
CONNECTIONS

Volume 1, Issue 10

April, 1996

Herd of Seniors Seen Skiing Out of Control at Vail!

by: Ken Walker

March 6, 1996 marked the convening of the 28th Annual "Osco Ski Team Reunion and Symposium". Another spectacular trip to the Rockies of Colorado. The sun and snow were all that we could ask for. Wednesday night was the annual cookout at Peter Cook's residence. Byron Luke performed his culinary expertise serving excellent pork loin with all the trimmings. Pork loin sandwiches were the lunch for many for the next few days. Thursday night was chili night at the Ken Walker/Curt Larson residence. The chili was excellent, even if I do say so myself! Curt and Ken's special recipe called "Arms Reach Chili" is made with everything in arms reach going into the kettle. It was a big hit; there wasn't a drop left. Friday night was out on the town and we went to a quaint little Italian restaurant in Eagle Vail. Saturday night was the traditional wrap up night of burgers and beans at the Dick Hilden residence. Byron had to leave early, so Dave Gillis stepped up to the grill and a new talent was discovered.



The attendees this year are: *back row, left to right:* Mike Radtke (retired), Glen Yergeau (Osco Director of HR), Curt Larson (Osco DM), Dick Hilden (retired), Glen Henricks (retired), Byron Luke (retired), Ken Walker (VP Fin & Admin), Al Hoskins (DM), Dave Gillis (VP-Operations). *Middle row:* Jack Schaub (friend of Jack O'Connell), Jack O'Connell (retired), Peter Cook (retired), Dan Baranick (retired), Scott Hoskins (son of Al). *Front row:* Eric Johnson (son of Jim), Jim Johnson (retired), Linley Cook (daughter of Peter), Tork Fuglestad (retired), and Ray Giornelli (friend of Dick Hilden). Quite a group to say the least.

For 27 years, this group has skied viciously without any "serious injury. This year we had two accidents in two days. Thursday, Ken Walker took a flying fall and dislocated and fractured his right shoulder. On Friday, Peter Cook -- never to be outdone-- took a spectacular spill and ended up with a broken left collar bone. Needless to say, Saturday was a slow and cautious ski day for everyone else.



Peter Cook & Ken Walker showing off their "injuries".

Overall it was a great year. Glen Henricks commented that it is just a pleasure to get together with all the "Old Guys" and listen to their stories (and maybe tell a few too, Glen). We are already scheduling next year's trip, and hope that everyone will be recover by then!

Do You Remember When . . . ?

by: Susan Rini

Thank you for your wonderful comments and input about the Alumni Club's "Connections" newsletter. We feel the newsletter is an important vehicle of communication for the Club since so many of our members are spread all over the country. We'd love to be able to keep in touch with everyone at a local luncheon or outing, but we know that can't happen. Often, it is even difficult to keep up with those that are in the Chicago area itself. In our never ending effort to bring you interesting reading material, we've had a new idea - or should we say an "old idea"? In the past, we have brought you information on future events or recent happenings with alumni members or American Stores, but what about the "good old days"? It seems to me that those are days many of you treasure the most. Those are the days in which so many of your long-term friendships were made.

Alumni members, Marvin Parry and Tork Fuglestad recently found some "old" issues of "Osco News", dating back to the 1960's. Hard to believe as it may be that either of them are old enough to have such "ancient" artifacts in their possession, we believe you'll enjoy this nostalgic look back at Osco as we say . . . Do you remember when?

The following article "A Look At Your Management", appeared thirty years ago in the March, 1965, issue of "Osco News". The names and pictures are sure to ring a bell!

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A LOOK AT YOUR MANAGEMENT

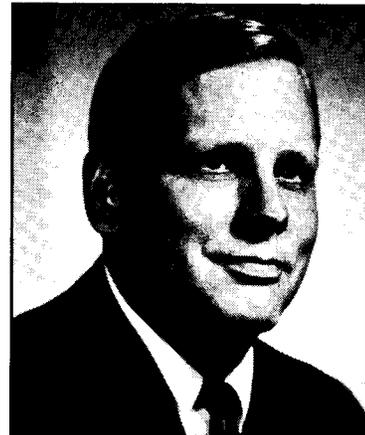
MARCH, 1965

LEE STRAIN, EDITOR

The Top Management Team of Osco Drug, Inc. announced in Mr. Stratton's bulletin of 9/11/64 took over the reins February 1st and is off to a good start.



George Hilden opened the Rochester store on April 17, 1937 with the help of Rhoda Ashworth and about a half dozen employees. He has been an important part of Top Management ever since. In addition to being President of Osco he is a Vice President of Jewel Tea Co., Inc. George was born in Starkweather, North Dakota and was graduated from the Valley City, North Dakota High School. He first worked for Piggly Wiggly as a grocery clerk, then store manager, then supervisor before switching from "groceries to drugs".



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Wes Christopherson, Our Executive Vice President and General Manager, is also a Vice President of Jewel Tea Co., Inc. and General Manager of the Jewel Routes. He is a native of North Dakota and was graduated from the University of North Dakota in both Commerce and Law. His first job was "Riding a Route" for Jewel.



Fred Dearborn, Vice President and Operations Manager, started his Osco career in earnest as a Pharmacist in 1950. He first worked part time during the summers of 1947 and 1948 while attending Pharmacy School at the University of Iowa. Fred was assistant manager at Boone and Mason City, manager at Ottumwa, Iowa District Manager and Store Operations Manager. He was born in Arizona (after it became a state) and educated in Iowa.



Bill King was born in Lincoln, Nebraska and was graduated in pharmacy from the University of Illinois. His career began as a salesman for Abbott Laboratories and Osco was his customer. Bill gave up his Abbot job to be a Pharmacist at Fort Dodge in

1950. He later became assistant manager at Fort Dodge, Manager at Kewanee and Merchandise Manager at Chicago.



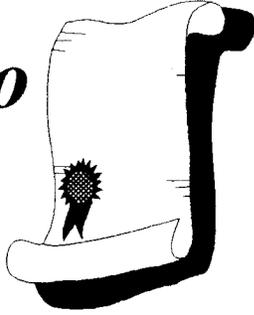
John Street was born in Albany, Missouri and was graduated from High School in Iowa City, Iowa. He received his B.S. degree at the University of Iowa and his Masters Degree at the University of Nebraska. He then became an Instructor and Researcher at the University of Colorado, then Assistant Professor of Pharmacy at North Dakota State before he discovered Osco. In 1956 John gave up the academic life to become a Pharmacist at Fargo. Shortly thereafter he was transferred to Rockford, then Bismarck as Pharmacist, to Freeport, then Danville as assistant manager, then in 1962 to Chicago as Director of Professional Services.

With the above intelligent and industrious (and handsome too) men to guide Osco, the future can only be bright.

Editors Note: We have Craig T. Allen, Jr. to thank for these thumb-nail sketches of our leaders. We are sure each of you agree, Craig T. Allen, Jr. is and has been a vital part and a wonderful inspiration to all of us who have had the pleasure of working for and with him. Thank you Craig!

We hope you have enjoyed "Do You Remember When?". We'll have another nostalgic look at Osco in the next issue of "Connections".

Welcome to our New Members



On behalf of the Board of Directors of the American Drug Stores Alumni Club, we would like to extend a warm welcome to the following new members:

Robert Greenwald - Lockport, Illinois
Ruth Grauzinis - Elgin, Illinois
Tim Daly - Mountain Home, Arkansas
JoAnne Fiebiger - Chicago, Illinois

Annual Membership Drive

Your mission, should
you choose to accept it
is . . .

**for each of you to get
a new member to sign
up to the ALUMNI
CLUB**

That right! We are making plans to sponsor a membership drive. We are asking that each member make an effort to bring in one new member this year.

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For those of you who attended the annual meeting last October, you'll remember that in Ron Green's acceptance speech (he always did have a bit of politician in him), he asked each member to bring in a new member to the Alumni Club. A copy of the membership application is printed on the inside back cover of this newsletter.

Now, here is the real bonus. If you bring in a new member by the end of 1996, you'll receive one year of membership free! That's right! We'll give you a free year of membership.

All you need to do to get your free year of membership is to write "sponsored by: your name" at the bottom of the new members application form. When the new member joins the club, you'll receive a letter confirming that you have an additional free year of membership.

So get in touch with those Osco, Skaggs, and Sav-on friends and ask them if they've joined the Alumni Club yet. Remind them of the benefits of joining the club like, local luncheons and outings, discount travel, the quarterly newsletter, and the alumni directory. It costs only \$20 to join (\$10 application fee, and \$10 for first year's dues). Our current membership stands at right around 300 members. We're counting on your help to make that number grow!

Christmas Presents

by: *Bill Moulton,
Rutland, Vermont*

Every Fall I tried to take a few days off from work to go deer hunting in Tunbridge, Vermont. I always loved rural Vermont and spent many hours enjoying the beauty of the hill farms and talking with the people. On some occasions I helped the landowners with their chores.

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I became especially friendly with a man names Ernest Blake. One cold day before daylight, I helped him milk his small herd of cows. Just before putting the cows out to pasture he took a green can off a shelf and with his hand scooped out a liberal amount of a



"Curious Cows"

Photo by: Betty Atwood

yellow salve. This he applied to the udders and teats of two of the cows. I asked him what he was using and why. He told me he was applying 'Bag Balm' which was made by a Lyndonville, Vermont company and used to soften and heal scratched and chapped udders or teats of cows. He also added jokingly that he liked to use it because it kept his chapped hands nice and soft in the cold weather.

Not long after I had come home from Vermont, I was working with one of my clerks whom I will call Winifred Wood. She complained that she had chapped hands and had tried many things to soften them . . . nothing seemed to work. I told her about the Vermont farmer and suggested I try to buy some Bag Balm from my Drug Wholesaler in Boston. I obtained some; Winnie used it, and it worked wonderfully.

Winnie was a fine, young woman. A church-goer, very religious, with high morals. She could not or would not stand for anything obscene. It was almost Christmas time and Winnie thought that some of her close church friends would enjoy using some of the new-found hand salve. She asked me to get nine cans for her to give as Christmas presents. It seemed a thoughtful gift that her friends would appreciate.

Several days after Christmas when Winnie came to work she was quite upset. She had received some

harsh telephone calls from several of her friends and one friend she passed in a grocery store would not even speak to her.

It took another day to find out the reasons for the snubs. The Bag Balm company also packaged, in the same colored cans and packed in the same ointment, teat dialators! They are used to increase the flow of milk in cows. To Winnie's mortification, a shipping error had occurred and she had given to each of her best friends . . . a can of Teat Dialator!

Phoenix Alumni Club

"Over the Hill Gang" Lunch & Golf Outing



by: Jack O'Toole

Skaggs / Osco / Sav-On Hold 5th Annual Outing

On Wednesday, April 17, 1996 alumni of Skaggs, Osco, and Sav-On will gather for the 5th Annual Lunch & Golf Outing at the Scottsdale Country Club, 7720 East Shea, in Scottsdale.

The Four-Man Scramble, Best Ball, Shotgun Start format will begin at 7:45 a.m. on Wednesday. An "Attitude Adjustment Hour" has been scheduled for 12:00 -1:00 p.m. (no host bar), and Lunch and Awards will follow at 1:00 p.m. This event drawn a quite a crowd in the past and we're hoping for another great turnout.



Alumni Club 1996 Travel Schedule

It is finally here! The long awaited 1996 Travel Schedule is now available. Listed below are trips that the Alumni Club is offering to its members through "Travel With West Suburban", travel agency. The Jewel and American Drug Stores Alumni Clubs have teamed up in offering these trips to ensure that we won't have to cancel trips due to low turnout. On the contrary, many of the more popular trips sold out last year, so get your reservations in right away. If you interested in any of these trips, simply contact Jill Payne at 708/495-1400. She can give you further information or take your reservations.

May 20	Branson	\$ 495.00
May 29	Galena	\$ 19.00
June 28	Mall of America	\$ 99.00
August 13	Scandinavia	\$2,439.00
September 7	Washington, D.C.	\$ 299.00
October 20	Las Vegas	\$ 479.00
October 27	Caribbean Cruise	\$ 999.00
November 3	Hawaii	\$1,995.00

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New Security Guidelines for Oak Brook & Franklin Park facilities

Submitted by: Mary Ormsby, Staff Liaison

Office Services recently conducted a general review of security guidelines for our office facilities in Oak Brook and Franklin Park, Illinois. As Alumni Club members, I would like you to be aware of the following company policy regarding visitors to these facilities.

The Company defines a visitor as someone who does not currently work in that particular office location(s). Even though many of the Alumni Club Members were once associates in these office facilities, now that they have retired or left the company, we must identify them as visitors. Therefore when Alumni Club Members are in the facility for meetings, or to visit, the receptionist and/or the on-duty security officer will ask them to follow these procedures while in the building:

- sign in
- wear a name tag and security badge; and
- sign out when they leave.

We recognize that this may be an inconvenience to the members of the Alumni Club. Some may even think it is unnecessary. However, should there be a security related concern/situation which put the health and safety of our associates at risk, we must be sure that we can account for all associates and visitors in our building.

It is always a pleasure to have Alumni Club members in the offices. I know that many of our current associates look forward to "catching up" with them.

American Stores Announces District Realignments

Summarized from: People Extra, February 29, 1996

A recent issue of People Extra announced new district realignments within American Stores. The following is a condensed version of the new breakdowns. Good luck to all those involved and we wish you the very best.

Chicago Region

Dave Gillis, Vice President, Chicago Region

Gerry Bay, Vice Pres., Pharmacy Operations-East

Deone Blazen, Operations Manager

Glen Yergeau, Divisional Director, HR

Jerry Hildebrandt, Regional Pharmacy Mgr.

Bob LaBello, Regional Pharmacy Mgr.

Olena Maleckyj, Regional Pharmacy Mgr.

Darryl Schatz, Regional Pharmacy Mgr.

Dennis Bischoff, DM/Osco - Dist. 1

Dennis Pierini, DM/Jewel - Dist. 1

Don Lohr, DM/Osco - Dist. 2

Jim Kasper, DM/Jewel - Dist. 2

Jim Isaacson, DM/Osco - Dist. 3

Joe Reinhofer, DM/Jewel - Dist. 3

Jeff Brune, DM/Osco - Dist. 4

Greg Gullickson, DM/Jewel - Dist. 4

Lee Hoekstra, DM/Osco - Dist. 5

Bill Hugo, DM/Jewel - Dist. 5

Darnell Allen, DM/Osco - Dist. 6

Tim Lynch, DM/Jewel - Dist. 6

John Grabowski, DM/Osco - Dist. 7

Ed Olson, DM/Osco - Dist. 8

Los Angeles Region

John Terry, Vice President, Los Angeles Region

Brad Trom, Vice Pres., Pharmacy Operations/West

Victor Robles, Operations Manager

Kathy Baier, Divisional Director, HR

Russ Coon, Regional Pharmacy Manager

Barbara Gee, Regional Pharmacy Manager

Ellie James, Regional Pharmacy Manager

Tim Lapp, Regional Pharmacy Manager

Rich Mazzoni, Regional Pharmacy Manager

Armin Quedzuwцит, Regional Pharmacy Mgr

Larry Sharp, Regional Pharmacy Manager

Doug Statler, Regional Pharmacy Manager

JR Pagano, DM - Dist. 1

Ron Horwart, DM - Dist. 2

Dana Furlan, DM - Dist. 3

Bob Godlasky, DM - Dist. 4

Gene Mlenar, DM - Dist. 5

Scott Daniels, DM - Dist. 6

Paul DeGaetano, DM - Dist. 7

Ron Day, DM - Dist. 8

Southwest Region

Matt Miles, Vice President, Southwest Region

Brad Trom, Vice Pres., Pharmacy Operations-West

Ken Weber, Operations Manager

Kathy Baier, Divisional Director, HR

Scott Johnson, Regional Pharmacy Manager

Rich Mazzoni, Regional Pharmacy Manager

Armin Quedzuwцит, Regional Pharmacy Mgr

Larry Sharp, Regional Pharmacy Manager

Tony Pagano, DM - Dist. 9

Dave Burns, DM - Dist. 10

Bob Garrison, DM - Dist. 11

Bob Monroe, DM - Dist. 12

Kevin Staples, DM - Dist. 13

Tom Dieterle, DM - Dist. 14

Central Region

Bill Bates, Vice President, Central Region

Gerry Bay, Vice Pres., Pharmacy Operations-East

Marc Ehle, Operations Manager

Glen Yergeau, Divisional Director, HR

Teresa Caster, Regional Pharmacy Manager

Stu Gratz, Regional Pharmacy Manager

Tom Rousonelos, Regional Pharmacy Mgr.

Cal Schwandt, DM - Dist. 1

Curt Larson, DM & RPM - Dist. 2

John Christofferson, DM - Dist. 3

Al Hoskins, DM - Dist. 4

Peg Pfaltzgraff, DM - Dist. 5

Stan Peterson, DM - Dist. 6

Eastern Region

Larry Wahlstrom, Vice President, Eastern Region

Gerry Bay, Vice Pres., Pharmacy Operations-East

Joe Wagner, Operations Manager

Glen Yergeau, Divisional Director, HR

Chris Dimos, Regional Pharmacy Manager

Jerry Hildebrandt, Regional Pharmacy Mgr.

Jerry LaPointe, Regional Pharmacy Manager

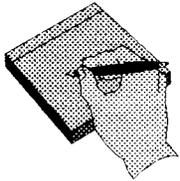
Bob Cook, DM - Dist. 1

Ron Yeaton, DM - Dist. 2

Jake Jackson, DM - Dist. 4

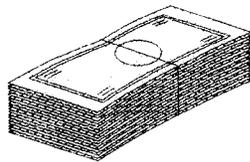
Ron Cardarelli, DM - Dist. 5

"Alumni Briefs"



Joan & Bernie Weinberg, Vernon Hills, IL - Congratulations to the Weinberg's on the birth of their newest granddaughter. Christina Graffagna was born on February 25, 1996 weighing in at 5 lbs, 9 oz., to Pam & Rick Lisle.

Betty Kelly, Hampshire, IL - While shopping at my friendly Jewel, I started writing my check and could not remember the date. I look up at the checker and asked her for the date. She answered with the question, "Are you retired?" I answered, "yes". To that she responded, "so what's the difference!" I could not help but smile and I answered, "None, except I do need to write something on the check!"



1996 Dues

by: *Susan Rini*

Have you paid your 1996 dues??? If you haven't paid your dues for 1996 of \$10, don't wait another day! Remember, you can pay \$25 for three years of dues and save \$5. Return your payment as quickly as possible to: The American Drug Stores Alumni Club, Post Office Box 5176, Glendale Heights, IL 60139.

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If you aren't sure whether or not you owe money, call Susan Rini at 708/858-4810, or write her at the Post Office Box listed above. Susan has the detailed records and will be happy to confirm the status of your dues.

The money collected in annual dues each year pays for the Alumni Club's newsletter, its directory, and costs associated with our luncheons, trips and mailings. Thank you for your support of the Alumni Club. If you have any suggestions on how the Club can better serve its members, don't hesitate to forward them to Tork Fuglestad at the address listed above.



The Jewel Tea Historical Foundation

by: *Norm Storkel, Gallery Administrator*

The Jewel Tea Historical Foundation was founded June 1, 1995 by six individuals who realized the value and importance of the Jewel Tea Co. artifacts and memorabilia that had been donated to the Barrington Area Historical Society from JTDSSC (JT Dealer Sales & Services Corp) in May of the previous year. The original collection arrived at the doorstep of the Society on six pallets, and was immediately recognized by the Executive Director, Mike Harkins, for its historical value. It demonstrates the contributions of Jewel Tea Co. and its related companies, including its thousands of employees, to the American way of life. This one-of-a-kind collection consists of original documents of founders Frank Skiff and Frank Ross, newsletters from 1915 to the mid 60's, packaging, recordings of the Jewel Tea Hour from 1928, memorabilia from World Wars I and II, artifacts from Mary Dunbar's Test Kitchen, sales awards, new Autumn Leaf premium introductions and a whole lot more.

The "Grand Opening" of the Jewel Tea Visitors' Center, on September 16, 1995, was held on the grounds of the Barrington Area Historical Society. The "official ribbon cutting

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ceremony" was lead by Foundation President, Bob Woodsome, who acted as the Master of Ceremonies.

Meet Mary Dunbar! Yes, Mary Dunbar (alias Kathy Bohnstadt) was at the Visitors' Center Grand Opening welcoming guests and explaining the displays that make up the Jewel Homemakers' Institute archives. Mary also took part in the ribbon cutting ceremony and had her picture taken with the Visitors' Center attendees in front of the old-time Jewel Teas peddler's wagon. The limited edition Mary Dunbar doll was available for purchase in the Visitors' Center along with Jewel Tea Vanilla, Autumn Leaf Sweatshirt with the official J.T.H.F. logo.

The Jewel Tea Historical Foundation Gallery features historical exhibits of the original collections memoriabilia. But more important, it is the first step in providing public access to the archives and to the story of one of the great companies in American business history.

The Jewel Tea Company was built on a foundation of trust between the company and the American Family, and it became a force in the culture that continues to echo in the food stores, Osco and other merchandising businesses.

The Jewel Tea archives is of tremendous historical value. It is one of the finest documentation of a company's growth and of American family life that exists in the United States today. Our mission is to preserve and expand this outstanding historical collection and make it available not only to historians and researchers, but also to the public in general. The Gallery allows us to share a tiny portion of this vast collection. Equally as important, it provides an opportunity for our visitors to learn about a people oriented company who initiated business concepts and practices that were far ahead of their time. Home delivery of the products, personal friendly service, premiums, group medical insurance, profit sharing and even coffee breaks were realities at the Jewel Tea Company long before they were even considered by other businesses.

The public's reaction to our gallery has been tremendous. People have summarized their visits as "educational, fun, a great learning experience, nostalgic, amazing and a trip down memory lane."

Almost everyone has taken the time to say "Thank you, I really enjoyed it." Comments like these certainly reinforce my own belief in the mission of the Historical Foundation to enrich the culture and to educate the future generations.

I would like to personally invite Foundation members, their family and friends to visit the gallery. Enjoy reading a first hand account of Jewel's move from Chicago to suburban Barrington, IL. Browse through our exhibits of packaging and premiums from the early 1900's. See the "Green River Ordinance" which resulted in the founding of Jewel Food Stores. Learn how 18,000 women helped plan the first stores and how Jewel responded to their suggestions with the Jewel Ten Commandments, which although modified over the years, are still in effect today.

Tour the gallery and follow the travels of a "Jewel coffee bean" from the highlands of Central America to the shelves of your local grocery store. Visit Mary Dunbar at the Jewel Home Maker's Institute, and learn how her seal of approval represented Jewel's commitment to customer satisfaction. Share the visions of Frank Skiff and Frank Ross who founded the Jewel Tea Company, and study the profiles of the great business leaders who expanded their vision into a nine billion dollar corporation.

The galley is temporality housed in the Ice House Mall at 200 Applebee Street in Barrington, Illinois. We're sure you'll enjoy your visit to our gallery.

Thank you to Norm Storkel, Gallery Administrator for his input on this article. Watch for our follow-up article in the next issue of "Connections".



Missing Members . . .

The following members have moved and not left a forwarding address. If you have any information on the whereabouts, please contact the Alumni Club at P.O. Box 5176, Glendale Heights, Illinois 60139 or Susan Rini at 708/858-4810.

Kathlyn Rolfe
729 W. 155th Street
Gardena, CA 90247

David Burns
3926 Greenfield Farms Dr.
Uniontown, OH 44685

Customer Service Leads the Way for 1996

An excerpt from "People", February 29, 1996

In a recent conversation with Executive Vice President and General Manager Dick Davis, Dick addressed a variety of issues that affected American Drug Stores in 1995 and our plans for 1996.

Dick stated that 1995 was our best year ever and wanted to thank all of our associates for their efforts. Earnings were especially good, considering 57 new stores opened. Pharmacy sales were greater than they have been. The total number of prescriptions filled was up 12%. General merchandise sales were stronger than they have been in recent years. Dick also commented that the way we displayed our product had an overall impact on us selling more general merchandise.

Dick emphasized the nice improvement our stores made in our customer acknowledgment program. This is one area we want to continue to concentrate on again in 1996. Dick went on to discuss ADS strategic plans for 1996. The following are the six key areas that we will be focusing on in 1996:

Deliver Superior Customer Service

In 1995, American Drug Stores started a customer acknowledgment program that states we always want to greet the customer with a natural hello and a smile.

Dick stated that the premise is if we don't first learn how to recognize each customer, we won't improve to the position of knowing how to serve them better.

Dick went on to say that the majority of our business hinges on being acknowledged as excellent in customer service. It is our goal to make customer service an area that differentiates us from our competition.

Grow Prescriptions

As a drug store, our pharmacy operation is our primary reason for being in business. To be successful in the future, we need to concentrate on filling more prescriptions and providing the services our customers need.

As we look at the opportunities that are available due to the aging of America and more people

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becoming eligible for health benefits, it is an area where we will continue to grow.

Increase General Merchandise Sales

Dick noted that 1995 was a good year for general merchandise sales. Deep discount competition has evolved and grown and it has become more difficult for us to sell general merchandise. Last year, we found that by presenting our displays to be neighborhood friendly, and staying in stock, we can grow general merchandise sales almost as much as we were before the evolution of the deep discounters.

Improve Our Value Image

Dick stated that we recognize that we might not be the lowest priced provider, especially in general merchandise in the next few years. We need to enhance our image in other ways such as continuing to build on our selection and how we present our private label product. It is important that our private label product is priced competitively which helps the consumer feel they are getting a good value.

It is important that we have an image of being a customer oriented business; one that is friendly and caring. We need to be a business that strives to recognize the customer and the customer's needs.

Reduce Shrink in our Stores

Our objective for 1996 is to reduce shrink by 5%. Shrink is caused by shoplifting, associate dishonesty, vendor overcharges, etc. In able to lower our prices and become more competitive, we need to manage shrink more carefully.

Ways that will help reduce shrink are speaking to all customers, which will reduce shoplifting, reading and understanding our policies and procedures, and reviewing receiving procedures.

Structure for Growth

In 1996 and 1997, we expect to open approximately 180 new stores (80 in 1996 and 100 in 1997). Thereafter, we expect to open 100+ new stores annually. In order to do this, we will continue to structure our business and our business practices to be better prepared to handle this new store growth.

Dick's final comments were, "to be the best in service in 1996 is critical to the success of American Drug Stores. By opening all or our new stores, it will provide our associates with enormous opportunities. We have great people in our business and if we work as hard as we did in 1995, we'll have another record year!"

**AMERICAN DRUG STORES ALUMNI CLUB MEMBERSHIP APPLICATION
1996**

Membership is easy. You need only have been employed seven years full or part time. You don't have to be retired; former employees who went on to other careers after American Drug Stores are also eligible. Just fill out the membership application and send it with your check for \$20.00 to: **American Drug Stores Alumni Club, P.O. Box 5176, Glendale Heights, Illinois 60139.** The \$20.00 re-presents your one-time application fee of \$10.00, and your dues for 1996 of \$10.00. You will be billed on January 1st of each subsequent year for your annual dues. ** You can save money and join for 3 years by sending \$35 (\$10 application fee, and \$25 in dues for 1996, 97, & 98).

NAME: _____

SPOUSE'S NAME: _____

Permanent Address:

STREET: _____

CITY: _____ STATE _____ ZIP: _____

PHONE NUMBER: () _____

SEASON OF RESIDENCE: (If you live in another location part of the year, list months you reside at your permanent address.)

_____ I reside at my permanent address all year.

_____ I reside at my permanent address from _____ to _____.

Secondary Address:

STREET _____

CITY: _____ STATE: _____ ZIP: _____

PHONE NUMBER: () _____

RETIRED FROM: _____ DATE: _____

ARE YOU WILLING TO ASSIST WITH SOME ASPECT OF THE CLUB? Y _____ N _____

SIGNATURE: _____ DATE: _____

AMERICAN DRUG STORES ALUMNI CLUB
Post Office Box 5176
Glendale Heights, Illinois 60139
708/858-4810

IN MEMORIUM . . .

We are saddened to inform you of the deaths of:

JULIE ANDREWS - alumni club member, passed away in her sleep on March 18, 1996. She is survived by many loved ones and friends. Julie began her career with Osco in 1950. Over the years, she worked with Dick Hilden, Bob Craighead, Bill King and many others. She was the editor of Osco's newsletter "People" for many years. Julie was also Osco's first Liquor Coordinator. She retired from Osco with over 40 years of service.

GEORGE GRUENTHALER - alumni club member, passed away on October 14, 1995 from cancer. He is survived by his wife Margaret and three daughters. George began his career with Osco in 1963 by selling cameras at the Chicago store on 113th and Michigan Avenue. He then worked as a photographer at the Melrose Park and Franklin Park, Illinois offices. George photographed many store openings and also photographed products for Osco advertisements. He retired in 1979. He was very active in the DAV, Trench Rats, community bands, and amateur radio clubs. Condolences may be sent to: Margaret Gruenthaler, 16819 LeClaire Avenue, Oak Forest, Illinois 60452.

SYLVIA NELSON - mother-in-law to alumni club member, **Jerry Rutherford** of Hoffman Estates, Illinois, passed away on April 1, 1996 at the age of 92, from natural causes. She is survived by her three daughters, 8 grandchildren, and 5 great-grandchildren. Condolences may be sent to Sue & Jerry Rutherford, 1125 W. Concord Lane, Hoffman Estates, Illinois 60195-1813.

CAROLINA ADDANTE - mother of alumni club member, **Anne Sorci** of Des Plaines, Illinois, passed away on March 23, 1996 at the age of 91 from natural causes. She is survived by 5 children, many grandchildren and great-grandchildren, and even one great, great, grandson. Condolences may be sent to Anne Sorci, 1434 Second Avenue, Des Plaines, Illinois 60018.

CONNECTIONS

Post Office Box 5176
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