



A M E R I C A N D R U G S T O R E S

PEOPLE

VOLUME 19, No. 19

OCTOBER 16, 1995

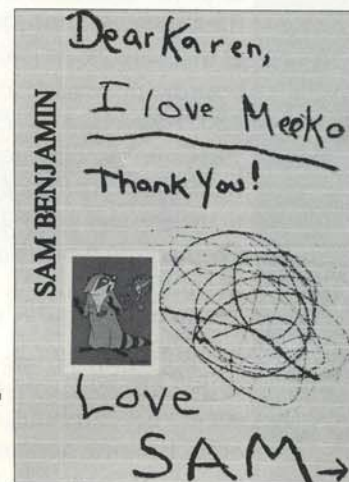


(Pictured Above) Karen Wagstaff of store #306 Ashland, MA.

INSIDE:

People on the Move
..... Pgs. 2 & 3
BenefitsPg. 3
American Premier
.....Pg. 4
November Broadcast
Schedule.....Pg. 4
Ask Dick Davis.....Pg. 5
Retirees.....Pg. 5
United WayPg. 6

A "Big"
Thank You
from a
"Small" Customer



see page 6

Changing Times - People on the Move



James Kent



Tim Lapp



Jim McCarthy



Steve Page



Steve Parker



Dan Salemi



Keith Schaal



Ken Scheuber



Ron Schwenn



Doug Statler



Susan Warmerdam



Kurt Welz

Congratulations!

James Kent has accepted the position of manager, warehouse inventory process at 1818 Oak Brook, IL. James began as distribution management trainee. He then held the position of assistant production supervisor. James most recently held the position of human resource coordinator. All positions were at the Elk Grove Distribution Center.

Tim Lapp has accepted the position of pharmacy operations manager at 1500 Anaheim, CA. Tim began as a pharmacy intern at #3109 Sherman Oaks and then became staff pharmacist at that same location. He later became pharmacy manager at #3021 Reseda and #3211 Canyon Country. Tim most recently held the position of market manager, also at #3211 Canyon Country. All positions were in California.

Jim McCarthy is the new general manager at #71 Chicago. Jim began as a supervisor at #630 Elmhurst and went on to become a management trainee at that same location.

He became assistant manager at #606 Chicago and #255 Chicago. Jim later served as operating manager at #255 Chicago, and most recently at #650 Chicago. All locations are in Illinois.

Steve Page has accepted the position of manager of sales and category space productivity in Salt Lake City, UT. Steve began as a clerk at #863 Terre Haute, IN, and went on to become a management trainee at that same location. He became assistant manager at #898 Little Rock, AR, and #856 Little Rock, AR. From there he became operating manager at #418 Little Rock, AR, and #855 Little Rock, AR. Steve later served as general manager at #445 Mishawaka, IN, #470 Terre Haute, IN, and #890 Kalamazoo, MI. He most recently held the position of market manager at #991 Tewksbury, MA.

Steve Parker is the new general manager at #971 Saugus. Steve began as a management trainee at #961 Lynn and then became assistant manager at that same location. He also

served as assistant manager at #965 Lynn and #966 Woburn. Steve went on to become operating manager at #906 Waltham, #971 Saugus, #974 Revere, and most recently at #985 Acton. All locations are in Massachusetts.

Dan Salemi has accepted the position of director, pharmacy procurement in Salt Lake City. Dan began as a pharmacist at #865 Elgin, IL and then became pharmacy manager at #854 Elgin, IL. Dan also held the position of pharmacy pricing manager, manager of data integrity and Rx pricing, and pharmaceutical buyer. All positions were at 2100 Oak Brook, IL. He most recently held the position of director, trade relations - Rx America in Salt Lake City, UT.

Keith Schaal has accepted the position of senior financial analyst in Salt Lake City, UT. Keith comes to American Drug Stores from Jewel Food Stores. He began in the management training program with Jewel Food Stores and then became

continued on page 3

Changing Times - People on the Move, continued

assistant store manager. Keith later held the position of labor analyst, manager of financial reporting, and most recently held the position of manager of inventory accounting.

Ken Scheuber has accepted the position of category manager in the health care shop at 1818 Oak Brook, IL. Ken began as a clerk at #886 Romeoville, and became a management trainee and assistant manager at that same location. He later served as operating manager at #99 Oak Forest and #679 Park Forest. Ken went on to become general manager at #242 Chicago, #624 Chicago, #834 Joliet, #827 Elgin, #689 McHenry, and #230 McHenry. From there he served as market manager at #253 Lake Zurich, #40 Arlington Heights, #46 Hoffman Estates, and most recently at #45 Round Lake Beach. All locations are in Illinois.

Ron Schwenn is the new general manager at #12 Chi-

cago. Ron began as a management trainee at #10 North Riverside and became assistant manager at that same location. He also served as assistant manager at #187 Chicago. Ron went on to become operating manager at #24 Chicago, #639 Chicago, #54 Downers Grove, and most recently at #602 Chicago. All locations are in Illinois.

Doug Statler has accepted the position of regional pharmacy manager for the Southwest Region at 1500 Anaheim, CA. Doug began as a staff pharmacist at #3411 Anaheim. He then became pharmacy manager at #3412 Buena Park, CA, #3139 Bellflower, CA, and #3015 Norwalk, CA. He most recently held the position of regional pharmacy trainer for the LA and SW regions at 1500 Anaheim, CA.

Susan Warmerdam has accepted the position of advertising coordinator at 1818 Oak Brook, IL. Susan began as a

management trainee at #424 Normal, IL. She then became assistant manager at #449 Springfield, IL, and #819 Springfield, IL. Susan most recently held the position of photo coordinator at Crest Photo in Elgin, IL.

Kurt Welz is the new general manager at #605 Palatine. Kurt began as a supervisor at #101 West Chicago. He became a management trainee at #865 Elgin and went on to become assistant manager at that same location. Kurt also served as assistant manager at #17 St. Charles. He later held the position of photo coordinator at Crest Photo in Elgin. From there he became operating manager at #253 Lake Zurich, #246 Mundelein, and most recently at #46 Hoffman Estates. All locations are in Illinois.

1996 Health Care Plan Open Enrollment

We are now in the midst of our annual health care plan open enrollment period (October 23 through October 27). This is a time frame available for health care plan members to make their health care plan selections for the

upcoming year. If you are a member of one of the company medical options or an HMO plan, **please review your materials carefully** if you have not already done so. Then, if you wish to make a plan coverage level change or a change

to your dependent information, complete your enrollment worksheet and make your phone call to **BENEFACS** before the enrollment deadline printed on your worksheet.

PART-TIME ASSOCIATES QUALIFYING FOR HEALTH CARE COVERAGE DURING THE THIRD QUARTER OF 1995

October 16 - 20, 1995 - Open enrollment materials will arrive at work locations

October 23 - 27, 1995 - Open enrollment period. The **BENEFACS** System phone lines will be available from 8:00 a.m. to 11:00 p.m. (Eastern time)

December 1, 1995 - Coverage effective date.

American Premier Expands Product Line

It is just short of a year since American Drug Stores launched their new product line "American Premier." At that time, the American Premier product line consisted of cookies and soft drinks. In its first year, the American Premier Extravagant Chocolate Chip Cookie outsold every national brand with the exception of Nabisco's Snackwell Devils Food cookie. In the soft drink category, three flavors were introduced, cola, diet cola, and lemon-lime. Since then, four new flavors have been added: Citrus Zest, Dr. Star, Orange, and Root Beer. Overall, the two product lines have sold over 1,515,474 units in their first year.

In September of this year, American Premier Diapers were introduced. Manufactured of the highest quality standards, the American Premier Diapers have velcro type closures and a clothlike feel.

Coming in January

American Drug Stores will be introducing American Premier

Reading Glasses with unique high fashion frames as well as a major launch of 60 hair, skin, and bath products. These salon quality products will be unlike anything currently on the market today.

So, what is American Premier and what does it represent?

American Premier is a unique product of such high quality that it is recognizably superior to the national brand counterpart as well as both regional brands and current private label.



In some instances where the national brand is considered an institution (i.e., Coke), it would be

acceptable to meet the national brand in quality categories.



All American Premier Products carry the Exceptional Quality Guarantee.

This symbol ensures all products are of the very highest quality standards. All associates should suggest American Premier products with confidence. In the event a customer does not feel a product lives up to exceptional quality standards, we should be prepared to stand behind these products with a "no questions asked" full refund policy.

By encouraging trial and building brand loyalty in American Premier, we gain a great advantage over our competition as American Premier products are available exclusively at American Drug Stores.

Look for the next American Premier update in the January issue of People magazine.



NOVEMBER BROADCAST SCHEDULE (central standard time):

- November 6 - Merchandising Update - 3:00 p.m.
- November 13 - Regional Management Update/East - 3:00 p.m., West - 3:30 p.m.
- November 20 - Pharmacy Report - 3:00 p.m., Seasonal Merchandising - 3:30 p.m.
- November 27 - Regional Management Update/East - 3:00 p.m., West - 3:30 p.m.



*Details of the weekly broadcast schedule (content, guests, and length) can be easily referenced at any time in E-Mail by following these steps:

STORE VERSION EMAIL: Select "W" (View another) from the Emc2 overview menu. Input "DH.ADSN" for the ID to view. Scroll and select "Q" (Query) to obtain program details.

OFFICE VERSION EMAIL: Click on "View" at Emc2 calendar menu. Type in "DH.ADSN" for the ID to view. Select program, and then click on "Query."

Ask Dick Davis

Q: "Recently, the corporate office went to business casual everyday. Why do we not have the same for the stores? Time and time again we are required to unload trucks in 90 degree weather, mop floors, and do all sorts of physical labor while still having to wear a shirt and tie."

Concerned

A: We are currently reviewing the dress code policy and are testing the "polo shirt" idea in our new Milwaukee market.

Q: "Why did Osco Drug start selling cigarettes in Jewel-Osco combos?"

Unknown

A: At the camera counter, Osco is staffed to provide

customer service for the sale of cigarettes. Given the shrink in this category, it has become increasingly difficult to find a secure home on the sales floor for cigarettes. By moving cigarettes to the Osco camera area, we are consistent with the rest of Osco and Sav-on stores across the country as is the best way to serve customers while controlling shrink.

Q: "Why do managers have the only say in the pop fund money? They spend it on things for their purpose, not ours."

Concerned

A: The "POP" policy is that one management person and two non-management people



in the store control the funds and decide with the rest of the store associates how the dollars are to be used. For any further clarification, please refer to policy P-11 Picnics/Parties.

Effective November 1, PEOPLE Magazine will have an E-Mail ID available for Ask Dick Davis questions and article suggestions.

Do you have any questions about the business for Dick Davis? If so, jot them down and watch for future issues of PEOPLE magazine for the answer. Return your questions via backdoor mail to PEOPLE, 1818 Oak Brook. Be sure to include your name and location so we can send you the response to your question.

Q:

Name:
Location:

Congratulations Retirees

Tom Broniecki
#26 Elmhurst, IL
30 Years



(Pictured Above) Tom and Karen Broniecki.

Bob Curl
#9 Naperville, IL
33 Years



(Pictured Above, Left to Right) Dave Gillis, Lee Hoekstra, Don Lohr, Bob Curl, Greg Gullickson, and Jim Isaacson.

Tim Daly
#41 Addison, IL
36 Years



(Pictured Above) Back Row (Left to Right) Don Lohr, Lee Hoekstra, Jeff Brune, Dennis Bischoff, Darnell Allen, and Jim Isaacson. Front Row (Left to Right) Ed Olson, Tim Daly, Dave Gillis, and John Grabowski.

Caring Counts United Way

The spotlight for this month is "United Way of Orange County."

United Way of Orange County is managed by a local board of directors that consist of community volunteers who ensure accountability to the donor and to the community. Experienced volunteers evaluate agencies to ensure that contributions are being well spent on services and programs.

United Way of Orange County is local and operates independently. Dollars raised locally through community care, stay local to help meet urgent needs. In Orange County, more than 800,000 people received help from United Way funded agencies last year. That is more than

300 health and human service programs at work each day.

United Way of Orange County provides the following services:

- Alcohol and Drug Abuse
- Assistance for the Hungry and Homeless
- Child Care
- Community Development
- Crime Prevention
- Disability
- Disaster & Relief
- Education
- Elder Care
- Health Care
- Mental Health
- Physical and Sexual Abuse

United Way of Orange County's mission is to improve Orange County by connect-



Caring Counts!
United Way

ing human needs with community resources.

Special thanks to the associates at the 60 stores in the Orange County area for their contributions in 1994. Remember, your contributions do make a difference!



PEOPLE is published semi-monthly by the Human Resources Department of American Drug Stores, Inc., 1818 Swift Drive, Oak Brook, IL 60521. Article suggestions, Ask Dick Davis questions, photos, and retiree changes can be sent via back door mail to PEOPLE, 1818 Oak Brook or through U.S. mail to the address shown above.

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Cover Story

Customer Sam Benjamin expresses his gratitude for the cardboard display of Meeko from Pocahontas that was given to him by associate Karen Wagstaff.