued on page 20)



Editor's Note

Hello, Everyone!

I hope you are having a great summer! As you will see in this newsletter we have quite a number of alumni events coming up. New board members Dan Quinn and Larry Wahlstrom are each organizing first-ever alumni events in California (Sav-on) and in New England (Oscos). In the Chicago area, *Jewel-Oscos Retirees Club* president Dave Stailey invites our members to a luncheon being sponsored on September 17. Our alumni club is having an evening dinner on September 19. I encourage everyone to pass the word to your Sav-on and Oscos friends, retired or still working, to come out and join us for an evening of socializing, catching up with old friends and making new ones; the more the merrier! And, as we've mentioned so many times, you do not need to be a member to attend these social events. I'm personally thankful to many for inviting me to an event when I was still working. Who knew that I'd now be a member, plus on the Board of Directors so many years ago when I was a guest!

On a sad note, I report that three of our members have passed away. Our thoughts are with the families of Betty Ballew-Allen, Kathy Baier and Mike Radke. Last month, we also lost R.L. Call, retired president and CEO of Sav-on Drugs, Inc.

I welcome your comments as well as any info you'd like to share with the members: your one-liners, current news, e.g., where you're working, where you've traveled and/or other updates. Email me whatever you would like to share OR if you prefer, send via USPS to the club's P.O. Box.

Barbara Salerno

Director, Administration
Editor, *Connections*

P.O. Box 1024

Lombard, IL 60148-8024

oscossavonalumni@yahoo.com



New England OSCO Reunion Planning Underway

New Board member **Larry Wahlstrom** has tested the waters with former associates of the Eastern Region (New England stores) and there is a great deal of interest among managers, pharmacists and store associates for a gathering of former Oscos people in the Boston area. A dinner is slated for the evening of Friday, June 20, 2014.

The "New England Oscos Reunion" committee headed by Larry includes **Anthony Accardi, Ken Bellefeuille, Margie Glikas, Joan Gumbleton, Gary Hunstiger, Jerry LaPointe, Kathy MacDonald, Gerry Pearsall and Glen Yergeau**. If you are interested in attending, click [HERE](#) to be added to the mailing list or let us know via email at oscossavonalumni@yahoo.com. The preliminary responses will help in planning (finding a venue, price of tickets, etc.) Look for updates and other details in *Connections* and on the website.

Contact Info Updates

If you have changed your address, phone number, email ID, etc. please update your information at www.oscossavonalumni.com or email your updates to oscossavonalumni@yahoo.com. All members will receive an updated Member Directory in the fall so it's important that it have your most current information.

You can also add a photo, work history information, links to your Facebook and LinkedIn profiles to your alumni club member profile by clicking [HERE](#).

New Member Recruitment Plans



This past spring, alumni club vice president **Gary Hunstiger** met with alumni members **Harvey Johnson, Darlene Mann and Terry Zaio** to discuss ways to build and retain club membership. The following recommendations came from that meeting:

- Board members should reach out directly to associates and make them aware that an alumni association exists
- The club should publish details of the Chicagoland 'Smoker' events and encourage new membership
- Future newsletters and articles need to be focused more on store personnel
- Address assumptions that the club is only for "office" and "retired" people
- Expand routine social events beyond Chicago and Scottsdale to include more markets. Utilize club's infrastructure to assist in planning and coordination
- Obtain current business emails/phone numbers of former associates still employed at CVS/pharmacy, Rite Aid and successor companies to help notify them of the club's existence and of upcoming events
- List the people who are planning to attend events in *Connections* and on the website to help generate interest
- Develop an exit interview template for board members to reach out to members who decide not to renew their membership

Welcome New Members!

To access biography and additional information for each member, access the club's website and search for the person in the membership directory.

[Leland Ma](#)

17215 Horst Ave
Cerritos, CA 90703

Email: lsma72004@yahoo.com

[Karen McCloskey](#)

11215 La Serna Drive
Whittier, CA 90604

Email: karenm215@msn.com



First log in and then click on any of the links below to directly access some of the club resources on-line:

[Member Directory](#)

[Connections Archive](#)

[People Magazine Archive](#)

[Events Calendar](#)

[In Memoriam](#)

[Where are they Now](#)

[Update Member Profile](#)

If you forgot your username and/or password to the website, click [HERE](#) or go the FAQ section of the website for steps to retrieve.

R.L. Call (1925 - 2013)

R.L. Call, former president and CEO of Sav-on Drugs, passed away peacefully on July 11, 2013. In memory of Mr. Call, we include excerpts from the May 2005 special edition of Osco/Sav-on People magazine which commemorated Sav-on's 60th Anniversary.



2005:

Ronnie &
Ira Brown

R.L. &
Leona Call

at Sav-on's
60th
Anniversary
Celebration

A Tribute to R.L. Call

by Dennis Palmer

When I first met **R.L. Call**, I was in my senior year in college and had accepted a position with Mobil Oil in their financial offices in Southern California. "Where will you be after 5 years with Mobil?" he would ask. "Always have a vision as to where you want to be in 5, 10, and 15 years. He would explain that Sav-on had 60 stores but would grow to perhaps as many as 300 in ten years.

Those who knew R.L. would know that he was visionary. He was always looking at the future. When he started with Sav-on, at the invitation of his uncle Chris there were two stores. When he retired Sav-on had grown to 275 units and had expanded distribution to almost one million square feet.

He was driven by a set of management philosophies that would be similar to those found in Osco. Those philosophies could be summarized as follows:

- Always take care of your employees. His use of the metaphor of the cowboy on the range who took care of his horse before he took care of himself was frequently used. (He was from Wyoming after all)
- He held as an inviolate principle that respect for others was a prerequisite to gaining the respect of others.
- He believed in the principle, "Seek first to understand before you seek to be understood."
- He believed that life is not always fair, but that each of us can be fastidiously fair with one another.
- He firmly believed that success in life was not correlated to title and position. "Success is doing what you love and doing it well," he would say.
- He believed in the golden rule, not just as a matter of business practices but as an internalized principle in his personal life.
- He eschewed and avoided the idea of ever speaking negatively of another person. In the 40 years that I knew him, I never heard him criticize another associate.

He lived life to the fullest. He was an expert skier, a licensed pilot, a certified scuba diver, a competent skipper of his own boat, a highly skilled woodworker and craftsman, an expert artist working with oils, and spent countless hours in charitable activities. He personified the phrase *carpe diem*.

Upcoming Events:

You don't need to be a member to attend our events. **All** are welcome to join in the fun and nostalgia.

Arizona Juliets Brunch

DATE: THURS: SEPT 19, 2013 LOC: SCOTTSDALE, AZ
PLACE: THE GENERAL STORE TIME: 11:45 AM
ORGANIZER: CAROL KEIL

Weekly Arizona ROMEO Club Brunch

ROMEO (Retired Osco Merchandisers Eating Out)

DATE: FRIDAYS STARTING SEPT 20
PLACE: THE GENERAL STORE LOC: SCOTTSDALE, AZ
ORGANIZER: GERRY BAY TIME: 11:45 AM

Jewel-Osco Retiree Luncheon

DATE: TUES: SEPT 17, 2013
PLACE: THE EMPRESS BANQUETS
LOCATION: ADDISON, IL
TIME: 10:30 AM SOCIALIZING
11:45 AM LUNCH SERVED
ORGANIZER: DAVE STAILEY



Chicagoland 2013 Dinner

DATE: THURS: SEPT 19, 2013
PLACE: KUMA'S ASIAN BISTRO
LOCATION: NAPERVILLE, IL
TIME: 6 PM
ORGANIZERS: ROGER CARPENTER
DEAN KELSEY



Sav-on Reunion

DATE: SUN: OCT 13, 2013
TIME: 3 PM - 8 PM
PLACE: YORBA LINDA
COMMUNITY CENTER
LOCATION: Yorba Linda, CA
ORGANIZER: DAN QUINN



2nd Annual Walker Cup - Hold the Date (Arizona Alumni Golf Outing)

DATE: SAT: MARCH 1, 2014 LOC: PHOENIX AREA
Place: TBD TIME: NOON LUNCH 1:15 PM GOLF
ORGANIZER: JEFF BRUNE

8th Annual Arizona Brunch

DATE: SUN: MARCH 2, 2014
LOCATION: SCOTTSDALE, AZ
PLACE: TERRAVITA COUNTRY CLUB TIME: 11:00 AM
ORGANIZER: JERRY GONYO

Chicagoland Spring Dinner

- Hold the Date

DATE: WED: MAY 7, 2014 TIME: 6:00 PM
LOCATION: CHICAGOLAND AREA
ORGANIZER: DEAN KELSEY

New England Osco Reunion Dinner

- Hold the Date

DATE: FRI: JUNE 20, 2014 TIME: 5:30 PM
LOCATION: BOSTON AREA
ORGANIZER: LARRY WAHLSTROM

See the next issue of *Connections* or visit the website for up to the moment details on future events

Juliets Brunch Update

The latest Juliets brunch was on Thursday, August 15th. The July luncheon was on July 18th in Scottsdale, AZ. Being the "fairer" sex, the group decided they were not going to sit outside in the Arizona sun, although the temperature range that week had been in the low 100's. The server at the *General Store* restaurant, Julie, always takes good care of alumni members and is stylishly dressed in matching shoes, shirt, and shorts. This week it was the color purple!

There were six alumni spouses in attendance that included **Carol Keil**, **Cheryl Roehm**, **Marie Masten**, **Sharon McGovern**, **Debbie Addington** and **Julie Ann Walker**. Carol is keeping up with hubby Brent and is on track to earning the perfect attendance award. The Juliet's group tends to discuss important things, such as discussions about hair stylists, adventures taken by alumni friends, recipes to share and many other exciting topics. It was non-stop sharing and enjoying the fellowship.

The Juliets meet next at the *General Store* on Thursday, September 19th. If you haven't had an opportunity to attend, please come and enjoy a great lunch in cool surroundings and share in the wonderful time together with old friends.

Chicagoland DINNER

Thursday, September 19th at 6:00 pm

*Bring your
Spouse
and
Friends!*



216 S. Washington Street
Naperville, IL 60540

Phone: (630) 369-8500

Website: <http://kumas.us/naperville-il/>

Already signed up as of
August 17:

Buron, Ed
Carlson, Stan & Mary
Carpenter, Rog & Barb
Heatter, Diane & Ken
Hildebrandt, Jerry & Sheri
Kelsey, Dean & Petra
Salerno, Barbara

Roger Carpenter has made the arrangements for this function and he relates that Kuma's is one of his favorite restaurants in all of Naperville. He guarantees that you will LOVE the cuisine. It has a distinctive Asian flavor kick but is NOT spicy hot. Co-owner and Executive Chef Ms. Kuma Kim, has assembled a collection of Asian cuisine with emphasis on contemporary taste and popularity. Kuma's vast experience in the restaurant business and her attention to customer satisfaction has positioned Kuma's as the restaurant dedicated to ***Great Taste, Excellent Service, and Memorable Experience.***

The evening begins at 6:00 pm with socializing, and cocktails (cash bar) and a plentiful selection of appetizers. They have all the classic cocktails and a delightful wine list. A Buffet Dinner will follow around 7:15 pm and we will conclude the evening with a short meeting and club update.

Appetizers

- ❖ Crispy Pot Stickers,
- ❖ Crab Rangoon
- ❖ Japanese style Chicken Meatballs

Buffet Dinner

- ❖ Honey Walnut Chicken
- ❖ Korean BBQ Beef (rib eye steak)
- ❖ Thai Curry Stir Fry with Shrimp
- ❖ Jasmine White Rice
- ❖ Shrimp Fried Rice
- ❖ Shanghai Udon Noodles with Vegetables

You can request a vegetarian dish if preferred - - *just ask your server.*

This fantastic dinner

\$30 per person

This price includes tax and tip and also includes coffee, tea, soda, or any non-alcoholic beverage.

Who is planning to attend? Check out the list at www.oscosavonalumni.com



Kuma's serves the tastiest collection of Asian dishes including Korean, Japanese, Thai, Chinese, and other South East Asian cuisines.

Kuma's makes its own sauce recipes in order to enhance authentic Asian dishes, thus creating a contemporary - new Asian flavor.

Chicagoland DINNER Thursday, September 19th at 6:00 pm

Directions to Kuma's Asian Bistro:

Kuma's Asian Bistro is located in downtown Naperville at 216 S. Washington Street. There is ample free parking right behind the restaurant in the municipal parking deck. Directions to Kuma's Asian Bistro: (see map below)

- ❖ From North, Take Washington Street south and turn left onto Jefferson St.
- ❖ From South, Take Washington Street north and turn right onto Jefferson St.
 - Turn Right onto the Central Parking Facility and park in any available space.
 - Enter Kuma's Asian Bistro through its back door (marked as Kuma's) right across the alley from the parking deck, or walk back west on Jefferson 1/2 block to Washington Street and enter through the front door.

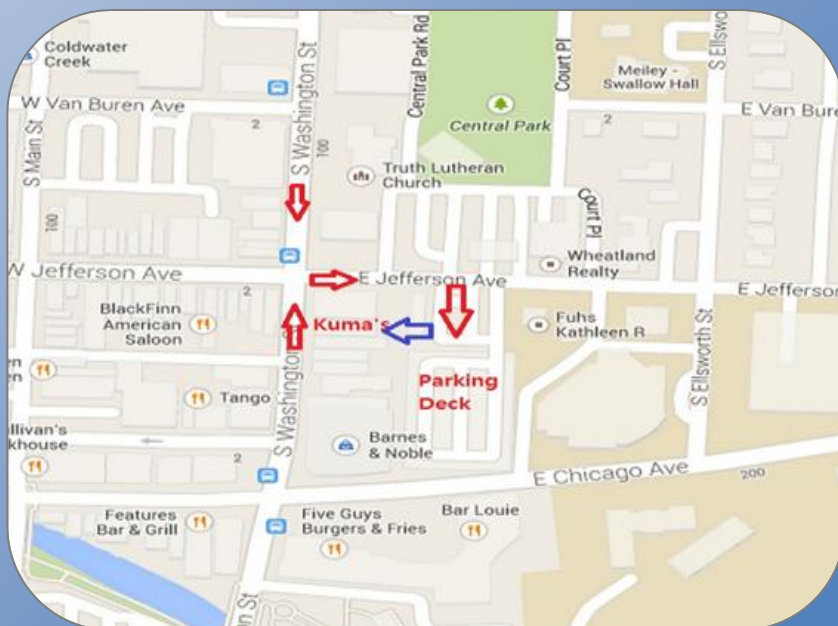
Make Your Reservation Today:

To RSVP, return the form below via US Mail or remit via PayPal at the club's website

<http://www.oscosavonalumni.com>.

or simply click [HERE](#) for direct link to RSVP.

All guests registered and paid by September 8, 2013 will be entered in the Early Bird drawing for a free dinner!



2013 CHICAGOLAND DINNER

Complete this form and return by

September 8, 2013 to:

Osco/Sav-on Alumni Club
P.O. Box 1024
Lombard, IL 60148

	Attendee Name
Name:	
Spouse/Guest:	
Other Guest:	
Other Guest:	

☐ Enclosed is my check for \$30.00 per person made payable to **Osco/Sav-on Alumni Club**

Jewel-Osco Retirees Club

The **Jewel Osco Retirees Club** was founded in 1987, three years after the sale of the Jewel Companies, Inc. to American Stores Company as a way to retain the legacy, heritage and camaraderie of the Jewel Food Stores Division which had just celebrated 55 years of service to the greater Chicagoland area.

The co-founders included the late **Ralph Carlson**, the late **Dean Spencer**, the late **Emily Wallenta** and **Marlyn Meyer**, **Andy Cosentino**, **Fred Gentile** and **Ralph Miller** and began with the sponsorship and support of **Jim Henson**, then president of Jewel Food Stores and **Ed Buron**, then Group Vice President of Human Resources began by reaching out to the many informal retiree groups throughout the many store operating divisions, distribution centers, transportation, manufacturing, main office and the former corporate offices. Over the years the organization grew quickly from its first social event at the *Naperville Golf Club* to multiple annual social events to accommodate the growing number of geographically dispersed members including several "snowbird" social events in Florida.

In 1998 with the encouragement and support of retired American Stores Company chairman **Sam Skaggs**, the then renamed *Jewel-Osco Retirees Club* expanded its role to include volunteer engagements for and at selected nonprofit organization events on behalf of the Jewel-Osco Community Affairs Department adopting an addition to their name as the Jewel-Osco Retirees Club & Community Partner Volunteers.

In 2007, after 20 years of leadership the founders of the club passed the baton to a new and current leadership team to continue the mission honoring the heritage, the legacy, fostering the continued camaraderie and now the volunteer efforts of the Jewel-Osco Retirees Club & Community Partner Volunteers. That leadership team consists of:

President: **Dave Stailey**
Vice President: **Dennis Pierini**
Secretary: **Lollie Ariola**
Treasurer: **Jim Snorek**
Directors: **Frank Tyska**
Art Hoppe
Dominic Falagario
Larry Korenchan
Director Emeritus: **Bob Barthel**

The club continues to plan, organize and conduct at least an annual reunion luncheon and a significant calendar of volunteer activities at and or in support of the Greater Chicago Food Depository, the Ronald McDonald Charities House at the Loyola Children's Hospital in Maywood, the USO Lounge at O'Hare Airport, the Hines Military Veterans Hospital, the Organization to Support Illinois Military Troops, the Aspire and Lifelink Charities. Currently there are over 2,000 members located in almost 40 states and territories.

For further information about the club, its volunteer activities or to be placed on the mailing list for the Jewel-Osco Retirees Club & Community Partner Volunteers you may contact Dave Stailey at (847) 253-6553 or mailto:Dave@Stailey.com

Complete this form and return by
September 8, 2013 with check payable to
Jewel Retirees Club, Inc. at:

Jewel Retirees Club c/o Jim Snorek
11N013 Williamsburg Drive
Elgin, IL 60124

If you have any questions, please call Jim (847) 468-0013

Name: _____

Spouse/Guest: _____

Guest Name: _____

Guest Name: _____

Your email ID (optional): _____

Jewel-Osco

Retirees Club Fall 2013 Luncheon

The Empress
200 East Lake Street
Addison, IL
Tuesday, September 17, 2013

10:30 am – socializing
 11:45 am – lunch served

Plenty of free parking

10 oz. chicken breast, soup, salad, potato,
 vegetable, dessert and beverage; cash bar.
Let us know of any dietary restrictions.

*Dress casually for a great afternoon of
 socializing!*

**Cost: \$20 per person /
 two (2) people for \$38!**

*The **FIRST**
Official
Sav-on
Reunion!*

Details have been finalized!

Sav-on Reunion

is on

Sunday, October 13th

at the

Yorba Linda Community Center

4501 Casa Loma Ave

Yorba Linda, CA



Details:

- ❖ Sunday, October 13, 2013: 3:00 pm to 8:00 pm
- ❖ \$50 per person (includes dinner, dessert & beverages); Cash Bar
- ❖ For those who wish to book a hotel room, phone the **Marriott** at *California State University, 2701 Nutwood Avenue in Fullerton, CA* at (800) 228-9290 where a special 'Sav-on Reunion' rate of \$89 for the night of Oct. 13th has been negotiated.

Let us know you are coming and buy your tickets:

Option 1: Click or input the link below, fill out the form and pay for your ticket(s) right now using your credit card. There is a small transaction fee from **Wepay** which provides a secure payment site:

https://www.wepay.com/events/sav-on-drug-reunion-2013_2

OR

Option 2: Complete this form and return by **October 7, 2013** to:

Dan Quinn 20405 Via Don Quijote Yorba Linda, CA 92886

2013 SAV-ON REUNION

	Attendee Name	Home Address City, State
Name:		
Spouse/Guest:		
Other Guest:		
Other Guest:		

☐ Enclosed is my check for \$50.00 per person made payable to **Dan Quinn**



Who is planning to attend?

As of August 16, the people listed below have indicated they plan to attend the dinner. In some cases, spouses and/or guests are not listed below.

Allen, Leroy (Adrian)	Martinez, Steve
Bailey, Tammy	McCloskey, Karen
Baron, Hector	McGrath, Patricia
Bell, Cathy	McGuff, Gordon
Caltabiano, Lois	McGuff, Scott
Cardenas, Ben	McManus, Don
Cloud, Mark	Meglemre, Robyn
Constantino, Maria Elena	Mendivil, Joann
Contreras, Marilyn Molina	Moreno, Chris
Coon, Russ	Moynihan, Dorothy
Cooper, Jim	Nelson, Patty
Daniels, Scott	Norton, Dorothy
DeBarmore, Cecilia	Pagano, JR & Cynthia
DeGaetano, Paul	Pagano, Tony & Mickie
DiCarlo, Joe	Palmer, Dennis & Jeanette
Dieterle, Tom	Pandey, Radha
Freidson, Maury & Roberta	Patel, Shushma
Frizzelle, Roger	Perez, Christina
Garrett, Liz	Potter, Bob & Joyce
Gilpartick, Kevin	Quinn, Dan & Annie
Godlasky, Bob & Martha	Rice Jr., John
Goger, Sharon	Roehm, John
Gratz, Stu	Sasine, Bob & Louise
Hall, Sallie	Schoenbeck, Dave
Holst, Kristen	Schultz, Werner, Yung & Dan
James, Ellie	Simmons, Cindy
Johnson, Merle	Smith, Bruce
Kenner, Paul	Smith, Melva
Kibby, Barbara	Tandy, Sue & Jerry
Kloster, Mike	Terry, John
Lapine, Joe	Tu, Linh M.
Laurian, Audra	Van Goey, Pam
LeGore, Greg	Veale, Debbie
Lopez, Mario	Wachtel, Susan & Chris
Martin, Lollie	White, Wanda & Chuck
	Wong, Evan

Click [HERE](http://www.oscosavonalumni.com) to see the growing list of attendees or go to www.oscosavonalumni.com.

Our challenge is getting the word about the reunion out to people who would want to attend, but have no means of learning about it. Your help is needed! Please consider sending a letter, making a call, or sending a text or email.

The more attendees at the event the more fun for all!

Sav-on Radio Jingles on-line

In the 1970s, a series of 30 and 60 second jingles were produced by Sav-on for radio spots. These jingles were used in Sav-on markets for several years up through the mid 1980s. The radio station or an advertising agency would read scripted dialogue over the instrumental portions of the jingle. A produced radio spot commercial could include such formats as a straight read with sound effects/music in the background, dialogue, voiced by two or more personalities, monologue (where the voice talent portrays a character, as opposed to an announcer), and the simple jingle with no effects. The quality of the commercials is as important to listeners. Repeated airplay would build familiarity and recognition among listeners who, hopefully, would become customers. To listen to the radio jingles at the club's website, click [HERE](http://www.oscosavonalumni.com) to access or log in at <http://www.oscosavonalumni.com> and search for 'Sav-on Radio Jingles'.



♪ ♪ ♪
Sav-on, Sav-on
Everything you need for less
Our service is the very best
at Sav-on drugstores, Sav-on drugstores
..... Sav-on! ♪ ♪



Sav-on drugs™



Working Hard to Make Your Life Easier

Christian J. Call, the founder of Sav-on drugs, Inc., came to San Bernardino, California, in 1945 and opened the first Sav-on drug store. It was the first fully self-service drug store in Southern California and was managed by Ira D. Brown, former chairman of the Sav-on board of directors. Sav-on expanded rapidly over the years, and is today one of the most progressive retailing organizations in the country serving dozens of communities in California, Nevada, and New Mexico.

Christian J. Call was a progressive merchant who insisted that stores be managed efficiently, kept clean, and well-stocked with brand name merchandise. Above all, he believed that Sav-on customers should be treated graciously, like guests in his home. This retailing philosophy is practiced to this day by thousands of fine associates who work in and manage Sav-on drug stores.

In the fall of 1980, Sav-on became a subsidiary of Jewel Companies, Inc., a diversified retailer with headquarters in Chicago, Illinois. In June of 1984, Jewel Companies, Inc. joined forces with American Stores Company to create the largest food and drug retailing organization in the country.

The new American Stores Company operated over 1,700 stores from coast to coast that included Star Markets, Buttrely Food Stores, Jewel Food Stores, Acme Supermarkets, Alpha Beta Stores, Osco Drug, Inc., Skaggs Drug Stores, and Sav-on drugs.

In 1999, Albertsons and American Stores Company merged. The new Albertsons continued restructuring and strengthening its market share when it acquired over 200 Shaw's and Star Market stores in 2004.

Albertsons strategic advantage in today's marketplace comes from the Company's unique heritage in two market formats—food stores and drug stores. Albertsons customer-focused approach is fundamental to our future and we stand by our brand promise of working hard to make life easier for our customers.



Christian J. Call
opened the first
Sav-on store
in San Bernardino,
California, in
February 1945

Christian J. Call
was a progressive
merchant who
insisted that stores
be managed
efficiently, kept
clean, and well
stocked with brand
name merchandise.
Above all, he
believed that
Sav-on customers
should be treated
graciously, like
guests in his home.



Christian J. Call develops the concept of self-service merchandising at the first Sav-on store on February 1, 1945, in San Bernardino with Ira D. Brown as the first Sav-on store manager. Sav-on was incorporated by the state of California exactly one year later.

Interior of the first Sav-on store opened in San Bernardino, California, in February 1945



Christian J. Call, the founder of Sav-on drugs, opened the first fully self-service drugstore in Southern California in February 1945.

Christian J. Call

R. L. Call



1973 Board of Directors:
(left to right standing) Clifford H. Marker, Dr. Everard C. Call, Herschel B. Green, R.L. Call, C. Lyle Call, Monroe F. Marsh;
(left to right seated) Franklin Stockbridge, Ira D. Brown, and Don M. Alder



Sav-on

Through the Years





1



2



3



4



5



These photos were submitted by
John Terry and Wanda White.
We encourage you to email us
your past photos to share with
members!



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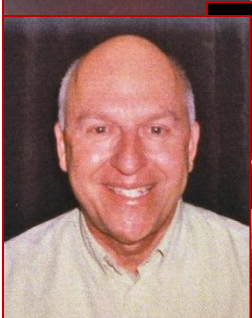
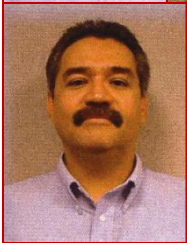
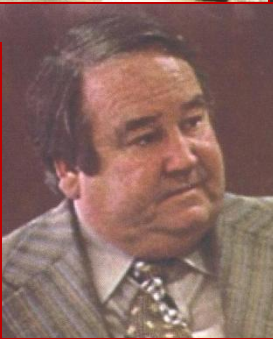
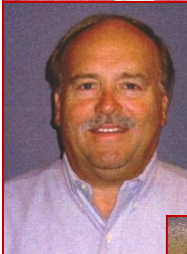
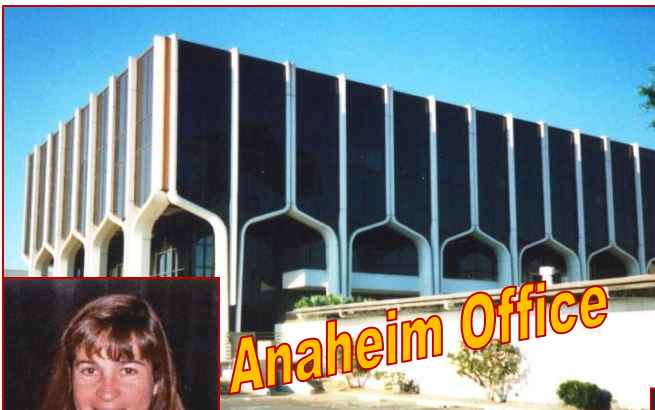


9

- 1 Katie Moreira
- 2 Ron Day, Tony Pagano, Ken Weber, Wanda White, Tammy Spackman, Gene Mlenar, Paul Degeatano
- 3 Mike & Tammy Spackman
- 4 Tony & Mickie Pagano
- 5 Scott & Andrea McGuff
- 6 Matt Miles, Sandi, Wanda, Bob Potter
- 7 Scott McGuff
- 8 Hank Casillas, Bob Godlasky, Ken Weber, Brad Adams, Tony Pagano, Ron Day, Paul DeGaetano, Tammy Spackmann, Wanda White, Patricia McGrath
- 9 Presentation of 1999 Sav-on Donation to Revlon Run/Walk
- 10 LA/NW Region District Sales Managers



10



Dan Quinn

When I think about the many experiences I had over the years, it is just too difficult to pick any one and say it meant the most to me.

I started when I was a Senior in High School and worked that whole year dipping ice cream cones. I still tell stories about how that really started me on a path that has continued throughout my entire adult life. Each time I would hand a customer an ice cream cone, I'd get a smile back. Unknowingly, that became a big motivating factor for me, wanting to put a smile on the other person's face.

When I started on the sales floor in Norwalk, Ca. I will always

remember Christmas when we were the number one place people bought toys in Southern California, NUMBER 1!!! We did free gift wrapping! \$5.00 would hold your layaway until Christmas, and we



1994: Dan (left) as emcee, pictured with Maury Freidson, at Maury's Retirement Dinner

took in hundreds of layaways! When the 66 cent toy sale started, people would fill up several shopping carts with toys of all kinds, and then lay them away. It was unbelievable, our opening order of toys was 1,000 cases and we literally stacked those toys on top of the tables on these flat "overheads" right up to the ceiling!

Early in my time at Sav-on I was working in the attic at Norwalk with Brent Leavitt, our Assistant Manager, we were preparing for the Easter basket order which was coming in the next day.

We were straightening nails out from the last year and getting ready to use them again to put hundreds of filled baskets up on those same overheads right to the ceiling again! While we were working, Brent was telling me about how much fun it was to go to a store set-up where you got to work 12 or 14 hour days sometimes without lunch and that it was a great chance to meet lots of really great other people. I'm not kidding, he painted it as something very challenging, but very exciting and that's what it was. His enthusiasm was a big part of why I fell in love with this business.

When I got to go to my first store set-up it was at the Bell store which was due to open in about 2 months. Back during the 60's all of the tables were made of wood, with the shelving also made of wood. Prior to putting merchandise on the shelf, the common practice was to wax the shelf with "Jubilee" polish until it was so smooth you could slide the bottle of polish 10 feet or more down the shelf. Ken Weber and I waxed every shelf of every table in that store! It was a great experience, just like Brent had said it was! I felt like I had joined the Marines! 6 years later I returned to the Bell store when I was first promoted to Store Manager.

Over the next 11 years, all spent in Bell, I got to work with so many wonderful associates, like Jeanne, Margaret, Patty, Tony, Barbara, Rosa, Rosemary, Karen, Steve, Dominic, Nancy, John, Francisca, Sue Tandy, and of course...Annie. I will always credit the "Crew" at Bell for helping me to finish growing up and realizing that with very few exceptions, everyone likes being treated well.

For the rest of my 42 years under the various banners that our company became, that never changed for me, it was never about the name on the building...it was about the people who worked inside.

To me the best slogan I've ever heard was...
"Count on People Who Care".

Visit the Club's Osco/Sav-on People Magazine archive on-line by clicking [HERE](#)
The archive contains back issues of Internal company publications from 1965 up through 2005



Bill Sage

After 56 years, "bright, shining face" at Jewel-Osco retires By Kenneth Lowe *The Pantagraph*

Each day at 6AM. for as long co-workers could remember, **Bill**

Sage came in for his shift at Jewel-Osco ready to work, as soon as he got the coffee machine going. He did so for the last time on Friday, July 13 after 56 years with the company. "I never made a lot of money, but the paycheck's been there every Friday," Sage said.

Bill, 74, of Bloomington, Illinois has worked at Jewel-Osco #836 in



Bloomington since it was built in 1990, but his one and only job after high school began in 1957 when he was hired at the downtown Bloomington Osco #818 at 210 N. Center St. now occupied by CVS/pharmacy.

"I pretty much did a little bit of everything," Sage said of his duties at the Osco. Since 1970, Sage has mainly worked in receiving, ordering products and unloading the trucks. Many changes took place in the store over his time there, Sage said, from multiple changes in ownership to newer, computerized methods of tracking shipments. In his time with the company, Sage has seen Osco bought by Jewel Companies, and Jewel-Osco owned by American Stores, Albertson's, Supervalu Inc. and now the New York-based investment firm Cerberus Capital Management. Through it all, Sage says, "I've survived".

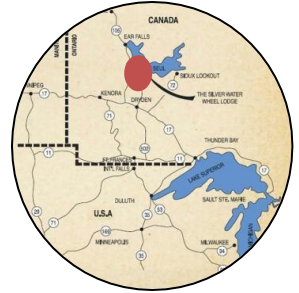
"It's been a good company to work for," Sage said. "They never pressured me to move or go into management, and I had good managers over the years." Sage was a stabilizing influence on the store, and a dependable steward of the stock room, said Mike Doud, assistant store director. "I can't remember him ever calling in sick"

Pharmacy Manager Sarah Harmon will miss Bill for his skill at keeping the pharmacy and over-the-counter medicines properly stocked and his upbeat attitude with co-workers and customers. Starting as an overnight pharmacist at the store in 2006, she said her shift often ended as Sage's early morning duties began. "He was always a bright, shining face," Harmon recalled. "I always could kind of look up to him to provide a nice example to follow." Now a grandfather of five, Bill said his plans for retirement will include trips to states he and his wife of 55 years haven't yet visited. Adjusting to new hours may be the biggest challenge, he said. "I'm an early riser," Bill said. "It's going to be a hard habit to break."

Gary Hunstiger

Greetings from Lac Seul Ontario

The walleyes were snapping on our annual trip to Lac Seul Ontario. **Jim Martin** and friends from St. Cloud, Minnesota and I had a great week of weather while catching lots of walleyes in the 21"-27" range as well as a few northerns.



Walleye is a freshwater fish native to most of Canada and to the northern United



States. It is a North American close relative of the European pikeperch. The walleye is sometimes called the yellow walleye to distinguish it from the blue walleye, which is a subspecies that can be found in the southern

Ontario and Quebec. Gary tells us the 25" walleye he caught

(pictured above) and the 12 lb Jim caught (pictured at the right) were both released after each photo was taken. The walleye is the state fish of Minnesota



and South Dakota. More walleye is eaten in Minnesota than in any other jurisdiction of the United States. Both Garrison and Baudette, Minnesota, claim to be the "Walleye Capital of the World," each with a large statue of the fish.

Terry Hanson

In the May issue of Connections, Terry Hanson shared memories while he was in leadership roles for Osco and Sav-on. Earlier this year, he received the Achievement Award from North Dakota State University, which recognizes individuals who have achieved distinction in their professional fields. Below is the write-up from NDSU's website, the text of which was read at the presentation of this recognition.

Terry Hanson was destined to be a leader. The oldest of three children, he was a standout athlete at Moorhead High School. He was a tri-captain and quarterback of Moorhead's 1963 undefeated football team and also played baseball. The Bison offered Terry a football and baseball scholarship. Although he did not play baseball because it conflicted with spring football, he went on to become a record-setting quarterback for NDSU. As starting quarterback from 1965-67, Terry led the Bison to their first national football championship in 1965 and an impressive 3 season record of 28-3. The week before the first game of the 1967 season, he experienced a serious knee injury-- an injury that threatened his senior season. Under the care of NDSU trainer, Denis "Izzy" Isrow, Terry was able to fulfill his collegiate career as tri-captain and guided his team to an undefeated regular season. That year, the Bison played in the Pecan Bowl and finished ranked #2 in the nation.



While on campus, Terry was also active in Alpha Tau Omega Fraternity and Blue Key. Terry earned his bachelor's degree in mathematics in 1968 and a master's degree in school administration in 1970. While pursuing his master's degree, he was a graduate coaching assistant, coaching the freshman backs and scouting for the varsity. Terry went to NDSU for teaching and coaching, but under the advice of Coach Ron Erhardt, he shifted his career path to the corporate world.

In 1969, he joined Osco Drug as a management trainee—climbing the corporate ladder for 20 years, moving up from District Manager to various Vice President positions and eventually President. He led more than 650 retail stores in 27 states, with more than 27,000 employees. Terry's leadership helped Osco Drug become one of the top drug retailers in the world. In 1988, Osco Drug and Sav-on Drug merged to become American Drug Stores. Terry retired from the company in 1989. In 1990, he developed the idea for a new retail venture, ULTA. He co-founded the company which brought together salon services, cosmetics and fine fragrances all under one roof. Raising \$11 million in venture capital, the first year they opened 5 stores and a distribution center in the Chicago area.

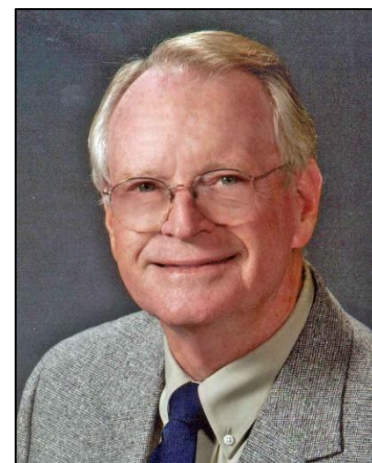
During his time with ULTA, Terry was Chairman, CEO, President and Director. He launched ULTA.com in 2001. After retiring from active management in 2002, he continued on the board of directors until 2008. ULTA's Initial Public Offering was in 2007. ULTA now has 550 stores producing about \$2.2 billion dollars in annual sales and employs more than 15,000 people. In 2003 he was recruited to serve as president of Pearle Vision, until the business was sold in 2004.

Being a top executive never stopped Terry from being a devoted husband and loving father. Terry is married to the love of his life, Susan, and together they have been blessed with four children; Kirsten, Kevin, Ryan and Bo, 3 daughters-in-law; Lisa, Jenine and Cristina and five (soon to be six) grandchildren. The Hansons reside in Naperville, IL.

Now that Terry is officially retired, we are fortunate to have him serve as a trustee with the North Dakota State University Development Foundation. Terry has been honored for his exceptional contributions to NDSU athletics by being inducted into the Bison Hall of Fame and the Bison Hall of Champions. This award honors him for his exceptional talent off the field. In acknowledgement of his remarkable career, Terry is deservedly recognized with NDSU's 2013 Alumni Achievement Award.

Bill Jacobs

It has been 28 years since I was associated with Osco Drug, Sav-on, Jewel Companies, and American Stores Company. Nevertheless, my association with the Company was the highlight of my professional life. Carol, my wife of 52 years, and I now live at Rogue Valley Manor (<http://www.retirement.org/rvm/>), a continuing



care retirement community (CCRC) with approximately 1,000 residents located in Medford, a mid-size city in Southern Oregon. We enjoy four mild seasons, beautiful mountains and forests, abundant wildlife, and the local availability of magnificent performing arts, rather surprising for a city and county of this size. We remain incredibly busy in our immediate community with numerous volunteer activities, and I became quite involved as a founding director of a successful community bank. I have been immersed in a large project here in Medford, with regard to putting on a massive sale of merchandise at the Medford Armory in support of a charitable organization. It is a great joy to read *Connections* about what different people are doing in their retirement years.

See Bill's 'Reflections' on page 22

Retailers Refuse To Sell August Rolling Stone Issue

Rolling Stone's glam cover treatment of accused Boston Marathon bomber — putting him in an iconic slot usually reserved for rock stars — drew outrage and newsstand boycotts and cut into the wounded hearts of people whose lives were shattered by the terrorist attack in April.

The rock-and-politics periodical's August issue splashes the bomber's scruffy, dazed-and-confused face across the cover, with



a blurb promising to reveal how he was "failed by his family" and "fell into radical Islam."

Managing editor Will Dana defended the cover and photo choice on National Public Radio, saying it was "an apt image" and brushing off criticism that they glorified the 19-year-old bomber.

New England-based CVS/pharmacy was the first retailer to announce plans to pull the August issue of the magazine. "CVS has decided not to sell the current issue of Rolling Stone featuring a cover photo of the Boston Marathon bombing suspect," CVS wrote on its Facebook page. "As a company with deep roots in New England and a strong presence in Boston, we believe this is the right decision out of respect for the victims of the attack and their loved ones." Within hours, Shaw's Osco, Star Market, Stop & Shop, Rite Aid, Walgreens, Roche Bros., Wegmans, Tops, BJ's Wholesale Club, Costco, Wal-mart, K Mart and other retailers followed suit refusing to sell the offensive issue of the magazine.

Boston Mayor Thomas M. Menino fired off an angry letter to Rolling Stone founder, calling the cover "ill-conceived, at best" and saying it overshadows the story it was designed to sell. "To respond to you in anger is to feed into your obvious marketing strategy," Menino wrote. "Among those we lost, those who survived, and those who help carry them forward, there are artists and musicians and dancers and writers. They have dreams and plans. They struggle to survive. The survivors of the Boston attacks deserve Rolling Stone cover stories, though I no longer feel that Rolling Stone deserves them."

Advertisers in the August 1st issue are: Adam & Eve, Dove Chocolate, M&M's, Snickers, Gillette, TexasPete hot sauce, HP, McDonald's, Camel cigarettes, Converse, Axe, Miracle Whip, A1 BBQ Sauce, Pringles, Full Sail University, Vapor Genie, Altoids, and Straight Talk Wireless. Rolling Stone reports that newsstand sales of this issue have doubled, proving again that there is no such thing as 'bad publicity'.

Tragedy Strikes at Former Osco/Sav-on HQ in Scottsdale

On July 23, Scott Jablonsky, 47, was found dead of a self-inflicted gunshot wound in the employee break room at the CVS regional office in Scottsdale after allegedly shooting another man to death just minutes earlier. Jablonsky was a store manager for CVS/pharmacy and took his own life at the company's regional office in North Scottsdale, Arizona at 15100 N. 90th Street where his wife also was employed, CVS said in a statement.

Scottsdale police received a call about 9:30 am on July 23 from an apartment complex nearby. Upon arrival, police discovered the body of Louis Descôteaux,

45, lying dead in an outdoor stairwell.

About 15 minutes later, police received another call of a shot fired at

a business complex, which turned out to be the CVS regional office. Authorities found Jablonsky dead in an employee break room. Police said it appeared that Jablonsky and his wife, Nancy Parent, had recently separated and that Descôteaux, was the woman's new boyfriend, adding that her new boyfriend also works for CVS. Police believe that Jablonsky shot Descôteaux outside of his apartment and then drove to his wife's workplace and committed suicide.



Albertsons NAI Eliminates Loyalty Cards at Jewel-Osco, Acme & Shaw's stores

In June, Albertsons eliminated the loyalty-card programs at its Albertsons, Jewel-Osco, Acme, and Shaw's/Star Market banners. The move to drop loyalty programs is in sharp contrast to efforts by other retailers who use those types of programs to enrich their consumer databases and create more personalized marketing offers.

The change affects all stores operated by Albertsons LLC that were acquired earlier this year from Supervalu, encompassing 414 Albertsons banner locations in Southern California, the Pacific Northwest and the Intermountain. Albertsons LLC and New Albertsons Inc. (NAI) are divisions of AB Acquisitions. The decision to eliminate the cards was made by the marketing and merchandising personnel in the LLC division, who operates separately from NAI executives. These loyalty cards have gone the way of S&H Green Stamps, a retail incentive program that for decades was ubiquitous but now is a hazy memory of coupon books and catalogs.



(continued on page 20)

Albertsons NAI Eliminates

Loyalty Cards

(continued from page 19)

Jewel-Osco introduced the 'Preferred' card nearly two decades ago and had millions of cards in circulation. The loyalty rewards trend has only accelerated in recent years, with cards from a wide range of retailers including CVS, Rite Aid and Walgreens. Walgreens launched its Balance Rewards loyalty card program in September. Beyond savings, the cards offer retailers



a trove of information, which can be used to track and target customers with individualized offerings.

The coupons spit out by the machines located at every Jewel checkout, for example, were until recently based on purchasing history tied to the card. That information was apparently of little value to Acme, Jewel and Shaw's new owners, Cerberus Capital Management. Jewel-Osco President William

Emmons said mining data at the store level will yield plenty of useful information for optimizing the marketing mix. "We don't feel that we need to have an individual customer's

detail so much as the data of our product movement in each store," Emmons said. "We have a local approach. The majority of marketing and merchandising decisions for Jewel-Osco customers are made in our Itasca office by local associates who live and shop in the neighborhoods where our stores are located." Emmons added "We've lowered prices throughout the store and will still offer weekly deals to customers, so they will get the satisfaction of a lower overall grocery bill each week.



The Top 10 Pharmacy Retailers

Chain Drug Review

(continued from page 1)



In the chain drug store sector — where the top three players Walgreens, CVS/pharmacy and Rite Aid account for over half of total sales — industry revenue is projected to have grown at an annualized rate of 1.6% to \$247.7 billion in the five years to 2013, according to market research firm IBISWorld Inc.

Prescription drug purchases are less sensitive to changes in consumer income than other products because they are often purchased out of necessity. In addition, as the economy improved in 2011, declining unemployment and rising personal disposable income nudged up the industry's pharmaceutical and front-end sales, the researcher said.

2013 TOP 10 PHARMACY RETAILERS BY RX DOLLAR VOLUME

1	Walgreens	\$45.26 billion*
2	CVS Caremark	\$43.79 billion (retail sales only)
3	Wal-mart	\$22.50 billion*
4	Rite Aid	\$16.88 billion
5	Kroger	\$8.02 billion
6	Health Mart	\$7.60 billion*
7	Shoppers Drug Mart	\$4.87 billion**
8	Target	\$4.72 billion*
9	Safeway	\$3.80 billion*
10	Jean Coutu Group	\$2.50 billion***

Source: Racher Press research.

*Estimate.

**Converted from Canadian dollars.

***Estimate. Converted from Canadian dollars.

2013 TOP 10 PHARMACY RETAILERS BY PHARMACY COUNT

1	Walgreens	8,081
2	CVS Caremark	7,500
3	Rite Aid	4,623
4	Wal-mart	4,546
5	Health Mart	3,138
6	Kroger	1,948
7	Target	1,653
8	Shoppers Drug Mart	1,295
9	Safeway	1,201
10	Kmart	922

*On Behalf of the
Alumni Club, We Extend
Our Deepest Sympathies
to the Families Who Have
Lost Loved Ones*

N MEMORIAM

Betty Ballew-Allen

We recently learned of the passing of **Betty Ballew-Allen**, who was a member of the alumni club since its formation in 1992.

Betty, 90, of Billings, Montana died October 14, 2012 at Aspen Meadows. She was the daughter of Richard and Marie Ballew and was born October 30, 1921. She graduated from the Moulton High School in Moulton, Iowa in 1939. She later attended Northwestern University in Evanston, IL. and Ohio State University in Columbus, Ohio. On April 25, 1981 married Craig Allen in West Dundee, Illinois.



For 33 years she was a part of the Osco Drug family and truly loved working there. She was the founder of the Elgin Alzheimer's Family Support Group in Elgin, Illinois served on the Board of Directors of the Chicago Chapter of the Alzheimer's Association; served on the Board of Directors for the Elgin, IL. YWCA & was once elected Woman of the Year at the YWCA. Betty served 2½ years in Costa Rica with the Latin American Mission Board. Betty loved to speak Spanish & later enjoyed teaching English As A Second Language at the YWCA. She was preceded in death by her parents; husband, Craig Allen on July 20, 1987.

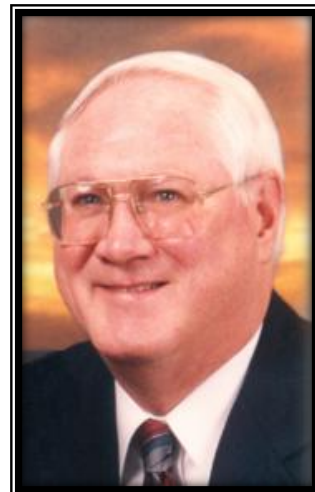
See 'A Tribute to Aunt Betty' on page 17



Mike Radke

Marlin 'Mike' Radtke, 80, of Park Rapids, Minnesota died Tuesday, June 18, 2013, at Casa de la Luz Hospice in Tucson, Arizona.

Mike was born May 22, 1933, to Sophie (Bertram) and Ben Radtke, in Faribault, Minnesota. He attended elementary and high school in Faribault. He was an outstanding athlete in football, basketball, and tennis. He attended South Dakota State University as a pharmacy student, graduating in 1955. While at SDSU he was elected to the Rho Chi Pharmaceutical Honor Society. He was also chosen to be a member of Blue Key Honor Society and Scabbard and Blade. He was an outstanding player on the championship SDSU football team. He also won tennis championships. After graduation, Mike was hired by Osco Drug Co. He began his career at St. Paul, Minnesota, Osco Drug. In August of 1955, he married Jean Harshfield, a nursing graduate from SDSU. In December 1956, he entered the US Army and served for two years as 1st Lt. In 1958 he returned to Osco Drug at Mason City, Iowa as a pharmacist, then to Boone, Iowa as 1st assistant. In 1960 he transferred to Fargo, North Dakota.



In 1965, he was transferred to Huron, South Dakota as a store manager. Then in 1967 he moved back to Fargo as manager. In 1980 he and Jean decided to move to Grand Junction, Colorado where Mike was manager for four years. Then they transferred to Billings, Montana for 10 years as manager. During that time Osco became Buttrey Food and Drug. Both Mike and Jean enjoyed their years in Colorado and Montana, meeting many new friends and enjoyed skiing and hunting elk in Montana.

After retirement they moved to Park Rapids, Minnesota on Potato Lake to be near family and Fargo friends. Mike maintained connection with his many friends and fellow Osco employees during his transfers. They provided him with much warmth and comfort during his recent years. Mike was a member of the Lions Club and Calvary Lutheran Church in Park Rapids.

He is survived by his wife, Jean; children, Michele (Rick) Pender, Moorhead, MN, Michael Radtke, Minneapolis, MN, Karen (Tim) Ewers, Chaska, MN, Kirk Radtke, Tucson, and Gary Radtke, Tucson; six grandchildren and one great granddaughter. Memorials may be directed to SDSU Alumni Association, PO Box 525, Brookings, SD 57007, or Calvary Lutheran Church, Park Rapids, MN.

Kathy Baier

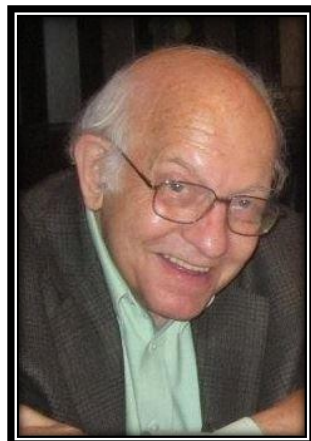
Kathy Baier, 65, died June 18, 2013, at her home in Long Beach, California, with her husband at her side. Kathleen was born March 14, 1948, in Oshkosh, Wisconsin, to Lawrence and Vera (Metko) Baier. She attended Sacred Heart grade school, graduated from Lourdes High School in 1966 and from the University of Wisconsin-Oshkosh in 1970. After graduation, she worked at Walgreens in Chicago. In the early 1980's, she moved to the Long Beach area, to accept a position to build and lead compensation function for Sav-on Drug stores. She continued working for the company



through several mergers and acquisitions, in various leadership roles within the Human Resources Department. By 2007 when she retired, the company was known as CVS/pharmacy (now CVS/Caremark). She married Joseph LaPine on May 11, 2007 at their home in the Bluff Park area of Long Beach. After retiring in 2007, she studied Horticulture at Long Beach City College. In addition to gardening at home, Kathy volunteered many hours creating and maintaining the gardens at the historical Long Beach Bembridge House, as well as volunteering at Long Beach City College. Kathy was a voracious reader, participated in Pilate's classes, loved traveling and art museums, and especially loved biking with her friends along the ocean and thru her Long Beach neighborhoods. She is survived by her husband, Joe La Pine. In lieu of flowers, please consider a donation in Kathy's honor to: St. Joseph Hospital Foundation, Cancer Center 1100 W. Stewart Drive, Orange, CA 92868, www.sjo.org or to a charity of your choice.

Kathy Baier Remembered - see page 23

Richard Bliss

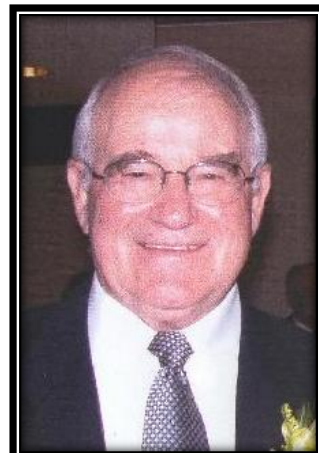


Richard 'Dick' Bliss, 74, of Springfield, Illinois died on Saturday, August 3, 2013 in St. Louis, Missouri. He was born on July 22, 1939 in Minneapolis, Minnesota. He married Jane McAleece on January 2, 1965 in Dubuque, Iowa. Richard earned a Bachelor's Degree in Pharmacy from North Dakota State University in Fargo. He joined Osco in 1966 and served as a pharmacist and in store management positions in

the Champaign, Illinois market.

R.L. Call

R.L. Call, 88, former president and CEO of Sav-on Drugs, passed away peacefully on July 11, 2013 at his home in Huntington Beach, California. He was born the first child of Ellen Jane Nield and Edgar Allan Call, on May 9, 1925 and was preceded in death by his parents and is survived by his wife Leona, his children, Greg Call, (Roya) of Laguna Niguel, Jeanette Palmer, (Dennis) of Scottsdale, Arizona, Leanne King (Frank) of Show Low, Arizona, and Gary Call, (Susan) of Newport Beach, California, a brother Joel Call, and sister Peggy Haderlie, 18 grandchildren, and 7 great grandchildren with 4 more great grandchildren to arrive in the near future.



Mr. Call grew up in Afton, Wyoming, where he received primary and secondary school education and learned to excel in football, boxing, and skiing. While waiting to be of sufficient age to enlist in the Navy, he studied at Weber State University in Ogden, Utah. He enlisted in the Navy during World War II and was assigned as a corpsman with specific assignment to the Seabees. After very noble service in the battle for Okinawa he was honorably discharged in August 1945 following the surrender of Japan. He met Leona Ruby Rice during an assignment at the Bremerton Naval Hospital and they were married in Port Orchard, Washington on July 12, 1946. They were married one day short of 67 years. Following his marriage R.L. worked in Afton for 2 years and then relocated to Southern California where he began a 34 year career that would take him from clerk to President of Sav-on Drugs and where he would oversee the company's growth from 3 stores with 130 employees to over 300 stores with nearly 35,000 employees. He became well known for his tireless work ethic, his indefatigable optimism, and his kindness and compassion to all in which he was associated. Mr. Call was an avid fly fisherman, a licensed pilot, an expert sailor, a certified scuba diver and a skilled woodworker but of all titles he held he was most proud of the titles husband, father and grandfather.

Mr. Call was a member of The Church of Jesus Christ of Latter-day Saints and served in many capacities and callings. He was sealed to his wife and children in the Los Angeles temple. Funeral services were held on Thursday, July 18 at the LDS chapel at 5402 Heil Ave., Huntington Beach, California. Condolences can be sent to Pacific View Mortuary located at 3500 Pacific View Drive, Corona Del Mar, California.

Kathy Baier Remembered

I have known Kathy since she moved from the Midwest to southern California in 1983 to join the Sav-on management team. Relocating and joining a new organization takes courage. Building relationships and credibility with a new group of people requires courage and much more.

- It requires dedication, commitment, integrity, perseverance, the ability to establish trust, maintain confidences and the ability to not only do the job but to deliver far more than what is expected.
- It requires the nurturing and growing of working relationships by consistently treating people with dignity and respect.
- It requires that one take the time to celebrate successes and by words and actions, demonstrate concern and compassion to help others through difficult times.
- It requires selflessness and to do what is right for the business and for people and not worry about who gets credit.
- It requires sound judgment, the ability to communicate at all levels and the courage to express points of view with conviction without destroying working relationships.
- It requires a sense of humor and the ability to create and influence a positive spirit among co-workers and friends that enables them to accomplish more than they thought they could and have fun at the same time.

Kathy modeled these qualities in both her professional and personal life. While not in her nature to do so, if Kathy had asked *"Did I make a difference?"* the answer would have been a resounding **YES** and in doing so, she touched the minds and hearts of those of us who had the good fortune to know her.

Pat Johnston

Kathy was a wonderful friend and I'll miss her with all my heart.

Lois Caltabiano



It saddens my heart to hear of Kathy's passing. Kathy had a wonderful sense of humor, genuine full throttle laugh and was as quick witted as anyone within our organization. She frequently was thrust into strange, absurd situations (with a certain "after hours" crowd) and found a way to make sense of it all with constant laughter and brilliant insights and observations about human nature. Her humor constantly prevailed no matter what challenge presented itself. From a business perspective, Kathy was always able to quickly discern the key meaningful issues which arose within Human Resources, Labor Relations,

Pharmacy and Operations groups and provide on-the-money, pragmatic, well reasoned solutions. Kathy was an enjoyable conversationalist and true delight to be with. Kathy, you made all of us better people and we have been blessed with your friendship.

Tom Walter



I had the pleasure to work with Kathy during most of my Human Resources career with Osco and Sav-on. Kathy was the consummate HR professional. She knew California employment law better than many attorneys making her a well-respected HR business partner to the Sav-on DMs and store managers. Her advice and counsel to her business partners was always appropriately balanced between what was good for the business and what was the right thing to do for the associate. In addition to being extremely knowledgeable about HR, Kathy was our resident grammar and spelling expert. When at all possible, all documents from HR that would be widely published were sent to Kathy for a "review". She usually had a few suggestions for improvement. In fact as I'm writing this I'm pretty sure she's looking down from above and thinking I'm still a work in progress with this grammar stuff! Aside from being one of the best HR professionals I've ever worked with, Kathy was also a joy to get know personally. She was always sharing stories about her dog, Joe's incredible home-cooked meals (and her desire for a 100% hose down kitchen for clean up after those meals), the latest book she was reading, and the Friday night wine parties in her neighborhood. Of course all were told with Kathy's sense of humor and attention to detail which made them all the more enjoyable for the listener. Kathy was one of a kind in such a wonderful way and am I'm grateful that I was fortunate enough to have known her not just a colleague but as a friend.

Liz Garrett



1995: Scott Daniels, JR Pagano, John Terry, Ron Day, Kathy Baier, Dana Furlan, Ron Horwart, Bob Godlasky, Paul DeGaetano, Gene Mlenar

Kathy was unique and one of the most caring people I've ever known, we will all miss her every day.

Dan Quinn

I had the pleasure of working side by side with Kathy during my career with American Drug Stores, American Stores and Albertsons. Kathy was the consummate professional, a great mentor and coach. Moving in to an HR role from operations is a daunting task until I met Kathy. Kathy possessed all the skills that an HR person dreamed about, smart, poised, articulate, and a strong business acumen. She had a wealth of experience and excelled at breaking in and developing new people to support the HR functions for a dynamic and growing retail drug chain. I worked side by side with Kathy in various HR and Training capacities for over 4 years trying to learn as much as I could from her broad experiences in HR. The company continued to benefit from her skills when I moved to the VP of HR position. Kathy possessed a great sense of humor and a balanced approach for performing her role as the Director of HR for Sav-on. We will miss her, but as is the case with all great mentors, she will live on through the lives she touched as outstanding associate for our company!

John McGovern

She was a classy lady!

Gerry Bay

Betty Ballew-Allen

A Tribute to Aunt Betty

Submitted by: Judy Foster, niece of Betty Ballew-Allen

Betty Ballew-Allen's life a wonderful example of a young Iowa farm girl who worked hard and became very successful in the corporate world of Osco Drug in Chicago. She always told me about all the schools she attended as a young girl and how difficult that was. In five years she attended 10 schools because the family moved a lot. She wrote, "The first was a country school near Rockford when we lived on the Tulock farm. I was 4 years old & attended very few days. The teacher knew I was 4 years old and not 5!" By the time she was in Jr. High the family lived in Moulton and she was able to graduate from high school there. At age 17 she left home and made her way to Chicago where she began her career with Osco & eventually served as the Secretary to the President. She worked hard, was dependable, and determined to accomplish her goals. She was very organized & efficient. Even as a resident at Aspen Meadows she amazed the nurses with her skills. One day a nurse gave her an assortment of cards & she arranged them by color & subject. The nurse commented that she may have Alzheimer's but she was very high functioning.

As young girls in junior high and high school, my sister Mary & I would enjoy fun filled visits with Aunt Betty in Chicago. Her apartment with the pull down bed, white carpet & furniture fascinated us. She taught us to ride the "El" & the bus to the Merchandise Mart downtown. We thought we blended in with all the other riders until she told us they could spot us a mile away as "greenhorns"! These trips always included school shopping at Marshall Fields, eating at elegant restaurants like the Ivanhoe with its catacombs, museums, plays, movies, trips to the "top of the rock" at the Prudential Building, and swimming in Lake Michigan. After I got my driver's license, Betty taught me to drive in Chicago. She got her license about the same time. These are wonderful memories.

Betty was a great encourager, compassionate, and caring. For years she volunteered in the nursery at St. Vincent Hospital in Chicago. She loved rocking the babies. I remember going there with her one time. She loved children. Many of the children of her friends have special memories of the parties she had for them. She loved Hispanic people and served two years in Costa Rica with the Latin American Mission Board. In retirement she tutored many, from various cultures, in "English As A Second Language" at the YWCA in Elgin, IL. She studied Spanish at Ohio State University & spoke it fluently. Even with her Alzheimer's she would lapse into speaking Spanish. She taught phrases to a lot of the aides and her beauty operator. A few months ago the aides asked me: "was Tom Poco her gardener?" She keeps talking about him. I said no, that's the Spanish word for "neither". We had a good laugh! She also had a wonderful sense of humor & she loved to laugh & sing. I could be feeling down when I went for a visit & come away smiling. A couple of years ago she even invented a new word, "spanarky". She felt spanarky, I looked spanarky, and the food tasted spanarky. This word is used by a lot of the staff at Aspen Meadows.

Betty loved music & knew the words to all of the old songs & led the groups in singing until the last three years. Just a few days before her death she was still singing "You Are My Sunshine" & "Itzy Bitzy Spider" with one of the aides. **(continued →)**



Dear Osco/Sav-on Alumni Club members:

Last evening I read the entire May Connections newsletter and I must tell you I was blown away with the wonderful tributes to Kentner! I thank you from the bottom of my heart. What a wonderful gift you have given my family, friends and me. You know Ken would have rolled his eyes and would not have been comfortable with such lovely tributes... I, on the other hand, would have told him "to suck it up and say THANK YOU VERY MUCH!"

Memorial Day was such a perfect time for the release. You are all amazing. I started my day by going to the wonderful program at the National Cemetery where Ken's remains are buried. It was absolutely fabulous -- the military really knows how to do it right. I was so glad I attended. Then to end my day with the Connections articles, just was perfect. You brought a smile to my face and a tear to my eye. That was a good thing!!

Thank you to each and every one of you who had a special part in the production. Please know that I am proud to be an Alumni Member.

God Bless each and every one of you.

Julie Ann Walker

**Do you have a question, comment,
complaint, idea or other inquiry?**

Send it to us!

Email your message to:

oscosavonalumni@yahoo.com

We'll research and respond to your inquiry

Betty Ballew-Allen

She & I always did a lot of singing together through the years. A couple of weeks before her death, I spent two afternoons singing hymns with her and she would join in on many of them & surprise me with the words. She touched her chest & said "this touches me right here" and later said, "I have tears in my heart". In spite of her disease she knew what she was feeling. She loved to get and give hugs & kisses & in her disease always said "I LOVE YOU". I'm just thankful it wasn't "I hate you". She was indeed one of the treasures in my life and I'm thankful for all of the "spanarky" memories!

Reflections

OSCO Drug
Sav-on
Connections Extra

Continuing with our *Reflections* series we hear from **Arlyn White**, vice president of Distribution and **Bill Jacobs**, executive vice president of Administration. Members are asked to take a few minutes and jot down some thoughts and share sentimental, funny, historical and reflective memories while working for Osco Drug and Sav-on Drugs. Experiences and observations during your career in the retail industry can be intriguing and are nostalgic to read. We all have those memories... a career experience, a customer interaction, a mentor, a protégé, etc.

ARLYN WHITE

Vice President - Distribution and Logistics

In the fall of 1963, I was a sophomore at the University of Iowa in Iowa City in need of a job within walking distance from the dormitory. My brother had worked at the downtown Osco Drug (store #826) the year before, but he did not return to Osco, so I applied for a part time position starting my 33-year career. The store manager was Bob Frantzen, the 1st assistant manager was Byron Luke, and a guy finishing up his pharmacy degree by the name of Dave Maher was there as well. Both managers at that store would attain major leadership roles with the company in future decades. I was one lucky guy but didn't know it.

Looking back at the 1970's and 1980's, I'm amazed at the changes we experienced, as the company grew from single store, one-market locations into multi-store markets. I was fortunate to be along for the ride, especially for the supply-side changes. I was introduced to running stock cards, placing direct orders for basic and ad/seasonal merchandise working diligently to make minimum orders without creating excessive inventory. One memory is buying dozens of Sawyer slide projectors for the Christmas season. How times have changed, but we sold them and in fact I still own a Sawyer slide projector!

As a 2nd assistant manager in Cedar Rapids, Iowa, I was writing ads to balance sales along with eliminating some bad buys. Those ads were real works of art! In 1971, I was asked by Ron Grove to work on a project analyzing excess inventory. This resulted in the realization that direct seasonal orders were part of the problem. In 1970, the new store growth prompted a move to Franklin Park, Illinois to work as a new store merchandise coordinator. Working with Merchandise coordinators Bob Braden and Joe Buron, we learned how to set up standard orders for different size sections; plan-o-grams were coming. Ron and his team were already running a consolidated warehouse in Franklin Park for the Chicagoland stores, soon to be expanded to Lunt Blvd in Elk Grove. Consolidating orders for Ad/Seasonal product removed the burden for direct orders and expanded the selection choices.

Another effort involved looking at basic product in-stock levels while keeping inventory levels in-line. One of many efforts led to testing shelf labels with order points and order quantity (OP/OQ) later to be min max then CAO. I worked with Ray Bozek at the Ashland store struggling just to do a four-foot section. But in time with the help of full plan-o-grams, new ordering systems, and changed sourcing, it of course worked.



After several years as a DM I was re-united with Ron Grove at the Lunt warehouse. Because of the rapid growth in new stores, expansion of regions served, addition of thousands of new items, plus jobber cross docking the Lunt warehouse would expand twice and require a dedicated Ad/Seasonal warehouse at Pratt Blvd in just 12 years. The old days of running stock cards, making minimum direct orders became a thing of the past. For many of those years people like Tom Carroll, Doug Fetzer, Lou Rymarcsuk, Ed Van Deman, and John Bloomfield met these challenges even overcoming work stoppages and flooding with Sharon Cartwright always keeping us in line.

Looking back, to have witnessed the changes from price marking product with grease pencils to UPC codes and all the other improvements to the supply side of our business it certainly was exciting. The associations with so many great people in this process have formed many friendships that continue today.

BILL JACOBS

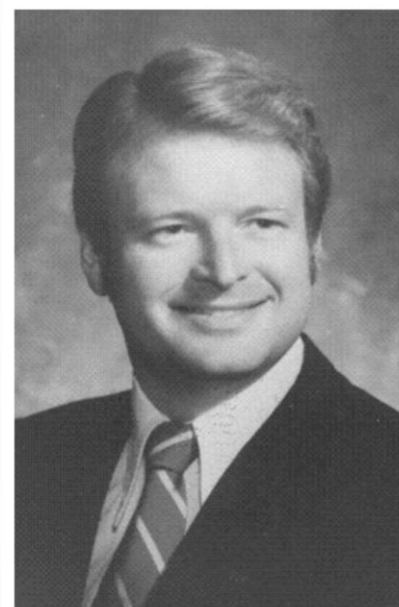
Executive Vice President

Osco's President Wes Christopherson hired me during the Company's thirtieth anniversary year in 1967. I was privileged at that time to join a team that provided caring sponsorship for new people. I fondly remember George Hilden, Osco's first Store Manager, personally inviting me to join Osco's thirtieth anniversary celebration at Pheasant Run in St. Charles, Illinois. Other pioneers of that era included Dick Hilden, Fred Dearborn, Jack Skyles, Lou Frantzen, and Ernie Sawyer among others. Ernie allowed me the freedom to make mistakes in his Elgin, Illinois store (he affectionately called me "Bad Buy Bill" after a few of these -- at least I thought it was "affectionately"). Among many other young people in the business then were Bryon Luke and John Spurlock. All these people in their unique ways had major impacts on the growth and development of our business that ultimately provided immeasurable opportunities for countless numbers of people for years to come. Sadly, the people I just mentioned are no longer living to witness the continuing fruits of their hard labor.

Even though there were challenges within the drug store business, Osco's parent Jewel Companies continued to be supportive and patient by providing a steady flow of capital for Osco's growth in excess of Osco's internally generated funds. Don Perkins and Wes Christopherson believed in the promise of Osco and its potential synergy with Jewel's supermarket businesses. In the 1960's and early 1970's, the Osco Drug formula of planting large drug stores in central business districts of small to medium sized Midwestern towns proved to be extraordinarily successful. By providing a broad array of general merchandise attractively priced, Osco typically dominated retailing in its markets. Autonomous entrepreneurial store managers with motivated assistant managers and trainees striving to be store managers thereby working back-breaking hours together provided the formula for store profits. However, this use (perhaps abuse?) of human resources could not and did not continue. Competition increased as did outside opportunities for people to pursue successful careers. Osco Drug needed to evolve to stay competitive and to learn to work smart and not just hard.

The roles of store and central office support management needed to change thereby suggesting a change in compensation programs to share the financial rewards based upon achievement of specific objectives in addition to the "bottom line". The founding system providing a fixed percentage of store profits to store managers and a non-forgiving record keeping of paybacks for draws against future bonuses no longer met the needs of store management and the Company.

New human resources approaches became a critical part of the future innovative work of the company. Store operations people and central office support resources began to work together on a number of business development fronts. The company needed and therefore developed cost effective information systems from which to make merchandising and space allocation decisions. Timely financial reports became essential to plan budgets and track results. payroll productivity had to improve to stay competitive thereby inspiring studies on optimum scheduling of people.



Slow inventory turnover tied up valuable financial resources and impaired the ability to achieve return on investment targets. This reality spawned a number of efforts focused on costs of goods sold. Intelligent deal to deal buying/re-buying using central distribution services along with new store ordering and delivery systems lowered the landed cost of merchandise and simultaneously increased inventory turnover. The company discovered other landed cost opportunities with direct importing and private label domestic sources.

Information about specific categories of competitive pricing was required to maintain or enhance Osco's competitive profile in its markets and its opportunity for increased sales per square foot. Repackaging of pharmaceutical and developing central photo processing plants added to profit opportunities. American Stores later sold Crest Photo at its zenith of profit generation just before the digital revolution changed the photo processing category forever. Store location strategy changed as new opportunities were found in regional malls, food partnerships, neighborhood strip malls, and solo sites. All in all, a cadre of talented and energetic people transformed the company into a consistent profit generating machine. It was extraordinarily gratifying to be part of a team working feverishly to accomplish the transformation of a great business into an even better one.

BILL JACOBS (CONTINUED)

A significant marketing initiative brought attention to Osco Drug and established bedrock for future marketing. In the early era many state boards of pharmacy interpreted standards of pharmacy practice to prevent public disclosure of prescription prices. Oddly, these boards claimed that disclosing prescription prices was a violation of the "gross immorality" clauses of their regulations. Osco took the lead by publicly posting a large number of prescription prices thereby facing enforcement litigation from regulators in several states (e.g., Massachusetts and Illinois).

Osco had the courage to take a substantial risk of going to war on this issue by siding with the consumer. The result was that Osco was put on the map and deservedly earned a reputation for low prescription prices. Consumers never understood why posting prescription prices was "grossly immoral". Unexpectedly, Osco was aided in its legal battles by new and complex federal regulations issued during President Nixon's various phases of wage and price controls. Ironically, the federal price control situation at that time was so complex that the Company had to remove liquor from sale in Indiana for an extended period because of irreconcilable federal and state requirements.

Not surprisingly there were a few false starts during the Company's rapid growth and innovation years. Given the intensity of the talent and its competitive spirit, some setbacks and special challenges were inevitable. Osco Drug and its Jewel Companies' food store partners sometimes focused more time debating commodity responsibilities and shared cost allocations than joint marketing opportunities.

These frequent disputes often prevented a collaborative approach to achieve optimum combined drug and food results. Years later during the Albertsons era, the Chicagoland market was restructured and the problems of working together effectively seemed to disappear. However, I give more credit to the statesmanship of executives during this latter era rather than the organization change. Also, the assimilation of Republic Lumber and Turn*Style into Osco Drug brought new challenges to support different businesses with one central support team.

A "Jewel Marketing Company" comprised of the central support staff was established. With this new "company" came a concept of a "continuum of store types". This concept failed because few people including customers had any understanding of what that meant.

I am reluctant to list names of the countless talent that was within the Osco/Sav-on organization during these growth and innovation years. There are too many to mention, and I undoubtedly would carelessly overlook some of the most important people. However, I will give special credit and appreciation to Osco's Presidents Dick Cline and later Dick George who together provided essential leadership as the Company sharpened its marketing and increased its productivity.

The heritage of Osco/Sav-On undoubtedly continues in some form and provides job opportunities for many people despite several changes in ownership and name changes on buildings. However, from the distance of time and geography, I have a feeling that "Camelot" may have faded into distant memory. The original Jewel Companies and Osco Drug businesses enjoyed a special philosophical base that eventually was formalized with the publication of Jewel Concepts. Frank Lunding, author of "Sharing a Business", George Clements, and Don Perkins all provided the inspiration and leadership continuity to establish this marvelous business culture. Ethical standards were made a fundamental foundation of the business. If an action would be embarrassing if it were to appear as a headline in the Chicago Tribune, then that action was WRONG. Although a strong work ethic was highly valued, the company also understood the importance of families. Other concepts included taking risks, innovation, supporting people, diversification, perseverance (yet understanding a time to finally let go), and other valued tenets. The idea that people should help one another with a particular emphasis that a manager's primary job was to help and support the people under his/her charge was unique in its day (the "First Assistant" concept). People were considered a critical ASSET of the business.

I miss Osco/Sav-on and regret the circumstances that led to my premature departure in 1985. I will always savor my years with a magnificent company and my association with an incredible team of people.

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Connections



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