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A Special Section of Food World and Food Trade News • July 2016

Celebrating over 100 Years!
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shaw's®

To Our Valued Employees, Vendor Partners and Customers

Paul Gossett
President

shaw's star market

On behalf of the Executive Team at Shaw's and Star Market, we are honored to be recognized in this edition of *Food World* and *Food Trade News*. The following pages of this special edition provide a highlight of our dedicated employees, an ongoing commitment to our local communities and also our passion for providing our customers with an exceptional food retailing experience each and every time they shop. I would also like to take this opportunity to personally thank all of the vendors and other businesses that are also featured in the pages of this publication for their support and ongoing partnership.

At Shaw's and Star Market we are proud of our long, rich history of serving customers across the New England states. Shaw's is the oldest continuously operating supermarket chain in the United States with New England roots that were firmly planted in 1860, when George C. Shaw opened his first store in Portland, Maine. A few years later, another native New Englander, Maynard A. Davis, opened his first 'Public Markets' in Brockton and New Bedford Massachusetts. Together, these two men sowed the seeds that would one day become Shaw's Supermarkets, Inc.

For Star Market, it all started in 1915. One of Sarkis Mugar's friends owned a store in Watertown, MA named Star. At first, Sarkis worked there for free in an attempt to learn the retail trade. Then, when presented with the opportunity to buy the store, he borrowed $900 from nine relatives and bought it in 1915. The whole family – father, mother, son and three daughters plus a few uncles – worked in this first store in the Star Market chain. Although the store was mainly a meat market, his son Stephen came up with the good merchandising idea of adding a few groceries and biscuits.

Today, there are 154 Shaw's and Star Market stores throughout Massachusetts, Maine, New Hampshire, Vermont and Rhode Island and we have 19,000 valued employees. And, as we have done for over 156 years, we remain committed to satisfying the diverse and changing needs of our customers, employees, communities and business partners.

- **To our customers,** we are a food retailer who provides consistently high quality, innovative products and services, at competitive prices, in an environment that is safe, clean, convenient, and friendly.
- **To our employees,** we are an employer who provides opportunities for personal growth and long-term success based on performance and a work environment which respects differences and individual needs.
- **To our communities,** we are a neighbor who is socially responsible, charitable, and environmentally conscious.
- **To our business partners,** we are a colleague who fosters relationships which are mutually beneficial and based on respect, honesty, and trust.

We are very excited about the future of Shaw's and Star Market and the path that we are on to continue to be the best food retailer in New England for another 156 years. Thank you again to Shaw's and Star Market employees and vendors partners for your ongoing support as we work together to be the favorite local supermarket.

Paul Gossett
President

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Gossett: 'Our People Drive Our Operational, Merchandising Success'

> "The partnership with our vendors has been great. I think from a collaborative standpoint, we really strengthened our partnership over the last three years. Tops on my wish list for vendors would be, if you have an idea, bring it to us. We don't have layers that we have to go through to get approvals. If your idea makes sense, we'll try it."

***Food World/Food Trade News:* After working in the Albertsons systems for many years, this is your first chance to serve as a division president. What excites you about this job and what do you think will be your biggest challenges?**

Paul Gossett: What makes this job exciting are the people. Connecting with people is what our business is really about. It's about the relationships between our dedicated employees, valued customers, vendor partners, suppliers, and our communities. We are all working together to make Shaw's and Star Market New England's favorite local supermarkets.

We are excited about the growth that has taken place here at Shaw's and Star Market. With the results and the investment by our company (Albertsons), we are positioned not just for organic growth; we can also make additional improvements to existing stores to drive more business. We haven't opened a new store in this market for quite some time, and now we are about to open a brand new Star Market store at the Boston Garden redevelopment site. What's most important is that our team is seeing a difference with the investments and they believe that Shaw's and Star Market will continue to grow. We have a very talented team that wants to win and believes that they can, and will, win. We look forward to continued growth within both of our banners.

With any new position, the biggest challenge is to get to know your people and to motivate them for greatness. Every day we have to determine how we can position our team for success. In this business of numbers, it's the people that make the difference. Instilling our team with pride and inspiring them to succeed is what will make Shaw's and Star Market the favorite local supermarkets. We are committed to taking care of our employees and we keep them top of mind when determining our go-forward strategy. There are 19,000 people here at Shaw's and Star Market whose livelihoods are dependent on the decisions that we make.

***Food World/Food Trade News*: From Albertsons' perspective, what do you feel are the biggest advantages of segregating the Shaw's and Star Market stores as stand-alone units?**

Paul Gossett: Segregating the two banners gives us the opportunity for different strategies within the markets that we operate. When you look at Star Market, with 19 stores, you can be much more flexible and move more quickly to be on trend. Star Market's strategy is to offer an ultra-premium shopping experience for our customers that includes a broad offering of natural, organic and specialty items as well as conventional grocery items…everything from quinoa to cupcakes. It is always challenging when you try to run two different models under one banner, so the segregation allows us the ability to implement our Star strategy and achieve our goals.

***Food World/Food Trade News*: What do you see as the primary benefits of operating in a decentralized operational and merchandising model?**

Paul Gossett: When you operate in a decentralized model you have the decision-making process as close to the customer as possible. Sometimes in a centralized model you lose that capability of doing what is right in the actual market where you are operating. In a centralized model, there are differences and variations from the geography across the country. Boston Clam Chowder here is much different than the Boston Clam Chowder you buy on the West Coast. To be the favorite local supermarket, it's important to do what's appropriate for the local communities that you operate in.

With the decentralized model, layers of bureaucracy are removed. From a speed of a decision standpoint, there are not levels of approvals that are necessary. The decentralized model used by Albertsons allows for the decision-making process to happen in the local markets. With that responsibility there is also accountability, which is a big key to the success. We make our decisions locally and know that we are accountable for those decisions. We have confidence in our team and encourage them to make decisions.

***Food World/Food Trade News*: Can you assess what factors have been the most important in the turnaround of Shaw's in the past three years?**

Paul Gossett: As I expressed earlier, the team here wants to win. So, all we did was position them to win and they took the ball and ran with it. We are one team sharing the same beliefs. We're about people, we're about getting things done, and we're about being accountable. Our entire team is focused on our top 3 priorities; #1 driving sales, #2 driving sales, and #3 driving sales.

Our philosophy is that it's all about the stores. In the stores is where we get things accomplished. We are committed to running great stores that are full, fresh, friendly, and clean. We removed a lot of the office work and put the resources back in the stores so that we could live up to this commitment. While there are office duties that have to get done, we are here to support the stores so that they can grow and achieve results. This change was the major shift for us. Success comes from the engagement of our employees and the leadership of our store teams.

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From page 4

***Food World/Food Trade News:* Without revealing any proprietary details, can you list a few areas that the trade and consumers should be excited about seeing at Shaw's in the near future (new stores, store design/format, merchandising/marketing plans, acquisitions, etc.)?**

Paul Gossett: There hadn't been any capital investment in Shaw's and Star Market for a number of years. We have been updating our stores to provide our valued customers a better shopping experience. We have invested in the state of Vermont and updated almost every store in that state. Our Star Market stores continue to be updated as they work toward their goal of offering an ultra-premium shopping experience. As I mentioned, we are about to open a brand new Star Market store at the Boston Garden redevelopment site. This new Star Market will provide Bostonians with an unrivaled shopping experience.

***Food World/Food Trade News*: There has been a change there too. They see the results you are pulling and I think that is one of the rallying cries, too, of Jim Perkins, not just from the Acme perspective. He has been saying "Number one: sales, sales, sales." And "you win, we win when we all grow and share programs and partner."**

Paul Gossett: Yes, and that is one of the other benefits of being a multi-state company. If there is something that is working really well in one division, we do a great job of communicating so other divisions can take advantage of the program.

***Food World/Food Trade News*: Looking at where you are today and where you are hoping to be, what do you think about the marketplace?**

Paul Gossett: I would say that the market is going to continue to have winners and losers. I believe that the players who will survive are the ones that can be more local and more entrenched into the community.

There is channel shift between home delivery, ecommerce, the advent of Amazon and what they are doing, millennials and how they are changing. We know our direction, we feel comfortable connecting with our customers on a local basis, and also the trade. I think as we move forward, there is going to be less and less focus on the newspaper ads that typically go out weekly like they have for 100 years. People are now reliant on their digital experience. We need to capture that and at the same time make the digital experience friendly and interesting. All you have to do is look at a millennial; if you take their phone away they are lost. Their whole life is on that phone, even their wallet. That is the way it is. However, we can't forget about the boomers as every customer and every basket matters. We strive to be the favorite local supermarket for everyone in the communities that we serve.

***Food World/Food Trade News*: Now that you are in the next phase with the vendors, they understand what you are trying to do. For the most part they have performed well. They have been good partners. Now you get to the next phase. What would be on your wish list that you would like to see them be more cognitive of or place greater priority on to fit your needs which are changing to?**

Paul Gossett: The partnership with our vendors has been great. I think from a collaborative standpoint, we really strengthened our partnership over the last three years. Tops on my wish list for vendors would be if you have an idea, bring it to us. We don't have layers that we have to go through to get approvals. If your idea makes sense, we'll try it. We are not so rigid that we want to remain fixed with "this is what we have always done, so this is the way we will always do it". We try new things and are flexible enough to implement new ideas.

I would encourage our vendor partners to also be flexible as some of the strategies will change from newsprint to digital. We need to really embrace the digital world that is going to be upon us, probably sooner than most of us are prepared for. I would say keep the funding coming to replicate historical events, but think about how we can take it to the next level and do more digitally.

For a long time, we were hearing from the vendors "put me in coach". Well, they are in, so now they have to play the game and understand what their customer needs. I think our collaboration with our vendor partners works very well. We work together and hold each other accountable. Not only does it create a win for Shaw's, but it also creates a win for them as well.

There were a lot of vendors when we first started this endeavor who were skeptical. Here on the East Coast, vendors did not know that much about Albertsons. They remembered the Albertsons of prior leadership and not the Albertsons that it is today. I think that made a big difference. We asked the vendor community to lean in and told them "if you lean in, you're going to get great results". They did, and it was fantastic to see our vendor partners achieve those great results and grow with us. I would ask that our vendor partners continue to lean forward and together we'll drive more business. We appreciate the support of our vendor partners and thank them for all that they do to help make Shaw's and Star Market the favorite local supermarkets.

***Food World/Food Trade News:* Thank you.**

Paul Gossett has spent most of his career at Albertsons, beginning in 1977. After rising through the ranks, which included relocating to several of the company's operating divisions, Gossett was named vice president of merchandising for Acme Markets, Malvern, PA in 2001. He then joined Winn-Dixie and later Nash Finch before returning to Albertsons as vice president of marketing and merchandising of its Shaw's/Star Market division shortly after the company acquired 877 stores from Supervalu in March 2013. He remained in that post until October 2015 when he was named to a similar position at the company's Southern division based in Fort Worth, TX. In April 2016, Gossett returned to Shaw's as president, where he supervises the company's 135 New England stores.

Rinaldi: Local Flexibility, Corporate Clout Yield Strength

Ken Rinaldi
Vice President of Store Operations

Ken Rinaldi, vice president of store operations for Shaw's, has been with the West Bridgewater, MA based chain for 21 years. Like so many others in today's supermarket executive ranks, Rinaldi got his start at store level. "I started pushing carriages, cashiering and stocking groceries at Star Market throughout high school," he said. "Then, I went to business college and worked in the stores during those years as well." After graduation, he left the supermarket industry for a few years, working in the drug chain realm before rejoining Shaw's in 1995. Over the years, he has served in a variety of positions, including assistant store director and store director (10 years) before moving into the offices. He spent some time in the buying department, served on several special projects and held the position of district manager. He also served as director of regional initiatives for New Albertsons Inc.'s Jewel, Shaw's and Acme divisions. Rinaldi believes the many roles he's held have positioned him well to lead operations for Shaw's. "Any special assignment or project that I was offered, I accepted. This allowed me to learn more about the entire business. Because of these experiences, it helps me to lead the operations team at every level to ensure that we run great stores and take care of our employees and our customers."

As a 20-plus year veteran of the retail industry, Rinaldi has seen the retail landscape change in grocery. "There has been a clear shift in the supermarket industry," he explained. "Traditional supermarkets are having to compete with specialty retailing. So, on the operations side of the business, we have to ask ourselves - 'How do we adapt?' There is a different skill set for employees in this environment, and that means that we have to keep up with new and different methods of training. We also have to cultivate loyalty among our employees and continue to provide them to opportunity to grow with us."

Change has come to Shaw's as well, as the retailer has moved to a decentralized model under the Albertsons umbrella. This change has been a very positive one for the retailer, Rinaldi told us. "There are advantages to being part of such a large company (Albertsons), but we are running it locally, which gives us an edge. We are able to leverage the size and scale of Albertsons and still make decisions at the local level. That usually means that better decisions are made at a much faster pace than when there was a centralized process in place." Having the ability to make local decisions has led to better results for Shaw's. "The biggest focus here is on sales," said Rinaldi. "We are growing both sales and market share. As long as we do that, we'll continue to be successful."

How can the vendors that call on Shaw's help this success continue, we asked Rinaldi. "Vendors are a very important part of our success," he said. "Strengthening that relationship is extremely important to us. To that end, we would ask vendors - and DSD vendors especially - to take more ownership of this relationship, to treat our stores as their own. This is especially important with in-store conditions. We want to see our vendor partners grow with us. Our shelves are their storefront, and we ask that they would treat them that way by ensuring that they are well-stocked at all times. In operations, it's really all about execution."

Davidson: Vendors Need To Be Innovative, Take Risks

Gineal Davidson
Vice President of Marketing & Merchandising

While Gineal Davidson may be new to New England, she's certainly had plenty of experience in the Albertsons organization. The Salt Lake City native began working at the company's Denver division 27 years ago while attending the University of Colorado. She enjoyed the business so much she decided to make it a career after graduation and remained in the Denver division for five years focusing much of her time on deli. She was promoted to deli sales manager at the company's old Big Sky division in Montana and then to Salt Lake City where her deli responsibilities expanded.

When Supervalu acquired many Albertsons stores in 2006, Davidson remained with the company, first serving as director of operations for 24 stores in Northern Utah and later becoming district manager for Western Idaho overseeing 19 Albertsons stores in Idaho and Oregon.

In 2013, when Albertsons LLC acquired the bulk of Supervalu's retail operations, Davidson rejoined her old "family" becoming manager of front end, customer satisfaction and retail integrity for the retailer's Intermountain division for 18 months before being promoted to director of retail support for that division.

Three months ago, she was named VP-marketing and merchandising for Shaw's.

As the leader of one of the most important departments in any retail food organization, Davidson believes that team building and communication are vital in order to gain success.

"We need to have a vision and a strategy to ultimately succeed," she explained. "So, it's important that I communicate to our team that I have confidence in what they're doing and also encourage them to make decisions. My style over the years has been to listen and ask questions. Now that I'm in a new market, that's even more important and I've been extremely impressed with our team."

Davidson believes that one of the reasons that Albertsons has been successful since it expanded and restructured in 2013 is its decentralized approach, giving the company's 14 operating divisions direct responsibility for decision making

"It's a huge advantage for us," Davidson noted. It allows us to be nimble and quick. We can find the right items for us and get them into our system faster and more efficiently and it gives our employees the ability to make informed decisions and that ultimately resonates positively with our customers.

With local control a clear asset, how exactly is Shaw's differentiating itself from its competitors?

"It begins with our focus on fresh. Fresh salads, fresh cut fruit and vegetables, more prepared foods and butcher blocks. We have also expanded our organics variety and have continued to emphasize the importance of 'local,'" she said.

Since Davidson's been at Shaw's for only three months and since many of her responsibilities will be vendor related, what is she seeking from her supplier and broker partners?

"You know our mantra – sales, sales, sales, Davidson proclaimed, "Even though I've only been here a short while, I've had many top-to-top meetings with our vendors and I'm very encouraged. I've urged them to innovate and don't be afraid to take risks if they believe their ideas can move more cases. We are fully committed to sales."

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Garnett: Store Director Experience Is Key Differential

Cindy Garnett
Vice President of Human Resources and Labor Relations

Cindy Garnett, Shaw's/Star Market's vice president of human resources and labor relations, has spent 36 years with the West Bridgewater, MA based merchant. Like so many others in the executive ranks of supermarket chains, she started in the stores as a bagger and cashier while in high school. She stayed with the retailer throughout high school and college, moving to human resources - a new department at the time - after graduation. Over the years, she has held a variety of positions at Shaw's, including retirement benefits administrator, employee relations specialist, management training and human resources director before moving into her current position.

Today, with nearly 19,000 associates under her watch, her primary responsibility is ensuring that Shaw's and Star Market have the best employees in place to service their customers. This includes managing recruitment, on-boarding, training, management development, succession planning and labor/employee relations. She also oversees benefits, which are primarily handled centrally by Albertsons corporate. "We work very closely with the leadership team and as we strive to recruit and keep the best Shaw's and Star Market associates possible," she explained.

The move to becoming a decentralized organization has been a very good one for Shaw's and Star Market, Garnett explains, because local decision making has brought much more opportunity for success. "At this company, human resources sits at the decision-making table every day, for every meeting. The corporate team at Boise is an important resource for us, but the divisions make the decisions in this company. It's very refreshing to be owned by supermarket operators again."

We asked Garnett how she has seen the industry change since her days in the stores. "I'd say the biggest change has been the switch to multi-channel shopping. Today, customers can buy groceries online, they can go to the wholesale clubs, they can even buy groceries at the drug store or the gas station," she said. "With this channel erosion, it's very important to understand what our customers want. And, that can change from neighborhood to neighborhood.

From a human resources standpoint, one of the biggest changes has been in the make-up of the employee base. "Our average store director has 30-plus years with the company. For many years, the food industry was one where many people tended to stay throughout their careers. Today, that is changing, which affects our recruiting. It's important that we get the message out that the opportunities with our company are huge and varied. We have to find ways to let potential associates know that there's more opportunity with us."

Garnett and her team use a variety of techniques to recruit and retain the best associates for Shaw's and Star Market. "We do a lot of family recruiting," she said. "Looking down the road, we are also working to appeal to a new generation of employee, so we have to keep in mind that the people entering the job market today expect a variety of experiences. We have to make sure they know that there is a variety of career possibilities here - for example, in foodservice. So, we have a strong management training program that exposes employees to a lot of different parts of the business in an effort to help them find the right career for them. Work ethic is still something I believe a lot of people still have. We're here to support that."

Zimmerman: Ensuring Safety Remains Top Priority

Craig Zimmerman
General Manager of Supply Chain for Shaw's and Star Market

Craig Zimmerman, General Manager of supply chain for Shaw's and Star Market, is a 24-year veteran of Albertsons. His career began in 1987 at the Albertsons Distribution Center in Denver, CO. His travels through the Albertsons organization included stints in several Albertsons divisions, including Warehouse Manager in Texas in 1996, to Director of Operations in Florida in 2001, to Director of Operations in Texas in 2004. In 2006, he moved to Associated Wholesale Grocers as Director of Operations. Then, in 2013, rejoined Albertsons as General Manager of the Sundries Distribution Center in Boise, ID. and later relocated to Denver as General Manager of the Safeway banner DC. He joined the team at Shaw's in February 2016. Today, he oversees the retailer's two distribution centers, in Methuen, MA (perishable) and Wells, ME (grocery).

Zimmerman describes his responsibilities as four-fold. "First is the safety and well-being of our 800 supply chain employees, as well as the public we serve. Our priority is to insure that we maintain the highest standards in regard to food safety. Running clean, well-organized and maintained distribution facilities is definitely something we must have," he explained. "I also oversee the procurement functions, with our goal being able to provide the freshest, best quality meat and produce for our stores. It's our responsibility to procure the best possible quality and then negotiate the best cost."

Lastly, Zimmerman and his team support the stores as they serve their customers. "We provide our stores with the best service possible so they can drive sales. We are the backbone that keeps our stores at their best."

As an industry veteran, we asked Zimmerman to reflect on the changes he's seen in the business over the years. "Top of the list would be the consolidation of the traditional grocery store industry, which I believe will continue" he said. "Over the last 30 years so many new players have entered the market,. Then, you had the addition of specialty retailers not to mention the pet retailers, dollar stores and the foodservice industry."

Changes affecting distribution in particular include new transportation technologies that allow Shaw's and Star Market to be more efficient throughout the supply chain. "Automation has allowed us to be much more efficient in distribution and logistics," Zimmerman explained. "In the future, I believe that continued movement to automation will be vital to our success."

We asked Zimmerman if he had a "wish list" for the companies that do business with the retailer's distribution centers, what would be on it? Zimmerman was quick to respond: "We are always looking for improved service level from our vendor

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Dominic D'Antuono
Produce Sales Manager

Barry Paul
Produce Sales Manager

There are two men currently at the helm of produce sales at Shaw's and Star Market, but not for long. Produce vet Dominic D'Antuono, who has been produce sales manager for the West Bridgewater, MA retailer for three years, will be retiring at just about the same time that this section is publishing. Replacing him will be Barry Paul, a long-time Albertsons team member who joined Shaw's and Star Market several months ago with the purpose of stepping in to head produce upon D'Antuono's retirement.

D'Antuono's career included 44 years with Stop & Shop, where he told us, "I held every produce position from part-time clerk to vice president." He then spent a stint with a small wholesaler in Rhode Island before retiring for the first time. He was later recruited by Shaw's/Star Market to bring his produce expertise to the retailer after it returned to a decentralized sales model under the Albertsons umbrella.

Paul's grocery industry career started at Albertsons, where he worked in the retailer's Florida division for 17 years before leaving to join his former Albertsons boss, Ron Dennis, who had taken over at Tidewater, VA based Farm Fresh. Paul held various positions for that company, including district manager, store manager and produce and floral director, spending about 17 years there.

As produce sales managers, D'Antuono and Paul are responsible for the overall merchandising of the produce department for the company's stores, including writing the ads, developing the merchandising programs and working with their nine department specialists to ensure that the programs are executed correctly in the stores. They also work closely with procurement to secure the items that need to be in the stores and with their vendor partners on product insight and development.

The two men, with so many years of produce experience between them, have certainly seen the industry change quite a lot during that time, both overall and in the realm of produce specifically. "There are so many more venues for customers to shop in now," said D'Antuono, "from the low end all the way up to the likes of Whole Foods."

In produce specifically, there have also been many developments over the years. "Today, produce is more center-of-the-plate than ever," said Paul. "More consumers are knowledgeable and more educated about what they eat, and that's true for all generations, but especially for Millennials. People today really want to be eating much healthier foods and living healthier lifestyles. So, we've got to have the products that they're looking for."

Other important arenas in produce are the retailer's fresh-cut program. "Fresh cut is our signature category," said Paul. Food safety is another area of emphasis for Shaw's and Star Market, especially in produce.

And change isn't likely to slow down in the future, either, both men agree. They both talked about the repercussions of climate change and the challenges it presents to growers, especially in California, where the majority of produce in this country has been grown for generations. For that reason, vendor partnerships will be more important than ever as Shaw' and Star Market compete with other retailers to find vendors to partner with to ensure a continued supply of high quality produce for their customers.

After 42 Years, Fowler Relishes Shaw's Sales Growth

Jim Fowler
Grocery Sales Manager

Jim Fowler, grocery sales manager for Shaw's and Star Market, has been with the company for 42 years. As is the case with so many grocery industry veterans, Fowler's first job was in the stores, working for Star Market when he was a high school student. He worked his way up in all areas of the grocery department, including becoming a grocery specialist before being promoted to store director. Jim managed three Star Markets locations before moving into merchandising to launch "President's Choice." In 1999, when Shaw's acquired Star Market, he became director of grocery and ultimately moved up to vice president of non-perishables. Fowler accepted the position vice president of fresh to expand his scope and held that position for two years. When the West Bridgewater, MA based retailer was acquired by Albertsons in 2013, Fowler became the company's grocery sales manager which includes: dairy and frozen foods, non-foods, beer, wine and spirits.

Today, he is responsible for ensuring that the Shaw's and Star Market stores "have the most compelling overall proposition in the marketplace, focused on the four Ps – product, placement, pricing and promotion for all center store, dairy and frozen food department categories," Fowler said. "We are committed to have the right invitation each week to welcome customers into our stores," he explained. "We get customers into our stores with our circulars and events, both in print and digitally, but we have to correctly and effectively merchandise the stores to get customers to put as many items in their baskets while they're shopping in the store."

Fowler knows that vendors play an important part in the ultimate success of Shaw's and Star Market. "We spend a lot of time on vendor partnerships because we know that we only truly win when we win together," he said. "So, it's important that both sides live up to our commitments. We ask our vendor partners to deliver the right products at the right cost and we will be sure that we are selling and merchandising those products at the right retail merchandised properly in the stores. We all win in the end if we both keep up our sides of the bargain."

"Our company has improved since we went back to a decentralized buying model under the Albertsons umbrella," Fowler said. Decentralization has been the "silver bullet", allowing us – and our vendors partners, to achieve sales

See Jim Fowler
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Daniel Philcox
Beer and Wine Sales Manager

Philcox Excited About Potential In Beer, Wine, Spirits

Daniel Philcox, beer and wine sales manager for Shaw's and Star Market, joined the company almost one year ago. Prior to taking his current post, Philcox, who studied finance in college, was with BJ's Wholesale Club as its buyer of beer, wine and spirits. His career also includes a post with E&J Gallo Winery as a category manager as well as an earlier stint with BJ's as a field auditor and a replenishment specialist for wine. Paul Gossett, who now serves as president of Shaw's, reached out to Philcox to join the team in West Bridgewater, MA.

In his current position, Philcox tells us he has one priority – sales, sales and sales. Although sales are number one, Philcox is also responsible for developing the category's programs, managing vendor relationships, overseeing P&L, merchandising, ad plans and new item development.

We asked Philcox to talk about some of the trends he's seeing in his category these days. "Recently, we have seen a trend toward consumers trading up. Also, old time cocktails are making a come-back, things like Manhattans and Old Fashioneds. In the wine category, consumers are looking for less sweetness, the palate there is definitely changing," he explained. "Local is also an area we are paying attention to. There are so many local craft beers that are available, and we work hard to make sure we have them in our stores, along with the national brands."

How does Philcox keep up with the many trends the come along in the beer, wine and spirits categories, we asked. "We have great vendor partners that keep us informed with the market data," he explained. "Because of my background, I always want to see data, and our vendor partners make that happen."

Philcox is bullish on the potential for continued growth and success for Shaw's and Star Market as they continue to be a locally operated, decentralized retailer with the added clout they have being under the Albertsons umbrella. "Our nationwide network with Albertsons means that we have a lot of clout and tools that we can put to use. Having that to back up our local control creates a win-win situation for us."

Looking forward, Philcox is excited about the potential he sees for additional growth with the new super-premium supermarket format at Star Market. "People are spending more money, trading up and looking for more luxury. A big part of what we're doing is looking at what's in restaurants, and bringing that to our stores. We're doing that with beer as well as wine, and with things like tequila, scotch and cognac. Our stores will carry very high end products in our beer, wine and spirits departments, because that's what the consumer is looking for today."

Jack Manning
Dairy/Frozen Sales Manager

Manning To Vendors: 'Have The Courage To Go Big'

Jack Manning, dairy-frozen sales manager for Shaw's/Star Markets, has spent more than 17 years with the company during his more than 30-year retail career. "I started off in the discount chain store business working in the buying offices of local chains," he told us. "I was a category manager in those chains buying hardlines. With the consolidation of all these chains in the 1990s, I decided to move over to the food side of the business and started with Star Market in 1997. I initially worked in seasonal at Star, given my background, but over the years have bought or been responsible for most non-perishable categories at Shaw's."

Considering the changes in the retail environment since Manning began his career, he is probably someone who can talk about the change that has happened over the years in retail. "There has certainly been a lot of consolidation of stores over the years as size has become necessary to compete," he explained. "What has changed the most, I would say, is the ever-evolving customer's wants and needs. Changes in household size, family structure and time pressures, for example, have changed how customers shop and how they eat. Breakfast today is more on-the-go. A family sitting down to dinner at the same time is a challenge. Snacking throughout the day is increasing. So, understanding the changing landscape for the time-starved consumer and offering the products they are looking for is critical to our success."

Manning is focused on the same thing just about everyone in the overall Shaw's/Star Markets organization is - "Sales, sales, sales." When we asked him what he would like vendors to offer to assist with achieving this goal, he said: "Bring us everything you can on consumer and category insights. We are looking for constant innovation and need your help there as well. We are looking to challenge the status quo, so we want your ideas on ways to grow and differentiate ourselves. At the end of the day, have the courage to go BIG. You have a partner with Shaw's and Star Markets."

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Nazzaro: Consolidation Creating New Opportunities

Tom Nazzaro
DSD Sales Manager for Snacks/Beverages

Tom Nazzaro, Shaw's/Star Market's DSD sales manager for snacks and beverages, has been with the company for nearly three years. Before joining Shaw's/Star Markets, he spent 28 years with Stop & Shop and Ahold USA. After starting in the stores, working in all departments, he moved into the offices, holding a wide variety of positions, including buyer, warehouse operations manager, category manager, director of sales planning, director of DSD, director of non-perishable sales and vice president of grocery procurement. In his current post, Nazzaro is responsible for all sales, profits and merchandising for the beverage and snack categories.

We asked Nazzaro to talk about some of the changes he has seen during his three decades in the industry. "I would say the biggest changes have been in product offerings and packaging. Better-for-you products along with bold taste and flavor profiles have certain driven growth," he said. "Consolidation of vendors and suppliers have changed the landscape as well."

Looking forward, Nazzaro doesn't expect the change to slow down in the future. "I do expect that innovation will continue to drive the business. Healthier products with great taste will continue to be in demand. And, the consolidation of retailers and suppliers will continue to offer opportunities for new entries into the marketplace."

With the increased competition, Nazzaro knows that strong vendor partnerships are vital to Shaw's/Star Market's continued success.

Passut: Singular Focus Remains On Increasing Sales

Justin Passut
Sales Manager for Non-Foods

Justin Passut, sales manager for non-foods, joined the Shaw's/Star Market in 2006 from Albertsons' West in Boise, ID. As with so many folks in the retail grocery business, Passut started his career working in the stores. "My very first job ever was sweeping the parking lot in my local grocery store," he said. A native of Vermont, Passut was excited to move back East when the Shaw's position became available.

As sales manager of non-foods, Passut is responsible for "anything you cannot eat - except candy - that we sell in our stores," he explained. One of the bigger elements of non-foods in the stores these days is the seasonal business. In fact, during our July interview, Passut explained that Halloween candy would be shipping to the stores within two weeks, and would be on store shelves a week later. In the Albertsons structure, much of the non-foods planning and buying is done at the corporate level, but the local team has a lot of autonomy with seasonal merchandise, which needs to be tailored to the local market more so than cleaning goods, paper goods and many of the other household commodities that fall into the non-foods category.

The recent change to decentralization under the Albertsons umbrella has been a plus for Shaw's. "The Albertsons acquisition and the move to decentralization was a big win," he said. "Having decision-making done locally has brought us closer to the customer."

Overall, the number one responsibility that Passut has is "sales, sales, sales," he told us. "We are singularly focused on sales. Everything we do should be sales driven. And we expect the same thing from the vendors that call on us. Anytime there is an opportunity to grow sales, we want the vendors to bring it to us. Not next month, not next week, now. And, don't take 'no' for an answer when you know you are bringing us a program that will grow sales."

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Nancy Kubilus
Sales Manager of NOSHE

Kubilus: Focus Remains On Driving Sales Growth

Nancy Kubilus is the sales manager of NOSHE (natural, organic, specialty, healthy and ethnic) for Shaw's and Star Market, a position she has held for three years. Her industry career actually started at Star Market, where she served as a category manager and helped establish the natural and international departments for the retailer. She moved to Stop & Shop as a category manager in 2005, managing the Quincy, MA based retailer's Natural and Specialty portfolio for five years. Kubilus also held positions at UNFI and Lanan Foods before returning to Shaw's and Star Market.

In her current position, Kubilus says she manages "the most dynamic categories in the store. It's exciting and very cutting-edge. Specialty and natural is where the trends start," she said. "It is also rewarding to work with small suppliers that are introducing their products into the market place."

Kubilus and her team, like their counterparts in the other categories at Shaw's and Star Market, are focused on ensuring strong sales increases. "We have a road map for driving sales that we ask our vendors to work with us on," she said.

It's important for Shaw's and Star Market stores to be strong in these categories, Kubilus said, because these are the types of foods that customers are looking for today. "In today's families, the demographics have changed and the typical family has many more demands on them…they are looking for quick, nutritious and healthy meals with new and unique flavors." she explained. "As people eat out at more culturally diverse restaurants they want to experiment with and cook the foods and flavors they find at these eateries. We make sure we have those ingredients and products for them, and we continually add new items as they become available." Kubilus knows that the vendor partners who call on her and her team can be an invaluable resource in staying on top of trends and making sure Shaw's and Star Market stores have the widest variety of NOSHE products to keep customers satisfied and coming back week after week. "In my area, I want the vendors to be ready to do business when they walk into our offices. They need to know their categories and understand what the growth potential is." She stressed above all: "If you don't have a plan for sales growth, you don't have a plan we can use."

Michael Dawson
Sales Manager of Meat and Seafood

Dawson: Sustainability A Priority In Meat, Seafood

Michael Dawson is the sales manager of meat and seafood for Shaw's and Star Market. He has been with the company for three years. Dawson's career began with a job in the stores, like many others in the food industry. His stint as a bagger was his entry into the industry that he's served for nearly 35 years. His industry stops include a 25-year stint with Albertsons in its Florida division before he left the company to move to a seafood company for seven years before re-entering retail at Giant/Landover as a sales manager for meat and seafood.

In his current position with Shaw's and Star Market, Dawson is responsible for driving sales in the meat and seafood categories. "Basically, I'm the final decision maker for Shaw's and Star when it comes to meat and seafood," is how Dawson describes his duties.

With his many years in the food industry, Dawson is well positioned to talk about the changes that have shaped the food business today, particularly in the realm of meat and seafood. "The trend toward case-ready beef has been significant," he told us. "It's moved from hanging beef primals to case-ready."

Today, Dawson and his team are working hard to keep Shaw's and Star at the forefront in meat and seafood. "For us, we're digging deep to put programs forward to develop our employees, particularly meat cutters," he told us.

Looking forward, the folks in the meat and seafood categories have their work cut out for them, Dawson told us. "We are 100 percent committed to being a leader in the area of sustainability. We have been there for a long time, and we will continue to work hard to make that a focus for our stores."

Dawson also acknowledges the importance of food safety in today's retail environment. "Nothing is more important to us than providing safe foods for our customers," Dawson stressed.

We asked Dawson if he had a message for the vendors that call on him and his team in meat and seafood. He said, "We consider our relationship with the vendors who call on us to be a partnership, backwards and forwards," he said. "It's not the adversarial relationship it once was. We are 100 percent committed in our approach to this partnership as a way to build sales for us and the vendors we work with."

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Jeff Foster
Deli and Prepared Foods Sales Manager

Foster: Local Decision Making Vital To Sales Success

Jeff Foster, deli and prepared foods sales manager for Shaw's and Star Market, started with Star Market in 1987, spending eight years in the stores before moving to the corporate office. Over the years, he worked as a seafood and grocery buyer as well as in the human resources department as a recruiter. He left the traditional grocery industry for a while in the early days of online grocers, joining Homerun.com in the Boston area. Eventually, he rejoined the team at Shaw's and Star Market for another stint that lasted about five years before leaving again to pursue other opportunities. After a stint with office supply retailer Staples, helping the company develop its store-within-a-store concept, he returned to Shaw's and Star Market about 10 years ago. He worked as the beverage/alcohol and general merchandising sales manager before taking his current position.

As the main man in deli and prepared foods for Shaw's and Star Market, Foster is responsible for what he calls "the four Ps: product, placement, pricing and promotion."

As one of the Shaw's/Star Market team members who lived through centralization, Foster is very excited about the opportunities the retailer has now that it has returned to a decentralized buying model. "The nice thing about Albertsons is the local responsibility that we have now. We are running our own business, so we are finding that we can build sales and profits much more quickly through local buying and decision making," Foster said. "We are also reinvesting in the stores, our equipment and our people.

Making these changes and improvements is an important step for Shaw's and Star Market as they continue to flourish under local management. Foster believes that vendor support will be crucial to maintain this momentum. He told us: "The vendors we work with have pretty good resources in how to develop best-in-class schematics. That kind of knowledge is extremely valuable to us, and we ask that our partners invest their resources in helping us continue to build sales by providing our customers with products and services that they expect when shopping in our stores."

Gail Walker
Floral Sales Manager

Walker Views Floral As Customer Destination Shop

Gail Walker is the floral sales manager for Shaw's and Star Market. She has been with the West Bridgewater, MA based chain for 16 years, and her retail food industry career spans 38 years. She worked for 20 years with Service Merchandisers before becoming an Operations Manager for Dunkin' Donuts franchisee owner. Later, she moved into the retail supermarket business as an administrative assistant with Shaw's. Although the term "administrative assistant" is a bit of a misnomer. In fact, as Walker explained, she really served as a buyer's assistant in produce/ floral. "In those days, administrative assistants learned the work of buyers, and we would actually do some procurement." Later, Walker became a produce buyer and then a buyer in produce and floral. About a year ago, she moved into her current position.

Walker's primary responsibilities include overseeing the procurement and pricing of the store's floral departments. "I work at finding the best products at the best cost," she explained. She also leads the employee training and education at store level to ensure that the stores execute the merchandising plans properly. Training is especially important in the floral department for a variety of reasons. As she told us, "In floral we have a holiday or special event going on in every quarter." That means a constantly changing product mix of plants, flowers, balloons, vases and a wide array of other products that change constantly based on the holiday or season being celebrated at a given time.

"Floral is unique," "It's not your typical grocery store department. What we try to do is to stay ahead of the trends in floral. And, each store needs to know their community so that we can offer them individuality. For example, we make sure each of our stores know the local school colors so when it's time for graduation, prom, or any number of local events, we have items that will be a good fit for them."

Looking forward, Walker and her team are working to make the floral department at Shaw's and Star Market a destination for customers' floral needs. "We have implemented many different programs for our customers so they can get what they might be looking for from a traditional florist, in their neighborhood Shaw's or Star Market store."

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Michael DiPesa
Bakery Sales Manager

DiPesa: Decentralization Offering More Advantages

Michael DiPesa, bakery sales manager for Shaw's and Star Market, has been on the team in West Bridgewater, MA for three years. His industry career finds its roots at store level. "I started my career at Dunkin' Donuts, washing floors when I was 13 years old," he told us. "I worked my way through the company, becoming a night manager, then a baker." At age 25, DiPesa opened his own business, a donut shop, and later acquired a second location that served breakfast, lunch and dinner. After opening a third location, DiPesa opened a production facility to serve his stores and grew the wholesale business after that. After 20 years in the bakery and foodservice realm, DiPesa looked to move out of self-ownership and joined Gingerbread Construction Company, a purveyor of high-end baked goods. He spent three years there before transitioning back to retail as a store clerk at Stop & Shop in 2001. Store clerk, you ask yourself. Why? DiPesa told us "I entered the company's retail management program, serving first as a bakery manager before becoming an assistant store manager a year and a half later. I wanted to learn the supermarket business from the ground-up," he told us. "After working in the stores, I became a bakery specialist and then moved into the buying offices to work on special projects with the Giant/Landover division of the company. I firmly believe that being a leader means you need to garnish respect from the people who work for you and for the people you work for. Working my way up through the ranks in the stores allowed me to do that."

Three years ago, DiPesa joined the Shaw's/Star Market team, which he says was "the best move I've ever made." DiPesa joined the retailer as it was making the transition to becoming a decentralized sales organization. "We're decentralized all the way! It's the best move our company could have made," he stressed.

In his current position, DiPesa is responsible for making Shaw's and Star Market's bakeries the "getaway destination" in today's supermarket. What does he mean? "Bakery is an indulgent department," DiPesa told us. "So we want to make our bakeries a place where shoppers go when they want to indulge, when they feel that they can't always think about being healthy."

"At Shaw's and Star Market, we strive to be the best local grocer in the markets we serve, particularly in bakery." DiPesa would ask the vendors who call on him and his team to help them stay on the cutting edge of new trends in bakery. He implores his vendor partners to "Bring items to us that fit with what we've been doing and help us to move forward."

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Merchandising support team (l-r): Michelle Peloquin, Holly Roche, Steve Miller, Christy Chadbourne, Dave Wood, Paige Pelick, Tami Lewis-Blue

Meat and seafood team (l-r): John Siciliano, Mike Morrissey, Joanne Cook, Rich Braz, Mike Dawson

Deli team (l-r): Sandy Scott, Melissa Lowell, Jeff Foster, Michelle Dauphin, Alan McRae, Michelle Wood

Safety, communications and loss prevention team (l-r): Brian MacVarish, Teresa Edington, Donna Giovanelli, Dawn Myers, Robert Martinez

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District 2 - New Hampshire South (l-r): Ken MacIntosh, meat and seafood operations specialist; Paul Nerney, district manager; Joseph Corriveau, deli/LaCarte operations specialist; Jennifer LaPointe, in-store experience specialist

District 3 - New Hampshire North (l-r): Dave Ward, deli/LaCarte specialist; Justin Brunelle, center store operations specialist; Bill MacMunn, district manager; Darrick Lounder, bakery operations specialist; Bill Josephson, meat and seafood operations specialist

District 4 - Maine (l-r): John Charmanski, meat and seafood operations specialist; Michael Houser, district manager; Sally Coles, deli/LaCarte operations specialist; Stratos Demakis, produce and floral operations specialist

District 5 - Vermont (l-r): Jim O'Leary, district manager; Sean McCoy, deli/LaCarte operations specialist; Dan Murray, center store operations specialist; Brian Bradshaw, produce and floral operations specialist; Linda del Pino, human resources manager; Darrick Lounder, bakery operations specialist; Mark Merrill, in-store experience specialist

District 6 - Central Massachusetts (l-r): Regina Faulseit, in-store experience specialist; John Bottis, meat and seafood operations specialist; Rick Joyce, center store operations specialist; Dennie Kendall, district manager; Joe DiCarlo, deli/LaCarte operations specialist; Jeremy Snair, produce and floral operations specialist; Mike Markley, bakery operations specialist

District 7 - SE Maine/Cape (l-r): Dave Binette, meat and seafood operations specialist; Jeff Perry, center store operations specialist; Anne O'Connell, in-store experience specialist; Mike Goulart, district manager; Dan Martel, deli/LaCarte operations specialist

District 8 - Rhode Island (l-r): Laura Bouchard, deli/LaCarte specialist; John DiBari, meat and seafood operations specialist; Rich Veroni, produce and floral operations specialist; Melonie Buchanan, district manager

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Ending hunger in local communities is core to the Shaw's/Star Market charitable mission. They support organizations providing comprehensive hunger relief programming and food distribution.

Health & Nutrition

Shaw's and Star Market fund organizations promoting nutrition education and maintaining a healthy lifestyle through diet.

Youth & Education

Shaw's and Star Market are committed to working with local schools and education programs and organizations.

Shaw's and Star Market recently finished its 'Give a Smile' campaign to support care and research at Boston Children's Hospital. Through this point of sale fundraiser, approximately $500,000 was raised during the month of June as a result of $1 and $5 "Give A Smile" cards that were purchased at Shaw's and Star Market.

In support of youth league baseball, each Shaw's and Star Market store donated $500 to local youth leagues in their communities. Shaw's and Star Market stores donated more than $67,000 to local youth leagues this year.

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September 2015, Shaw's and Star Market kicked off its "We Love Our Schools" campaign. In keeping with our tradition dating back more than 150 years of serving our New England communities, all 154 New England stores adopted two area schools, each of which received a $400 donation. More than 300 schools received donations totaling $123,200 back to students.

More than 150 Shaw's and Star Market locations across the New England area raised $250,877 in 2016 to help free kids and adults from the harm of muscular dystrophy, ALS and related life-threatening diseases that limit strength and mobility during the annual MDA Shamrocks program to benefit the Muscular Dystrophy Association (MDA). Since first teaming up with MDA in 1994, Shaw's and Star Market and its customers have raised over $3.7 million to help the organization provide the families it serves with critical resources and support to fulfill life goals.

In 2015, during the months of October and November, Shaw's and Star Market stores proudly supported youth football programs in New England. In keeping with a tradition dating back more than 150 years of serving local communities, all Shaw's and Star Market stores in Massachusetts, Rhode Island, New Hampshire, Maine and Vermont adopted a local youth football team. These football teams each received a $500 donation, totaling a contribution of $77,000.

The Greater Boston FOOD BANK · Rhode Island Community Food Bank · Worcester County Food Bank — Creating a hunger-free community · New Hampshire Food Bank — A Program of Catholic Charities NH · Vermont Foodbank · Good Shepherd

Shaw's and Star Market have a long history of supporting and partnering with the following state food Banks: Greater Boston Food Bank, Worcester County Food Bank, Rhode Island Community Food Bank, New Hampshire Food Bank, Vermont Food Bank and the Good Shepherd Food Bank. Key company programs that beenfit Food Banks include the following and more: Spirit of Giving, Turkey Bucks and Fresh Rescue. For example, In 2015 the company ran its annual 'Spirit of Giving' fundraiser. The Spirit of Giving table displayed the items that Shaw's and Star Market stores would be donating to food pantries or food banks right in the community. There were $5, $10, and $15 "bundles" which could be purchased by customers and donated to the food banks.

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Store #101 • Plymouth — **20 Pilgrim Hill Road, Plymouth, MA**

(l-r): Tim McCarthy, assistant produce manager, 32 years; Kaylee Caperello, cut fruit clerk, 1 year; Andrea Giovanelli, cut fruit clerk, 1 year; Peter Varasso, produce clerk, 2 years; John Borisoff, produce manager, 30 years

(l-r): Joe McSweeney, meat cutter, 35 years; Al Medeiros, meat manager, 25 years; Wally Cloyd, deli clerk, 43 years; Eric Antila, assistant meat manager, 30 years; Nancy Burgess, meat clerk, 7 months

(l-r): Aiyana Gascoyne, cashier, 1 year; Kelley Payzant, customer service rep, 13 years; Pat Dunn, cashier, 17 years; Sam Andrews, bagger, 7 months; Deb Burt, cashier, 8 months

Store #104 • Braintree — **125 Pearl Street, Braintree, MA**

(l-r): Nick Simon, bagger, 2 years; Katie Reardon, cashier, 5 months; Jordan Grindle, cashier, 4 months

(l-r): Andrew Wharton, cashier, 1 year; MaryMargaret Morrissey, cashier, 2 months; Mark Torrence, cashier, 17 years

(l-r): Colleen Stack, produce clerk, 3 years; Hannah Burton, produce clerk, 2 years

(l-r): Alex Godas, bakery clerk, 5 years; Doug Rogers, bagger, 4 years`

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Store #107 • Brockton **715 Crescent Street, Brockton, MA**

(l-r): Steve Jay, assistant bakery manager, 40 years; Maryell Blass, cashier, 1 year; Carrie Vieira, customer service manager, 23 years; Richard Fitz, produce clerk, 3 years; Kevin Fitzgibbons, evening manager, 31 years

(l-r): Steve Jay, assistant bakery manager, 40 years; Maryell Blass, cashier, 1 year; Carrie Vieira, customer service manager, 23 years; Richard Fitz, produce clerk, 3 years; Brenda Hunter, store director, 44 years

Store #109 • Easton **699 Depot Street, South Easton, MA**

(l-r): Jessica Neary, customer service representative, 4 years; Suzanne Destrampe, customer service manager, 26 years; Kelli Motta, assistant customer service manager, 2 years; Marisela Modesto, cashier, 6 months

(l-r): Michael Velozo, assistant bakery manager, 31 years; Carole Patenaude, cake decorator, 26 years; Jeff Craigie, bakery clerk, 6 months

(l-r): Erica Teves, seafood manager, 11 years; Doug Colby, meat manager, 34 years; Anne Galotti, deli manager, 36 years; Taylor McElroy-Santos, deli clerk, 2 years

(l-r): Robert Columbare, produce clerk, 31 years; Allison Horan, produce clerk, 2 years; William Stoddard, produce manager, 36 years

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Store #110 • Hanson

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(l-r): Susan Lewis, customer service rep, 28 years; Diane King, cashier, 29 years; Deborah Calway, customer service rep, 10 years; Regina Diener, bagger, 1 year; Brenda Pratt, cashier, 40 years

(l-r): Don Cappiello, assistant produce manager, 38 years; Judy Wyatt, florist, 36 years; Mike Castro, produce clerk, 38 years

(l-r): Mikayla Brewer, deli clerk, 1 year; Jain Holland, deli clerk, 23 years; Dan Wood, deli clerk, 4 years

(l-r): Judy Svizzero, cake decorator, 29 years; Mike Mendoza, seafood manager, 32 years; Lisa Perreault, meat clerk, 8 years

Store #112 • Fall River-North Main

4171 North Main Street, Fall River, MA

(l-r): Sonia Mendonca, bakery clerk, 20 years; Kayla Chernecky, bakery clerk, 2 years; Melissa James, assistant bakery manager, 26 years

(l-r): Jessica Simal, deli clerk, 1 year; Matthew Oliver, assistant deli manager, 24 years; Lois Cordeiro, deli manager, 19 years

(l-r): Steven Tavares, produce manage, 26 years; Linda Garant, produce general duty, 31 years; Debra Cutting, floral clerk, 2 years; Brandon Aguiar, produce clerk, 11 years; Kevin Tobiaz, produce clerk, 27 years

(l-r): Dawn Farias, grocery clerk, 27 years; Scott Aguiar, grocery manager, 31 years; Claudia Goslin, SRO, 33 years; Jack Rosato, grocery general duty, 27 years; Mike Cote, grocery receiver, 35 years

(l-r): Evan Burns, meat clerk, 1 year; Al Gomes, meat cutter, 29 years; Larry Denault, meat cutter, 42 years

(l-r): Laurie Bolduc, deli clerk, 5 years; Tammie Eaton, seafood manager, 24 years; Benjamin Clark, seafood clerk, 5 monthscqca

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Store #113 • North Attleboro **125 Toner Boulevard, North Attleboro, MA**

(l-r): Mike Bowden, produce manager, 29 years; Lisa Chase, assistant bakery manager, 29 years; Ashley DiCenzo, pharmacy technician, 12 years; Bill Rose, deli manager, 23 years; Arlene Weston, bakery clerk, 12 years; Melissa Gagnon, assistant customer service manager, 24 years; Roberta Anatasi-Omelia, service desk associate, 10 years; Kevin Mongillo, assistant store director, 18 years

(l-r): George Elias, pharmacy manager, 12 years; Joseph DiMartino, assistant crew chief, 8 years; Jed Rein, checkout associate, 1 year; Steven Camara, night relief manager, 22 years; Daniel Christansen, pharmacist, 4 years

Store #114 • Weymouth **610 Middle Street, Weymouth, MA**

(l-r): Dom Saldi, produce clerk, 30 years; Steve Melanson, assistant deli manager, 34 years; Dagan Ficocielo, produce clerk, 2 years

(l-r): Judy Emde, service desk clerk, 32 years; Adam Iveson, assistant store director, 20 years; Wendy Palma, customer service representative, 12 years

(l-r): Carol Muzzi, bakery clerk, 13 years; Maria Arguelles De Gomez, cake decorator, 25 years; Debbie Smith, bakery clerk, 4 years

(l-r): Maria Arriaga, service desk clerk, 8 years; Mike Gaffney, seafood manager, 9 years; Ava Torres (front), customer service representative, 10 years; Steve DeLuca, store director, 2 years

shaw's

THANK YOU
FOR YOUR COMMITMENT TO EXCELLENCE

From your friends at Campbell Soup Company

Real food that matters for Life's moments

Campbell's

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Store #116 • Medfield

230 Main Street, Medfield, MA

(l-r): Andy Matczak, bakery manager, 25 years; Lynda Cady, assistant bakery manager, 25 years; Patrick Walsh, bakery clerk, 25 years

Jose Pimental, seafood manager, 22 years

(l-r): Ron Prezioso, deli manager, 35 years; Donna Moroney, deli clerk, 22 years; Rob Cerullo, assistant deli manager, 34 years

(l-r): Laura Balcom, cashier, 11 years; John Lemieux, customer service manager, 35 years; Nicole Keaney, cashier, 1 year

(l-r): Kyle Cummings, produce clerk, 1 year; Greer Wilson, produce clerk, 1 year; Maddie Corkhum, produce clerk, 2 years

(l-r): Bob Edwards, produce manager, 30 years; Kathy Gannon, floral manager, 39 years; Darlene Meyer, assistant produce manager, 37 years

Store #118 • Randolph

121 Memorial Parkway, Randolph, MA

(l-r): Diane Berg, meat clerk, 14 years; Andy Goldstein, meat clerk, 35 years

(l-r): Diane Berry, bakery clerk, 3 months; Gloria Mehdizadeh, bakery clerk, 30 years; Mario Fiasconaro, assistant bakery manager, 35 years

(l-r): Corneal Christopher, loss prevention, 10 years; Dana Leonardo, customer service manager, 27 years

(l-r): John "Grumpy" Mountcastle, receiver, 30 years; Steve Caetano, assistant crew chief, 22 years

(l-r): Marc Ricard, ACCIC, 33 years; Chatira Owens, grocery clerk, 5 months

(l-r): Lee D. Bissonnette, store director, 33 years; Mary Farley, bakery manager, 37 years; Joe Sousa, grocery manager, 29 years; Robert "Buddy: Amaral, seafood manager, 35 years; Chris Soule, meat manager, 24 years; Peter Reul, produce manager, 46 years; Joyce Rogers, deli manager, 16 years; Bridget Lavertue, florist, 2 years

Sharing a commitment to in-store excellence

Great in-store engagement begins with great people.

That's why Advantage Marketing Partners is excited to be a partner with Shaw's and Star Market for the new Favorite Finds from your Favorite Local Supermarket™ retail engagement platform. We enjoy making retailtainment magic together!

Thanks to the Shaw's and Star Market associates for all of their hard work helping to bring the Favorite Finds from your Favorite Local Supermarket™ platform to life. We're honored to be part of your team.

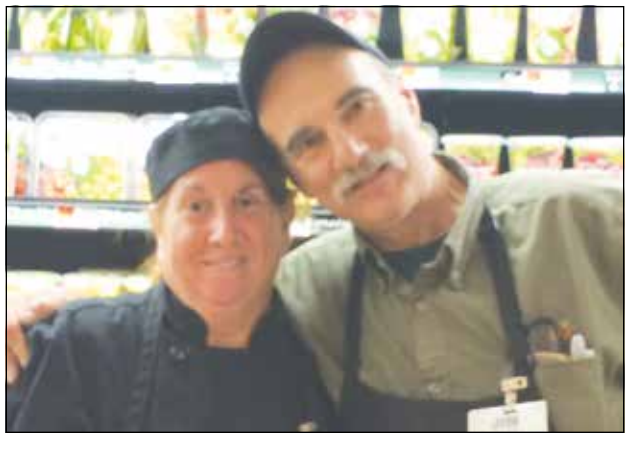
For more information on Advantage Marketing Partners' offerings,
visit www.advantagemarketingpartners.com.

ADVANTAGE
MARKETING PARTNERS

Store #121 • Sharon

780 South Main Street, Sharon, MA

(l-r): Deborah Grady, receiver, 27 years; John Miggins, grocery manager, 33 years



(l-r): Gina D'Entremont, deli manager, 27 years; James Topolos, produce manager, 46 years

(l-r): Craig Sickiera, meat manager, 15 years; Peter Rainville, meat manager, 18 years

Store #123 • Ashland

301 Pond Street, Ashland, MA

(l-r): Adam McAllister, produce clerk, 8 years; Joe St. Hilaire, assistant deli manager, 3 years; Steve Dacri, seafood manager, 20 years

(l-r): Bob Gauthier, produce manager, 27 years; Judith Fahey, cake decorator, 14 years; Christian Lacharite, bakery manager, 22 years

(l-r): Greg Gavin, store director, 32 years; Renee Green, customer service manager, 34 years; Kyle McCaffrey, assistant customer service manager, 12 years

(l-r): Mike McCarthy, assistant grocery manager, 2 years; Debra Binette, meat manager, 34 years; Bryan Nelson, meat cutter, 42 years

BIGELOW® TEA

Salutes the Associates of Shaw's and Star Market

shaw's®

star market®

Store #124 • Raynham

300 New State Highway, Raynham, MA

(l-r): Patrick Kearney, produce clerk, 1 year; Kristen Lundgren, produce clerk, 8 years

(l-r): Lyndsey Lucas, service deli clerk, 1 year; Kim Cobb, customer service manager, 37 years

(l-r): Bill Boucher, seafood manager, 31 years; Jeannine Skeffington, deli manager, 18 years

(l-r): Tyler Coelho, meat clerk, 2 years; Deb Costa, meat clerk, 33 years; Steve Matias, meat manager, 27 years

(l-r): Craig Fama, grocery manager, 28 years; Mike Oliveria, grocery crew chief, 20 years

(l-r): Chris Costa, customer service rep, 29 years; Patti Gosson, floral manager, 32 years; Jen Driscoll, bakery manager, 29 years

Store #132 • Wareham

127 Marion Road, Wareham, MA

(l-r): Carol Hough, service desk manager, 41 years; Patti McClurg, customer service manager, 35 years; Ginger Gifford, inventory control clerk, 41 years

(l-r): Amy Antunes, meat clerk, 20 years; Mike Raftelis, meat cutter, 9 years; Tim Cleveland, meat manager, 1 month

(l-r): Mark Albernaz, assistant produce manager, 25 years; Mary Sandler, produce clerk, 11 years; Rui Lima, produce manager, 28 years

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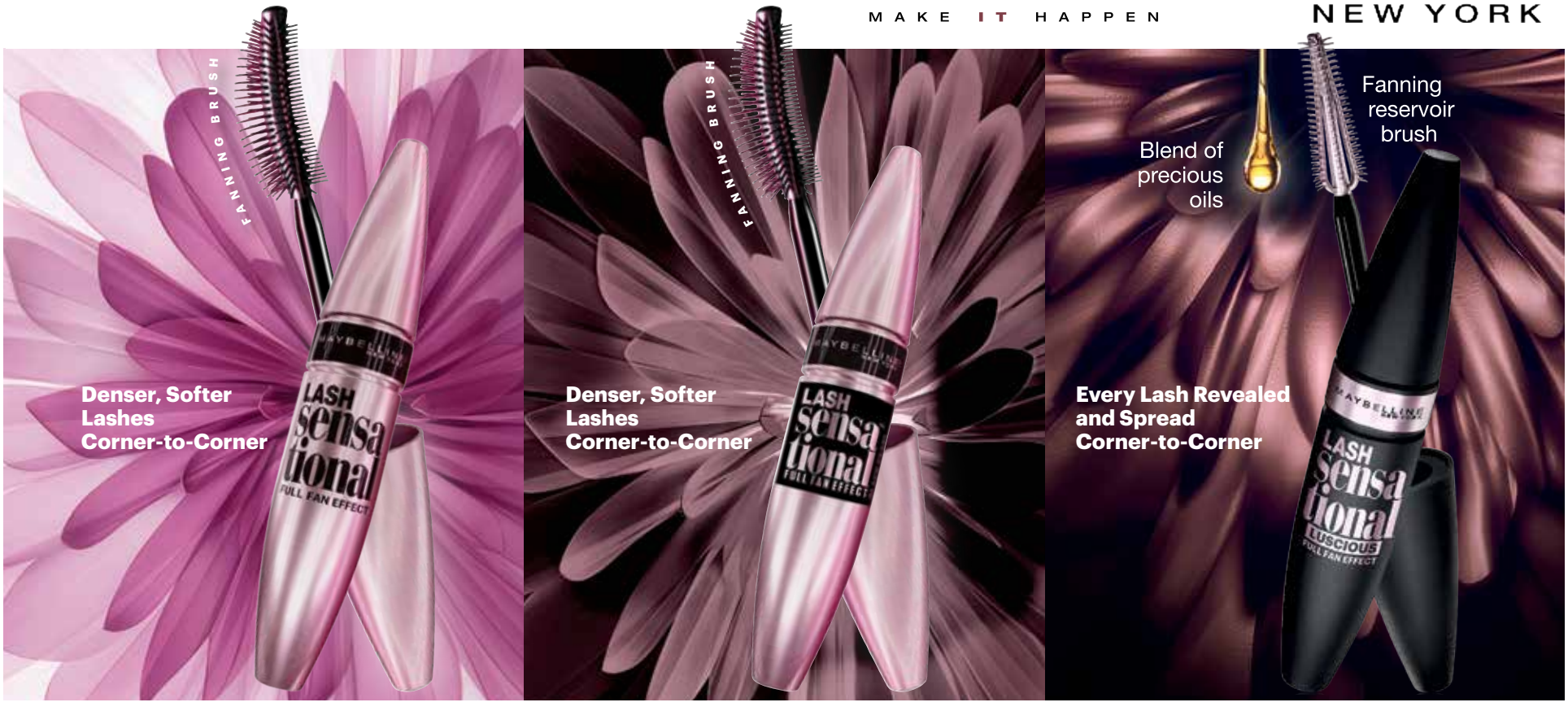

Maybelline Garnier is proud to partner with Shaw's & Star Market.
We salute their associates on a job well done. **Here's to your continued success!**

GARNIER

*Using Garnier Fructis Sleek & Shine System of Shampoo, Conditioner and Anti-Frizz Serum, compared to a non-conditioning shampoo

Store #134 • Worcester-Webster Square

68 Stafford Street, Worcester, MA

(l-r): Christopher Barnes, produce clerk, 6 months; Melissa Barnes, produce clerk, 1 year; Jason Broskey, produce manager, 25 years

(l-r): Thomas Clary, store director, 36 years; Patti Burdett, receiver, 28 years; Karen Sanchez, inventory control manager, 25 years; Ryan Mulcahy, grocery manager, 15 years

(l-r): Deb Murphy, bakery clerk, 18 years; Brad Van Renterghem, seafood manager, 12 years

(l-r): Norma Rickerson, deli clerk, 2 years; Kristen Jordan, deli clerk, 1 year; Daniel Lowe, deli clerk, 25 years; William Lydon, assistant deli manager, 2 years

(l-r): Deborah Bombard, customer service manager, 37 years; Shawn Generella, personnel coordinator, 26 years; Amanda Foisy, assistant customer service manager, 1 year

(l-r): Steven Pollastri, meat cutter, 8 years; Jonathan Speights, meat manager, 8 months

Store #162 • Canton

95 Washington Street, Cobbs Corner, Canton, MA

(l-r): Melissa Leonard, customer service manager, 27 years; Natalie Lanagan, service clerk, 20 years

(l-r): Emily Patrone, La Carte clerk, 1 year; Bob Carrara, La Carte clerk, 25 years

(l-r): Chuck Towne, assistant meat manager, 30 years; David Studholme, meat manager, 32 years; Jim Priestly, meat cutter, 30 years

(l-r): Barry Carlson, relief manager, 29 years; John Paul Batista, La Carte manager, 25 years

Shaw's/Star Market and Nestle Waters,
Partners In Excellence

Store #163 • West Brockton

641 Belmont Street, Brockton, MA

(l-r): Kate Ruscetta, grocery clerk, 40 years; Heather Antkowiak, deli manager, 31 years; Elise Wilson, HR, 30 years

(l-r): Jenna Pickering, customer service manager 23 years; Tom Gorman, assistant customer service manager, 31 years

(l-r): Pat Sullivan, ACCIC, 24 years; Casey Mountcastle, meat clerk, 29 years; Stephan Caffelle, seafood manager, 33 years

(l-r): Teresa Gomes, bakery clerk, 24 years; Sherri Boule, bakery manager, 29 years; Melissa Pottle, cake decorator, 33 years

(l-r): Lam Q Duong, pharmacist, 16 years; Chyong-fen Lin, pharmacist, 12 years

(l-r): Karen Curran, service desk clerk, 39 years; Marques Shoulders, customer service representative, 12 years

Store #165 • Mansfield

390 West Street, Mansfield, MA

(l-r): Barbara Kuplast, checkout, 10 years; Sandy Oliveira, checkout manager, 29 years; Marty Tibert, store director, 3 years; Scott Olsen, grocery manager, 25 years

(l-r): Brenda Finnigan, assistant store director, 30 years; Denise Garvey, assistant bakery manager, 25 years; Marrissa Bernadine, bakery clerk, 2 years

(l-r): Paula Kelly, floral clerk, 3 years; Gail Roy, service desk associate, 30 years; Valentine Mello, produce clerk, 9 years

(l-r): Fernando Rocha, dairy clerk, 24 years; Andria Simpson, deli clerk, 1 year; Kim Carreiro, seafood manager

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Your favorite local Supermarket since 1860
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Store #164 • Medway

65 Main Street, Medway, MA

(l-r): Peter Wesley, night relief manager, 14 years; Rick St. Sauveur, assistant store director, 18 years; Bill White, store director, 40 years

(l-r):Joe Husak, deli manager, 46 years; Katie Piccinin, customer service rep/bookkeeper, 3 years; Scott Pulicari, bakery manager, 22 years; Joan Dew, human resources administrator, 27 years

(l-r): Mario Isidoro, assistant produce manager, 19 years; Marcus Siniak, assistant deli manager, 28 years; Gene Barrietau, meat manager, 45 years; Maggie Hennessy, assistant customer service manager, 6 years

(l-r): Sue Curtis, inventory control manager, 20 years; John Celiuo, grocery manager, 22 years; Suzanne Perry, customer service manager, 30 years

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Store #166 • Dartmouth **15 State Road, Dartmouth, MA**

(l-r): Simone Barry, ACCIC/SRO, 36 years; Christine Dias, grocery clerk, 13 years; Michelle Belanger, HBC clerk, 26 years

(l-r): Isabel Olejarz, produce clerk, 17 years; Cathy Randall, produce clerk, 34 years; Bernice Herbert, produce clerk, 32 years; Susie Cabral, produce clerk, 28 years

(l-r): Lisa Sylvia, deli clerk, 15 years; Adam Sylvia, deli clerk, 1 year; Larry Harney, deli clerk, 34 years; Riley Hamel, deli clerk, 2 years

(l-r): Teresa Ferreira, bakery clerk, 8 years; Debra Faria, bakery clerk, 30 years

(l-r): Manny Onuiha, cashier, 2 years; Matt Couto, bagger, 21 years; Lori Rosa, customer service rep, 31 years; Dominick Vienna, cashier, 2 years

(l-r): Martin Brito, meat cutter, 30 years; Nick Larguinha, meat clerk. 1 year; Ray Perry, meat manager, 35 years

Store #168 • Carver **100 N. Main Street, Carver, MA**

(l-r): Deborah Maurice, customer service clerk, 29 years; Kim Allaire, customer service manager, 35 years; Brian Ricardo, customer service clerk, 21 years

(l-r): Randall Hall, produce manager, 32 years; Colby Winbush, produce clerk, 2 years; Joseph Hall, assistant produce manager, 35 years

(l-r): Jason Perry, assistant store director, 19 years; Elizabeth LaBelle, bakery manager, 24 years; David Markey, grocery clerk, 35 years

(l-r): Robert Kurkel, meat cutter, 42 years; William DeChristopher, seafood manager, 19 years; Michael J. Fox, meat manager, 26 years

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Store #169 • Gold Star Worcester

14 West Boylston Street, Worcester, MA

(l-r): Drew Maldonado, produce manager, 14 years; Ann Earnest, produce clerk, 40 years; Paul Smith, produce clerk, 3 years; Alex Gardiner, produce clerk, 1 year

(l-r): Mark Michel, frozen foods clerk, 25 years; Tim Houde, grocery manager, 29 years; Corey Earnest, grocery clerk, 28 years; Brenda Edwards, grocery clerk, 9 years

(l-r): David Swan, bakery clerk, 35 years; Jennifer Mars, bakery manager, 25 years; Jeff Moore, assistant bakery manager, 1 year; Molly Houston, cake decorator, 4 years

(l-r): Sara Fooks, assistant customer service manager, 17 years; Tom Krans, inventory control manager, 28 years; Jane Houston, assistant deli manager, 5 years; Kevin Karle, store director, 28 years; Jen Ricker, seafood manager, 9 years

Store #172 • Groton

760A Boston Road, Groton, MA

(l-r): Darrell Collins, grocery manager, 21 years; Patty Kelly, inventory control manager, 28 years; Michael Marschall, dairy clerk, 28 years

(l-r): Maryssa Shattuck-Smith, bookkeeper, 2 years; Neven Henen, pharmacy manager, 8 years; Cheryl Hart, checkout manager, 29 years

(l-r): John Lunt, store director, 36 years; Alan Rogers, produce manager, 35 years; William Hart, deli manager, 37 years

(l-r): Natasha Marcano, bakery manager, 10 years; John Lunt, store director, 36 years; Sheena Felt, assistant bakery manager, 2 years

{integrity}

Savitz is honored to partner with Shaw's and Star Market!

Best Wishes for Continued Success!

For more than 40 years, Savitz has been a Trusted Partner in optimizing our clients' benefits strategies and goals by providing actuarial, consulting and administrative services to mid-sized organizations throughout the country.

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Store #173 • Northbridge

1177 Providence Road, Whitinsville, MA

(l-r): Sandra Jahrling, bakery associate, 20 years; Diane Belle, bakery associate, 16 years; Sarah Finlay, bakery manager, 2 years

(l-r): Alan Stanwick, store director, 20 years; Jeremy Harris, assistant grocery manager, 12 years; Pat Burns, grocery manager, 15 years

(l-r): Marcel Cote, produce associate, 2 years; Deborah Sinatra, floral associate, 7 years; Greg Sinatra, produce associate, 5 years

(l-r): Zack Perro, deli associate, 2 years; Becky Levine, deli manager, 20 years; Stephenie Richard, deli associate, 1 year

(l-r): Josh Galego, checkout associate, 3 years; Kayla Poirier, checkout manager, 30 years; Erica Lauretano, checkout associate, 9 years; Cam Martino, checkout associate, 2 years

(l-r): Joan Dew, personnel coordinator, 28 years; Karl Langevin, assistant store director, 42 years

Store #190 • Hanover

35 Columbia Road, Hanover, MA

(l-r): Leslie Donovan, cashier, 5 years; Jerry Butts, store director, 28 years; Jacqui Thompson, service desk clerk, 31 years

(l-r): Jill Hirst, cashier, 2 years; Amy Greene, cashier, 5 years; Rich Boyd, bagger, 18 years

(l-r): Paul Smith, meat manager, 28 years; Matt Keeley, deli manager, 33 years; Jeff Raymond, deli clerk, 40 years

(l-r): Tammy Peck, seafood manager, 27 years; Steve Melo, produce clerk, 45 years; Sue Danner, grocery clerk, 27 years

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Store #198 • Cohasset — **739 Chief Justice Highway, Cohasset, MA**

(l-r): Paul Siciliano, store director, 35 years; Ed Sullivan, assistant store director, 37 years

(l-r): Robert Allen, cashier, 1 year; Carmen Tirado, bakery clerk, 2 years; Walter Cloyd, bakery clerk, 43 years

(l-r): Elizabeth Soule, produce clerk, 7 months; Gordon Gay, produce manager, 40 years; Thomas O'Brien, produce clerk, 1 year

(l-r): Abigail Merritt-Rousseau, front end clerk, 5 years; Patricia Heiskell, assistant customer service manager, 24 years

(l-r): Patrick Moran, deli clerk, 27 years; Christina Dumas, deli clerk, 20 years; Kyle Duval, deli clerk, 1 year

(l-r): Robert Pearson, crew chief, 31 years; Beth Finnegan, relief manager, 32 years; Brian Macdonald, dairy clerk, 26 years

Store #330 • Shrewsbury — **50 Boston Turnpike Road, Shrewsbury, MA**

(l-r): Christy Young, bookkeeper, 20 years;Andy Rivers, grocery manager, 30 years; Cheryl Kahikina-Marcano, customer service manager, 33 years; Sam Bottis, service desk clerk, 5 years

(l-r): Karen Bickford, bakery manager, 15 years; Colleen Chick, assistant bakery manager, 1 year; Entela Kristo, La Carte manager, 14 years

(l-r): Nick Jones, assistant produce manager, 6 years; Roland Dumas, meat manager, 14 years; Jen Laino, customer service rep, 2 years

(l-r): Justin Symczak, meat clerk, 5 years; Jill Symczak, grocery clerk, 10 years; Kathy Perro, assistant store director, 26 years

Boston Globe Media and globedirect
are proud to salute the employees of
shaw's and star market
on all their fruitful achievements.

Store #331 • Auburn

368 Southbridge Street, Auburn, MA

(l-r): George Shattuck, customer service representative/closer, 17 years; Donna MacDuff, customer service representative/closer, 17 years

Store #332 • Sturbridge

Rt. 131 Main Street, Sturbridge, MA

Tamara Gonzalez, cake decorator, 5 years

(l-r): Felicia Brunell, cashier, 1 year; Alexa Casey, cashier, 2 years; Olivia Houde, cashier, 1 year; Amanda Broskey, cashier, 1 year

(l-r): Barbara LaChance, deli manager, 28 years; Riley Howland, deli clerk, 1 year; Jack Berthiaume, deli clerk, 3 years; Kelly Belmont, floral clerk, 5 years; Linda Lindsay, deli clerk, 6 years

(l-r): Matt Casey, produce clerk, 1 year; Austin Nykiel, produce clerk, 3 years; Scott Ellis, produce manager, 28 years

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BOSTON'S HOME FOR SPORTS

98.5 THE SPORTS HUB

Salute Shaw's & Star Market

shaw's

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The Shaw's & Star Market New England Patriots Radio Network Post-Game Show

Thank you for your partnership!

Store #334 • Clinton

1157 Main Street, Clinton, MA

(l-r): Cathy Gaughan, cashier, 8 years; Cristina Morales, grocery clerk, 4 years; Meagan Bont, customer service representative, 13 years

(l-r): Rashmi Guilmette, cashier, 3 years; Ryan Mars, grocery clerk, 18 years; Karen Newman, deli clerk, 5 years

(l-r): Carol Hagerty, SRO, 26 years; Beverly Hisman, bookkeeper, 28 years; Helga Freamic, floral clerk, 3 years

(l-r): Luann Class, cashier, 3 months; Jaren Girous, cashier, 3 months; Virginia Powell, bakery manager, 26 years

(l-r): Philip Dauphinais, customer service representative, 8 years; Jennifer Whigham, customer service manager, 14 years; Ralph Nelson, bagJ21 ger, 3 years

(l-r): Ryan Brumley, store director, 13 years; Helga Framic, floral manager, 3 years; Tyrone Williams, assistant produce manager, 16 years

Store #339 • Leominster

25 Water Tower Plaza, Leominster, MA

(l-r): Bob Hicks, grocery manager, 25 years; Sara Johnson, bakery associate, 4 years; Cathy Chase-Lussier, bakery manager, 32 years

(l-r): Steven Taylor, produce associate, 1 year; Nathan Heroux, evening manager, 14 years; Shayne Krom, produce associate, 6 months

(l-r): Isaac Prime, checkout associate, 9 months; Joe Medeiros, store director, 28 years; Chuck Watters, deli associate, 14 years

(l-r): Joe Cote, produce associate, 25 years; Beth Paskvan, deli manager, 22 years; Molly Mahoney, assistant deli manager, 10 years

(l-r): Carmen Zavala, checkout associate, 2 years; Kristi Perrin, customer service manager, 21 years; Kayla Flerra, checkout associate, 9 years

Proud to partner with Shaw's and Star Markets!

Store #340 • Milford

93 Prospect Street, Milford, MA

(l-r): Kelsey Paskvin, assistant produce manager, 5 years; Guy Consoletti, assistant store director, 14 years; Katy O'Brien, floral clerk,1 year

(l-r): Evan Howland, meat cutter, 2 years; Jim Boyland, meat manager, 38 years; Ed Frazer, meat cutter, 10 years

(l-r): Tom Small, seafood manager, 36 years; Crystal Rivard, assistant deli manager, 5 months; Ivo Iliev, assistant checkout manager, 15 years

(l-r): Chi Salvador, bakery clerk, 27 years; Debra Kesseli, bakery manager, 41 years; Lucy Lopez, cake decorator, 12 years

Store #341 • Peabody

Essex Center Drive, Peabody, MA

(l-r): Jill Connolly, customer service representative, 21 years; Brianna Silva, service desk clerk, 2 years; Scott Myers, service desk clerk, 5 years

(l-r):John Reddy, deli clerk, 3 months; Leah Kaplan, deli clerk, 2 years; Brad Morin, deli clerk, 6 months

(l-r): Tyler Hawkes, deli manager, 5 years; Dominique Delbene, produce clerk, 2 years; Jeff Pulcarri, produce manager, 23 years

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Store #359 • Salem

11 Traders Way, Salem, MA

(l-r): Jeanne Smith, deli clerk, 35 years; Michelle Gould, deli manager, 4 years

Nick Chiarelli, assistant meat manager, 1 year

(l-r): Heidi Heardman, inventory control manager, 2 years; Sarah Thurell, grocery manager, 20 years

(l-r): Gene Swartz, baker, 27 years; Fran Sullivan, bakery manager, 25 years

We are Proud to Congratulate

shaw's® star market®

Best Wishes from ESM® FEROLIE

www.esm-web.com

A.J. Letizio and the Brands we partner with are proud to support the associates and management team who work to make Shaw's and Star Markets successful!

55 Enterprise Drive Windham, NH 03087 • (603) 894-4445 • www.ajletizio.com

Store #361 • Wakefield

134 Water Street, Wakefield, MA

(l-r): Karen Corea, produce manager, 33 years; Marcus McCabe, produce clerk, 1 year; Avery Sprague, produce clerk, 3 years

(l-r): Brian Galiano, assistant grocery manager, 13 years; Dave McArthur, grocery clerk, 2 years; David Feeley, grocery clerk, 9 years

(l-r): Kim Wall, customer service representative, 38 years; Eleanor Vieira, bakery clerk, 23 years; Jenny Cole, bakery clerk, 1 year

(l-r): Connor McCarthy, cashier, 1 year; Anthony Spagnuolo, cashier, 3 months; Garrett Hancock, carryout clerk, 7 years

(l-r): David Cohen, LaCarte clerk, 28 years; Teresa Owens, deli manager, 25 years; Mike Jennings, seafood clerk, 15 years

(l-r): Barry Thurell, meat manager, 3 years; Jean Bien-aime, meat apprentice, 2 years; Dan Galitano, assistant meat manager, 2 months

Store #362 • Burlington

180 A Cambridge Street, Burlington, MA

(l-r): Jackie Coughlin, service desk clerk, 13 years; Karen Lockney, night relief manager/customer service representative, 13 years

(l-r): Megan Abruzzese, deli clerk, 1 year; Jon Smith, deli clerk, 1 year

(l-r): Tom Abertelli, LaCarte clerk, 13 years; Billy Graham, LaCarte clerk, 2 months

(l-r): Nick Scuccimara, grocery clerk, 5 months; Mark Garbino, grocery clerk, 7 years

(l-r): Tom Albertelli, LaCarte clerk, 13 years; Miles Gelin, LaCarte clerk, 1 year

(l-r): Jared Granata, grocery clerk, 3 years; Kyle Morgan, night relief manager/customer service representative, 5 years

Land O'Frost Congratulates Shaw's/Star Markets on Their Continued Success!

From Our Family To Yours Since 1958™

Land O'Frost®

Land O'Frost is a third generation, family-owned business, started by Antoon Van Eekeren, in 1958. Antoon was an immigrant from Holland, who came to the United States with dreams of success.

As a family business we consider you, our customer, part of our extended family. We support your local community with initiatives such as the Land O'Frost Youth Sports Program, since 2003, and a long-term partnership with JDRF, improving lives curing type 1 diabetes, since 2011.

We will continue to bring you a product that is based on the same Beliefs & Family Values which started Land O'Frost Years Ago!

Store #364 • Beverly

71 Dodge Street, Beverly, MA

(l-r): Marie Censullo, cashier, 2 years; Lina Bartlett, customer service representative, 12 years

(l-r): David Reed, bakery clerk, 25 years; Jamie Norris, assistant bakery manager, 8 years; Laurie Ingalls, cake decorator, 6 years

(l-r): Heather Schlittler, LaCarte clerk, 3 years; Vasso Meniates, LaCarte clerk, 9 years; Thom Rea, assistant deli manager, 8 years

Store #366 • Waltham

130 River Street, Waltham, MA

(l-r): Tracy Dung, service desk clerk, 5 years; Anne Jones, customer service manager, 20 years; Jessica Moon, grocery clerk, 13 years

(l-r): Kim Davis, grocery clerk, 13 years; Chris Hipson, assistant grocery manager, 24 years; Tom Yee, grocery manager, 38 years

(l-r): Mike Ramsay, seafood manager, 18 years; Kelley Ramsey, deli manager, 22 years; Jack Loughnane, meat manager, 21 years

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Store #387 • Melrose

34 Essex Street, Melrose, MA

(l-r): Sylvia Alward, bakery manager, 30 years; Donna Demarco, cake decorator, 26 years; Jen Comppen, baker, 9 years

(l-r): Virginia Flattery, deli clerk, 8 years; Rich Byron, deli clerk, 1 month; Ann Beaupre, deli manager, 19 years; David Toby, deli clerk, 4 months

(l-r): Greg Allen, produce clerk, 2 years; Matt Digiacomo, assistant produce manager, 4 months

(l-r): Kayla Jordin, customer service representative, 2 years; Brigett Brenton, cashier, 1 month; Theresa Lafontant, cashier, 1 month; Don Sacramone, cashier, 1 month; Marshall Silveria, cashier, 3 years

Store #388 • East Boston

246 Border Street, East Boston, MA

(l-r): Cheryl Murieta, service desk clerk, 13 years; Theresa Neumyer, customer service manager, 25 years; Jonathon Kangas, customer service representative, 6 years

(l-r): Yngrid Villar, cake decorator, 1 year; Augusto Rosario, assistant grocery manager, 19 years; Adelmo Portillo, dairy clerk, 1 year; Madelyn O'Neil, bakery clerk, 2 years

(l-r): Patricia Barry, deli clerk, 11 years; Antonetta Vigliotta, deli clerk, 19 years; Jose Ramirez, deli clerk, 2 years

(l-r): Indira Advic, produce clerk, 8 years; Steve Pedone, produce clerk, 16 years; Martha Gutierrez, produce clerk, 14 years

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Store #511 • Norwood

134 Nahatan Street, Norwood, MA

(l-r): Bob R., produce manager, 11 years; Danielle P., grocery clerk, 2 years; Darrell D., meat clerk, 2 years

(l-r): Kim W., bakery manager, 15 years; Tom B., bakery clerk, 6 months; Sue D., produce clerk, 33 years

(l-r): Ken K., LaCarte manager, 18 years; Evan Z., grocery clerk, 8 years; Andrea F., deli manager, 21 years; Maryellen B., floral clerk, 3 years; Marc O., seafood clerk, 1 year

(l-r): Eileen W., checkout clerk, 5 years; Jackie S., checkout clerk, 2 years; Jay A., checkout clerk, 1 year

Store #518 • Sudbury

509 Boston Post Road, Sudbury, MA

Dennis McCormack, receiver, 30 years

Bonnie Jerome, inventory control manager, 26 years

Brian Michaud, store director, 18 years

Dave Perry, grocery manager, 32 years

Juan Vega, assistant deli manager, 33 years

(l-r): Karen Neufell, bookkeeper, 40 years; Loraine Andrade, customer service manager, 10 years

Store #525 • Quincy

130 Granite Street, Quincy, MA

(l-r): Justin Zeng, care taker, 10 years; Mike Walgreen, produce clerk, 3 years; John Gula, assistant store director, 37 years

(l-r): Jim Cauley, deli manager, 28 years; Clarence Morton, La Carte clerk, 1 year; Cody Cabral, bakery clerk, 3 years

Daurys Batista, dairy manager, 2 years

Store #540 • State Street

43 State Street, Lynn, MA

(l-r): Merima Mehinovic, bakery clerk, 10 years; Peter Sweet, assistant customer service manager trainee, 1 month; Kellie Abcunas, grocery clerk, 30 years; Keith Heggie, produce manager, 40 years

Store #541 • Hyde Park

1377 Hyde Park Avenue, Hyde Park, MA

(l-r): Joan Sullivan, inventory control manager, 20 years; Deb Murphy, grocery clerk, 36 years; Chris Hart, grocery clerk, 14 years

(l-r): Markell Graham, deli manager, 2 years; Emil Peri, bakery manager, 19 years; Jerome Martin, seafood clerk, 5 years

(l-r): Terry Sheppard, customer service manager, 28 years; Barry Piff, store director, 37 years

(l-r): Nel Monroe, deli clerk, 5 years; Karlene Baines, deli clerk, 1 year

(l-r): Eric Walgreen, produce manager, 2 years; Melvin Marrero, produce clerk, 1 year

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Store #548 • Franklin

255 East Central Street, Franklin, MA

(l-r): Jeremy Cote, meat clerk, 1 year; Calvin Chan, meat manager, 15 years; Dave McGann, meat cutter, 7 years

(l-r): Amy Chen, customer service manager, 15 years; Sabra Kim, customer service clerk, 7 years

(l-r): Jim Garlick, grocery manager, 35 years; Bob Langley, produce manager, 20 years; Rob Adams, assistant store director, 8 years; Calvin Chan, meat manager, 15 years

(l-r): Mike McDaniel, produce clerk, 7 years; Ocean O'Brien, floral clerk, 3 years

Store #552 • Stow

115 Great Road, Stow, MA

(l-r): Omar Mounkary, assistant produce manager, 26 years; Tom Bailey, produce clerk, 35 years; Amanda Shorey, produce manager, 6 years; Robert Nutting, deli manager, 29 years

(l-r): Dave Conklin, store director, 19 years; Dina Karlin, pharmacy clerk, 19 years; Philip Lau, pharmacy manager, 14 years; Tiffany Henault, service manager, 16 years

(l-r): Mike Meehan, meat manager, 40 years; Chet Ricker, seafood manager, 10 years; Mark Beaudoin, grocery manager, 30 years

(l-r): Diane Larson, bakery manager, 27 years; Debra Aucoin, grocery clerk, 29 years; Kathryn Patterson, bakery clerk, 6 years; Linda Harmon, floral clerk, 1 year; Jamiann Azud, service clerk, 8 years

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Store #554 • Cedarville

2260 State Road, Plymouth, MA

Brian Farrenkopf, grocery manager, 20 years

(l-r): Andrew Prunier, meat cutter, 4 years; Kyle Chipoli, meat clerk, 1 year; Alfonso Rivera, meat cutter, 15 years; Walter Rymszewicz, meat manager, 24 years

(l-r): Bob Irons, baker, 17 years; Judy Rock, bakery clerk, 2 years; Melissa Magno, bakery manager, 15 years

(l-r): Alan Gates, produce manager, 24 years; Lexy Halpin, produce clerk, 2 years

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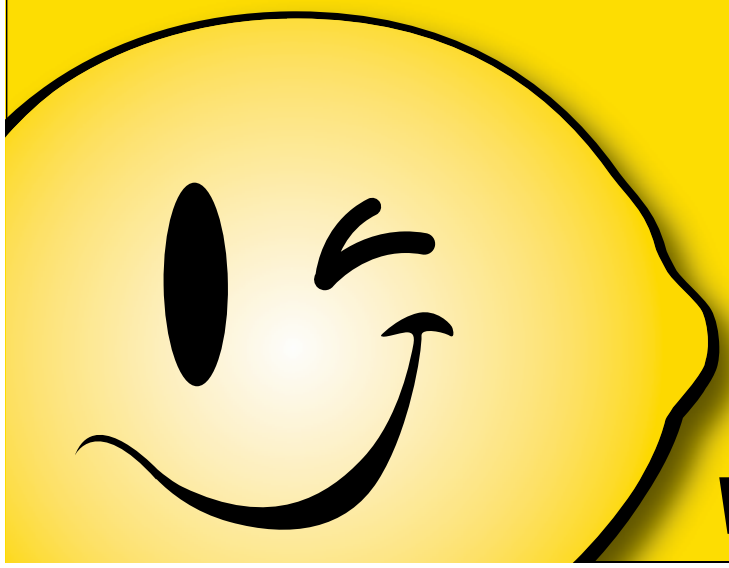

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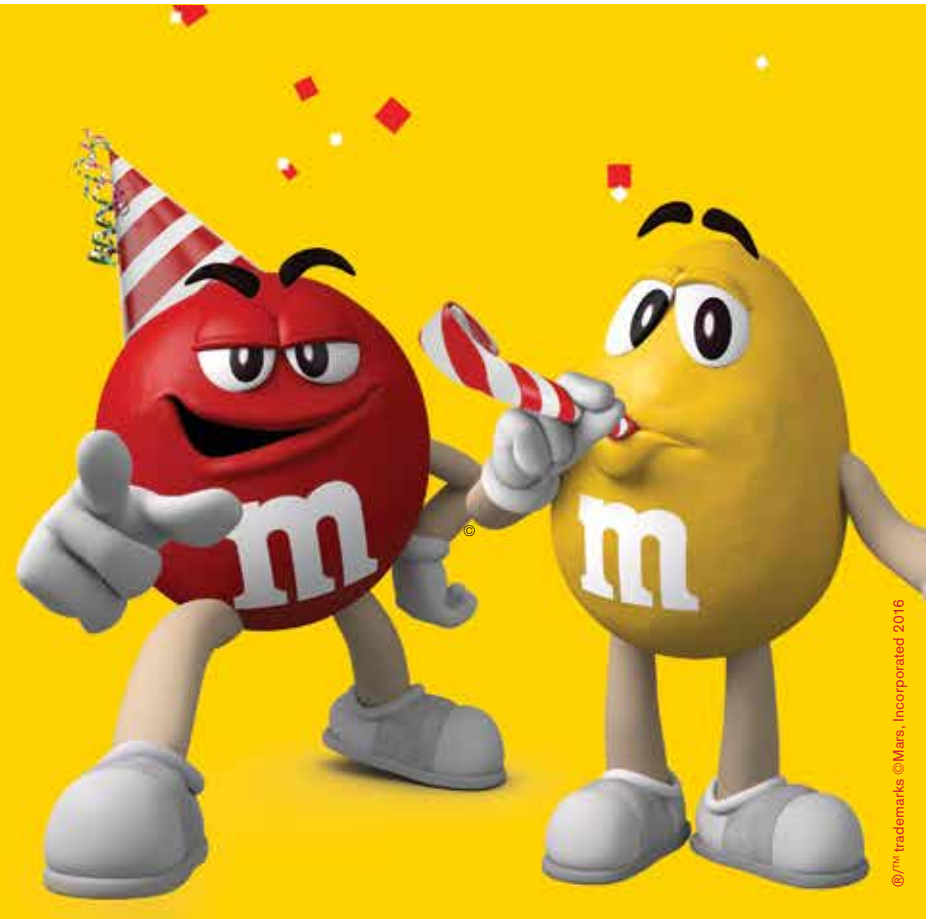

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Star Market - See What Makes Us Shine!

Joe Kelley
Vice President/GM

Star Market is honored to be featured in this edition of *Food World* and *Food Trade News*. It's an exciting time here at Star Market and we are grateful to be able to share that excitement with our dedicated employees, valued trade partners, and our loyal customers, all of whom contributed to Star's legacy and for this we are extremely grateful.

Last year, Star Market reached a tremendous milestone as we celebrated our 100th anniversary. There's a reason why Star Market has endured the test of time. Despite several sales and mergers, the beloved Star Market brand survived due to the "My Star" loyalty shared between employees, customers, and our trade partners. It's the passion and commitment to serving the best with pride that has made Star Market what it is today.

Now in our 101st year, Star Market is not just surviving; it's thriving. There is a renewed sense of energy and excitement at Star as we have remodeled many stores and brought several stores back into the Star Market family. Since 1915, Star Market has continued to be the favorite local supermarket in the Boston area and soon we will have a brand new store for Bostonians to enjoy. In the next 16-17 months we will be opening a brand new Star Market at "The Hub on Causeway," a new complex coming to Causeway Street in front of TD Garden and North Station. The complex is a 1.5 million square foot development on the old Boston Garden site that will transform the North Station area. We are thrilled to be the premiere supermarket at the Hub and look forward to serving that community with pride.

We know that we have to continue to earn that "My Star" loyalty and we believe the way to do that is by providing the service, products, and solutions to meet the changing needs of our local consumers. We have begun to implement our vision for Star Market's future, creating an ultra-premium shopping experience for our customers that includes a broad offering of natural, organic and specialty items as well as conventional grocery items…everything from quinoa to cupcakes. We want to service our customers so that it is a one-stop shopping experience. We have already started updating our Chestnut Hill, Prudential, Fenway Park, McGrath Highway, and Morrissey Boulevard locations and we're ready to update the rest of the fleet of Star Market stores. We're excited and committed to making Star Market shine brighter and brighter.

I am so proud of the hard work that has been done to revitalize the Star Market brand. We are off to a great start and have no plans of slowing down. As we continue on our journey, I want to thank our employees, our suppliers, and our trade partners as they are what makes Star Market shine!

Joe Kelley
Vice President/GM

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Joe Kelley: Focus On Perishables, Variety Helping Create

> I think Star Market is in a great position to grow, because we continue to differentiate and really focus on premium and ultra-premium brands as well as improving service.
>
> I believe there are opportunities for other locations because consolidation within the industry will continue.
>
> Star Market will be there ready to fill that spot.

Food World/Food Trade News: Could you give us some color on the decision to segregate Shaw's and Star Market? What do you hope to achieve with a stand-alone opportunity?

Joe Kelley: It is a terrific opportunity and, to be quite frank, I think that Star Market is absolutely ripe for this growth, and that's really what it's all about. As you look across the markets or across the country, you have premium players, traditional grocers and discounters and a lot of folks in between, because everybody is selling food. With that said, we think there is an opportunity for Star Market to further define itself as an ultra-premium brand here. Star Market stores, which are located in the greater Boston area, are rich in heritage with over 100 years of service to the community. The unique locations and varying demographics – like Chestnut Hill, the Prudential, across from Fenway Park -- all add character to the brand. Our major focus is on fresh. We think that by remodeling and resetting some of our smaller and moderate sized locations, putting service back into these stores, and by differentiating them, we have a niche that will help grow Star Market into that vision of being an ultra-premium player.

Food World/Food Trade News: (Without revealing any proprietary details), can you list a few areas that the trade and consumers should be excited about seeing at Star Market in the near future (new stores, store design/formats, merchandising/marketing plans acquisitions, etc.)?

Joe Kelley: We are currently working on plans to open a brand new Star Market in the near future that will literally be attached to the TD Garden, which is just steps away from "the T" (MBTA- Boston's railway / light rail / subway system), and home to the Boston Celtics and Bruins. We have our own Star Market radio broadcast network booth, which is also located right in the TD Garden. I think what the trade and consumers should be really excited about is our increased variety and unique products we have begun to sell. We are focused on being service providers and providing meal solutions to the folks that live in the communities where we do business. A great example of this is our Chestnut Hill location. We added over 5,000 SKUs to our center store; we significantly upgraded our natural/organics offerings, and we have improved our cheese section, produce, meat and seafood departments; and expanded our kosher food offerings. What is most exciting is the fact that we have put a stake in the ground and we are ready to update our entire fleet. Recently we made improvements in Chestnut Hill, Prudential, Fenway Park, Morrissey Boulevard, and McGrath Highway - the results have been terrific. The customer reaction has been fantastic. The bottom line is that the stores look great. They are refreshed, and both the variety and service have improved. A customer walked into our Chestnut Hill store and said 'there is no reason for me to go anywhere else anymore. You have all of the variety, the store is clean, it's bright, it's terrific, your employees and their service are outstanding.' That is really how people vote. They vote with their feet.

Food World/Food Trade News: With the separation of Star Market from Shaw's, and with you having spent much of your career in the merchandising portal, what items remain on your vendor "wish list" and what new "asks" might be added to that list?

Joe Kelley: The bottom line is – it starts with local. We have already had a tremendous amount of trade partners come to us. I have a dedicated staff for Star Market. John Scuccimarra has accepted the role of director of sales and merchandising for Star Market and Russ Greenlaw is the director of store operations. With the new team in place, we are already sourcing new products from suppliers like Sid Wainer from New Bedford, and local chocolatiers from Boston. It is important that we make sure we are carrying the products that our consumers are looking for, those unique items, the items that you would expect to find in a premium retailer. We want to make sure we can service our customers so that it is a one-stop shopping experience. I believe that we have accomplished that in Chestnut Hill. The hot sauce section for example, is probably the greatest variety of hot sauce in any store that I have ever been in. Our goal is to have a little bit for everybody and it seems to be working. If I was a trade partner today, I wouldn't be afraid to introduce to the public new unique racks, trends or products; try it all at Star Market. We can roll it out tomorrow. We are very nimble. We can do it quickly. If it doesn't work, we just move on to the next plan. We are rolling out some new display vehicles with Nabisco and because our stores are smaller, our displays need to be smaller and have the right product on them. We ask ourselves questions like; are they nutritional; are they natural; are they organic; and what the niche is. We believe that the trade

See Q&A
on page 81

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star market

Revitalized Image For 101-Year-Old Star Market Banner

From page 81

needs to continue to call on Shaw's, where our sales managers do a remarkable job. At the same time, they need to present unique products that can be introduced at Star Market.

Food World/Food Trade News: The sales managers are essentially the same for both Shaw's and Star Market, so there must be a training aspect, for not only them but for the vendors, to wear two different hats. Is that a challenge? They are focusing on the larger number of stores, in terms of quantity, with Shaw's, but they also need to understand the unique needs of Star Market. Has there been a gap, or do you anticipate a gap between focusing strictly on your needs versus those of handling Shaw's as well?

Joe Kelley: Actually, it has been fairly seamless. Everyone is also aware that some programs that might fit Star Market won't fit Shaw's, and vice versa. The Star Market office is located in the same building as Shaw's which makes it convenient for our trade partners to schedule appointments with both banners individually. The sales managers, with all that they have on their plates, are doing a famous job supporting both banners. We have added some additional resources for Star Market. John Scuccimarra is my director of sales and merchandising, Bob Goodwin is our manager of fresh merchandising and Jim Hegarty is the manager of center store merchandising. All three are very involved with the ad process and meeting with the trade as well. So far it has worked out very well.

Food World/Food Trade News: Having grown up in New England and seen the market from different angles in recent years, how do you think the market will look in the next few years and where do you see Star Market's place in a very crowded and diverse field?

District 9 - Star Market Team (l-r): John Scuccimarra, director of sales and merchandising; Debbi Heffernan, guest experience manager; Gary Bobst, LaCarte operations specialist, Tom Pittsley, produce/fresh cuts operations specialist; Bob Goodwin, fresh food merchandising manager; Jen Josselyn, human resources manager; Russ Greenlaw, director of operations; Mike Barry, bakery operations specialist; John Anderson, center store operations specialist; Karen Wlodyka, food safety manager; Jim Hegarty, center store merchandising manager; Jack Bibbo, seafood operations specialist; Lisa Letch, floral operations specialist; Victor Passacantilli, executive chef; Carole Conlon, deli operations specialist

Joe Kelley: I think Star Market is in a great position to grow, because we continue to differentiate and really focus on premium and ultra-premium brands as well as improving service. I believe there are opportunities for other locations because consolidation within the industry will continue. Star Market will be there ready to fill that spot.

Food World/Food Trade News: Thank you.

Last October, Kelley joined the Shaw's and Star Market division of Albertsons as vice president of marketing and merchandising. In April of this year, he was named vice president and general manager of the newly created Star Market division. Prior to joining the Albertsons organization, he was president of Stop & Shop's New England division based in Quincy, MA. Kelley's industry career started in 1985 with Purity Supreme in Billerica, MA, where he was an assistant store manager and a perishable manager. In 1993, he joined A&P in Springfield, MA as a store manager for three years before joining Price Chopper Supermarkets in Schenectady, NY. At Price Chopper, Kelley held several posts, including store manager, category manager, senior category manager and director of operations. He joined Bozzuto's in 2001 and served as president of Adam's Hometown Markets and, then, as EVP of corporate retail. He returned to Price Chopper in 2005, holding posts as VP-fresh, VP-merchandising, VP-sales, merchandising and marketing and EVP before moving to Stop & Shop New England in 2012.

Kelley is a graduate of Bridgewater State College and serves on several boards of directors, including the United Way, Dana Farber Cancer Institute, Massachusetts Food Association and the Greater Boston Food Bank.

Greenlaw: 'Super-Premium' Targets Upscale Consumer

Russ Greenlaw
Director of Operations

Russ Greenlaw, director of operations for Star Market, is a newcomer to the West Bridgewater, MA based retail organization, having joined the company about three months ago when the decision was made to position Star Market as a super-premium retailer. It was a homecoming of a sort for Greenlaw, who had left Star 16 years ago to join Price Chopper in New York. He later moved to Ahold USA's Stop & Shop New England division, where he was senior vice president of store operations for three years before returning to Star.

Currently, Greenlaw's primary focus is on "serving the stores," he explained. "I work with the folks in field merchandising and the store directors to ensure that the plans made by our team are executed successfully."

As someone with many years of retail grocery experience, we asked Greenlaw about the changes he has seen over the years: "I would say that probably the most noteworthy thing is what customers expect to find in our stores, and how many more SKUs that means we need to carry. Today there is such an amazing quantity of products that we've got to have on our shelves. And, there's a wide variety of products that customers want to find when they shop our stores, from custom meats, to deli, to center-store."

Also quite different in today's retail landscape is the many different types of retailers that are now selling groceries, he explained: "There are so many niche retailers today that have very specific formats to meet specific customer needs. Today's customers have a wide variety of choices - from the high end, all the to the price-conscious end. And customers are shopping at all of them. That means that our stores must have selection and variety, but we also have to offer a great shopping experience that will set us apart as the local grocer that customers rely on. We are laser-beam focused every day to make sure we tailor our assortment to meet the customers' needs, and that we offer a top-notch in-store experience."

Making that top-notch in-store experience happen every day in every store is tantamount to making Star Market the leading super-premium retailer, Greenlaw told us. "My number one objective is completely focused on our 3,000-plus team members and making sure they know what we need to do to become a super-premium retailer." Trade partners can be valuable in achieving this goal, Greenlaw stressed. "I believe that one key to making our stores better is better teammate knowledge, so I would ask that the trade partners we work with bring us any direct-to-teammate training that they can offer. Help us give them the knowledge, the tools and the experiences they need to help them grow sales to support their brands.

Dias: Helping Bring More 'Feet' Into Star Market

Leeann Dias
Director of Marketing

Leeann Dias, a lifetime Star Market veteran, just started a new job with the retailer this past March. Her new post? Director of marketing for Star Market. This position was created when the Shaw's and Star Market organization – under the Albertsons umbrella - made the decision to separate marketing for the two banners. Moving forward, Dias will be focused on helping to shape Star Market into a super-premium retailer.

Dias' career, like that of so many others in this industry, started in the stores. "I started right after college" she explained. "I joined the management training program at Star Market, thinking I would do that until I got a 'real' job," she said with a wry grin.

As it turned out, she stayed in the stores for about 10 years before moving to a supervisory role in operations, taking a post as front end manager of the service division at Star. She later moved into human resources before taking a post in the merchandising realm starting in 1999. She stayed there until 2010, when she made the transition to marketing.

In her current post, Dias is tasked with "helping to revitalize and reintroduce the Star Market brand. It was NAI's vision to rebrand Star Market as its own banner," she explained. "It's awesome that we now have the ability to have two different banners with two types of formats, all in our Boston area footprint."

Dias told us about the new Star Market identity that the company is building: "It's more urban, more ultra-premium," she explained. "The real emphasis in our stores will be on 'fresh, meal solutions and the experience, You'll find more natural and organics in our stores, but it will be combined with the convenience of a traditional supermarket. So, while our Shaw's stores will be more conventional, Star will be the super-premium choice for shoppers."

The changes that Star Market is making will build on the retailer's strong history. Star Market was founded in 1915 in Watertown Square by the Mugar family, and has been serving the Boston area for more than 100 years. But, Dias stresses that that history is only a foundation. "It's not your grandmother's Star Market anymore," she explained. "We have a great history, and we are going to be a company of the future, too. We are doing everything we can to accommodate the wants and needs of today's shoppers, and we're going to do it before they know that's what they want."

How will Dias help in this transition? "My job is to bring feet into the stores," she said. "I'm working to make sure the Star Market brand represents what customers will experience when they shop with us and to get people to understand who Star Market is." The tools that Dias and her team will employ to make this happen are varied. "We are going to take advantage of the explosion of social and digital media," Dias said. These platforms include, among others, online circulars, Facebook, Instagram and Pinterest.

Dias knows that support from the vendor community will be vital as Star Market seeks to rebrand itself successfully. Dias looks at it as a two-way proposition. "I want to know what we can do for the vendors to help them grow our business," she explained. "We have the ability to help vendors communicate with our customers. We want to work with them to leverage our brand and move their cases."

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John Scuccimarra
Director of Sales and Merchandising

Scuccimarra: Reinvigorating A '100-Year-Old Start Up'

John Scuccimarra is the director of sales and merchandising for Star Market. A 29 year veteran of the company, Scuccimarra started with the retailer in the stores when he was a 14-year-old bagger at a Star Market store. He stayed in the stores throughout high school and college. As he tells it, "I've worked in just about every department in the stores." That includes assistant store director and store director. He was promoted to the position of district manager in 2013.

In his current post, Scuccimarra is focused on the brand and brand strategy of Star Market as the company works to reinvigorate Star Market's new identity as a super-premium grocer. "Today, we look at Star Market as a 100-year-old start-up," explained Scucciamara.

Scuccimarra describes the "new" Star Market as: "Super premium, more urban, more of a European-type of shopping experience. We will put a strong emphasis on fresh, natural and specialty. Our goal with Star Market is to develop a niche that is completely independent from our Shaw's identity, which is more of a traditional supermarket," he explained.

The supermarket of the future will need to be less reliant on "putting items in a circular and expecting the masses to come to your store every week," said Scuccimarra. "The changes we will be putting into place at Star Market will be focused on doing business in new and different ways. The companies that don't evolve and change to meet the new wants and needs of consumers will eventually go away."

We asked Scuccimarra how the vendor community can help make the Star Market transition to super-premium a successful one. "We have to adapt, and the vendors will need to adjust their business models so they can work with us to define our brand identity to the customer," he replied. "The changes we want to make are going to alter the way we go to market. We will need to constantly change and evolve. It's going to be difficult to break out of a comfortable mold, but we're going to have to do so in order to succeed. But, it's an exciting time for us, and we're going to need the vendor community to work with us."

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Store #136 • Dedham

795 Providence Highway, Dedham, MA

(l-r): Phill Rollins, grocery clerk, 42 years; Ruby Garshong, grocery clerk, 1 year; Dave Brown, assistant store director, 48 years

(l-r): Debbie Fallavollita, deli manager, 18 years; Thom Crook, store director, 35 years; Todd Garcelon, bakery manager, 33 years

(l-r): Cathy Gore, service clerk, 6 years; Eric Doyle, grocery manager, 15 years; Patty Garlick, GM clerk, 26 years

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Store #502 • Newtonville

33 Austin Street, Newton, MA

(l-r): Rodrigo Ninobla, produce clerk, 7 years; Kevin Costa, store director, 25 years; Chifung Tang, produce clerk, 18 years

(l-r): Kevin Costa, store director, 25 years; Michael Spaulding, cashier, 2 years; Domenic D'Angeli, assistant produce manager, 27 years

(l-r): Maryann Rudd, floral clerk, 24 years; Kevin Costa, store director, 25 years; Jennifer Forte, grocery clerk, 31 years

Store #504 • Porter Square

49 White Street, Cambridge, MA

(l-r): Sandra Albury, HBC clerk, 36 years; Nuccio Ficara, assistant grocery manager, 32 years; Robert Patro, grocery clerk, 2 years; Oshane Scott, grocery clerk, 6 years

(l-r): Ernst Barthelemy, evening manager, 30 years; Gina Ciampa, customer service manager, 22 years; Michael Beaton, assistant store director, 20 years

(l-r): Craig Powers, produce clerk, 36 years; Scott Mogan, produce clerk, 5 years; Tomas Dejesus, assistant produce manager, 8 years; Abdel Elkourchi, produce clerk, 1 year; Marc Daniel Aubourg, produce clerk, 2 years

(l-r): Vicki Westcott, floral clerk, 16 years; Kelly Bardales, cashier/floral clerk, 3 years; Jayline Burgin, cashier/floral clerk, 2 years

(l-r): Paul Letch, grocery manager, 35 years; Karen Bianchi, bakery manager, 35 years; Sean McCoy, deli manager, 18 years

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699 Mt. Auburn Street, Cambridge, MA

(l-r): Stephanie Taverna, personnel coordinator, 17 years; Stephanie Floyd, assistant deli manager, 9 years; Fritz Mompoint, seafood manager, 30 years; Armindo Goncalves, grocery manager, 35 years

(l-r): Emilia Leone, customer service rep, 13 years; Stanley Staskunas, customer service manager, 23 years; Rachel Lucas, customer service rep, 13 years

(l-r): Margie Williams, assistant bakery manager, 5 years; Tom Bilodeau, produce manager, 36 years; Marcus Stewart, meat cutter, 27 years; Ellen Hodge, cheese shop lead clerk, 2 years

(l-r): Joe Granata, assistant store director, 26 years; Marc Chateau, evening manager, 21 years; Robert Patterson, deli clerk, 54 years; Ken McCormack, store director, 20 years

(l-r): Armen Mkrtchyan, produce clerk, 1 year; Alfred Miller, produce clerk, 19 years; Roosevelt Cornet, La Carte clerk, 1 year; Hector de los Santos, produce clerk, 14 years

(l-r): John Parillo, NOSHE clerk, 27 years; Ron Dolloff, assistant produce manager, 37 years; Ken Avery, La Carte manager, 13 years; Kevin Corkery, liquor manager, 20 years

Store #508 • Brookline

1717 Beacon Street, Brookline, MA

(l-r): Mst Dill Begum, cashier, 17 years; Yevgeniy Golfshteyn, bagger, 15 years; Connor McKay, cashier, 4 months

(l-r): Helen Golden, service clerk, 41 years; Huot Meng, produce manager, 35 years; Alicia Heyward, service clerk, 3 years

(l-r): Benjamin Clark, grocery clerk, 2 years; Stephan Plourde, grocery clerk, 2 years

(l-r): Uri Packer, evening manager, 3 years; Abdalla Qudah, assistant customer service manager, 16 years; Brent Nason, assistant store director, 43 years

(l-r): Calvin Gallop, deli/seafood clerk, 1 year; Jeffrey Tabb, deli/seafood clerk, 8 months

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Store #512 • Auburndale

2040 Commonwealth Avenue, Auburndale, MA

(l-r): Keith Mosley, evening manager, 2 years; Sreng Nguon, grocery manager, 18 years; Lesmith Gonzalez, deli manager, 10 years

(l-r): Sreng Nguon, grocery manager, 18 years; Keith Mosley, evening manager, 2 years; Lesmith Gonzalez, deli manager, 10 yearsca

(l-r): Sreng Nguon, grocery manager, 18 years; Ally Quinn, service clerk, 4 years; Deanna Giglio, service clerk, 3 years

(l-r): Keith Mosley, evening manager, 2 years; Ally Quinn, service clerk, 4 years; John Roche, grocery clerk, 39 years

Store #513 • Lexington Street

1070 Lexington Street, Waltham, MA

(l-r): Katie Stone, pharmacist, 3 years; Roger Hagopian, pharmacy technician, 16 years; June Coats, grocery clerk, 47 years; Nairi Gazarian, pharmacist, 3 years

(l-r): Melina McHugh, customer service manager, 26 years; Yvonne Farnsworth, cashier, 26 years; Jean Lehoux, cashier, 5 years

(l-r): Dave Ciccotelli, grocery manager, 38 years; Louis Graziano, carryout clerk, 27 years; Paul Farley, dairy clerk, 1 year; Cindy Sage, salad bar clerk, 26 years

(l-r): Robert Flaherty, meat cutter, 49 years; Sharon Jones, assistant bakery manager, 16 years; Gregg Caplitz, seafood manager, 3 years

(l-r): Maria Caira, La Carte clerk, 20 years; Barbara Brown, La Carte clerk, 2 years; Joanne Merlino, deli clerk, 45 years

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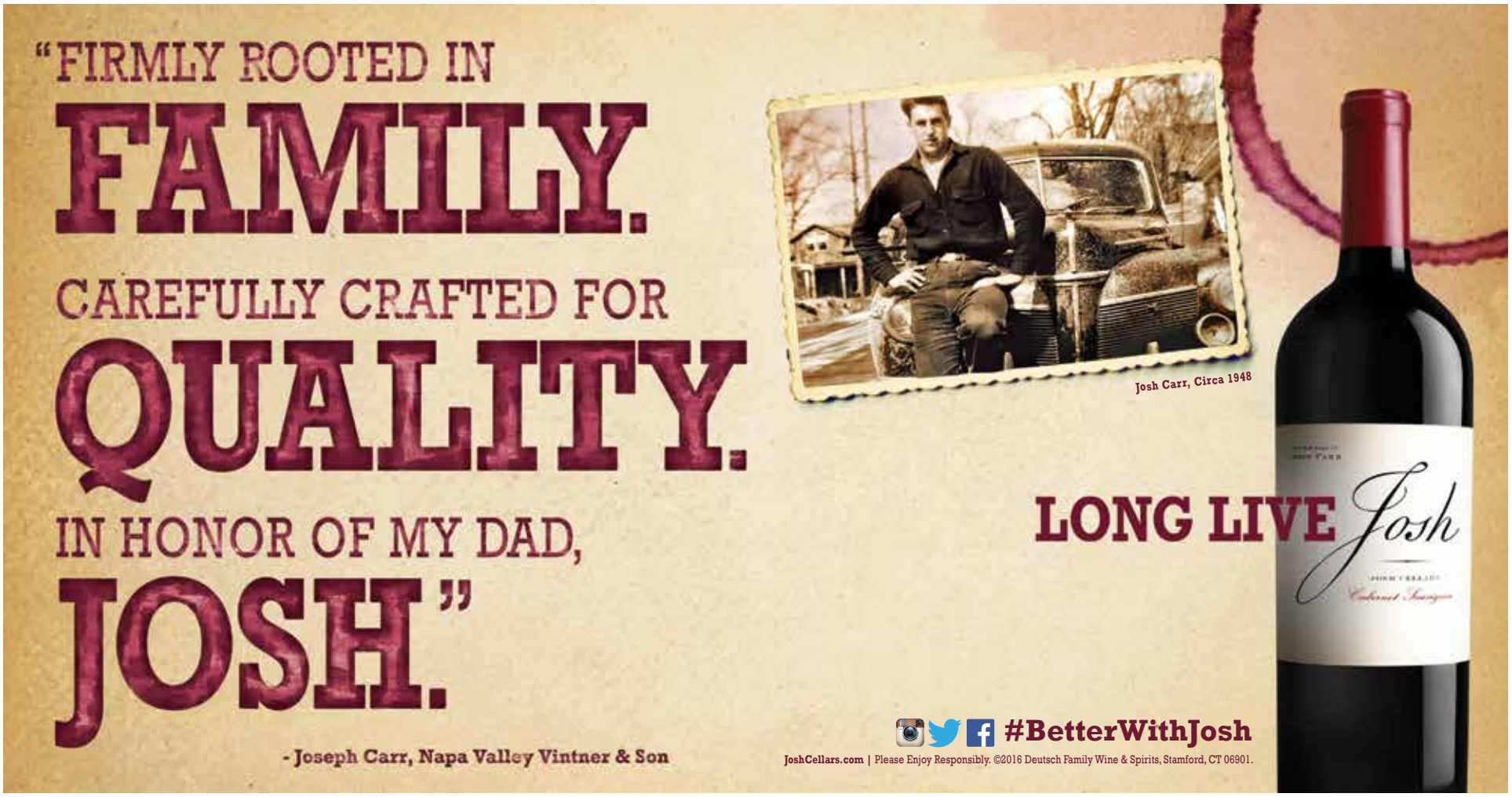

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Store #515 • Chestnut Hill

1 Boylston Street, Newton, MA

(l-r): Aziz Serrar, La Carte clerk, 17 years; Annabella Prempeh, La Carte manager, 16 years; Guetchine Tondreau, La Carte clerk, 18 years

(l-r): Patrick Rameau, grocery clerk, 20 years; Linda Altieri, service clerk, 28 years; Mike Sullivan, grocery manager, 30 years

(l-r): Grace Seaver, service clerk, 35 years; Dan Grady, store director, 25 years; Barbara Sarnie, service clerk, 40 years

Store #521 • Brighton Mills

370 Western Avenue, Brighton, MA

(l-r): Christopher Tully, deli clerk, 2 years; Frantz Theodore, meat clerk, 15 years; Jean Merancien, grocery clerk, 7 years

(l-r): Vinh Nguyen, pharmacist manager, 21 years; Eva Lugumira, service clerk, 10 years; Scott Stanford, assistant store director, 26 years

(l-r): Jane McDonough, deli manager, 2 years; Stephanie Silverman, customer service manager, 20 years; Tatiana Pena, La Carte clerk, 1 year

(l-r): Kathryn O'Brien, La Carte clerk, 2 year; Hugh O'Brien, grocery manager, 22 years; Derrick Joseph, cashier, 1 year; Meagan Carbonneau, evening manager, 8 years

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Store #536 • Beacon Street

275 Beacon Street, Somerville, MA

(l-r): Davis Watts, deli manager, 48 years; Davis Vazquez Guerra, deli clerk, 1 year; John Quattrocchi, customer service manager, 16 years; Selena Geleas, customer service rep, 13 years

(l-r): John Breda, produce manager, 38 years; Jackie DeWolfe, produce clerk, 3 years; Moumita Das, cut fruit clerk, 3 years

(l-r): Kevin O'Brien, grocery manager, 17 years; Heather Durant, inventory control manager, 38 years; John Breda, produce manager, 3 years; Jackie DeWolfe, produce clerk, 3 years; Moumita Das, cut fruit clerk, 3 years

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Store #538 • Fenway **33 Kilmarnock, Street, Boston, MA**

(l-r): Dave Roman, produce clerk, 13 years; Mike Moreschi, deli manager, 42 years; Elizabeth Escobal, produce clerk, 2 years; Steven Ayala, deli clerk, 16 years

(l-r): David-John Pang, seafood clerk, 1 year; Michael Cohen, seafood clerk, 35 years

(l-r): Carol Bartucci, floral manager, 26 years; Samuel Martin, assistant customer service manager, 1 year; Emma Burke, prepared foods manager, 19 years

(l-r): Tyler Dickerson, coffee clerk, 1 year; Maygan Arnuco, Starbucks lead, 10 years

(l-r): Shayne Brown, frozen foods clerk, 6 years; Maurice Pratt, assistant customer service manager, 17 years; Henry Vaughan, grocery clerk, 1 year; Philip Lindsey, grocery clerk, 4 years

(l-r): Krista Doherty, customer service manager, 27 years; Keyona Drayton, prepared foods clerk, 1 year; Brian Keough, assistant store director, 20 years

Store #539 • West Roxbury **75 Spring Street, West Roxbury, MA**

(l-r): Margaret Dargon, inventory control manager, 35 years; Carolyn Peck, florist, 28 years; Wilmar Ruiz, store director, 17 years

(l-r): James Perkins, deli manager, 33 years; Chris Hunt, seafood manager, 31 years; Cheryl Fundora, bakery manager, 27 years; Cheryl Shaw, la carte manager, 19 years

(l-r): Carolyn Peck, florist, 28 years; Richard Calman, produce clerk, 30 years; Carol Doherty, produce clerk, 23 years; Jason Acciardo, produce manager, 21 years

(l-r): Margaret O'Neill, PMC, 21 years; Allan Yiu, pharmacy manager, 16 years; Joel Long, assistant store director, 19 years

(l-r): Pamela O'Leary, receiver, 30 years; John Carr, grocery manager, 33 years; Amy Chan, bookkeeper, 27 years

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Store #547 • McGrath Highway

14 Mcgrath Highway, Somerville, MA

(l-r): William E. Allen, deli clerk, 18 years; Jeremy Nevers, La Carte manager, 10 years; Brad Plotnick, deli manager, 18 years

(l-r): Andrew McCoy, produce clerk, 5 years; Norma Aleman, produce clerk, 8 months; Michael Sullivan, produce manager, 37 years

(l-r): Brad Gifford, grocery clerk, 3 years; Mike Hurley, grocery manager, 34 years

(l-r): Paul Ferrazzani, seafood manager, 29 years; Pierre Menard, seafood clerk, 4 months

(l-r): Elaine Liu, bakery manager, 19 years; Shipra bakery clerk, 8 months

Store #551 • Belmont

535 Trapelo Road, Belmont, MA

(l-r): Shadia Moustafa, customer service rep, 32 years; Nikoll Topjanasi, bagger, 3 years; Rosa Tarabelsi, bookkeeper, 24 years

(l-r): Steve Pennellatore, deli manager, 33 years; Gayane Mnatsakanyan, prepared foods clerk, 15 years; Tony Edler, prepared foods clerk, 3 years

(l-r): Tim Lordan, seafood manager, 12 years; Donna Mullen, meat clerk, 24 years; Joe Merlino, meat clerk, 50 years

(l-r): Bob Parrella, assistant bakeshop manager, 29 years; Ana Ramirez, Starbucks lead, 6 years; Mihran Chaprazian, pharmacy clerk, 19 years

(l-r): Jim Arsenault, produce manager, 34 years; Cresencia Colletti, produce clerk, 20 years; Addison Raines, produce clerk, 46 years

(l-r): Steve Duran, store director, 32 years; Janet Cunningham, evening manager, 24 years; Jack Zani, assistant store director, 45 years

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Store #564 • Morrissey Boulevard

45 Morrissey Boulevard, Dorchester, MA

(l-r): Mary Butler, produce clerk, 32 years; Steve Keinja, assistant produce manager, 35 years; Robert Glaskin, produce manager, 32 years

(l-r): James Hughes, Starbucks lead, 17 years; Patty Lojko, floral manager, 25 years

(l-r): Dan O'Loughlin, grocery manager, 43 years; Michelle Rice, HR coordinator, 20 years; Dan Dwyer, inventory control manager, 20 years

(l-r): Ken Gingras, deli manager, 28 years; Diane Diorio, bakery manager, 30 years; Suzanne McCahill, La Carte manager, 19 years

(l-r): Myra M. Ferzoco, pharmacy manager, 12 years; Donna Regan, scan coordinator, 48 years; Neil C. Coutu, store director, 30 years

(l-r): Jodi Comford, customer service manager, 21 years; David Pilgrim, assistant store director, 7 years

Store #565 • Allston

1065 Commonwealth Avenue, Boston, MA

(l-r): Arthur Toner, grocery manager, 2 years; Margaret Kirchmeyer, grocery clerk, 16 years; Mike Mahoney, assistant grocery manager, 2 years

(l-r): Chanelle Sierra, customer service rep, 9 years; Mitchka Miller, service desk clerk, 3 years; Anna Hammersmith, customer service manager, 25 years

(l-r): Johnny Soohoo, produce clerk, 19 years; Dave Haley, produce clerk, 23 years; Joseph Labutti, produce clerk, 5 years

(l-r): Marvin Hernandez, meat clerk, 5 years; Kristen Tucker, customer service rep/key holder, 2 years; Ben Gilbert, seafood clerk, 1 year

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Store #567 • MIT **20 Sidney Street, Cambridge, MA**

(l-r): David Bresnahan, assistant store manager, 32 years; John D'Alleva, store manager, 25 years

(l-r): Benjamin Bramble, assistant grocery manager, 42 years; Younes Merzouk, dairy clerk, 16 years; Voltaire Brice, grocery clerk, 5 years

(l-r): John J. Ternullo, checkout manager, 15 years; Melvina Alagic, bookkeeper, 7 years; Meseret Yesuf, customer service rep, 10 years

(l-r): Karen Werra, deli clerk, 19 years; William Del Sesto, deli/seafood manager, 9 years

(l-r): Rachida Sabir, grocery clerk, 2 years; Elmedin Dzindo, grocery manager, 15 years

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Store #583 • Prudential

53 Huntington Avenue, Boston, MA

(l-r): Matthew Owens, store director, 27 years; William Burke, liquor director, 14 years; Phil Gandolfo, grocery clerk, 21 years

(l-r): David Solemina, La Carte, manager, 19 years; Caitlyn Kingsbury, La Carte clerk, 13 years; Evelyn Amedoadzi, La Carte clerk, 11 years; Matthew Owens, store director, 27 years

(l-r): Matthew Owens, store director, 27 years; Cynthia Briggs, floral manager, 32 years

(l-r): Darryl White, deli clerk, 16 years; Matthew Owens, store director, 27 years; Joseph Corriveau, deli manager, 28 years

Store #586 • Dorchester Berger

4 River Street, Dorchester, MA

(l-r): Steve Codrington, deli clerk, 2 years; Bob Long, deli manager, 20 years; Christina Cromwell, deli clerk, 1 year

(l-r): Alison Devincent, floral manager, 10 years; Michelle Rice, personnel coordinator, 20 years

(l-r): Hassan Elbergui, La Carte clerk, 17 years; Ronella McCoy, La Carte clerk, 8 years; Shareef Smith, La Carte manager, 12 years

(l-r): Robert Mitchell, meat manager, 2 years; Jeff Decosta, meat cutter, 30 years

(l-r): Michelle Rice, personnel coordinator, 20 years; Michelle Reeco, assistant customer service manager, 25 years; Michelle Mendez, customer service manager, 19 years

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Store #571 • Gloucester

7 Railroad Avenue, Gloucester, MA

(l-r): Ciera Chandler, deli clerk, 1 year; John Owens, meat manager, 16 years; Nathan Green, grocery clerk, 2 years

(l-r): Kelly Guyer, bakery clerk, 8 years; Caleb Perry, cashier, 1 year; Kara Denis, cashier, 1 year

(l-r): Meghan Bradley, service desk clerk, 18 years; Michelle Rowe, produce clerk, 4 years; Rosario Dimauro, produce manager, 20 years

(l-r): Raul Amero, grocery clerk, 1 year; John Castellucci, grocery clerk, 11 years; Elsie Twitchell, bakery manager, 15 years

Store #572 • Ipswich

146 High Street, Ipswich, MA

(l-r): Donny Burnham, produce manager, 2 years; Justin McInearney, produce clerk, 1 year

(l-r): Donna McCormick, cashier, 33 years; Moriah Johnson, customer service rep, 2 years; Pat Penta, grocery clerk, 1 year

(l-r): Pat Penta, grocery clerk, 1 year; Justin McInearney, produce clerk, 1 year

(l-r): Jeannine Ross, bakery clerk, 2 years; Alice Doosey, bakery clerk, 2 years; Mary Ellen Krohner, bakery clerk, 8 years

(l-r): Patti Ford, seafood clerk, 34 years; Jason Taddeo, store director, 22 years

Store #574 • Marshfield **1 Snow Road, Marshfield, MA**

(l-r): Bonnie Reekie, assistant customer service manager, 24 years; Mario Massa, customer service manager, 36 years; Joanne Drew, service desk manager, 33 years; Allison Collins, customer service representative, 3 years

(l-r): Peter Furtado, grocery manager, 23 years; Kyle Lindahl, grocery clerk, 2 years; Jim Robbins, dairy clerk, 4 years; Mario Lamarre, assistant grocery manager, 32 years

(l-r): Pat Curtin, produce clerk, 3 years; Justin Shoenthaler produce clerk, 3 years; James Bland, produce clerk, 2 years; Doug Webber, produce clerk, 6 months; Tony Capozzi, produce clerk, 20 years

(l-r): Jean Graf, deli clerk, 12 years; Bailey Snow, seafood clerk, 3 years; Frieda Chan, LaCarte clerk, 5 years; John Bryerton, meat apprentice, 14 years; Rob Savino, meat manager, 14 years; Joe Price, meat clerk, 3 years

(l-r): Frank Fazzina, seafood manager, 23 years; Mark Hunchard, deli manager, 36 years; Jane Dudley, LaCarte clerk, 2 months; Jack Lynch, deli clerk, 14 years; Dave Dirksmeier, deli clerk, 6 months

(l-r): Linda Geddes, customer service representative, 13 years; Jim Costello, cashier, 19 years; Valerie Martin, bagger, 15 years; Pam Conway, cashier, 15 years; Bonnie Reekie, assistant customer service manager, 24 years]

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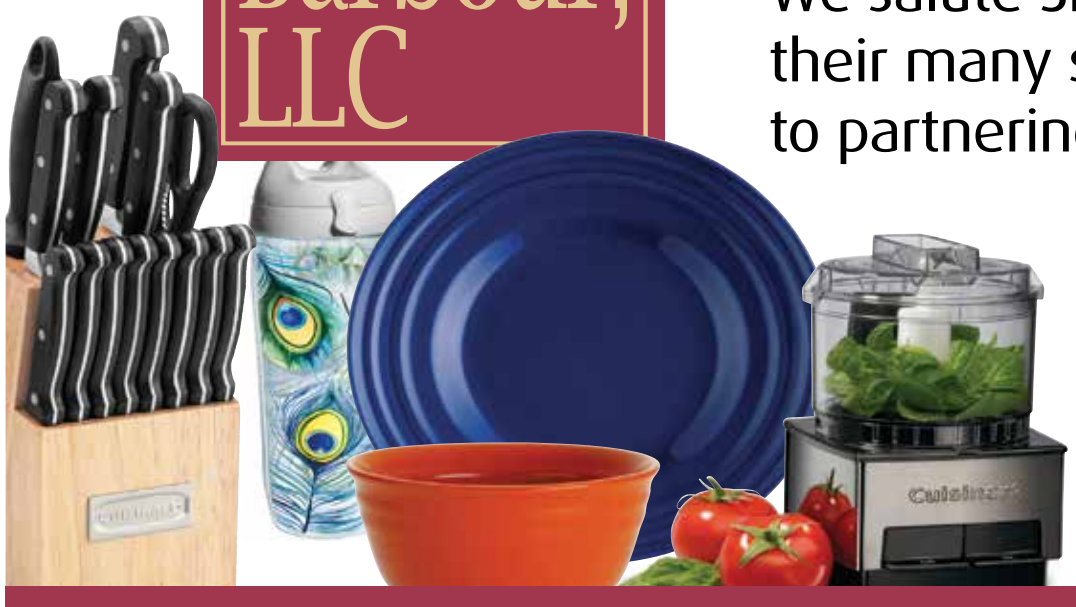

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Store #575 • Hyannis

625 West Main Street, Hyannis, MA

(l-r): Kip Archambeau, assistant grocery manager, 30 years; Ivaylo Iliev, grocery clerk, 1 year; Sky Tianzheng Zhou, grocery clerk, 1 year; Mike Menard, HBC clerk, 2 years; Antonio Atanasov, grocery clerk, 1 year

(l-r): Maria Moshenets, deli clerk, 1 year; Bob Wright, deli clerk, 1 year; Eleonara Popova, deli clerk, 1 year

(l-r): Anastasia Potopova, produce clerk, 1 year; Des Chorbadzhieva, produce clerk, 1 year; Joanne Grace, produce clerk, 1 year

(l-r): Chrissy Crocker, cashier, 2 years; Josh Edelson, bagger, 9 years; Odane Palmer, cashier, 2 years; Nick McKean, cashier, 1 year

Store #576 • Harwich

18 Sisson Road, Harwich, MA

(l-r): Karena Booth, assistant customer service manager, 18 years; Daphney Doherty, bookkeeper, 34 years; Dianne Coffin, customer service rep, 32 years

(l-r): Mike Rivera, meat cutter, 10 years; Larry Hawes, meat department manager, 38 years; Louis Caruso, produce clerk, 40 years; Dave Baker, seafood manager, 15 years

(l-r): Melissa Chase, deli clerk, 7 years; Ellen Thayer, assistant deli manager, 21 years; Anne Dutra, deli manager, 44 years

(l-r): Cassidy Cofran, assistant store director, 13 years; Bonnie Hutchinson, floral manager, 13 years; Richie Murdock, dairy clerk, 34 years; Peter Marks, assistant grocery manager, 9 years

Store #579 • Hyannis Mall **1070 Iyannough Road, Hyannis, MA**

(l-r): Colby Nelson, deli clerk, 5 months; Ana Petranjeskovic, seafood clerk, 2 months

(l-r): Sonya Hall, grocery clerk, 2 months; Gintautas Petkus, produce clerk, 1 month; Danielle Allen, grocery clerk, 2 months

(l-r): Ann Buffington, cashier, 32 years; Ashlee Mowatt, cashier, 2 months

(l-r): Alexandr Pogoretchi, grocery clerk, 2 months; Bob Towns, assistant grocery manager, 22 years

Store #582 • South Yarmouth **1108 State Road, South Yarmouth, MA**

(l-r): Risto Irakoski, produce clerk, 1 year; Jo Anne Dagenais, produce clerk, 2 years; Matt Gonsalves, produce manager, 27 years; Frank Opute, produce clerk, 1 year

(l-r): Dyesebel Stinnett, customer service representative, 8 years; Shelly Mendez, customer service representative, 7 years; Sam Almonte, bookkeeper, 5 years

(l-r): Eugene White, deli clerk, 19 years; Mary Monahan, deli manager, 11 years; Nat Benedetto, LaCarte clerk, 10 years

(l-r): Lee Gek, bakery clerk, 8 years; Oleksandra Zobina, bakery clerk, 1 year; Isabelita Webb, bakery manager, 18 years; Haroldo Coelho, bakery clerk, 9 years

Store #584 • East Falmouth

137 Tea Ticket Highway, East Falmouth, MA

(l-r): Chris Lynch, cashier, 1 year; Megan Miner, front end manager, 20 years; Brandi Peake, cashier, 5 months

(l-r): Jerry Liberfarb, produce clerk, 9 years; Dennis Sullivan, produce clerk, 2 years; Pavle Pajevic, produce clerk, 3 months

(l-r): Nikola Cvrkotic, deli clerk, 3 months; Manny Pineiro, assistant deli manager, 1 year; Danielle Morrison, assistant deli manager, 2 years

(l-r): Dan Berry, evening manager, 17 years; Megan Miner, front end manager, 20 years; Pavel Benderschi, carry out clerk, 3 months; Nadezhda Yankulska, cashier, 3 months; Yi Luo, cashier, 3 months

Store #588 • Orleans

9 West Road, Orleans, MA

(l-r): Spencer Evans, cashier, 2 years; Michele Tortora, cashier, 5 years; Jeffrey Kelly, cashier, 5 years

(l-r): Merilyn Pajunar, grocery clerk, 8 years; Kirby Long, grocery clerk, 5 years

(l-r): Gina Gogos, cashier, 9 years; Steve Shervanian, grocery clerk, 3 months

(l-r): Robin Hovey, seafood manager, 8 years; Richard Bibeault, bakery manager, 15 years

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Store #464 • North Windham

770 Roosevelt Trail, North Windham, ME

(l-r): Casey Melanson, customer service manager, 25 years; Meliah Leighton, assistant customer service manager, 9 years; Brenda Robinson, customer service representative, 27 years; Patty Johnson, bookkeeper, 30 years; Scott Higgins, carryout clerk, 6 months

(l-r): Marty Connolly, inventory control manager, 30 years; Kevin Ramsey, grocery manager, 26 years; Josh Burns, grocery clerk, 5 years; Justine Down, dairy clerk, 13 years; Jordan Gazzeloni, grocery clerk, 1 year

(l-r): Andrew Wykes, meat cutter, 6 years; Dan Harling, assistant meat manager, 35 years; Reggie Day, meat manager, 20 years; Jessie Ring, meat clerk, 2 years

(l-r): Walter Wasson, produce clerk, 32 years; Matt Reed, assistant produce manager, 14 years; Tom Hill, produce clerk, 5 years; Cory Boire, produce manager, 9 years

(l-r): Stasha Majeroni, deli clerk, 1 year; Shelly Grant, LaCarte clerk, 30 years; Janelle Down, deli clerk, 29 years; Chelsea Spurling, deli manager, 9 years; Michelle Gleason, deli clerk, 6 years

(l-r): Bernie Cole, floral clerk, 13 years; Denise Boissonneault, bakery manager, 20 years; Diane Strumph, bakery clerk, 14 years

Store #467 • Northgate

Northgate Shopping Center, Portland, ME

(l-r): Deb Johnson, deli clerk, 17 years; Bob McCallum, seafood manager, 41 years; Christina Richard, LaCarte manager, 18 years

(l-r): Bradford Saucier, grocery manager, 19 years; Sue Dimatteo, PMC, 33 years; Andrew Joy, dairy clerk, 34 years

(l-r): Ray Arsenault, cake decorator, 16 years; Kurt Spear, bakery clerk, 34 years; Matt Winson, assistant bakery manager, 27 years

(l-r): Mindie Galvin, assistant checkout manager, 35 years; Brad Saucier, grocery manager, 17 years; Bill Reeve, produce clerk, 9 years

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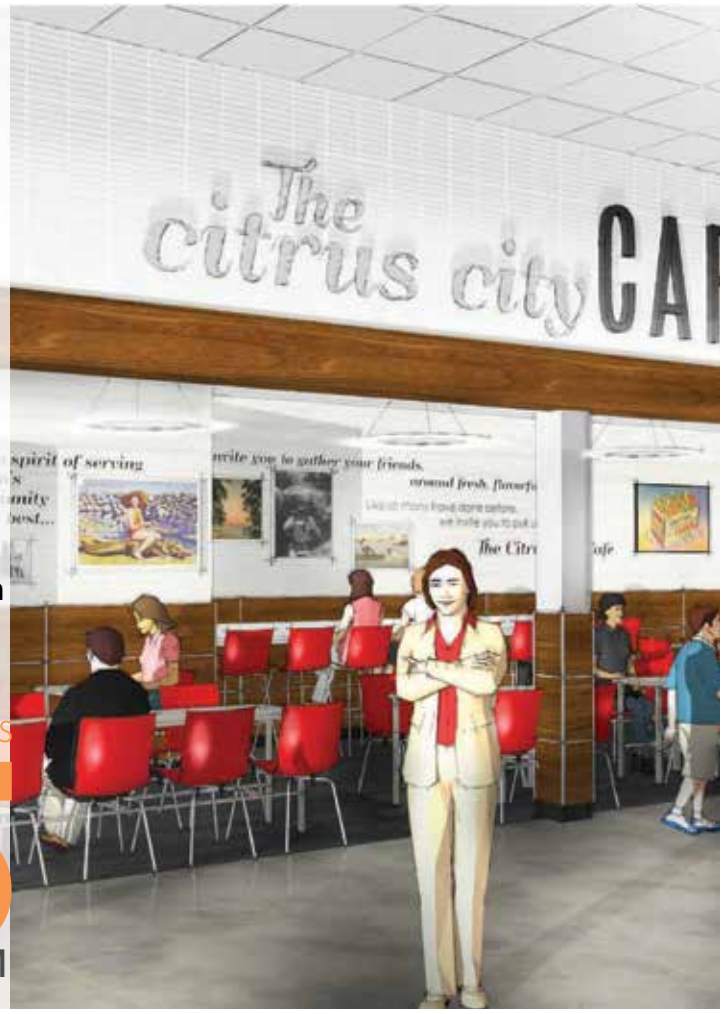

Store #469 • Westgate — **Westgate Shopping Center, Portland, ME**

(l-r): Joanne Fecteau, dairy clerk, 29 years; Peter Papi, inventory control manager, 36 years; Trinity Driscoll, grocery manager, 5 years

(l-r): Larry Pang, deli clerk, 3 months; Hope Correia, deli clerk, 1 year; Cody Reynolds, LaCarte clerk, 2 years

(l-r): Chris Cook, baker, 37 years; Dawn Axelson, bakery clerk, 12 years; Gail Martin, bakery manager, 27 years

(l-r): Samantha Ocasio, cashier, 6 months; Jackie Thompson, night closer, 27 years; Deb Gagne, customer service manager, 30 years

Store #471 • Millcreek — **180 Waterman Drive, South Portland, ME**

(l-r): Craig Huelen, assistant produce manager, 3 years; Derek Eichman, assistant customer service manager, 10 years; Ryan Audie, bakery manager, 20 years; Rick Clark, store manager, 42 years; Jim Costa, assistant store manager, 37 years; Denise Normand, grocery manager, 30 years; Larry Crawford, grocery manager, 29 years; Diana Gokey, floral clerk, 28 years; Bruce Hunt, seafood manager, 5 years

(standing l-r) – Brad Spencer, produce manager, 7 years; Joseph Robinson, cut fruit and vegetable clerk, 6 years; Craig Huelen, assistant produce manager, 3 years; (kneeling l-r) – Roch Angers, wet rack clerk, 32 years; Tom King, cut fruit and vegetable clerk, 1 year

(l-r): Brian Davis, assistant deli manager, 19 years; Shameeka Gionest, deli manager, 16 years; Bruce Hunt (front), seafood manager, 5 years

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Store #473 • Westbrook

31 Main Street, Westbrook, ME

(l-r): Zach Hardy, customer service representative, 4 years; Sogend Misaghian, cashier, 1 year; Lisa Arsenault, customer service representative, 3 years; Heather Penney, cashier, 1 year; Dawn Kelley, customer service manager, 27 years

(l-r): Amger Lee, meat clerk, 1 year; Thomas Harrington, meat clerk, 1 year; Steve Harris, meat manager, 30 years; Mike Kennedy, grocery manager, 27 years; Pam Coffin, seafood manager, 23 years

(l-r): Steve Caiazzo, produce clerk, 10 years; Dennis Cach, produce clerk, 1 year; Jason Ryan, produce manager, 15 years

(l-r): Sue Grant, deli manager, 33 years; Alexis Wentworth, deli clerk, 1 year; Allyson Webber, deli clerk, 1 year; Assa Niyongabo, LaCarte clerk, 1 year

Store #475 • Scarborough

417 Payne Road, Scarborough, ME

(l-r): Andrew Gray, pharmacist, 3 years; Breanna Curran, pharmacy manager, 7 years

(l-r): Aaron Sires, cashier, 1 year; Theresa Luga, cashier, 18 years; Nicole Dipietro, cashier, 2 years; Rebecca Hooper, assistant customer service manager, 2 years

(l-r): Nicole Dipietro, cashier, 2 years; Robert Pendelton, cashier, 3 years; Rachel Fitzgerald, customer service manager, 36 years

(l-r): Robert Jackson, deli clerk, 35 years; Barbara Poitras, seafood manager, 31 years; Donna Jones, deli clerk, 3 years

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SVP Business Development,
Shopper Marketing
joeschembri@iheartmedia.com
Mobile: 415-515-7628

Store #476 • Rockland

235 Camden Street, Rockland, ME

(l-r): Anthony Boylan, produce clerk, 1 year; Jasmine Taylor, produce clerk, 1 year; Rick Madore, produce manager, 38 years

(l-r): Elizabeth Brown, inventory control manager, 6 years; Charlie Taylor, grocery clerk, 22 years; Dave Flagg, dairy clerk, 29 years

(l-r): Chloe Roy, bakery manager, 10 years; Skip Reed, bakery clerk, 28 years; Steven Silva, store director, 30 years

(l-r): Ashley Hallett, service desk clerk, 15 years; Amanda Dearborn, assistant checkout manager, 18 years; Linda Carter, PTC, 27 years; Doris Elwell, checkout clerk, 10 years

Store #480 • Auburn

600 Center Street, Auburn, ME

(l-r): Mariah Carroll, deli clerk, 2 years; Donna Hopkins, deli clerk, 2 years

(l-r): Stephanie Bellemore, bakery manager, 19 years; Nikki Harrington, cashier, 5 years; Jen Hawley, evening manager, 26 years

(l-r): Keegan Kane, produce clerk, 4 years; Dustin Poirier, produce clerk, 4 years

(l-r): Quincy Quirrion, deli clerk, 3 months; Dallas Parker, seafood clerk, 2 years

(l-r): Cam Brochu, cashier, 1 year; Joan Lufkin, assistant customer service manager, 31 years; Christine Belanger, customer service representative/ service desk clerk, 2 years

(l-r): Ryan Gosselin, meat apprentice, 1 year; Bob Martel, meat cutter, 28 years

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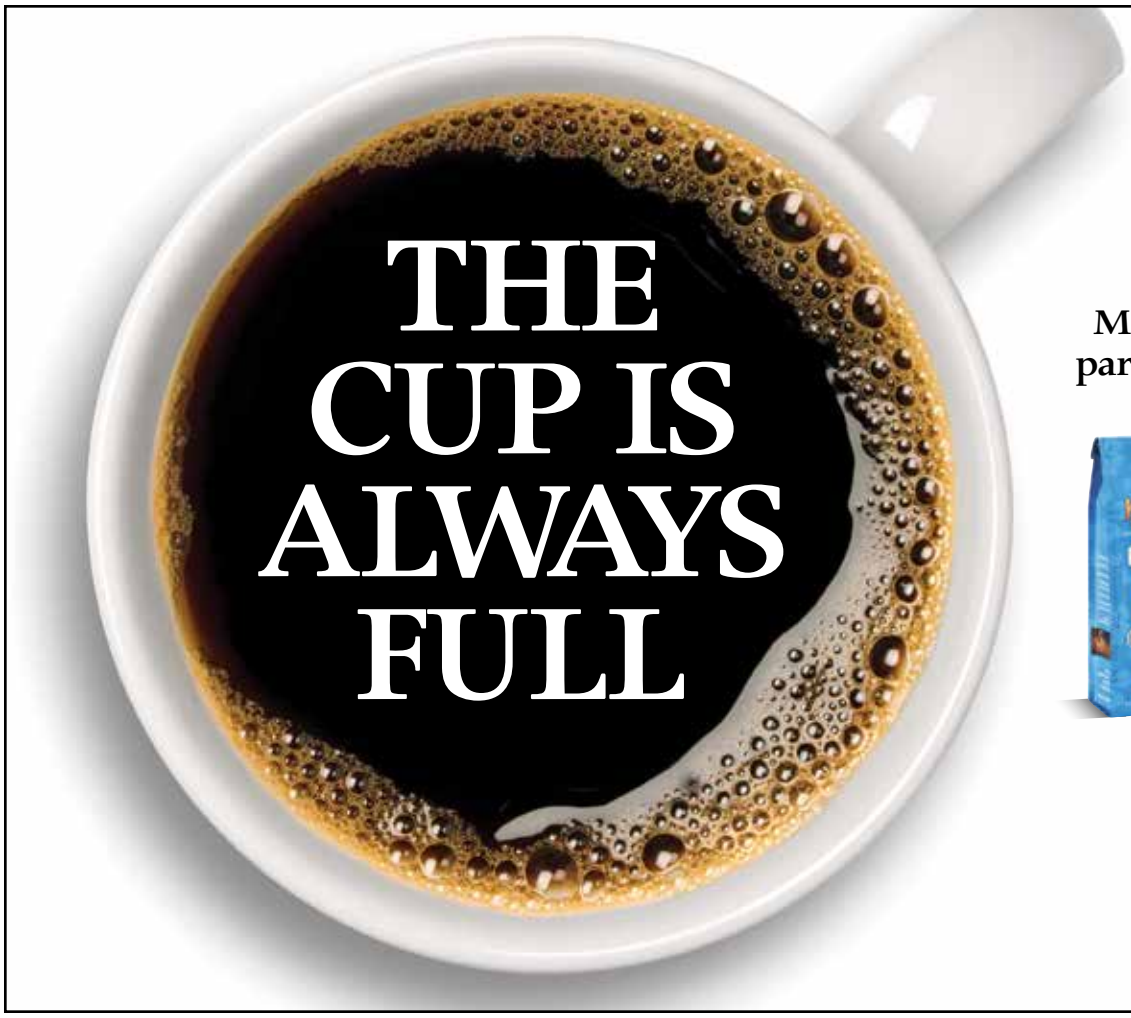

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Store #481 • Waterville

251 Kennedy Memorial Drive, Waterville, ME

(l-r): Lee Cunningham, deli manager, 34 years; Amanda Garboski, deli clerk, 1 year; Casey Archer, deli clerk, 2 years

(l-r): Nathaniel Thomas, bakery/produce clerk, 2 years; Keith Fletcher, assistant bakery manager, 3 years

(l-r): Joe Violette, assistant meat manager, 26 years; Tyler Pellerin, meat clerk, 3 years

(l-r): Dan Sweet, assistant grocery manager, 16 years; Jesse Beaulieu, grocery manager, 2 years

(l-r): Sandy Wentworth, produce clerk, 13 years; Cassidy Webster, produce clerk, 3 years; Dustin Paine, assistant produce manager, 12 years; Mike Caron, produce manager, 30 years

Eleanor Kelly, seafood manager, 27 years

Store #482 • Augusta

150 Western Avenue, Augusta, ME

Vicki Roderigue, bakery manager, 21 years

Chris Stevens, produce manager, 21 years

Marie Cote, floral manager, 28 years

(l-r): Carol Noel, customer service manager, 29 years; Lisa Lipinski, customer service rep/cashier, 33 years

(l-r): Shaun a Exner, deli manager, 10 years; George Kroll, deli clerk, 6 months; Amy Taylor, deli clerk, 2 years

(l-r): Arthur Morrissette, meat manager, 27 years; Sean Cavanaugh, meat cutter, 3 years; Mike Potter, assistant meat manager, 16 years

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Store #483 • Bath **1 Chandler Drive, Bath, ME**

(l-r): Bob Evans, grocery clerk, 4 years; Gavin Spellman, grocery clerk, 7 years; Pat McManis, inventory control manager/SRO clerk, 38 years

(l-r): Joe Derienzo, assistant produce manager, 13 years; Matt Flaherty, produce clerk, 2 years; John Robassa, produce manager, 28 years

(l-r): Wayne St. Germain, receiver/grocery clerk, 2 months; Patty Aube, receiver/grocery clerk, 27 years

(l-r): Carl Madsen, seafood manager, 31 years; Gary Howard, assistant store director, 35 years; Leisa O'Clair, customer service manager, 29 years

Store #487 • Saco **4 Scammon Street, Saco, ME**

(l-r): Bethany Lanoix, evening manager, 5 years; Sheila Dunphe, floral manager, 35 years; Penny Reny, customer service manager, 36 years

(l-r): Roxane Duranceau, bakery manager, 30 years; Carol Thibodeau, HBC clerk, 12 years; Tina Gardner, bakery clerk, 3 years

(l-r): Kevin Flemming, produce manager, 35 years; Kiki Headen, salad bar clerk, 4 years; Tyler Bissonette, produce clerk, 5 years; Chris Cote, produce clerk, 1 year; Lexi White, cut fruit and vegetable clerk, 1 year

(l-r): Betty Liberty, deli clerk, 19 years; Lisa Andrews, seafood manager, 11 years; Pricilla Matteau, La Carte clerk, 14 years

(l-r): Peter Griffin, pharmacy manager, 12 years; Faith Richard, pharmacy technician, 27 years; Brittany Watt, pharmacy technician, 1 year; Luke Santoro, staff pharmacist, 19 years

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Store #488 • Bangor Main Street

353 Main Street, Bangor, ME

(l-r): Paul McCormick, checkout clerk, 19 years; Steve Spencer, store director, 30 years; Bryan Pike, meat manager, 16 years

(l-r): Pat Ryder, receiver, 30 years; Jennifer Simpson, customer service manager, 31 years; Wayne Adams, grocery manager, 25 years

(l-r): Matt Dorbecker, LaCarte clerk, 2 years; Nichole Flemings, deli manager, 17 years; Brandon Gilman, produce manager, 15 years

(l-r): Karen Tate, bakery manager, 30 years; Josh Brissette-Hatch, seafood manager, 16 years

Store #490 • Ellsworth

175 High Street, Ellsworth, ME

(l-r): Kevin Higgins, assistant meat manager, 29 years; Howard Gordon, journeyman meat cutter, 30 years

(l-r): Heather Frost, LaCarte associate, 16 years; Pat Clement, seafood manager, 14 years; Kristen Anderson, deli associate, 5 years

(l-r): Grace Albee, customer service associate, 3 years; Kyndle Brown, cashier, 7 years

(l-r): Jenna Lane-Spratt, produce associate, 2 years; Mildren Mulhern, produce associate, 2 years

(l-r): Kristy Lawrence, bakery associate, 6 months; Heather Zerrien, bakery manager, 20 years; Ariel Burton, bakery associate, 3 years; Leanna Guthrie, bakery associate, 2 years

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Store #492 • Falmouth

251 Route 1, Falmouth, ME

(l-r): Ron Stubbs, LaCarte manager, 32 years; Diana Timmons, customer service manager, 35 years; Jane Miller, assistant customer service manager, 36 years; Sandy Dibiase, service desk associate, 34 years

(l-r): Dana Beem, receiver, 27 years; Mike Chiarantona, store director, 35 years; Rob Leighton, grocery manager, 25 years

(l-r): Sue Peterson, seafood/deli clerk, 14 years; Kim Dunton, seafood manager, 22 years; Bog Kurlanski, deli clerk, 5 years

(l-r): Greg Smith, produce clerk, 1 year; Sandy Cromwell, floral clerk, 30 years; Mitch Kosoff, produce clerk, 24 years

Store #493 • Lewiston

27 East Avenue, Lewiston, ME

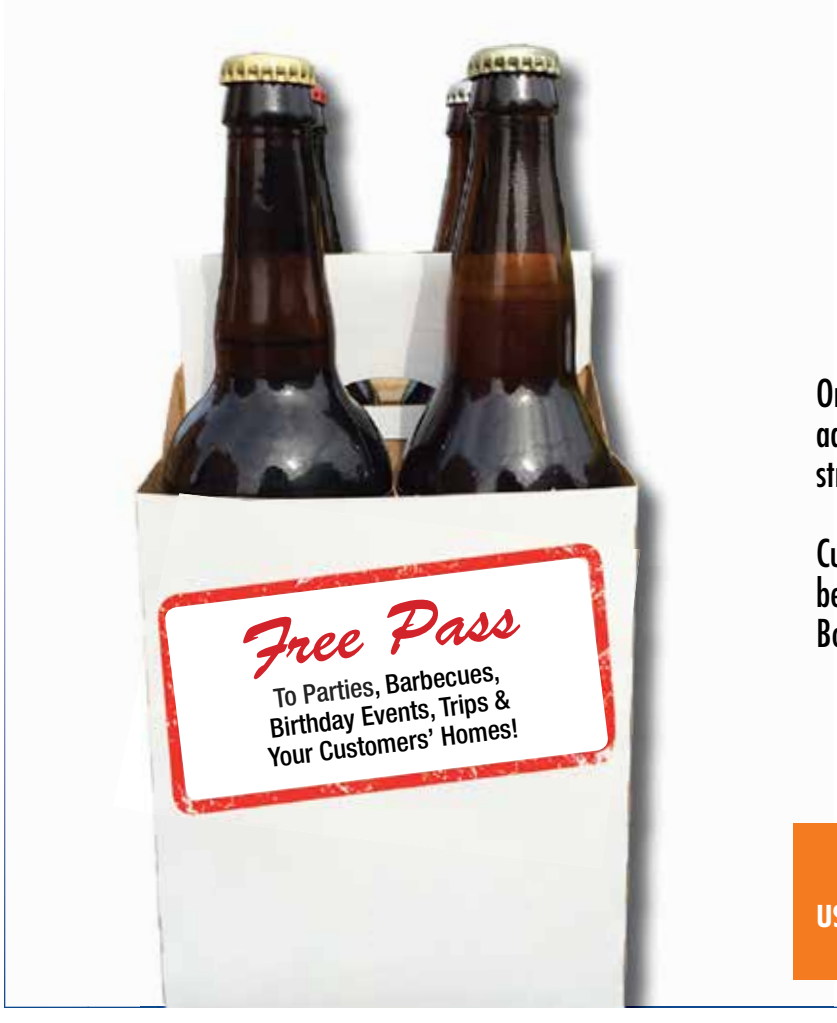
(l-r): Kyla Curtis, produce associate, 2 years; Dottie Levesque, produce associate, 13 years; Don Hebert, produce manager, 36 years; Greg Anderson, produce associate, 1 year

(l-r): Chad Boulet, seafood manager, 24 years; Kirk Maheux, seafood associate, 2 years

(l-r): Will Higgins, assistant deli manager, 2 years; Heather Cormier, deli associate, 3 years; Norm Therrien, deli associate, 29 years; Rick Nelson, deli manager, 27 years

(l-r): Ashley Brown, cashier, 1 year; Courtney Martel, cashier, 1 year; Stephanie Medrano, cashier, 1 year; Megan Vanover, cashier, 6 months; Linda Craige, customer service manager, 27 years; Missy Deschaines, cashier, 1 year

(l-r): Tony Labbee, bakery manager, 27 years; Sherry Angelides, bakery associate, 29 years; Natalia Atkins, bakery associate, 4 years



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Store #494 • Sanford

1364 Main Street, Sanford, ME

(l-r): Andrew Jeannette, produce manager, 5 years; Ryan Duncan, cut fruit and vegetable clerk, 5 years; Josh Moores, assistant produce manager, 7 years

(l-r): Danny Eveden, deli clerk, 6 months; Darlene McAllister-Munroe, deli clerk, 28 years; Simon Jeannette, deli manager, 16 years; Justin Robers, assistant deli manager, 4 years

(l-r): Lee Lassonde, inventory control manager, 31 years; Jason Kennedy, grocery manager, 15 years; Jim Bernier, grocery receiver, 28 years; Deb Lebel, grocery clerk, 39 years

(l-r): Amanda Kirk, assistant customer service manager, 17 years; Nick Martel, bagger, 10 years; Linda Cabana, cashier, 2 months; Nicole Legnard, customer service manager, 12 years

Store #495 • Freeport

200 Lower Main Street, Freeport, ME

(l-r): Michael Cloutier, assistant produce manager, 1 year; Nick Farrar, produce clerk, 9 years

(l-r): Lesa Andreasen, cashier, 6 months; Deb Faietta, floral clerk, 12 years; Melina Foss, cashier, 2 months

(l-r): Bernie Audet, bakery manager, 38 years; Debbie Polley, assistant bakery manager, 30 years

(l-r): Holly Broadbent, seafood manager, 19 years; Rickey Ouellete, meat manager, 19 years; Sarah McGinley, assistant deli manager, 7 years

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Store #496 • Wiscasset **670 Bath Road, Wiscasset, ME**

(l-r): Beth Whitney, produce clerk, 3 months; Heather Merrill, floral clerk, 2 years; Nicole Moore, produce clerk, 6 months

(l-r): Katie Lincoln, deli clerk, 1 year; Frances Guffey, deli clerk, 1 year; James Boothby, LaCarte clerk, 2 months; Jailee Grace, deli clerk, 2 years; Joanne Russell, assistant deli manager, 10 years; Sylvia Pelletier, bakery clerk, 30 years

(l-r): Laurie Bailey, dairy clerk, 2 years; Karen Cooper, grocery clerk, 2 years; Kyle Clay, inventory control clerk, 6 months

(l-r): Jeff Johnson, meat manager, 16 years; Vicki Mosier, produce clerk, 14 years; Adam Moore, meat cutter, 14 years; John Racine, store director, 30 years

Store #497 • Brunswick **147 Bath Road, Brunswick, ME**

(l-r): Annie Almasi, store director, 33 years; Jeff Diket, produce manager, 9 years; Pam Welch, deli manager, 25 years; Mike Craft, grocery manager, 16 years; Craig Robinson, assistant meat manager, 25 years

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Store #498 • Dover Foxcroft

1073 W. Main Street, Dover-Foxcroft, ME

(l-r): Steve Clark, grocery clerk, 9 years; Becca Strout, floral clerk, 2 years; Gregg Hallee, meat cutter, 30 years

Chris Ouellette, dairy clerk, 20 years

(l-r): Dean Bowden, grocery manager, 24 years; Jessica Watson, produce manager, 14 years; Steve Hope, grocery clerk, 31 years

(l-r): Janice Crump, customer service manager, 31 years; Morris Towle, inventory control manager, 31 years

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Store #311 • Peterborough — **135 Dublin Road, Peterborough, NH**

(l-r): Trish Van Horn, deli clerk, 6 months; Kim Cole, deli clerk, 2 years; Frank Roggenkamp, seafood clerk, 4 years

(l-r): Evan Borque, produce clerk, 6 months; Hannah Dooley, bakery clerk, 1 year; Kathy Robichaud, bakery manager, 28 years

(l-r): Eli Rajaniemi, grocery manager, 7 years; Tammy Anderson, seafood manager, 6 years; Jesse Russell, produce manager, 14 years

(l-r): Carolyn Clark, produce/floral clerk, 6 years; Luke Wiggin, receiver, 14 years

Store #321 • Windham — **43 Indian Rock Road, Windham, NH**

(l-r): Arthur Comeau, grocery manager, 9 years; Lorie Bolduc, bakery manager, 22 years; Renee Fowler, bakery clerk, 14 years

(l-r): Brenda Griffin, produce clerk, 10 years; Deb Duvall, produce clerk, 6 years; Tom Vallante, assistant produce manager, 5 years

(l-r): Jodi Savoia, grocery clerk, 26 years; Ken Cayer, grocery clerk, 14 years; Cheryl Batier, grocery receiver, 25 years

(l-r): Paulina Lussier, pharmacy manager, 8 years; Cheryl Dompierre, pharmacy technician, 28 years; Yogi Kodumuru, pharmacist, 3 years

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Store #342 • Dover

851 Central Avenue, Dover, NH

(l-r): Bonnie Ward, assistant customer service manager, 29 years; Penny Power, HR coordinator, 38 years; Kayla Viel, bakery/checkout clerk, 1 year

(l-r): Courtney Demeritt, service desk clerk, 17 years; Jesse Aumann, service desk/checkout clerk, 2 years; Linda Elliott-Casey, deli manager, 18 years

(l-r): Christine Wirtanen, assistant bakery manager, 29 years; Sarah Woodbury, bakery clerk, 8 months; Deb Huff, customer service rep, 31 years

Store #344 • Portsmouth Woodbury Avenue

1600 Woodbury Avenue, Portsmouth, NH

(l-r): Cathy Vanasse, bakery clerk, 32 years; Ed Ashton, grocery clerk, 28 years; Judy Santos, bakery manager, 28 years; Kim Griffin, bakery clerk, 4 months

(l-r): Scott Wood, grocery manager, 15 years; Bob Hughes, inventory control manager, 31 years; Tom Cusack, meat cutter, 28 years; Mike Cooper, meat manager, 27 years

(l-r): Shelly Frank, assistant customer service manager, 32 years; Sue Boch, customer service rep, 15 years; Christine Goodwin, cashier, 15 years

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Store #348 • Derry **55 Crystal Avenue, Derry, NH**

(l-r): Jess Martino, customer service manager, 13 years; Kara Defranesco, customer service rep, 19 years; Judith Coates, customer service rep, 26 years

(l-r): Neil Taylor, produce clerk, 25 years; Jackie Boudreau, bakery clerk, 14 years; John Fleming, store manager, 33 years; Dave Perrault, receiver, 33 years

(l-r): Angie Lopez, cashier, 7 months; Matt Miloro, cashier, 7 months; Tammy Lade, cashier, 3 years

Store #349 • Londonderry **Rt 102, Londonderry, NH**

(l-r): Chris Deveny, assistant produce manager, 9 years; Steve Taylor, assistant store director, 38 years; Jesse Komenda, produce clerk, 9 years

(l-r): Chris Roy, customer service manager, 23 years; Wade Bergeron, deli manager, 13 years; Deb Wageling, grocery clerk, 29 years

(l-r): Kelly French, produce clerk, 26 years; Carol Carpenter, seafood clerk, 12 years; Stephanie Blood, assistant deli manager, 9 years

(l-r): Lynne Paquin, service desk clerk, 25 years; Ray Quessey, meat cutter,35 years; Kathi Capman, inventory control manager, 26 years

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Store #351 • Hooksett

1328 Hooksett Road, Hooksett, NH

(l-r): Heidi Dahood, cake decorator, 19 years; Joe Walton, assistant store director, 35 years; Melissa Towle, bakery manager, 11 years

(l-r): Don Wright, assistant grocery manager, 2 months; Amy Bouchard, inventory control manager, 17 years; Keri Patsfield, personnel coordinator, 11 years; Pat Gaudette, grocery clerk, 3 years

(l-r): Dale Baramore, bakery clerk, 2 years; Lauren Bouchard, produce clerk, 3 years; TJ McNeil, deli clerk, 2 years

(l-r): Lori Petto, assistant customer service manager, 30 years; Kaitlyn Dauphine, checkout associate, 9 years; Alicia Watt, bookkeeper, 13 years

(l-r): Logan Tomasetti, produce clerk, 1 year; Ryan Grimes, produce manager, 15 years; Katie Clough, produce clerk, 2 years

(l-r): Judy Hyde, checkout associate, 15 years; Lee Letendre, customer service manager, 33 years; Mary Bulger, bookkeeper, 16 years

Store #354 • Concord Fort Eddy Road

20 Fort Eddy Road, Concord, NH

Bob Daigle, produce manager, 23 years

(l-r): Jason Murphy, assistant store director, 14 years; Tyler Coman, store director, 24 years

(l-r): Malinda Laflamme, customer service manager, 27 years; Brittany Saunders, cashier, 2 years

(l-r): Robin Kirk, deli manager, 31 years; Terry Mann, meat manager, 8 years

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Store #356 • Laconia

96 Daniel Webster Highway, Belmont, NH

(l-r): Kevin Gerry, grocery manager, 26 years; Colleen Benavides, store director, 26 years; Cathy Laplante, customer service manager, 27 years; Ralph Fecteau, meat manager, 28 years; Karen Bishop, deli manager, 16 years

(l-r): Sue Hayes, baker, 2 years; Nicole Bettcher, bakery manager, 13 years; Rob Femenella, inventory control manager, 28 years; Rhonda Hall, florist, 30 years; Sue Theroux, customer service representative, 24 years

(l-r): Christina Callaghan, deli clerk, 10 years; Dorian Marchand, produce manager, 10 years; Taega Ainsworth, deli clerk, 2 years; Brian Engelsen, deli clerk, 6 months; Tim Chabot, assistant store director, 24 years

(l-r): Harry Marsh, produce clerk, 6 years; Michael Fletcher, produce clerk, 1 year; Jeff Douville, bookkeeper, 27 years; Siera Beaupre, assistant customer service manager, 10 years

(l-r): Chris Connors, bagger, 3 years; Brenda Hunt, cashier, 12 years; Mark Daughen, assistant meat manager, 15 years; Winnifred Claridge, produce clerk, 26 years; Bryan Cannon, meat cutter, 3 years

(l-r): Rodney Dow, crew leader, 20 years; Sara Levasseur, HHB clerk, 23 years; Kevin Bill, assistant grocery manager, 25 years; Ron Memmolo, grocery clerk, 4 years

Store #358 • Milford NH

586 Nashua Street, Milford, NH

(l-r): Jared Cassily, grocery manager, 15 years; Janice Fidler, assistant customer service manager, 19 years; Alex Lamontagne, produce manager, 8 years

(l-r): Kim Duball, personnel coordinator, 28 years; Deb Masker, customer service manager, 34 years; Cassie Cook, bookkeeper, 8 years

(l-r): Rob Cipolla, assistant meat manager, 12 years; Gina Willson, deli clerk, 6 years; Brenda McVeigh, assistant produce manager, 34 years

(l-r): Sue Browning, bakery clerk, 25 years; Karen Goodine, LaCarte clerk, 6 years; Matt Fader, LaCarte clerk, 2 years

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Store #372 • Littleton

625 Meadow Street, Littleton, NH

(l-r): Lori Barton, bakery clerk, 16 years; Merrideth Bartoletta, bakery clerk, 2 years

(l-r): Janet Potter, seafood manager, 13 years; Cathy Corliss, produce manager, 15 years; Eileen Dupont, deli clerk, 12 years.

(l-r): Christine Haile, customer service manager, 10 years; MegAnne Blodgett, customer service representative, 1 year; Sarah Davis, assistant customer service director, 10 years; Patricia Bilodeau, cashier, 13 years

(l-r): Kerri Knox, pharmacist, 9 years; Neil Clarke, pharmacist, 15 years; Lindsay Tucker, pharmacy technician, 10 years

Store #373 • Gilford

1400 Lakeshore Drive, Gilford, NH

(l-r): Magdalena Roeder, deli clerk, 27 years; Jackie Shea, deli manager, 15 years; Sean Sullivan, evening manager, 10 years

(l-r): Shawn Daley, assistant grocery manager, 26 years; Michelle Beaudry, store director, 27 years; John Milmore, grocery manager, 16 years

(l-r): Walter Virgil, seafood clerk, 26 years; Sandra Gelinas, deli clerk, 25 years; Gale Cullen, bakery clerk, 29 years

(l-r): Nancy Groleau, customer service representative, 7 years; Matt Falcinelli, assistant checkout manager, 9 years; Robin Chase, customer service representative, 13 years

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Store #374 • North Conway

1150 Eastman Road, Center Conway, NH

(l-r): Tom Kelley, produce clerk, 38 years; Brenda Olivier, inventory control manager, 36 years; Theresa Prouty, bookkeeper, 33 years; Lynn Deschambeault, bakery clerk, 30 years; Sonya Sheaff, cashier, 36 years

Store #376 • North Merrimack

570 Daniel Webster Hwy., Merrimack, NH

(l-r): Karen Fothergill, cashier, 27 years; Gigi Cray, customer service rep, 10 years; Donna Hoyle, bookkeeper, 11 years

(l-r): Peter Golembiowski, store director, 37 years; Justin Krammes, meat cutter, 10 years; Jason Bavaro, SRO clerk, 27 years; Adam Senechal, meat/seafood clerk, 4 years

(l-r): Shirley Kulik, seafood manager, 31 years; David Sherman, meat manager, 9 years; Kim Desorsiers, deli manager, 5 years; Justin Krammes, meat cutter, 10 years

(l-r): Deb Pucci, bakery manager, 9 years; Mike Cusack, assistant customer service manager, 16 years; Karen Burke, pharmacy manager, 13 years

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Store #379 • Plaistow

4 Plaistow Road, Plaistow, NH

(l-r): Dennis Silva, meat manager, 20 years; James Fulton, meat apprentice, 1 year; Fred Costa, seafood manager, 23 years; Ron March, assistant meat manager, 10 years

(l-r):Chris Stowers, produce manager, 18 years; Marios Fella, produce clerk, 2 years; Patrick Coughlin, grocery clerk, 2 years; Phil Scarponi, store director, 31 years

(l-r): Phil Scarponi, store director, 31 years; Nancy Wood, produce clerk, 24 years; Michelle Pucci, inventory control manager, 15 years

(l-r): Grant Canata, grocery clerk, 16 years; Dave King, grocery manager, 25 years; Adam Bergstrom, grocery clerk, 4 years

Store #381 • Merrimack

7 Continental Dr., Merrimack, NH

(l-r): Danielle Bourbeau, bakery manager, 9 years; Jesse Gallo, produce clerk, 1 year; Morgan, produce manager, 12 years; Mary Warnicke, deli manager, 27 years

(l-r): Cheyenne Whitney, deli clerk, 1 year; Derek Schmidt, assistant deli manager, 6 years; Ezra Brigham, cashier, 1 year

(l-r): Phil Louis, grocery manager, 14 years; Tom Parker, meat manager, 2 years; Trevor Surtees, meat wrapper, 3 years

(l-r): Nia Weaver, customer service rep, 1 year; Primose Chimunya, cashier, 2 years; Kali Cantara, cashier, 16 years

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Store #391 • Nashua Royal Ridge

213 Daniel Webster Highway, Nashua, NH

(l-r): William Arsenault, grocery clerk, 44 years; Chris Poulin, store director, 42 years; Al Silva, grocery manager, 28 years

(l-r): Wade Allen, produce manager, 3 years; Dottie Watts, produce clerk, 13 years; Dan Quellette, produce clerk, 8 years; France Featherstone, floral clerk, 28 years; Ray Bouffard, produce clerk, 33 years

(l-r): Jonathan Boutin, meat clerk, 2 years; Dan Dumaine, meat manager, 30 years; Joh Metlinos, meat clerk, 4 years

(l-r): Carmen Swenson, seafood manager, 12 years; Robin Lancaster, seafood clerk, 14 years; Carolyn McCauley, grocery receiver, 24 years

Store #392 • Concord Heights

20 D'Amante Drive, Concord, NH

(l-r): Denise Moran, produce manager, 30 years; Marsha Gwinn, La Carte clerk, 37 years; Yasmin Frissina, assistant bakery manager, 13 years

(l-r): Jillian Marshall, pharmacy manager, 13 years; Crystal Anderson, pharmacy technician, 11 years

(l-r): Peter Arnold, deli manager, 13 years; Dan Benner, meat cutter, 9 years; Jordan Sweet, grocery clerk, 5 years

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Store #393 • North Hampton

33 Lafayette Road, Unit 4, North Hampton, NH

(l-r): Charlene Chandler, customer service manager, 32 years; Katie Gerrish, produce clerk, 2 years; Heather Schoff, bakery manager, 24 years; Sheri Garrity, inventory control manager, years; Drew Gagne, grocery manager, 28 years

(l-r): Zack Antico, produce clerk, 7 years; Patt Aiello, cashier, 24 years; Heather Hochschwendel, cashier, 2 years; Samantha Rheaume, cashier, 1 year

(l-r): Jake Hochschwendel, produce manager, 7 years; Ed Jones, meat cutter, 20 years; Brenda Salisbury, seafood clerk, 34 years; Dan Anteck, deli manager, 10 years; Megan Andree, produce clerk, 3 years

(l-r): Dan Moran, store director, 34 years; Mike Crosman, receiver, 39 years; Meridith Cronin, cashier, 3 years

Store #394 • Stratham

100 Shaw's Lane, Stratham, NH

(l-r): Courtney Comeau, cashier, 2 years; Tori Badala, cashier, 1 year; Linda Reeves, customer service manager, 26 years; Sara Henry, cashier, 1 year

(l-r): Ed Moore, grocery clerk, 6 months; Sam Hochschwender, grocery clerk, 2 years; Chris Tremblay, grocery manager, 31 years; Liz Bartley, assistant customer service manager, 13 years

(l-r): Tracy Hartman, bakery manager, 15 years; Julieanne Gregory, bakery clerk, 2 years; Melanie Horton, La Carte manager, 17 years; Amanda Knowles, La Carte clerk, 2 years; Crystal Spaulding, La Carte clerk, 5 years

(l-r): Zach Odonnal, produce clerk, 2 years; Shane Vladyka, assistant produce manager, 5 years; Nancy Levoie, fresh cut clerk, 6 years; Shirley Chin, floral clerk, 2 years; John Chlystun, produce clerk. 2 years; Mark Hardy, produce clerk, 31 years; Christian LeBel, produce clerk, 1 year

(l-r): Mark Gabry, meat manager, 30 years; Jessica McLaughlin, seafood manager, 6 years; Paul Walsh, meat cutter, 3 years

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Store #395 • Nashua Market Place

300 Main Street, Nashua, NH

(l-r): Nicole Courounis, floral clerk, 16 years; Colleen Tymula, evening manager, 8 years; Jim Lofaro, floral manager trainee, 32 years

(l-r): Gerry Pelletier (front), produce clerk, 2 years; Zachary Chandler, produce clerk, 3 months; Colton Morlock, produce clerk, 3 months

(l-r): Joe Riley, deli clerk, 3 months; Mary Garvey, seafood manager, 17 years; Mike Hogan, deli manager, 19 years; April Clegg, deli clerk, 1 year

Store #396 • Hillsborough

276 West Main Street, Hillsborough, NH

(l-r): Sandra Patrick, assistant checkout manager, 4 years; Rick Hoffman, assistant store manager, 38 years; Jordyn Conroy, cashier, 1 year

(l-r): Amdre St. Laurent, deli clerk, 1 year; Debra Miller, deli clerk, 4 years

(l-r): Adam Sabin, produce manager, 20 years; Aimee Bartlett, floral clerk, 3 years; Paula Cooper, produce clerk, 4 years

(l-r): Mike Gauthier, seafood manager, 5 years; Dustin Chickering, meat manager, 6 years; Kira Longgood, assistant deli manager, 8 years

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Store #440 • Lancaster

199 Main Street, Lancaster, NH

(l-r): Cindy Bilodeau, seafood/floral clerk, 9 years; Sarah Dixon, produce clerk, 6 months; Brenda Pinette, assistant produce manager, 13 years

(l-r): Alex Verrier, deli clerk, 2 years; Sharon Powell, seafood clerk, 13 years; Laurie Murphy, seafood manager, 13 years; Terri Libett, deli manager, 14 years

(l-r): Christian Holmes, receiver, 13 years; Cody Braase, assistant meat manager, 5 years; Scott Bartoletta, meat cutter, 2 years; Tony Haas, store director, 25 years

(l-r): Nate Walther, deli clerk, 9 years; Jason Buck, produce manager, 23 years; Angela Matis, deli clerk, 1 year; Sarah Craig, bakery clerk, 2 years

(l-r): George Gesel, cashier, 3 years; Roberta Gray, cashier, 1 year; Shelby Flynn, cashier, 2 years

(l-r): Holly Caron, service clerk, 4 years; Jill Rothberg-Patry, customer service representative, 5 years; Russ Kelly, evening manager, 13 years

Store #441 • Walpole

North Meadow Plaza, Walpole, NH

(l-r): Alexis Burns, customer service manager, 5 years; Gary Grenier, meat manager, 25 years; Elaine Francis, receiver, 25 years; Ken Boothby, produce manager, 14 years

(l-r): Christopher Forstrom, grocery manager, 15 years; James Young, produce clerk, 3 years; Mike Gormley, deli manager, 3 years

(l-r): Douglas Macguire, store director, 28 years; Sabrina Adams, customer service representative/cashier, 3 years; Misty Jones, assistant deli manager, 10 years; Heather Zabrowski, customer service representative/cashier, 6 years

(l-r): Amanda Hanneman-Barratt, produce clerk, 4 years; Charlene Moore, produce clerk, 3 months; Cindy Hill, bakery manager, 13 years

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Store #442 • Newport

48 John Stark Highway, Newport, NH

(l-r): David Valley, store manager, 35 years; Vicki Hood, customer service manager, 45 years; Graham Stackhouse, meat manager, 30 years

(l-r): Paul McCurdy, produce manager, 21 years; Cathy Rock, floral clerk, 43 years; Madeline Shepard, produce clerk, 30 years

(l-r): Marilyn Prior, deli clerk, 33 years; Fred Harrington, grocery clerk, 14 years; Betty Jo Morrow, service desk clerk, 22 years

Store #443 • Woodsville

15 Forest Street, Woodsville, NH

(l-r): Jon Beardsly, assistant produce manager, 3 years; Tyler Emmerson, assistant deli manager, 5 years

(l-r): Jeff Moore, bakery manager, 15 years; Dan Finn, deli clerk, 1 year; Aaron Fixx, deli clerk, 6 months

(l-r): Paulie Hart, cashier, 37 years; Larry Homer, store director, 20 years

(l-r): Dave Isley, cashier, 8 years; Cheryl Fournier, inventory control manager, 15 years

(l-r): Mark Dunphee, grocery manager, 7 years; Chris McDonald, assistant grocery manager, 13 years

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Store #472 • Salem

92 Cluff Crossing, Salem, NH

(l-r): Bev Olisky, cashier, 17 years; Derrick Terrazzano, produce clerk, 1 month; Brian Bourbeau, produce manager, 3 years

(l-r): Kathy Lynch, service desk clerk, 26 years; Rick Murphy, customer service manager, 44 years

(l-r): Karen Hile, deli clerk, 26 years; Nick Iannazzo, deli clerk, 1 year

(l-r): Phil Kearney, store director, 23 years; Jeris Bell, PTC, 8 years; Vinnie Terrazzano, bakery manager, 1 year

Store #485 • West Lebanon

10 Benning Drive, West Lebanon, NH

(l-r): Ginnelle Campbell, service desk clerk, 5 years; Savanna Pierce, assistant customer service manager, 2 years; June Mcguire, HR/bookkeeper, 2 years

(l-r): Frank Parker, produce clerk, 3 years; Patti Harris, floral clerk, 20 years; Harold Gould, front end clerk, 19 years; Jeremy Ackerson, assistant produce manager, 7 years; Jeremy White, produce manager, 16 years

(l-r): Nicole Wilkerson, deli clerk, 8 years; Alex Bates, seafood clerk, 1 year; Paul Tracy, deli manager, 26 years; Adam Herrin, deli clerk, 2 years

(l-r): Bonnie Robinson, customer service representative, 20 years; Tracy Aubut, store director, 28 years

(l-r): Melissa Fallot, pricing merchandising clerk, 20 years; Mike Luurtsema, receiver, 15 years; Barbara Gaudette, inventory control manager, 20 years

(l-r): Corey Danner, meat cutter, 2 years; Bob Harris, meat cutter, 20 years

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Store #137 • East Providence

575 Taunton Avenue, East Providence, RI

(l-r): Paul Silva, bakery manager, 27 years; Pat Kirby, assistant bakery manager, 30 years; Connie Braga, bakery clerk, 19 years; Sue Dolman, cake decorator, 18 years

(l-r): Brian Riendeau, produce clerk, 8 years; Chris Kamara, produce clerk, 12 years; David McRae, produce manager, 35 years

(l-r): Jim Cobb, store director, 42 years; Lynn Belanger, service desk clerk, 38 years; David Ferreira, assistant store director, 38 years

(l-r): Nicole Valley, dairy clerk, 28 years; Mark Brown, ACCIC, 36 years; Rosa Lima, dairy clerk, 27 years

Store #175 • Riverside

1050 Willet Avnue, East Providence, RI

(l-r): Phil Pirri, assistant meat manager, 27 years; Dennis Lussier, meat manager, 30 years; Collin Boggs, meat clerk, 8 years; Nick Andre, meat clerk, 1 year

(l-r): Jerrod Nichols, grocery clerk, 3 months; Pat Dos Santos, assistant bakery manager, 33 years; Doug Burke, relief manager, 35 years

(l-r): Matt Longo, cashier, 2 years; Amanda Mello, customer service representative, 9 years; Dave Amaral, assistant deli manager, 20 years

(l-r): Dillon Whalen, deli clerk, 2 years; Nick Cangiano, produce clerk, 4 years; Matt Viau, deli clerk, 2 years

(l-r): Shawn Paradis, produce manager, 30 years; Cher Worden, deli manager, 20 years; Bob Martin, SRO, 27 years

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Store #176 • Barrington

186 County Road, Barrington, RI

(l-r): Dan Loignon, customer service representative, 2 years; Ketih Barboza, customer service representative, 3 years

(l-r): Jonathan Frias, deli manager, 15 years; Emily Farnsworth, deli clerk, 1 year; Doreen Perella, deli clerk, 5 years

(l-r): Mike Braz, meat manager, 27 years; Elia Terra, seafood manager, 23 years; Mike Haslam, assistant meat manager, 28 years

(l-r): Jack Brennan, assistant store director, 23 years; Karen Medeiros, store director, 38 years; Wendy Silvia, customer service manager, 35 years; Rick Andruchuck, relief manager, 26 years

(l-r): Chris Oldham, deli clerk, 10 years; Ryan Patalano, produce clerk, 2 years

Store #180 • Wakefield

160 Old Tower Hill Road, Wakefield, RI

(l-r): Patti Burke, cashier, 19 years; Cindy Panagopoulos, customer service representative, 21 years; Jason Russell, bagger, 16 years

(l-r): Kelly Cordeiro, assistant bakery manager, 22 years; Bruce Sjostedt, bakery clerk, 2 years; Irma Ballirano, deli manager, 20 years

(l-r): Roger Theroux, meat manager, 28 years; Bob Spagnoli, seafood manager, 27 years; Irma Ballirano, deli manager, 20 years; Joe DeClemente, deli clerk, 22 years

(l-r): Dale Bass, bagger, 13 years; Donna Latille, floral clerk, 22 years; Jean Gallagher, produce clerk, 22 years

(l-r): Tom Strojny, grocery manager, 26 years; Jeff Spartven, store director, 20 years; Tom Rodrigues, produce manager, 26 years]

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Store #181 • Cranston

8 Chapel View Boulevard, Cranston, RI

(l-r): Rob Dallaire, deli manager, 25 years; Nate Walker, assistant deli manager, 21 years; Michelle Decosta, LaCarte manager, 22 years

Paul Cabral, grocery manager, 25 years

(l-r): Phillip Dercole, customer service representative, 7 years; Michaela Naum, bookkeeper, 2 years; Barbi Tevyaw, relief manager, 20 years: Kevin Delbonis, bagger, 20 years; Julie Demarco, bagger, 19 years; Judy Pfahler, cashier, 16 years

Store #191 • Lakewood

320 Warwick Avenue, Warwick, RI

(l-r): Erin Smith, floral clerk, 3 months; Karen Hicks, customer service representative, 13 years; Francis Simas, file maintenance clerk, 10 years

(l-r): Kristina Rivera, deli clerk, 23 years; Brian Grundy, meat manager, 33 years; Catherine Corey, seafood manager, 14 years

(l-r): Richard Vincent, bakery manager, 26 years; Terrilyn Prete, bakery clerk, 12 years

(l-r): Paul Roland, courtesy clerk, 19 years; Juan Ramos, courtesy clerk, 12 years

(l-r): Donna Silva, customer service representative, 13 years; Michaela Doyle, customer service representative, 12 years; Diane Scrutchfield, courtesy clerk, 15 years

(l-r): Gary Dussault, store director, 21 years; Toni Jean Duarte, personnel coordinator, 2 years; Joseph Miller, night relief manager, 19 years

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Store #192 • Middletown

99 East Main Road, Middletown, RI

(l-r): Dave Tolppa, meat cutter, 23 years; Mark Snelgrove, assistant meat manager, 33 years; Peter Snell, store director, 14 years

(l-r): Richard Wall, cashier, 3 months; Melissa Ciallella, cashier, 9 years; Alicia Mauck, assistant customer service manager, 13 years

(l-r): Dwayne Miranda, bakery clerk, 25 years; Kevin Orellana, cashier, 2 years; Kenneth Rattey, assistant bakery manager, 26 years

(l-r): Raymond Brassard, produce clerk, 16 years; Catherine Huling, cashier, 1 year; Stephen Miller, produce clerk, 9 years

Store #194 • North Providence

15 Smithfield Road, No. Providence, RI

(l-r): Veronica Sanchez, seafood clerk, 2 years; Brian Barrietau, seafood manager, 24 years; Brenda Avila, deli clerk, 6 years

(l-r): Brent Beverly, meat clerk, 9 years; Jim Flemming, meat cutter, 28 years; Willia Delacruz, meat clerk, 1 year; Miguel Soares, meat cutter, 35 years; John Falco, assistant meat manager, 27 years

(l-r): Val Kaegael, assistant bakery manager, 29 years; Peter Moskal, baker, 32 years; Maria Cuoto, bakery manager, 31 years

(l-r): Vasco Monteiro, floral clerk, 26 years; Karen Ferraro, produce clerk, 18 years; Marc Leblanc, assistant produce manager, 36 years

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Store #411 • Colchester

66 Mountain View Drive, Colchester, VT

(l-r): Josh LaFountaine, bakery clerk, 1 year; Rob Knight, bakery manager, 8 years; Richard Ackel, bakery clerk, 9 years

(l-r): Linda del Pino, store director, 20 years; Tammy Lemnah, store management trainee, 2 months; Mark Bixler, assistant store director, 14 years; Michele Rouleau, store management trainee, 15 years

(l-r): Linda Ayers, assistant customer service manager, 2 months; Matt Jose, bagger, 11 years; Sandy Charbonneau, customer service manager, 17 years

(l-r): Jason Culver, meat manager, 19 years; Kevin Hefferman, seafood clerk, 3 years; Tom Meno, meat clerk, 2 years

Store #412 • Berlin Corners

Paine Turnpike North, Berlin Corners, VT

(l-r): James Ash, dairy clerk, 15 years; Jorge Gonzalez, store director, 15 years; Allyn Harvey, grocery clerk, 19 years

(l-r): Sefik Ibrahimovic, customer service representative/cashier, 2 years; Robin Doolen, customer service representative, 2 years; Jennifer Grimes, customer service manager, 15 years; Albert Miller, customer service representative, 12 years

(l-r): Michael Byrd, meat cutter, 11 years; William Ranew, assistant meat manager, 4 years; Jonathan Murchison, meat manager, 16 years

(l-r): Luca Glass, bakery clerk, 3 years; Cheryl Sanders, bakery manager, 19 years; April Davis, bakery clerk, 5 years

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Chairman Emeritus

Store #413 • South Burlington

570 Shelburn Road, South Burlington, VT

(l-r): Creede Burton, cashier, 6 months; Candice Hubbard, customer service representative, 1 year; Angela Minton, service desk clerk, 6 months

(l-r): Don Munger, assistant customer service manager, 1 year; Krishna Bista, cashier, 3 months; Angela Minton, service desk clerk, 6 months

(l-r): Jake Poretto, assistant produce manager, 1 month; Scott Reid, store director, 13 years; John Alexander, maintenance clerk, 13 years; Jesse Fox, produce clerk, 7 years

(l-r): Jacob Rosenblatt, deli clerk, 6 months; Glenda Clough, LaCarte clerk, 20 years; Ian Rahm, seafood clerk, 5 years

(l-r): Tiffany Rich, cake decorator, 2 years; Abbey Spense, evening manager, 12 years; Amber Evert, bakery clerk, 7 years

(l-r): Jenn Parizo, pharmacy technician, 4 years; Dorothy Kuz, pharmacist, 5 years; Gage Nulty, cashier, 3 months; Kat St. Andrews, cashier, 4 months

Store #414 • Williston

71 Boxwood Street, Williston, VT

(l-r): Robert Brand, produce clerk, 14 years; Jean Reed, produce clerk, 14 years; Matthew Goddette, produce clerk, 10 years

(l-r): Patrick Ryan, meat cutter, 16 years; Zach Learned, assistant meat manager, 8 years; Richard Poquette, meat manager, 7 years; Miroslav Zbacnik, meat clerk, 2 years; Tim Jimmo, meat cutter, 8 years

(l-r): Joy Lamberti, LaCarte clerk, 2 years; Toni Sullivan, LaCarte clerk, 2 years; Mike Muir, deli manager, 2 years; Syndi Roppe, deli clerk, 5 years

(l-r): Paul Evert, grocery manager, 15 years; Dan Mutar, assistant grocery manager, 1 year; Holly Cloutier, frozen food clerk, 3 years; Tina McKitty, HBC clerk, 1 year; Justin Bombard, grocery clerk, 6 months; Rob Lisa, grocery clerk, 9 years

(l-r): Erin Charles, bakery clerk, 2 years; Mary Laggue, bakery manager, 19 years; Keo Picardo, bakery clerk, 6 months

Saputo

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Store #415 • Middlebury

8 Washington Street, Middlebury, VT

(l-r): Mathew White, 3 years; Brittany Hall, 1 year

(l-r): Thomas Danyow, 1 year; Heather Brousseau, 1 year; Mary Alice Water, 1 year

(l-r): Michelle Rusk, 1 year; Martha Forbest, 15 years

(l-r): Michelle Wright, 14 years; Kenneth Levine, 4 years; Chrishenda Pidgeon, 1 year

Store #417 • Montpelier

2 Main Street, Montpelier, VT

(l-r): Kalan Ingalls, meat manager, 10 years; Andrew Verner, produce manager, 5 years; Bryce Murphy, customer service manager, 13 years; Warren Stewart, deli manager, 13 years; Martina Pochop, bakery manager, 7 years; Betty Cossett, personnel coordinator, 7 years; Art Larose, grocery manager, 16 years; Kenneth Simmons, seafood manager, 6 years

Store #418 • Wilmington

97 Main Street, Wilmington, VT

(l-r): Nicole Henderson, inventory control manager, 23 years; Tori Kissell, grocery manager, 5 years

James Anderson, produce manager, 35 years

Sharon Stemp, customer service manager, 32 years

(l-r): Paige Wyatt, deli clerk, 2 years; Casey LeBlanc, produce clerk, 5 years; Kim Rillstone, deli manager, 2 years; Mary Veber, produce clerk, 25 years

Store #419 • Poultney

55 Depot Street, Poultney, VT

(l-r): Kate Brown, inventory control manager, 4 years; Chris Slayton, deli clerk, 1 year; Lisa Brusso, cashier, 2 years; Kelsey Beebe, service desk associate, 1 year

(l-r): Kim Brown, customer service manager, 15 years; Rick Campbell, grocery manager, 15 years; Sherry Clerk, store director, 14 years; Kevin Lilly, produce manager, 2 years

(l-r): Mary Forrest, cashier, 2 years; Julia Simions, cashier, 6 months

(l-r): Cameron Book, grocery clerk, 3 months; Logan Seamons, grocery clerk, 3 years; Dom laVoice, grocery clerk, 2 years

Store #420 • Fairhaven **Washington Street, Fairhaven, VT**

(l-r): Willy Crawford, meat manager, 5 years; Alec Gosselin, deli clerk, 2 years; Jennifer Palmer, meat clerk, 1 year

(l-r): Suzanna Heller, customer service manager, 8 years; Adam Coltey, store director, 15 years; Christina Brown, deli manager, 15 years

(l-r): Sharon Morrison, inventory control manager, 15 years; Benjamin Waite, grocery manager, 10 years; Stacey Brutkoski, assistant grocery manager, 4 months

(l-r): Dave Carrington, produce clerk, 4 years; Sherry Smith, produce clerk, 1 year; Dan Bevins, produce clerk, 2 years

Store #421 • Stowe **Rt. 100, Stowe, VT**

(l-r): Janet Hatch, bookkeeper, 15 years; Steve Grimes, customer service manager, 1 year; Taylor Jones, assistant customer service manager, 2 years; Sierra Dubie., desk clerk, 2 years

(l-r): Holly Paquin, assistant produce manager, 2 years; Richard Daley, store director, 15 years; Francie Roy, floral clerk, 8 years

(l-r): Darlene McFarlane, inventory control manager, 1 year; Troy Harford, grocery manager, 15 years

(l-r): Suzie Poulin, seafood manager, 1 year; Ken Austin, meat manager, 4 years

Store #422 • Waitsfield **27 Mad River Canoe Road, Waitsfield, VT**

(l-r): Harley Stafford, meat clerk, 1 year; Nate Twitchell, deli clerk, 1 year; Tim Burke, assistant deli manager, 2 years; Ryan Chadwick, evening manager, 1 year

(l-r): Ashley Catchpaw, customer service manager/evening manager, 6 years; Alan Livingstone, receiver, 10 years; Jammie Lange, bookkeeper, 1 year

(l-r): John Flowers, meat manager, 23 years; Mary Diani-Nielsen, deli manager, 4 years; Chris Tacey, grocery manager, 16 years; Bob Lessard, store manager, 31 years

Store #423 • Ludlow **213 Main Street, Ludlow, VT**

(l-r): Jeff Hance, grocery manager, 26 years; Ken Snow, produce manager, 37 years; Scott Dickie, store director, 43 years

(l-r): Samantha Hutchins, bookkeeper, 3 years; Bridgette Willis, customer service manager, 5 years

(l-r): Marie Eccles, cashier, 1 year; April Brown, bagger, 5 years; Samantha Stewart, cashier, 1 year; Joshua McLaughlin, cashier, 1 year; Russell Geoffrion, cashier, 6 years

(l-r): Tina Butler, bakery manager, 9 years; Jessica Towle, deli manager, 1 years; Philip Farrar, deli clerk, 2 years; Angelique Jarvis, bakery clerk, 2 years; Tiffany Marsh, produce clerk, 1 year; Tim Cushman, meat manager, 9 years; Jason Moses, meat cutter, 2 years

Store #425 • Bristol — **7 Prince Lane, Bristol, VT**

(l-r): Susan Gardner, customer service manager, 15 years; Kim Roscoe, produce clerk, 15 years; Jackie Cram, produce manager, 15 years

(l-r): Timothy Yandow, grocery manager, 13 years; Linda Provencher, grocery clerk, 15 years; Virginia Swan, courtesy clerk, 15 years; Joan Thorpe, receiver, 15 years

(l-r): Jamie Gowen, night manager, 7 years; Sallie Volkert, grocery clerk, 15 years; Janet Nelson, inventory control manager, 15 years

(l-r): Randy Thompson, store director, 13 years; Jennifer LaVallee, assistant grocery manager, 2 years; Susan Root, cashier, 1 year

Store #426 • Randolph — **127 Vt Highway 12S, Randolph, VT**

(l-r): Abner Olmstead, seafood manager, 1 year; Marie Byrd, customer service manager, 19 years; Lorilee Baggott, store director, 3 years

(l-r): Wendy Bailey, evening manager, 9 years; Christine Blow, assistant grocery manager, 1 year; Bob Leblanc, grocery manager, 20 years

(l-r): Mary Ann Rogers, deli manager, 10 years; Dick Bradley, frozen food clerk, 2 years; Andi Brown, bakery manager, 15 years; Deann Roderick, courtesy clerk, 2 years

(l-r): Brenda Squire, receiver, 15 years; Marilyn Spencer, produce clerk, 15 years; Jon St. Clair, meat clerk, 14 years; Shayne Langlois, inventory control manager, 15 years

(l-r): Sherry Berry, cashier, 1 year; Zo Hardy, cashier, 11 years; Alison Graham, cashier, 7 years; John Duprey, customer service representative, 4 years

(l-r): Alice Howe, bookkeeper, 2 years; Jamie Bartlett, personnel coordinator, 6 months; Tammy Whitcomb, cashier, 8 years

Store #427 • Manchester

64 Equinox Terrace, Manchester Center, VT

(l-r): Roy Martell, bakery clerk, 3 years; Chelsea Velsor, assistant bakery manager, 8 years; Brad Canty, bakery manager, 26 years

(l-r): Donny Rogers, assistant store director, 11 years; Becki Treadway, store director, 23 years; David Coburn, dairy clerk, 14 years

(l-r): Sally Ann Kemp, produce clerk, 40 years; Pat Grace, meat manager, 25 years; Ted Rivers, meat cutter, 2 years; Rodney Parks, meat cutter, 37 years

(l-r): Rhonda Roberts, bookkeeper, 38 years; Becky Houghtailing, floral clerk, 16 years; Daniel Cassidy, grocery clerk, 6 years

Store #430 • Waterbury

820 Waterbury-Stowe Road, Waterbury, VT

(l-r): Brad Haire, grocery clerk, 1 year; Cindy Anderson, personnel coordinator, 3 years; Robert Davis, dairy clerk, 4 months

(l-r): Georgette Kraft, cashier, 10 years; Josh Halko, customer service manager, 7 years; Pam Ludwig, bookkeeper, 9 years

(l-r): Dave Gordon, produce clerk, 1 year; Bob Monty, produce clerk, 13 years; Mark Hill, produce manager, 9 years

(l-r): Lisa Godhue, assistant deli manager, 6 months; Jennifer Chaput, deli clerk, 6 years; Aron Vaught, deli manager, 4 years

Store #431 • Derby

4340 US Route 5, Derby, VT

(l-r): Elaine Eldred, HBC clerk, 21 years; Madonna Guillette, cashier, 29 years; Julie Washburn-Cox, personnel coordinator, 17 years

(l-r): Mike Gratton, front end clerk, 15 years; Danielle Horne, produce manager, 6 years

(l-r): Peter Pulver, produce clerk, 28 years; Bill Wheeler, produce clerk, 8 years; Dean Bradway, produce clerk, 16 years

(l-r): Susan Pulver, deli manager, 41 years; Desiree Cresswell, deli clerk, 8 years

Store #432 • Springfield

2 Chester Road, Springfield, VT

(l-r): Laura Files, assistant bakery manager, 4 years; Kerri Maloney, bakery manager, 10 years

(l-r): Julia Cole, deli clerk, 2 years; Keith Bourassa, deli manager, 16 years; Terry Cameron, deli clerk, 15 years

(l-r): Ben True, meat apprentice, 2 years; BJ Whitman, meat manager, 15 years

(l-r): Rick Hebert, produce manager, 13 years; Sharon Tucker, produce clerk, 10 years; Steve Gooch, produce manager, 11 years

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Store #444 • Vergennes

115C Monkton Road, Vergennes, VT

(l-r): Laura Khouri, bakery manager, 7 years; Katy Hatch, assistant deli manager, 10 years

(l-r): Nathan Karzmarczyk, produce clerk, 1 year; Jim Bushey, produce clerk, 12 years

(l-r): Deirdre Browne, grocery clerk, 1 year; William Smith, grocery clerk, 4 years; Ray Williams Sr., grocery manager, 12 years; Derrick Angier, grocery clerk, 1 year

(l-r): Ashley Allen, courtesy clerk, 10 years; Nicole Bradley, cashier, 2 years; Sierra Roberts, customer service manager, 6 years

ZIMMERMAN

From page 8

partners, along with enhanced communication so we are able to react if problems arise." He continued, "We certainly would like to see packaging improvements, which become increasingly important as we automate our operations. Sub-standard packaging leads to unnecessary damage and lost sales for us as well as the vendor. I'd also like to see vendors manage case weights on products that flow through our operations. We take safety very seriously and hope that our vendor partners do as well.," Zimmerman stressed.

FOWLER

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growth. "Our team celebrated when we became decentralized, and the vendors did, too! We are now more nimble, make decisions much faster and hold each other accountable," he added. Fowler wanted the vendor community to know: "The difference between achieving a small sales increase and a large sales increase simply requires us to build and better plan and challenge ourselves to keep thinking of new, bigger, better, bolder ways to achieve it."

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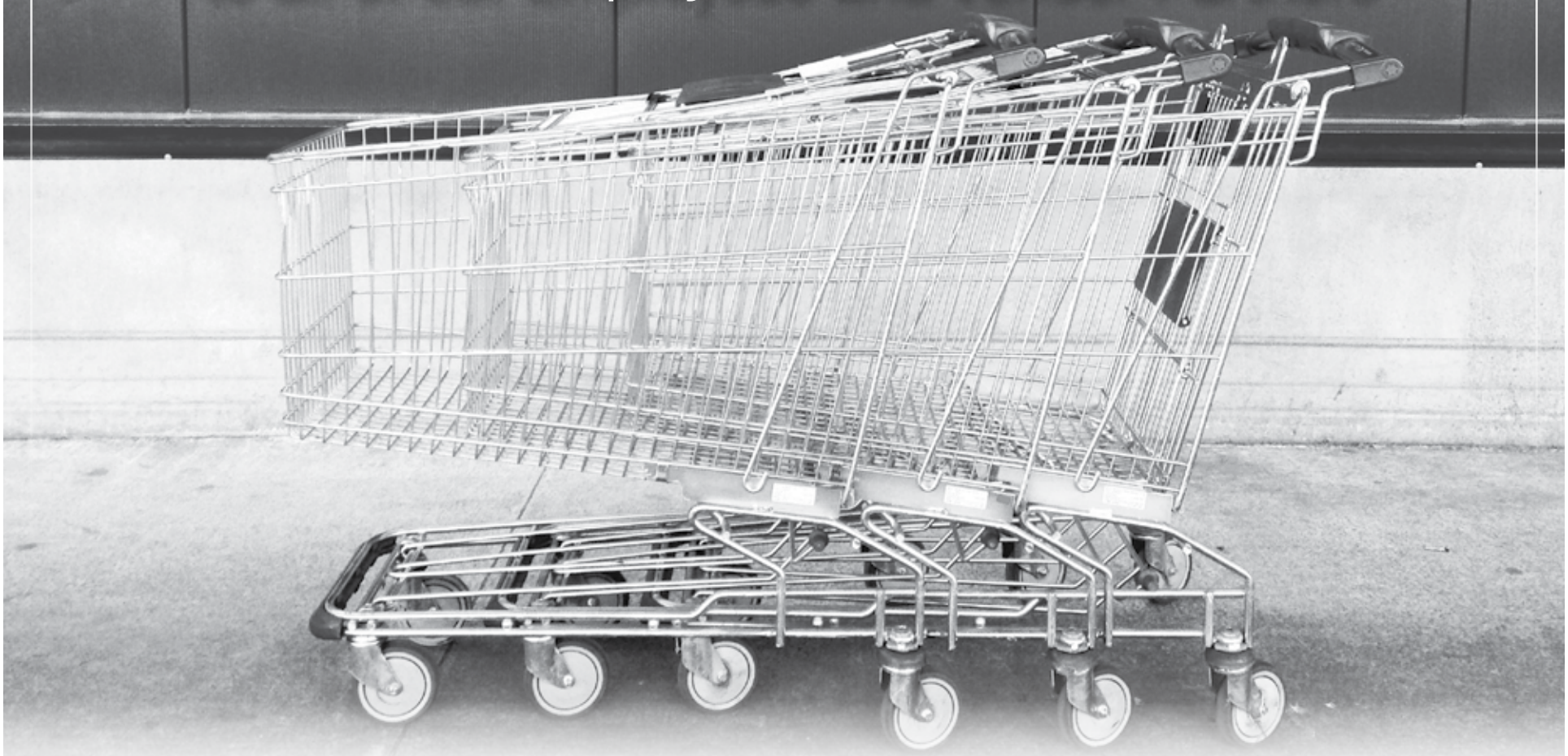
Thank you!

to all of our Employees and Vendor Partners



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