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To Our Valued Associates and Business Partners



Steve J. Burnham
President



Safeway is proud to be featured in this special section of *Food World* and *Food Trade News*. It is an honor to see our associates highlighted and we truly hope you enjoy this small glimpse into our organization. We are also thankful for the tremendous partnerships we have with the business sponsors you will see throughout this publication.

Safeway has a long, rich history in the mid-Atlantic region and we look forward to many more years of service and growth. Safeway actually started here locally as the "Sanitary" grocer back in 1909. We are proud of the 107 year heritage we have in this wonderful marketplace.

Recently we also had the opportunity to change our business model from a centralized to a decentralized operation. We are now fully staffed locally to run the Eastern Safeway Division from right here where our stores service our local neighborhoods. This is a great opportunity in which we can price, source, promote and provide the right assortment in each of our local stores. Our goal is to be the favorite local supermarket.

As we continue to expand our fleet, hire more associates from our local communities, expand our local offerings, provide expanded fresh, healthy and convenient items in our stores, we also continue to increase our philanthropic efforts year after year. Giving back to our communities monetarily and through volunteerism. In fact, we were proud to be include in the *Washington Business Journal* as the local grocer who has given the most back to the local community.

At Safeway, we know we have to earn our customers business. We believe we must offer clean, fresh, full and friendly stores every day! That is our commitment. We are proud to have butchers, produce clerks that cut fresh fruit and vegetables in our stores, bakers that provide scratch bakery goods, seafood mongers to provide the freshest local catch, wine stewards to help pair the perfect wine and thousands of other specialists to provide you with the best service possible. These aren't just jobs; they're careers!

Thank you for making Safeway a part of your life. Whether you are an employee or a vendor partner, we value you and all the contributions you make to ensure the Safeway brand thrives in this local market.

Sincerely,

Steve J. Burnham
President

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Safeway Eastern President Steve Burnham's Commitment:



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Being able to source locally, price locally, decide on assortment locally sets us up to please our customers better than you can do that from 3,500 miles away. It also allows us to be extremely agile and fast when executing strategies and responding to the changing consumers' needs.

Food World/Food Trade News: You've spent your entire career with Safeway, never served as a division president and never worked on the East Coast. That all changed in a hurry in 2014. What have been the biggest personal and professional challenges you've faced since you joined Albertsons as president of the company's Eastern Division? What adjustments have you had to make to adapt to a new company, new role and new geography?

Steve Burnham: Lots. After 27 years of having the opportunity to work in many various roles, I was very honored to be appointed president of Safeway Eastern. As you know, this job is about people, really. From the Eastern division leadership team to our 13,000 employee-based associates, to our valued customers and our valued suppliers - it's all about people. Every way you look, this business is touching people. The biggest professional challenge, I would say, is time. Just finding enough time to connect with all of the great people it takes to run this division. I really like having the opportunity to inspire our team members one-on-one. Taking the time to listen to customers, to stop and listen. And the same with our suppliers and our vendors, having time to have great dialogue. Listening to each other and

working through the hurdles. From a personal perspective, the challenges really revolved around moving from the West Coast to the East Coast. We have all said it, we know it, it is a different culture and it takes some getting used to. That said, we have adjusted really well. This is an incredible region and a fast-paced, hot spot of America.

Food World/Food Trade News: For years, you worked for a company that was highly centralized and was ultra process-driven. What have been the benefits of working in a model that's fully decentralized with very little bureaucracy?

Steve Burnham: The vision of Bob Miller to run our stores from the local level is simply brilliant. It really makes it possible to become the favorite local supermarket in the communities we serve because we are living right here ourselves. Being able to source locally, price locally, decide on assortment locally sets us up to please our customers better than you can do that from 3,500 miles away. It also allows us to be extremely agile and fast when executing strategies and responding to the changing consumers' needs. I'll tell you, this division had run many, many years of ID declines. We're proud to say that we have now finished four quarters of positive ID growth. I truly attribute that to the model that we are operating now within - the decentralized model.

Food World/Food Trade News: In your opinion, why has the morale of the store associates improved so much in the past 18 months?

Steve Burnham: I would tell you that our employee morale is directly related to the commitment of the company to take care of our team members. We ask our employees to "Wow" our customers and to really commit to making the shopping experience at Safeway be a differentiator because of our service. To really accomplish this, our employees need to be inspired and they need to know that you can have fun at work, and that you can and will be rewarded for your hard work. Our store directors, our department managers are earning substantial quarterly bonuses because they are achieving their goals and they believe in the model. That goes a long way in building morale. On top of that, we are growing, promoting, hiring and the team sees the bright future of this company and what it means to be a part of it. As a result, the level of our customer satisfaction has risen dramatically. When I first got here over a year ago, we were getting about five customer compliments a week. We

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Providing Customers With 'Clean, Fresh, Full And Friendly' Stores

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are now getting over 100 customer compliments each week.

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

Steve Burnham: I would say that it is fact that our sales, our volume, our share, they are all trending up. The reality is that the community is voting with their dollars. That's great. We're committed to giving our customers a clean, fresh, full and friendly store. That takes a lot of work. It's an everyday commitment to do that. In addition, we made a strong point to enhance our offerings based on what people are asking for. What does the consumer demand? What do they want? In-store fresh-cut fruit and vegetables, more organic produce, more natural and ethnic items, scratch bakeries, choice, prime, natural organic beef cut by real butchers, brighter stores. We have safeway.com that can deliver with multiple temperature trucks and can deliver wine and beer. Our new stores like the ones that opened in Rockville and Hyattsville over the past couple of months as well as our commitment to remodels. Lastly, our commitment to giving back to the community that we serve through many of our philanthropic volunteer efforts.

Food World/Food Trade News: Let's talk about remodels. What do you have planned? You have a number of projects, you have opened a few new stores, but there seems to be more focus to upgrading the stores that you already have, whether it is just freshening the store up or going through a multi-million-dollar upgrade refurbishment.

Steve Burnham: We do have a cap-ex budget that is allowing us to upgrade all 126 stores. As it relates to lighting, our stores were too dark, so we are brightening them up and customer response and employee response has been phenomenal. We have got a little over half of the stores done with that component. We are also introducing, as I mentioned, fresh-cut fruit and vegetables, but we are working on doing it right. We are putting in fresh-cut rooms, refrigerated rooms, food safety rooms, where the highest standards are in place. We are working 24-hour shifts in most stores to cut

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Q&A

From page 5

fresh fruit and vegetables. It is amazing the consumer demand for that new product, and it being done basically on site and we are proud of how fresh that really is. We have a handful of stores, I would say five, that would classify as pretty good sized remodels for 2016. And, we just of course spent \$40 million on building two new stores, the Rockville and the Hyattsville stores, which are great state-of-the-art grocery stores which are doing really well.

Food World/Food Trade News: About a year ago, you invited vendors to hear about how the “new” Safeway would go to market. In analyzing progress since that meeting how do you feel the vendors have performed? Assess Safeway’s level of execution to date and what still might be on your wish list from the vendors who serve you?

Steve Burnham: Looking back over the last year, our vendor partners have performed remarkably well. I think that they believed in the vision early on. I think they knew the playbook already, as they had just lived it with the ACME conversion. They knew the success that we were going to have with unbolting from the corporate mothership. I’ll tell you, we are really thankful for our vendor partners and it is great to see them growing and prospering right along with us. At the time of this interview, we are just weeks away from converting our DC from C&S to an internally run and managed distribution center. We are very excited about that and I believe our supplier and vendor partners are excited to see what new opportunities this is going to bring for all of us in the coming year.

Food World/Food Trade News: The Baltimore-Washington market landscape has changed dramatically in the last five years. Use your crystal ball and predict what the marketplace will look like two years from now.

Steve Burnham: That is a really interesting question, because of how fast things are changing in the world we live in right now. We know that we are going to have new entries into the market. That is public knowledge. We know that we are going to have consolidation in the market. That is public knowledge right now. I think we also know that we are going to continue to

see gentrification in our metro areas as well as continued population growth. It is an interesting bubble region that we live in, with a lot of people wanting to come to this area, with it being on trend, with it fitting certain peoples’ lifestyles of not owning automobiles, but taking Metro and having everything there within walking distance.

Food World/Food Trade News: One thing Safeway has done very well for a long time is build stores in populated areas, so-called urban stores. I am not talking just DC proper, but the Bethesdas of the world, the Hyattsvilles of the world, the Rockvilles of the world. Safeway has always seemed positioned to build the type of stores that would be ready to go-to-market in an urban area. Can you give us a little background on how you are ready for this continued gentrification.

Steve Burnham: I would tell you that we have a really excellent real estate team that applies the same sense of urgency into our future real estate opportunities as we do running really great stores. It is that team that should get the credit of the past foresight in properties that we bought and built ground-up and/or remodeled stores that others have done, knowing that that specific region was on the cusp of really blowing up and being the hot spot. We have a couple of those under the magnifying glass right now. I don’t want to divulge the exact locations, but based on our past success record, I am very excited about the next three to four years of continued gentrification in this area. So, we have more of those stores in the planning stages I think that this market is going to become even more competitive in the next two years. I think that consumer demands are going to continue to be focused on great service. And when I say that, what I mean is that people will stop shopping at places where they don’t get great service because there will be too many choices. There will be other choices. Clean and food safe experiences are going to be critical as well. I think along with all of that competition, consumers are going to have a lot of choices. Consumers are leaning towards healthy choices and we have to cater to that. I would say that the future is extremely bright, but we are going to have to continue to earn our customers’ business and really that is our pleasure.

Food World/Food Trade News: Thank you.

Steve Burnham is president of the Safeway Eastern Division, based out of Lanham, MD.

The Safeway Eastern Division operates 125 stores located in DC, Virginia, Maryland and Delaware. Safeway employs more than 13,000 local employees and continues to grow.

Prior to this role, Burnham served as senior vice president of produce, floral and bakery for Safeway Inc. He also has held the role of vice president marketing for the Vons Southern California Division.

Burnham began his career with Safeway more than 27 years ago as an apprentice meat cutter in Northern California and worked his way through various division leadership roles eventually being appointed vice president of seafood at the national level. Burnham has also held the roles of vice president of marketing planning as well as vice president of produce.

Burnham sits on multiple boards here in the Mid-Atlantic region. Safeway is the top ranked local grocer in philanthropic support of many local charities.

Burnham and his wife Laura live in Annapolis, MD.



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**Best wishes, Safeway,
for continued success.**

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Tom Lofland's Goal: Helping Make Safeway 'Hip, Cool and Relevant'



Tom Lofland
VP-Marketing & Merchandising

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There's an entirely new shopper that's emerged in the past 10 years. They're younger and better educated - especially about health and wellness - but remain time-starved. Our customers are more adventurous in what they'll buy but still demand convenience, so it's our job to provide the right offerings for them.

As VP-marketing and merchandising for Safeway's eastern division, Tom Lofland has a multi-faceted job. Yes, he is the division's key conduit with its vendors and he helps create new marketing programs for the now decentralized unit of Albertsons. But like so many other executives at the company, he's involved in almost every aspect of Safeway's decision-making, including brand building, communications to the stores and input on new stores and remodeling projects.

“If you were trained under (CEO) Bob Miller you learned quickly to be fast, decisive and nimble,” said the industry veteran who began his career with Albertsons 26 years ago. “Working under a decentralized model is great, but you've got to be able to keep up with the pace of how we do business and, of course, you'd better make a lot more right decisions than wrong ones.”

After leaving the military in 1990, Lofland was looking for a challenge. His mother served as Albertsons corporate receptionist in Boise for many years and told him about the retailer's accelerated management training program. His first stop was in Seminole, FL where he performed virtually every store function. He moved quickly up the ranks at store level, becoming grocery manager, store director and ultimately assistant grocery sales manager in San Antonio, TX. His career continued to progress with Lofland moving to other Albertsons divisions including a stint at corporate. In the past 10 years, he left Albertsons and held executive positions at Supervalu and Food City (K-VA-T) before joining the new eastern division management team in late 2014.

Lofland noted that one of his biggest challenges is keeping pace with changing consumer trends and being pro-active to meet their evolving shopping habits.

“There's an entirely new shopper that's emerged in the past 10 years,” Lofland noted. “They're younger and better educated - especially about health and wellness - but remain time-starved.

Our customers are more adventurous in what they'll buy but still demand convenience, so it's our job to provide the right offerings for them. Look at deli, slicing meat and cheese are still the back bone of the department, but consumers want more prepared foods, more choices such as ethnic bars. Even e-commerce is important. While it might only be a small part of our total business today, it provides a service that some of our customers demand and continues to grow.”

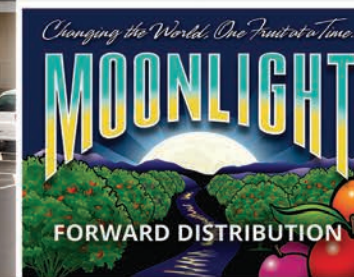
Ask to summarize Safeway's objective in meeting the consumer's needs: “We need to be perceived as being cool, hip and relevant.”

And in order to achieve that goal, Lofland is asking Safeway's vendors for more help.

“Ever since we opened our doors to suppliers and brokers on a local level more than a year ago, we've forged tremendous partnerships,” Lofland explained. “The input and support we receive from our vendor partners is vital, and they have been a key component in helping grow the division's sales. But I want more, especially in the areas of foresight and risk. Bring us your new programs, work with our sales teams to create ideas that are 'out of the box.' Their support and our execution will prove to be even more mutually beneficial.”

And what about operating in a fiercely competitive market such as Baltimore/Washington - where does he Safeway's place in the next few years?

“Despite the overstoreing and the many different retail styles that the market offers, I'm bullish. It starts with a great corporate organization and a talented local team. We're changing our stores to become relevant to our customers. We're selectively building new stores and remodeling others where we think we can drive more business. And, of course, we have great locations in the market. I'm confident we can effectively compete against the challenging competition that's in place or against other retailers who may enter the market. We've got a lot to offer and we're basically just starting.”



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Dean Willhite: 'Number One Priority Is To Drive Sales'



Dean Willhite
VP-Operations

Dean Willhite, vice president of operations for Eastern, has been with Safeway since 1981. Willhite first started as a dairy-deli clerk at Safeway's Vons division in Southern California and, over the years, has held many positions with the company, including night crew lead, store manager, director of retail support and district manager. He joined the Eastern team two years ago.

Willhite is quick to name his primary responsibilities in his current post as vice president of operations for Safeway Eastern: "My number one priority is to drive sales. My number two priority is to drive sales. And, my number three priority is to drive sales," he stressed. "Obviously, I'm responsible for overseeing P&L, labor control and expenditures for operations, but the bottom line is, I have to do whatever is necessary to make sure we are running great stores with great service." Willhite also oversees the division's construction team.

As a long-time industry vet, Willhite has seen his share of changes in the industry. "Overall, the business has changed and will continue to do so," he said. "I'd say one of the biggest recent changes comes in the form the millennial generation. Their palates are very diversified and they are constantly expanding their areas of interest. We see that especially in natural and organics and continue to widen our selections in those arenas particularly. I believe the industry will need to continue to adapt so that we can keep up with the changing needs of today's customers."

While much in the supermarket business has changed - and will continue to do so - Willhite is clear that one thing is as true today as was 20 or 30 years ago: "I think service is as important as it ever has been, perhaps even more important today in this fast-paced world we live in. Safeway's goal is to be the local favorite supermarket, and an important factor in making that happen is by providing top notch service."

As a Safeway veteran who has been the move into and out of centralization, Willhite is clear that today's decentralized model is the superior one, particularly in ensuring best-in-class service. "Today, under the Albertsons model, we are a much more nimble organization. We can get things turned around in seven days that would once have taken months to do. We're no longer managed from California, which means we can achieve much more as a local company."

Willhite, like the entire Safeway team, is dedicated to supporting the stores and giving them everything they need to be their communities' preferred neighborhood grocery store. To that end, he knows that working with the retailer's partners in the vendor community can be key to achieving this goal. His message to the vendors that call on Safeway Eastern? "Number one to us is great service - both giving and receiving it. Making that happen takes great communication and means we need more resources from you. It's critical that s sales

person from each company develops a relationship with each and every one of our stores. I believe they would find this will enhance their sales, which in turn will drive our sales."

At the end of the day, Willhite says he keeps it simple in operations. "Every day, we strive to have clean, fresh, full and friendly stores." Because service is viewed as such a key to sales success, Albertsons measures service levels at all of its retail divisions throughout the country. Willhite is proud to report that Safeway Eastern is the number one service division in the company.

"At the end of the day, you just have to ask yourself what does the customer want," explained Willhite. "They want a clean store. They want to find everything on their list in one place. And they want to get good quality at a fair value. Our goal is to do everything we can to make sure that every customer walks out of our stores knowing that we appreciate their business."



District Managers (l-r): Ken Melville, District 85, 38 years; David Urby, District 86, 31 years; Kamal Persad, District 88, 41 years; Ed Tippet, District 81, 37 years; Monica Shannon, special projects, 30 years; Bryan Caudle, District 82, 38 years; Brad Spooner, District 83, 11 years; Todd Greene, District 84, 6 months; Dale Norton, District 87, 27 years



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Matt Boyd
Grocery Sales Manager

Matt Boyd: Working To Make Safeway The Best

Matt Boyd, grocery sales manager, comes to Safeway Eastern via Albertsons, where he began his career as a frozen foods manager and advanced to group assistant store director in the company's Idaho division. Boyd continued his career with Supervalu as a sales and promotional specialist, center store trimester planning manager, corporate business support manager, and corporate director of DSD beverages. After the sale of the Supervalu retail banners, Boyd became part of the Albertsons team again, serving as assistant grocery sales manager. Boyd joined Safeway Eastern last year as the division's grocery sales manager.

In his current post, Boyd is responsible for grocery, dairy, frozen and fuel sales. His four areas of focus are sales and profits, team building, making Safeway the best retailer in the market and always knowing the current trends in the areas he is responsible.

Boyd told us: "I am focused on making

Safeway the best retailer in the markets we service. My team and I talk about how to make it easier for the customer up and down the aisles through creating a strong merchandising strategy."

Keeping ahead of the trends that constantly develop in the grocery business is vital to success, Boyd said. "If you don't see new trends coming, you'll get left behind. Someone else will use that trend to pull your customers away. So, we listen to our vendors us and we diligently read all of the retail publications we can get our hands on. But, most importantly, we listen to the stores' feedback that they get from the customers who shop there."

When it comes to change in the business, Boyd says he believes consolidation is the number one factor – and it's not just having an effect on retailing. "There's been so much consolidation throughout the business," said Boyd, "both on the vendor side and the retail size, from Kraft and Heinz to

Safeway and Albertsons. Although, in our case, this change has had some good outcomes. Now that we are a very large organization, there are efficiencies that we can take advantage of, which allows us to lower our cost of doing business. This allows us to have a better price image through lower prices in our stores."

There also continue to be changes in consumers' shopping patterns, particularly in the form of millennials. "Today's shoppers are very educated about food and what they eat. And, they do much more of their shopping digitally. This gives us many opportunities to reach these shoppers and I believe the way we communicate with shoppers will continue to evolve over the next five years," he said. "This means that we will have to listen closely to our shoppers and hear what they want. For that reason, we continue to evolve our digital presence and how to be successful with it."

See Matt Boyd
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Mike Voss
Sales Manager - GM/HBC

Voss Asks Vendors To Bring Programs To Safeway First

Mike Voss, sales manager of general merchandise/health and beauty care for Safeway Eastern, was a long-time member of the Albertsons team, joining the company as a night crew clerk in 1991. Starting on the operations side of the business, he moved over to merchandising in 2001. He has held several positions with Albertsons and Jewel Osco, including area pricing manager, drug division pricing manager and seasonal/GM sales and merchandising, to name a few. "I've held just about every job there is," he said.

Voss moved to Safeway Eastern as GM/HBC sales manager last February when the retailer kicked off its new decentralization strategy. Today he is responsible for managing sales and profits for all of Eastern's GM/HBC categories, candy, tobacco, seasonal and home care departments.

As with the entire industry, change is a factor in GM/HBC. More and more, consumers are looking for products that are natural, organic or homeopathic beyond just the foods they eat. They are looking for cleaning supplies that are environmentally

friendly and other homeopathic remedies that will support their efforts to live healthier lives. "We work very hard to be a local and relevant grocery store for our customers," said Voss, "Our company is very good at that."

Being a newly decentralized sales organization has been a boom for Safeway, as Voss can attest. "At Safeway, we are sales-focused. With the decentralization of the main offices, we are able to be locally relevant in each of the markets we serve. By living in the communities we work in, we know what is important to our shoppers and it is driving sales and market share."

While Safeway has experienced terrific success under decentralization, Voss knows that the company can't simply look back at its recent successes. "We must continue to be strong in the future, particularly in the non-foods side of the business. Customers are looking for more healthy items and a best-in-class shopping experience, which Safeway provides. People are traveling to Walmart and Giant less often. They are looking for the best quality foods in

fresh produce, meat as well as great values in non-perishables, all in one store close to home."

Safeway's success can be attributed to its suppliers. Voss wants them to continue to build on the partnership they have with Safeway, explaining, "It has been years since Safeway Eastern has been run locally. My wish is that vendors embrace that we are back and successfully driving sales. We ask that they would bring us first to market innovation, programs to connect with customers and insights on what we could do better. We both win when we are both successful!"

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Matt Wirth
Sales Manager - Alcohol

Matt Wirth: Staying Ahead Of Trends Is Vital

Matt Wirth, Safeway Eastern's sales manager for alcohol, has spent his entire career with Safeway, starting straight out of college at the retailer's corporate office in Pleasanton, CA. After working in the company's data entry department, Wirth was promoted through the years and spent 10 years managing most of the retailer's center store categories. A little more than a year ago, when Safeway's business model changed from a centralized to a decentralized one, Wirth had the opportunity to join Eastern in his current post overseeing all alcohol sales for the 125 stores overseen by the Lanham, MD based division.

Today, Wirth is responsible for sales and profitability for all things alcohol at Safeway Eastern, including pricing, promotions, and product selection and placement. "I am tasked with driving sales and achieving the targets we set for our category," said Wirth.

In order to continue growing sales and meet those targets, Wirth must stay on top of all of the innovations and new products that are constantly being added to the mix in his category. "On the beer side of the business, there is constant discovery of new items. In

wine sales, 40 percent of the growth is in new items."

These realities mean that Wirth spends much of his time reading industry publications and working with suppliers to ensure he is aware of any and all new products that will keep Safeway's shoppers satisfied with and excited by the retailer's product mix and offerings.

Coming from formerly centralized Safeway, Wirth is bullish on today's decentralized model and the possibilities it gives the retailer for greater success locally. As Wirth explained, "The supermarket industry continues to change, and most of that change recently has come in the form of consolidation. For Safeway Eastern, decentralization gives us the ability to be more successful in the in this ultra-competitive market because we now have the ability to tailor our strategies to the local consumer, something that a lot of companies we compete with can't do."

Looking down the road, Wirth knows that change is one constant that everyone in this business will have to accept is something

that's not going away. "In the alcohol category, we are seeing technology change the way business is done as more and more sales are being done online. Amazon and their rapid delivery capabilities have the potential to have a huge effect," explained Wirth. "Also, there are start-ups out there that are testing delivering alcohol to a customer's doorstep one the same evening they place an order. To compete against these factors, we have to adapt to our consumers' needs."

Staying ahead of the competitive curve requires teamwork, and Wirth feels the vendors he works with can do much to help Safeway be the best in the markets it serves. When we asked how he believes vendors can help, Wirth said, "Obviously, more funding is always something we are looking for. But, I'd also like to stress that we want A-team support from our suppliers. Also, we need more visibility on new items and we'd ask them to bring us better tools to plan ahead on those items effectively. We are excited about growing sales in the marketplace, meeting consumers' needs and providing an exciting shopping experience."



Beth Webb
Sales Manager - Own Brands

Webb Looking For More Local Private Label Partners

Beth Webb, Safeway Eastern's own brands sales manager, has been with the company for 37 years. Her career began in the stores, where she spent seven years in a variety of positions before moving to the corporate offices. Including her current post overseeing the Eastern division's private label sales, she has held posts with Safeway on the help desk, as pricing director and as procurement director.

Her industry career also includes stints with Walgreens as national pricing manager, Winn Dixie as national pricing manager and Nash Finch as senior director of pricing and DSD management.

In her current position, Webb is primarily responsible for driving sales and loyalty of Safeway's many private label lines by ensuring profitable sales for these house brands. She accomplishes these goals by acting as the liaison between the corporate own brands team based in Pleasanton, CA and the Safeway Eastern marketing team. The overall own brands item development, strategic sourcing and standards management are the responsibility of the corporate team. Webb's team in the Safeway Eastern division coordinates shelf placement, price and promotion for the company's house brands in its 125 stores in

the Mid-Atlantic region.

The own brands strategy that Safeway employs is geared to make sure the retailer has "something for everyone," said Webb. With the many different tiers of own brands that Safeway offers, including O Organic, Open Nature and Safeway Select, Webb explains, the retailer is able to offer the right blend of private label products to meet a wide variety of consumers' desires.

Over the years, Webb has seen much change in the supermarket industry. Overall, she said, consolidation has created the most change, and she expects that to continue. "Real estate strategy will continue to change as the 'Live, Shop, Play' community movement grows," Webb said. "Also, grazing and healthy eating will put less emphasis on the center of the store and fresh will continue to be more important."

While many of us think of private label as mainly a center-store category, that isn't really true. As Webb explained it, "Anything made in-store is private label." So, that includes the bakery, the stores' fresh-cut produce program, prepared foods, etc.

When asked if she had a message for the vendor community about own brands, Webb said, "Organic and natural sales continue to

be on fire. Help us grow them. With the trend to healthy 'grazing' (snacks and mini meals), and healthy convenience ingredients for healthy cooking like fresh-cut vegetables, we need vendors to bring us more items that will meet those needs. Additionally, customers expect organic and natural snacks and meal ingredients to be reasonably priced. These trends will only continue to grow. We need to prepare now."

Webb also hopes that vendors will continue to bring Safeway Eastern more local products. "We are now a local company," she said. "So, we are looking for more local brands and local programs from the vendors who call on us."

In summary, Webb is very bullish about the future at Safeway Eastern. "This is a very competitive market. The challenge will be to stay local and take less of a chain store approach. That's a challenge we have risen to. It is our job to be more forward looking and make our grocery stores a part of the community. We are doing a very good job of this, especially with our new stores like Hyattsville and Rockville, which are designed to be part of the communities they serve."

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Christine Hernandez
Sales Manager - Bakery

Hernandez: Quality, Assortment Are Key In Bakery

Safeway Eastern's bakery sales manager Christine Hernandez had spent her entire career with Safeway corporate before moving to the East Coast in 2015 to join the team in Lanham, MD.

In 1989, Hernandez started in the stores, holding various positions for about 10 years, including file maintenance clerk, before moving over to the offices. She started in pricing before moving into the bakery side of the business in 2003, working the "back of the house" as a systems analyst helping with item set up and ingredient statements. Not too much later, she was named bakery category manager for desserts, a position she held for five years, developing recipes and analyzing the category. Later, she became a regional sales manager with responsibility for in-store execution, where she also served five years before being named bakery sales manager for Safeway Eastern.

Today, Hernandez is responsible for all sales and profits for Eastern's 125 in-store bakeries. She oversees merchandising and execution of the bakery departments and

works with the vendor community to get new items and stay ahead of the curve in bakery innovation.

Hernandez tells us that her focus every day is: "Having the best product quality and assortment at a great value."

As someone with many years of super-market retail experience, Hernandez has seen many changes in the industry, especially in the bakery. "The biggest focus today is on healthier options in bakery," she explained. "But, for many customers, the bakery is an indulgence, so while we are working on staying on trend with healthier options, we never forget that if something is going to be decadent, it should also be very good."

One of the earliest changes in the bakery category that was focused on trending toward healthier was the elimination of trans-fats from all products. This meant that every recipe that had used trans-fats had to be reformulated, and it had to be done without losing product quality and taste. Other recent changes in the bakery have included reducing sugar content and

eliminating preservatives. As consumers become more and more health conscious, and knowledgeable about what's in their food, Hernandez knows that the bakery will have to keep progressing to keep up with these needs. "It won't stop," she stressed.

An upcoming change that Hernandez says will impact the bakery is having calorie and nutritional contents for single-serve items, which will have to be available in a book kept in each store.

What does Hernandez think the future holds for bakery? "More people will be grazing, looking for single serve items and smaller sized packages, including in the dessert category. And I don't think this will just be with the millennials. Empty nesters are also looking for these items."

When asked what vendors can do to help Safeway be more successful in the bakery, Hernandez said she is looking for proactivity from suppliers in the area of

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Mike Salisbury
Sales Manager - Meat and Seafood

Salisbury: Meat, Seafood Adapt To Changing Times

Mike Salisbury, meat and seafood sales manager, is a 41 year veteran of Safeway who started with the company in the Northern California division as a courtesy clerk while in high school. Salisbury said, "It was a great job making \$1.65 an hour." Through the years, he held positions as a meat manager, operations specialist, category manager and sales manager. He also served in Safeway's corporate organization as the consumer demand director when the retailer was first centralized. Salisbury rejoined Eastern and now, with the decentralization of Albertsons, serves in his current role. Salisbury is bullish on the positives that Safeway Eastern has experience under the Albertsons umbrella: "I've been through de-centralized, centralized and back to de-centralized. I much prefer the de-centralized model. It allows us to move faster and be more relevant to the local area."

Today, Salisbury is in charge of Safeway Eastern's meat, pre-pack and seafood programs, including profit and loss, marketing, merchandising and people development, both backstage and retail.

"I'm responsible for writing the ads and developing the programs and strategies that will make us successful in our stores," explained Salisbury. "Also, in merchandising, I make sure that our programs are executed in-store and that we put the right strategies in place to make sure we achieve results. I work closely with our operations specialist team to improve store performance and results." Working with Salisbury are two assistant sales managers - John Timpano and Sara Casica - two department specialists - Mary Kisselberg and Kelly Skasick - and Jacqueline Van Ruitan, an analyst who supports all of the fresh departments at Safeway Eastern.

As a longtime food industry vet, Salisbury can certainly be seen as someone well versed in the changes the industry has undergone over the years. "Over the last decade, we have seen a tremendous amount of change," he explained. "Not only do the majority of households today have two working adults, the time spent on the job is increasing, so everyone is busy and the time to prepare a meal is limited in many cases. Additionally, more consumers are

choosing to eat away from home or purchase foods already prepared. So, we have seen a huge growth in further-prepared or ready-to-cook items."

"Consumers have changed their attitudes toward health and diet, as well," he continued. "Today's consumers are much more conscious of calories, fat and cholesterol than they were 10 years ago. Thus the huge growth in the natural and organic segment - across all categories. Item selection in these areas was limited 10 years ago; now they are the fastest growing segment and have offerings in every protein."

"Lastly, the way we are communicating with consumers is rapidly changing. Although our traditional ad is still the top way we communicate, social media, Facebook and our website are all being used to connect with consumers, particularly millennials, which will be critical to future growth. At Safeway, we are just beginning to communicate to customers in those areas beyond our 'Just For U' strategy. I be-

See Salisbury
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Thank You



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Ricardo DiMarzio
Sales Manager - Produce

DiMarzio Always Looking For Innovation In Produce

Produce sales manager Ricardo DiMarzio joined Safeway Eastern last February when the retailer kicked off its new decentralization sales platform as part of the Albertsons organization. Like so many of his industry peers, DiMarzio started in the supermarket business working in the stores as a Safeway cashier at age 16. He later moved into the produce side of the business at Safeway before leaving for Shoppers where he worked his way up the produce ladder to become sales manager and, later, director of produce and floral. In all, his Shoppers career lasted 20 years.

In his current post, DiMarzio is responsible for all of the produce that Safeway sells, overseeing its progress from the warehouse to the register. "I own responsibility for our produce from the time we set the specs for each item we carry until the customer takes it home and serves it to his or her family," he explained.

Again, DiMarzio sets the specs for all of the produce that Safeway sells. Additionally, he oversees merchandising of the product mix and training of the store associates

who work in the produce department, making sure they are handling, displaying and merchandising the produce properly. "In produce, 75 percent of our sales are based on eye appeal," said DiMarzio. "It has to be merchandised in a way that it says to the customer 'grab me, buy me.' So, when we develop our merchandising and display plans, I am looking for finesse, for anything that goes outside the box in an effort to appeal to our customers."

The supermarket produce department has seen great changes throughout recent years, and DiMarzio knows that will be true in the future as well. One of the biggest changes, throughout the supermarket, and especially in produce, is the explosion of organics. "Organics are very, very big. In this area we are seeing more and more growers change their land over to organic, which means there are now a lot more organic products being grown outside of California. This allows us to offer more local organic products, which also means that we can offer them at a lower cost." Another way growers are increasing their organic yields is by adding greenhouses for year-

round growing, allowing them to lengthen the season for many produce varieties.

Also showing big growth in produce is the fresh-cut category. Safeway's stores have devoted significant labor and shelf space to its fresh-cut program as today's time-starved shoppers look for more convenience in their shopping experience. "Customers are looking to us to save them time. And, they trust their local Safeway because we do our preparation in-house, which makes customers more comfortable with the quality they know they will get." While fresh-cut got its start with fruit, it's now moving to vegetables in a big way. Next up for fresh cut - organics.

In the same vein as fresh-cut, DiMarzio sees great potential for an in-store juicing program, which Safeway is testing in a few stores now and which will move to Eastern soon. As with fresh-cut, the juicing program will move into organics once the program has been established.

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Katie Vazquez
Sales Manager - Floral

Vazquez: Floral Now A Destination Shop For Safeway

Katie Vazquez, Safeway Eastern's floral sales manager, got her start in the industry as a bagger in the stores for Safeway. Over the course of her 18-year career, she has held positions in both produce and floral and as a store director before becoming an assistant sales manager for produce and floral. Today she leads the buying, determining product mix, pricing, merchandising and vendor relations for all things floral at Safeway Eastern. As she puts it, "In floral, from A to Z, I make sure it gets done."

The floral department in today's supermarket - and especially today's Safeway store - is quite a bit different than it was years ago. "More than anything, floral has become an everyday purchase," said Vazquez. "In the past three years, the category has really boomed. Before, floral purchases in the supermarket were primarily seasonal," she added. So, 10 years ago, a shopper might buy a floral bouquet for a special event like Mother's Day or a special anniversary. Today, customers still use their supermarket's floral department for special occasion purchase, but more and more, they are shopping the floral department on

a regular basis for no particular occasion at all.

Also changing over the years are the types of products that one can find in a supermarket floral department. Beyond the traditional flower bouquets and arrangements is a variety of products that only continues to expand. "Some of the newer trends include air plants, succulents, dyed cut flowers and terrariums," explained Vazquez. "Hardier types of plants like foliage has really bloomed, too." Also marketing more and more are related categories to floral. "What I'm noticing more is that what we are offering today is a full floral department that is included within the supermarket vs. just having some flower for sale."

Vazquez sees a lot of potential for additional growth and expansion in Safeway's floral departments through expanded services like event planning and delivery.

Being a decentralized division that is part of a company that is national in its scope and buying power is a real plus for the floral category. "Being part of Albertsons real-

ly gives us the ability to run the business the way we know it needs to be run in the markets we serve. We know what the customers here want, and we can deliver that to them. But, we have the added advantage and clout of being part of a large, national buying organization. That allows us leverage the Albertsons volume to secure better quality products and grocery store prices," she explained.

Looking toward the future, Vazquez sees limitless potential for change and growth. "The floral business is evolving every day, so we do a lot of brainstorming to make sure we are ahead of the curve and our competition."

Ultimately, Safeway's success is in part reliant on having successful vendor dealings, and Vazquez believes that is one of the primary keys to future success. "It is really about a partnership. We look for the vendors we work with to help us design and execute plans that will mean more flo-

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Kevin Cooper
Sales Manager -
Deli/Foodservice/Starbucks

Cooper: Natural, Organic Driving Deli Growth

Kevin Cooper, sales manager for deli/foodservice and Starbucks, is new to the Eastern division, but is a 27 year veteran of Safeway. Like so many others in the grocery business, he got his start as a courtesy clerk in 1989. Working at Vons in Safeway's Southern California division, Cooper spent about 20 years in the stores, mostly in produce, before becoming a produce field merchandiser in 2003. He would also serve as a corporate category manager for two years and a corporate regional produce manager for Safeway's Texas, Phoenix and Northwest divisions before taking his current post.

Joining Eastern a year ago, Cooper is responsible for the retailer's deli, foodservice and Starbucks categories, achieving sales, volume, profit, and market share objectives year-after-year. He focuses on building vendor relationships that drive cost reductions and margin increases. Cooper explains his job this way: "I own the profits and losses for my categories. I'm responsible for all marketing, including writing the weekly ads, merchandising the categories effectively, training associates and overseeing vendor negotiations and developing relationships."

The deli and prepared foods departments in supermarkets have changed in many ways over the years, Cooper said. "Natural and organic foods are growing very fast as consumers seek cleaner foods because of a greater stress on eating healthy," he explained. "Prepared foods are more important than ever. Consumers are looking for ready-to-go, convenient meals, as well as new meal ideas."

Cooper says Safeway is very focused on meeting today's shoppers' needs for quick, convenient meal choices, and says that new stores are being built with this in mind and current stores are being retrofitted to be more accommodating to these customers. "Our strategy is to build store going forward that have the features that will meet shoppers' needs and desires for high quality, convenient prepared food choices. And, we are adjusting our older store formats so that they can also take advantage of these trends," he explained.

The retailer's newest Eastern division store, which recently opened in Hyattsville, MD, is the perfect example of where Safeway is taking the deli and foodservice de-

partments. Today, a significant portion of the store's real estate is devoted to prepared foods, it features a hot soup bar, salad bar, Asian cuisine bar, in-store fried chicken and a cold prepared foods section – just to name a few of the features of this new prototype.

Cooper is very proud of the quality and variety of prepared foods and meal solutions that his deli department offers Safeway shoppers. "It's not just about potato salad anymore," he said. "When customers shop our stores and our deli and prepared foods sections, we want to surprise and delight them with our offerings. We are always developing new recipes and items that will help the customers who shop in our stores eat healthy and delicious food at a good value."

When asked how the vendors who call on Safeway Eastern, particularly in the deli and foodservice world, can improve their business, Cooper said, "It's all about innovation. Bring me the newest innovative items or program that I can offer to our shoppers. What can you bring to the table that will help me differentiate me from my competition? That's what I need to see from you."



Kelly Boyd
Marketing Director

Kelly Boyd: Harnessing The Power Of Being Local

Kelly Boyd, marketing director at Safeway Eastern, has a fairly atypical career background when compared to many of today's retail executives, who started their careers working in supermarkets, usually as cashiers or baggers while in high school. Boyd also has a background in retail, but her first job with Minneapolis based Musicland, a record store that ultimately became part of an entertainment group that also sold movies via Suncoast Motion Picture Co., which also played a part in Boyd's first retail career. After working in the Musicland stores, Boyd moved into the company's office in 1998, working in merchandising. Later, she moved into the movie marketing department as Musicland sold music as well as movie videos.

"My job at Musicland taught me a lot about visual merchandising," explained Boyd "Part of my job was in-store signage, so I learned a lot about store communications to customers through displays. I also learned a lot about print, which has served as a very good base throughout my career."

As she progressed through her Musicland career, Boyd added event planning to her job responsibilities, organizing a myriad of the stores' events, including book signings, sweepstakes, festivals, as well as celebrity appearances sponsored by the company that were held at the Mall of America.

Later, Boyd would join an experiential agency that organized regional and national brand launches for a Fortune 100 company, where she learned, "Brand integrity is everything."

As her career progressed, Boyd ultimately looked to get into a more structural environment like that she thought she would find in the corporate world, which in 2009 led her to Supervalu and a post as a sales and promotions specialist, which aligned very well with the experience she had amassed to date. Before long, Boyd was serving as sales and promotions manager where she was responsible for yearly planning for all of Supervalu's six retail banners. After Supervalu sold its retail banners, Boyd moved to the West Coast and

settled in Portland, where she worked as a consultant for two years before joining Albertsons and moving to Eastern in Lanham after Albertsons acquired Safeway.

Today, Boyd is responsible for all of Safeway Eastern's advertising and marketing, working with the merchandising team and the vendor community to create and strengthen Safeway's brand awareness. Under her purview are ad planning and in-store signage.

Through the years, Boyd has seen the many changes in retail, in general and in the supermarket industry specifically. "I would say one of the biggest changes is the move from paper ads to social media and digital as the primary ways we are and will be communicating consumers in the future. Will the industry ever get away from that weekly print circular? Maybe not, or at least not in the near future. But we need to balance print and digital to be sure we reach all of our customers and potential

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Stacey Brown
VP - Labor Relations/Human Relations/
Employee Law

Brown: 'Removing Roadblocks, Reinforcing Guardrails'

Stacey Brown is Safeway Eastern's vice president of labor relations, government relations and employee law. She was a member of Safeway's corporate team for five years, overseeing labor and government relations for the company's Jewel Osco division in Chicago. She stayed with the company after its purchase by SuperValu and ultimately transitioned to Safeway Eastern after it became part of the Albertsons organization.

A graduate of the University of Dayton school of law, Brown began her career as trial lawyer. When she became a mom, Brown decided to leave the fast-paced world of litigation and took a position as general counsel for the Teamsters in Chicago. Later, she moved to Safeway, handling labor and government relations for its Jewel-Osco division in Chicago. She transitioned to the Eastern division after Albertsons purchased Safeway.

Today, Brown takes responsibility for ensuring that Safeway Eastern division's path is clear of roadblocks as the retailer seeks to provide its customers with the very best

level of service and quality possible. "My job is to be sure the operators (our stores and associates) are 'well.' I focus on satisfying my customer - our team members - so that I can help them take care of the customer," said Brown. "My day-to-day theme is this - 'remove roadblocks and reinforce guardrails.'"

There are three 'legs' to the table of Brown's day-to-day responsibilities. The first leg is labor relations and contract negotiations. "I ensure that our relationships with our workplace are good." That means working with the unions to negotiate labor contracts and keeping communications on both sides open at all times.

The second leg to Brown's job is government relations. "I make sure our relationships with government organizations are open and seamless. We want our neighbors to have good feelings about us, and keeping open lines of communications makes sure we are successful in that area."

Thirdly, Brown is tasked with overseeing any and all matters related to employment law that arise for Safeway's associates.

While these three 'legs' comprise the official responsibilities Brown has as Safeway Eastern's labor and government relations czar, she found that she has become the owner of a fourth area of responsibility, one she said is a bit of a catch-all that resulted from her motto to always 'remove roadblocks and reinforce guardrails.' "I make sure that I am available to help with any situation that might arise that doesn't fall under operations, merchandising or marketing," she explained. That means she is the go-to person for emergency response plans (for example, during the Baltimore riots last year) and any other unanticipated situations that arise and need to be handled immediately.

While she works on a different side of the business from the day-to-day supermarket retail operations, sales and merchandising/marketing, Brown is still cognizant of the way the industry continues to evolve. "It's been interesting to watch how the way we sell groceries has changed, even in the past

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Lisa Umali
Human Relations Director

Umali: Making Safeway #1 In Customer Service

Lisa Umali, human resources director for Safeway Eastern, has worked in her field of expertise for more than 20 years. Her first position was as a staffing coordinator for Kaufmann's Distribution Center. She then served in the U.S. Army as a counterintelligence special agent for three years before transitioning back to the private sector. After her stint in the military, Umali held a variety of retail and HR positions with Sony Electronics, Novum Pharmaceutical, Lowe's and Wal-Mart before joining Safeway Eastern in 2014.

In her current post, Umali is responsible for spearheading talent acquisition and managing the employee benefits program for the Eastern divisions.

Umali joined the Safeway Eastern team shortly before its reorganization as a decentralized division of Albertsons and has seen the before-and-after picture of the situation in Lanham. "When I first came on, we were in recovery mode. It was a different company than what you see today. Post-merger, the division is much more fast-paced and things are ever-changing.

We have an amazing HR team here and I am so impressed with the amount of work we get done."

Having a strong HR team was vital as Safeway sought to grow its portfolio of talented candidates to lead its stores. "Our goal was, and continues to be, identifying and hiring good talent. Today, we do much more on social media to get the word out that we're looking for good people to work in our stores. Once we identify people we believe will help to lead our growth and future success, we are able to offer them competitive compensation packages and - due to the tremendous success we have enjoyed since decentralization - an excellent quarterly bonus program. The fact that the bonuses are structured on a quarterly basis is something that we believe is superior to the yearly bonus programs that many other retailers offer today."

At the beginning of Eastern's path toward decentralization, it was also a huge undertaking to find the best talent to oversee the division's sales, merchandising and marketing functions. "Those departments were

virtually nonexistent under the old centralized plan," explained Umali. "We brought people to Eastern from across the other divisions of the company, some of whom had never lived on the East Coast before." The company also brought new talent in from other organizations. All told, Umali and the HR team filled 148 positions at the Lanham, MD offices between December 1 and February 1, when Safeway Eastern launched its new, decentralized business model.

As the country's economy continues its slow turnaround, Umali and the HR team have found that they face added competition when trying to acquire new talent, which was much easier to come by when the economy was stagnant and showing little growth. Umali explains, "We know we cannot continue our growth and our success without fill the positions with good talent. Therefore, we are using every channel possible to attract new talent."

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Jack Jacobs
General Manager - Supply Chain/
Logistics

Jack Jacobs: Keeping Eastern Division Stores Supplied

As a 43 year Safeway Eastern veteran, Jack Jacobs is the perfect person to serve as general manager of supply chain and logistics for the Lanham, MD division of the Albertsons Companies. Jacobs has held just about every position there is to hold in logistics, starting as a part-time order selector in 1973 during summer vacation while studying at the University of Maryland. After graduating, he took a position as an industrial engineer at the warehouse in 1978. Over the years, he did many things, including developing truck routing plans for deliveries, serving as a dispatcher, then a driver supervisor before becoming superintendent of transportation operations. He would go on to serve as truck operations manager, director of distribution and project engineer for the construction of Safeway's Collington distribution center in Upper Marlboro, MD, which was ultimately went to third-party operation by C&S, with Jacobs serving as general manager on the Safeway side.

In one of the good-news stories of the recent Baltimore-Washington supermarket industry, in February 2016 it was announced that Safeway Eastern would continue operations at the Collington facility, reversing the original decision Albertsons made last year to close the facility. Keeping the warehouse in operation has saved 600 jobs and that's something Jacobs and the entire Eastern division team are very proud of.

Today, Jacobs oversees supply chain and procurement for Safeway Eastern's store base. He and his team negotiate prices with vendors, working with C&S, in produce, floral, meat and seafood. Jacobs and eight fresh buyers, two procurement managers and four grocery buyers oversee that C&S meets their procurement needs at all times.

Additionally, Jacobs directs operations (a search is currently under way for a full-time director of operations for Collington) in distribution and trucking. Safeway Eastern currently has a fleet of 96 tractors

and 330 trailers (80 percent of which are temperature controlled) to deliver product to its Mid-Atlantic stores. Nearly 600 associates work a total of three shifts at the distribution center every day of the year except Thanksgiving, Christmas and New Year's Day. Their priority is to service their customers - Safeway Eastern's 125 stores - at the very best levels possible every day.

Not surprisingly, Jacobs has seen a fair share of monumental change since he first started his Safeway career nearly four decades ago. Number one on that list is the influence of technology today versus in the 1970s. "When I first started, we only had 'canned' software," explained Jacobs. "It was very basic and very simplistic. Today, we have access to highly specialized software that can generate the most efficient route for any given delivery and any particular day. It helps us create the highest efficiency possible by helping us prioritize

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Corporate Support Team



Grocery procurement (l-r): Sheffield Altice, buyer, 21 years; Ron Stone, procurement manager, 1 year; Marie Kabia, department specialist, 21 years; Kylie Cortez, buyer, 4 years; Michael Veasie, buyer, 10 years



Grocery department specialists (l-r): Theresa Baird, 7 years; Andrea Robbins, 1 month; Dave Sisson, 37 years; Tishuana Savoy, 2 months; Adrianna Corvaes, 1 year



Grocery department specialists (l-r): Erin Harter, 8 years; Tina Williams, 7 years; Phyllis Krankowski, 28 years; Casey Page, 1 year; Brandon McCauley, 15 years; Laura Turner, 10 years



Meat/seafood/deli procurement (l-r): Keith Rothgarn, senior buyer, 1 year; Melissa Maloney, buyer, 16 years; Carleene Delwin, department specialist, 6 years; Phil Bravo, procurement manager, 17 years; Cynthia Baker, deli buyer, 18 years



Produce procurement (l-r): Carleene Delwin, department specialist, 6 years; Steve Coomes, procurement manager, 46 years; Betty Panciera, senior buyer, 41 years; Pamela McKenzie, buyer, 8 years; Lisa Randolph, floral buyer, 35 years; Tom Pierce, buyer, 13 years



(l-r): Lydia Van Ness, executive assistant, 10 years; Kathleen Zarep, digital marketing manager, 1 year



Amanda Wirth, assistant sales manager-grocery, 13 years



Brian Short, assistant sales manager-grocery, 21 years



Danielle Mulcare, assistant sales manager-grocery, 22 years



Dave Padgett, assistant sales manager-liquor, 24 years



James Maselas, assistant sales manager-bakery, 20 years

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Human resources (l-r): Lisa Umali, HR director, 2 years; Tameka Davis, manager, 2 months; Will Wescott, associate relations manager, 32 years; Barbara Penrod, HR lead, 15 years; Jessica Page, HR manager, 40 years; Joe Edwards, administrative assistant, 2 years; Mike Winder, education manager, 7 years



Perishable department specialists (l-r): Kelly Skasick, 4 years; Tara McPhat, 14 years; Tracy Phillips, 10 years; Teresa Huffman, 21 years; Mary Anne Little, 5 years; Joyce Cohen, 21 years; Robby Dean, 7 years



Finance (l-r): Randy Weist, director of finance, 27 years; Bernie Morris, finance analyst, 10 years



Construction (l-r): Shawn Dekker, construction manager, 4 years; Denise Poulin, project coordinator, 32 years; Larry Snyder, project coordinator, 8 years



GM/HBC department specialists (l-r): Anya Hutchins, 18 years; Nicole Mulcare, 1 year; Tim Stubbs, 10 years; Debbie Sickle, 40 years



Asset protection (l-r): Russ Decosta, DSD BDR coordinator, 7 years; Bob Rosato, director-asset protection and shrink, 1 year; Shane Coover, organized retail crime investigator, 11 years; Alan Tlusty, direct asset protection manager, 12 years; Gary Locust, direct asset protection manager, 8 years; Craig Kesler, direct asset protection manager, 17 years; Corey Bradley, direct asset protection manager, 7 years; Jared Brown, direct asset protection manager, 1 month; Ralphael Villanes, division manager, 13 years



Jay Habben, assistant sales manager-produce, 5 years



Jeff Robert, assistant sales manager-grocery, 3 years



Keith Sykes, food safety manager, 8 years



John Timpano, assistant sales manager-meat and seafood, 36 years



Sara Casica, assistant sales manager-meat and cheese, 14 years

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RMSI team (l-r): Steve Watson, 42 years; Pichet Bududorn, 1 year; Corina Hilbourne, 1 year; Joey Carr, 7 years; Patty Kerley, 7 years; Norman Purrier, 1 year; Donna Smith, 40 years; Terry Matheny, 1 year



Information Technology (l-r): Alex Williams, IT deployment services, 1 year; Jason Moore, IT deployment services, 5 years; Steve Dant, director of information technology, 21 years; Frank Shields, IT deployment services, 8 years; Alex Saavedra, IT deployment services, 2 years



Steve Merello, assistant sales manager-grocery, 32 years



Tim Ley, assistant sales manager-GM, 2 years



Angie Marshall, deli assistant sales manager, 19 years



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better.

Administrative assistants
(l-r): Debra Tunney, division admin, 8 years; Debbie Lipscomb, district admin, 46 years



Mailroom (l-r): Joe King, lithograph operator, 29 years; Bernie Long, administrative services-mailroom, 28 years



Polly Dougherty, front end operations manager, 34 years



James Walden, division safety manager, 27 years



IVIE team (l-r): John Smith, production artist, 2 months; Sara Maalour, graphic designer, 2 months; Linda Ralph, advertising director, 1 year; Nathan Keys, production artist, 1 year; Jennifer Kniceley, production artist, 1 year; Erin Voss, production lead, 1 year; Dan Potter, marketing manager, 4 years; Meghan Walker, account coordinator, 1 year; Amber Timms, production coordinator, 1 year



**The Bel Brands Family Wishes
Safeway Many More Years of Success!**

CROSSMARK
Smarter Way. Faster Growth.

For more information about the Bel Brands line,
contact Crossmark or Jeff Smith at 410-598-0611





Congratulations to Safeway on many years of success!



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Community Relations



The Safeway store in Rockville, MD hosted the “Great Chocolate Kosher Factory workshop” which taught participants about the traditions of kashrut while they had fun making and eating chocolate. Participants molded dairy-free and soy-free dark chocolates in the shape of kosher animals, Kiddush cups, Kiddush bottles, Stars of David, challahs, menorahs and more. They also learned about making chocolate from scratch—from roasting and grinding the cacao beans to winnowing the cacao shell pieces.

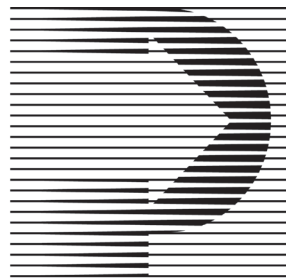


Safeway partnered with 107.3FM to host a School Supplies Drive at its Kensington, Fairfax and Bowie stores for students in Washington, DC and Prince George's County.



Safeway sponsored the Petworth Neighborhood's Summer Concert at the Petworth Recreation Center. Entertainment included local jazz artists and the Howard University Gospel Choir.

Congratulations from your friends at Progressive Sales & Marketing, Inc.



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Sales & Marketing, Inc.**

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Community Relations



Safeway partnered with District of Columbia Council Member Jack Evans to provide flu shots for retired and disadvantaged people who reside in Ward 2 of the city.



Safeway donated more than \$175,000 to Easter Seals' Veterans Program.



Safeway proudly sponsored the 16th Annual Feast of Sharing at the Washington, DC Convention Center, serving Thanksgiving meals to more than 5,000 residents.

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SAFEWAY

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better.**

Community Relations



Safeway awarded \$15,000 in scholarships at the Greater Washington Urban League Gala to high school students who demonstrated scholarship and service excellence.



Safeway partnered with Riverbend Middle School in Sterling, VA on a program looking at food waste. The program presented information to students on store recycling of produce, bakery, bone/fat bins, cardboard and plastics.



The Safeway store in Warrenton, VA donated Peanuts Trick or Treat bags to the preschool for Halloween.



Safeway is a proud supporter of more than 10 March of Dimes Walks throughout the Mid-Atlantic Region with donations of a variety of products, including water, bananas and oranges

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{integrity}

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District 81 • Store 128

151 Walkers Village Way, Walkersville, MD



(l-r): Tony Bell, produce manager, 40 years; Sherry Burnett, cut fruit lead, 1 year; Hannah Howett, service clerk, 1 year; Laura Brashears, floral manager, 3 years



(l-r): Rhonda Trail, front end manager, 18 years; Janice Hill, store director, 35 years; Chris Hickle, produce clerk, 30 years; Emikly Fabricatore, bookkeeper, 9 years



(l-r): John Moberly, grocery manager, 33 years; Doug Bruchey, dairy manager, 28 years



(l-r): Fred Stull, porter, 26 years; Sheila Robey, assistant front end manager, 8 years; Sara Poole, deli manager, 20 years; Jeff Morris, meat manager, 39 years



(l-r): Stephanie Keiser, cake decorator, 9 years; Kelly Norris, bakery manager, 4 years; Shonna Dalton, cake decorator, 7 years



(l-r): Bethanny Cluster, food clerk, 2 years; Jim McDonald, first cutter, 18 years; Brittany Drury, food clerk, 3 years; Toni Eckenrode, food clerk, 13 years

District 81 • Store 1075

927 W 7th Street, Frederick, MD



(l-r): Cheyanne Devibiss, meat manager, 15 years; Sherald Brashear, GM/HBC manager, 34 years; Deborah Derr, deli manager, 28 years; Keri Bridgett, seafood manager, 12 years; Joann Zboyan, floral manager, 9 years



(l-r): Terry Youngkins, produce manager, 31 years; Peggy Ray, file maintenance manager, 30 years; Susan Esquer, front end manager, 16 years; Bob Jones, grocery manager, 40 years



(l-r): James Mitchell, food clerk, 8 months; Joey Yee, courtesy clerk, 2 years; Dawn Sulick, assistant front end manager, 22 years; Mark Randolph, courtesy clerk, 2 years



(l-r): Chester Fogle, service clerk, 15 years; Jane Johnson, bakery manager, 36 years; Joshua Boudreaux, baker, 2 years



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CHOBANI



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District 81 • Store 1089

12251 Darnestown Road, Gaithersburg, MD



(l-r): Ming Lu, floral manager, 14 years; Diana Chan, produce manager, 15 years; Daniel Koontz, produce clerk, 6 months; Rickey Mosely, courtesy clerk, 1 year



(l-r): George Becker, meat wrapper, 1 year; Landon Richie, food clerk, 2 years; Rita Kruster, deli clerk, 12 years; Dilip Roopchand, 1 year



(l-r): Pascal Abalo, donut fryer, 7 months; Tiara Anderson, baker's assistant, 6 months; Kyi Myamya, bakery manager, 13 years; Chi-Yin Chan, baker's assistant, 1 year



(l-r): Tonza Price, store director, 15 years; Johnathon Ryan, GM/HBC clerk, 8 months; Kim Hockman, front end manager, 26 years; Christopher Thompson, seafood manager, 10 years; Kyi Myamya, bakery manager, 13 years



(l-r): Ming Lu, floral manager, 14 years; Jessica Grant, person in charge, 3 years; Muhammad Khan, meat manager, 8 years; Ed Andrews, grocery manager, 4 years; Evelin Hernandez, deli manager, 18 years

District 81 • Store 1213

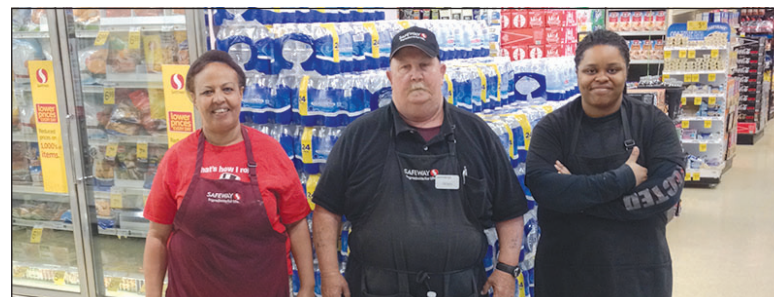
1902 Vier Mills Road, Rockville, MD



(l-r): Adiaha Clark-Chism, food clerk, 27 years; Dave Mott, store director, 13 years; Carol Byrd, food clerk, 21 years



(l-r): Clifton Duvall, grocery manager, 13 years; Carol Ostach, inventory control clerk, 28 years; Carlos Williams, deli manager, 8 years

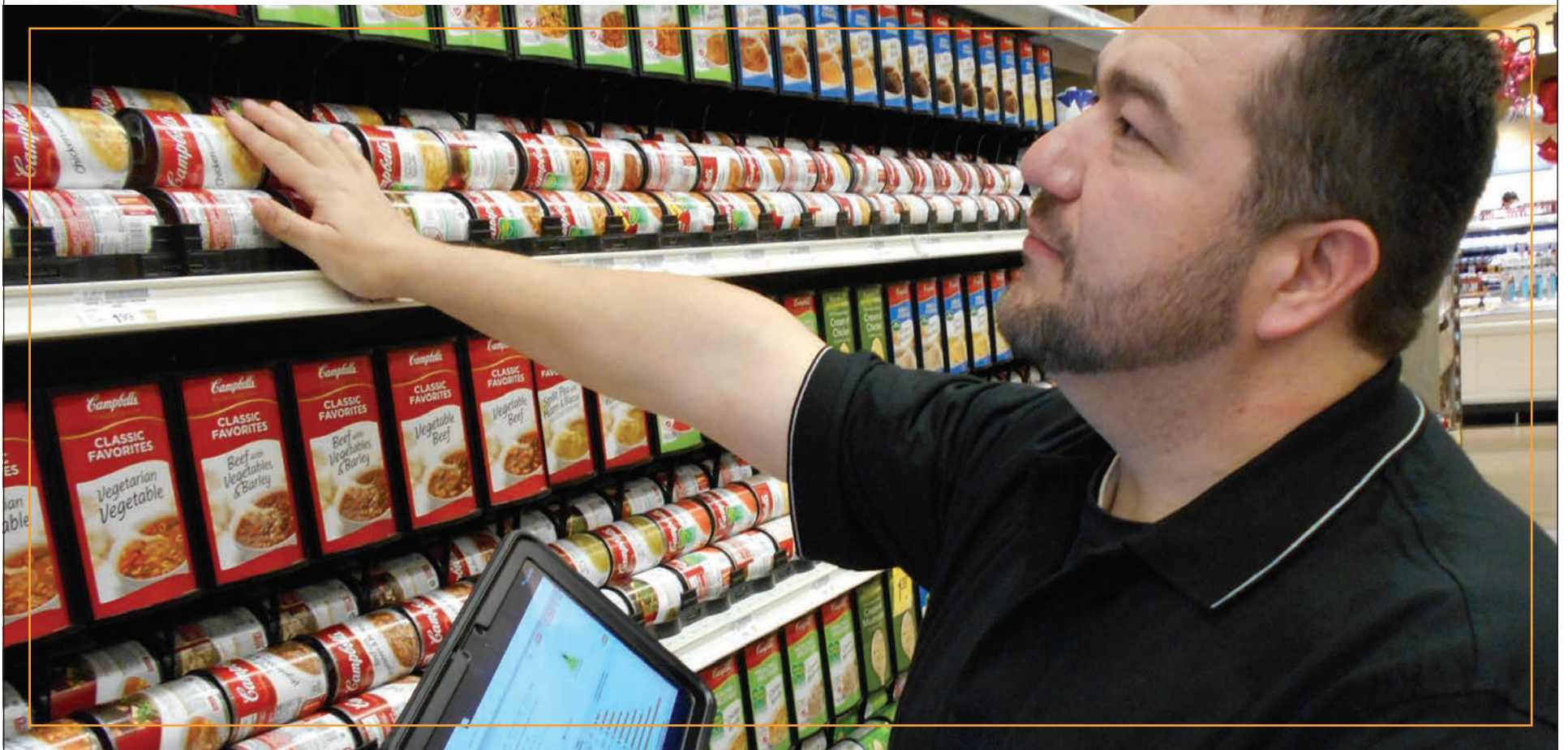


(l-r): Bernie Fikret, food clerk, 1 year; Herb Burgraff, courtesy clerk, 2 years; Desirae Gray, food clerk, 1 year

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- RMSI Offers a 360, total store solution to merchandising!
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- Accountable – We guarantee our work 100%

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District 81 • Store 1559

815 E Main Street, Middletown, MD



(l-r): Cheryl Simons, deli manager, 28 years; Karie Summers, deli clerk, 2 years



(l-r): Barbara Barnes, floral manager, 28 years; Janet Renkenberger, floral clerk, 1 year



(l-r): Becky Shank, food clerk, 15 years; Caitlin Reising, store director, 16 years; Alamine Getahun, courtesy clerk, 1 year; Rebecca Favata, Starbucks clerk, 15 years



(l-r): Crystal Shafer, cut fruit clerk, 6 months; Amanda Lindley, produce clerk, 14 years; Don Brooks, produce manager, 42 years; Michael Green, cut fruit lead, 1 year

District 81 • Store 1565

15411 New Hampshire Avenue, Cloverly, MD



(l-r): Stephen Cooper, deli manager, 4 years; Debbie Leizear, deli clerk, 32 years; Beverly Bernacchia, deli clerk, 24 years



(l-r): Michael Tchouda, seafood manager, 3 years; Barry Rice, meat cutter, 10 years; Mike Fox, meat manager, 4 years



(l-r): Alayne Tresente-Sias, produce clerk, 23 years; Maria Rivera, produce manager, 7 years; Renee Heil, deli clerk, 22 years



(l-r): Adeline Gomes, Starbucks manager, 8 years; Rachelle Butler, floral manager, 4 years; Yakov Saversky, service clerk, 7 months; Cerria Rusten, food clerk, 1 year

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MAFTO Signature Gala

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Baltimore Marriot Waterfront Inner Harbor



Honoree:

Steve Burnham

President, Safeway Eastern Division

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For more details and to register, go to www.MAFTO.org.

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District 81 • Store 1579

19718 Germantown Road, Germantown, MD



(l-r): Dwight Handley, frozen food stocker, 30 years; Joe Garcia, night stocker, 41 years; Carla Lee, teller, 30 years; Alex Zumiga, file maintenance clerk, 1 year; Shamima Bukul, floral clerk, 11 years; Tammy Waters, cashier, 16 years



(l-r): Bo Wo, China Kitchen chef, 11 years; Xiu Lin, deli clerk, 12 years; Lynn Lam, deli manager, 15 years; Roxanna Aviles, deli clerk, 7 years



(l-r): Mike McCarthy, store director, 41 years; James Meyers, head night stocker, 14 years; Brenda Batres, bakery clerk, 17 years



(l-r): Theresa Drennan, GM/HBC manager, 33 years; Sonia Fuentes, meat wrapper, 29 years; Danny Weschler, produce clerk, 32 years; Elise Hill, Starbucks manager, 4 years; Brittany Mason, Starbucks clerk, 6 years; Jason Winters, produce manager, 21 years; Andy Adnard, meat manager, 10 years

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District 81 • Store 1620

20211 Goshen Road, Gaithersburg, MD



(l-r): John Colbert, inventory control clerk, 8 years; Randy Drury, book-keeper, 14 years



(l-r): Mohammad Khan, deli manager, 15 years; Penny Barton, deli clerk, 30 years



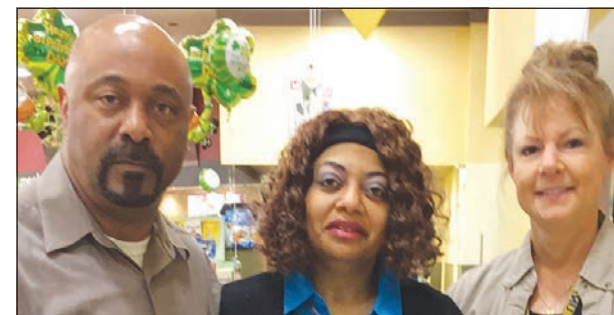
(l-r): Celina Ting, cake decorator, 15 years; Sheetal Patel, bakery clerk, 7 months; Yuk "Kim" So, baker, 11 years



(l-r): Baya Velicharla, courtesy clerk, 11 years; Mike Carter, GM/HBC clerk, 28 years; Rick Morris, frozen foods clerk, 33 years



(l-r): Kam Phinith, produce manager, 35 years; Yu Zhou, produce clerk, 12 years; Tevin Zambrana, cut fruit clerk, 7 months



(l-r): Gene Wilson, store director, 7 years; Tookie Holman, front end manager, 28 years; Jodi Whalen, file maintenance clerk, 12 years



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46% of shopping trips are quick trips and beverages are consumed within 2 hours 87% of the time. Consumers are unwilling to go to extraordinary measures to find cold beverages. Place cold Red Bull by the register in your store and watch your energy sales soar!

Source: 2013 Smart Revenue + Red Bull Path 2 Purchase

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District 81 • Store 1668

5510 Norbeck Road, Rockville, MD



(l-r): So Lee, deli clerk, 24 years; Tyree Hinton, deli clerk, 1 year; Krystal Ahmadpur, deli clerk, 3 months; Lavice Demar, deli clerk, 2 years



(l-r): Rosa Guaman, cashier, 2 years; Rachel Meilke, cashier, 4 years; Cindy Merriam, cashier, 27 years



(l-r): Territa Moon-Johnson, courtesy clerk, 7 months; Erika Stevens, floral manager, 1 year; Brian Marks, produce manager, 4 years; Weichi Lee, produce clerk, 2 years



(l-r): Dai Keo, assistant front end manager, 6 years; Barry Tucker, grocery day stocker, 7 months; Jean Lanier, assistant front end manager, 1 year; Fabrizio Coronodo, courtesy clerk, 9 months; Nacala Robinson, courtesy clerk, 8 months

District 81 • Store 1715

403 Redland Boulevard, Rockville, MD



(l-r): Lennin Jimenez, meat manager, 19 years; Lawrence Logan, produce clerk, 9 years



(l-r): Jackie Chavez, pricing manager, 14 years; Gerry Graf, cashier, 25 years



(l-r): Wai Wong, deli clerk, 29 years; Jean Herndon, deli manager, 31 years; Sharon Saunders, 16 years



(l-r): Madelyn Lupo, Starbucks clerk, 1 year; Rosanna Wong, Starbucks clerk, 14 years; Anna Claire, Starbucks manager, 5 years



(l-r): Mark Mercier, store director, 36 years; Bildad Albanex, front end manager, 15 years

CONGRATULATIONS!



SAFEGWAY®

Signature Brands is
proud to be your
partner and we
wish you continued
success.



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BRANDS, LLC*

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District 81 • Store 1815

337 E. Ridgeville Boulevard, Mt. Airy, MD



(l-r): Jen Haman, front end manager, 7 years; Harrison Earls, cashier/food clerk, 1 year; Weston Snively, cashier/food clerk, 5 years; Chase Snively, 2 years



(l-r): Michelle Hillard, deli manager, 5 years; Ben Dobbins, courtesy clerk, 1 year; Bill Freeman, produce clerk, 18 years; Linda Jones, meatwrapper, 26 years



(l-r): Jeanne Jurney, teller/food clerk, 32 years; Sabrina Cooper, Starbucks manager, 1 year; Linda Six, GM manager, 18 years; Pam Dodge, cashier/food clerk, 14 years



(l-r): Alan Kelly, meat manager, 26 years; Angelina Saitta, pharmacy technician, 10 years; Andrew Jackson, courtesy clerk, 1 year; Phil Lyons, assistant store director, 12 years; Shane Edminston, cashier/food clerk, 12 years; Christian Thompson, Starbucks clerk, 1 year; Bodsede Oppong, pharmacist, 10 years

District 81 • Store 1956

14939 Shady Grove Road, Rockville, MD



(l-r): Marcus Cooper, deli manager, 10 years; Cindy Tam, deli clerk, 15 years; Lilly Li, deli clerk, 1 year



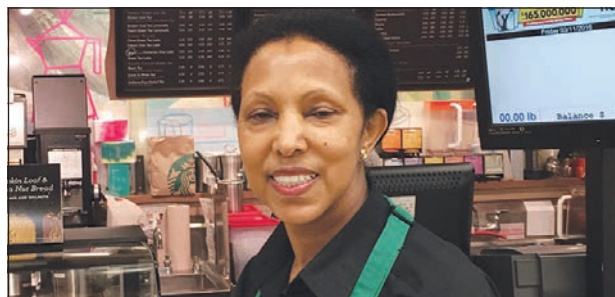
(l-r): Patrick Sawyer, service clerk, 23 years; Stan Poplawski, baker, 11 years; Sossy Tatarian, service clerk, 1 year



(l-r): Cheen Kong, meat cutter, 10 years; Mose Lane, seafood clerk, 13 years



(l-r): Joshua Brown, frozen foods clerk, 2 years; Ron Drapper, dairy clerk, 39 years



Zafan Keflu, Starbucks clerk, 1 year



Mike Hutson, grocery manager, 20 years

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District 81 • Store 2753

10541 Connecticut Avenue, Kensington, MD



(l-r): Joe Bungo, meat wrapper, 5 years; Caroline Rozario, seafood manager, 15 years; Yvonne Anderson, baker's assistant, 10 years



(l-r): Anthony Kardell, food clerk, 8 years; Mark Panditharatna, produce clerk, 7 years



(l-r): Pooja Thapa, cashier, 1 year; Cecile Adkins, deli clerk, 8 months; Walter Ruth, deli clerk, 8 years



(l-r): Jazmyn Talley, bakery clerk, 8 months; Richard Bradford, courtesy clerk, 8 months; Rojina Thapa Khadka, courtesy clerk, 3 years



(l-r): Nelson Kilgore, produce clerk, 8 months; Basil Bahar, seafood clerk, 8 months; Joe Kaibni, produce clerk, 16 years

It's a Team Effort!

THANK YOU

Store management and associates
for your dedication, loyalty and
service to **SAFEGWAY** 
and it's customers.



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Thanks to the Safeway Eastern 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,
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District 81 • Store 2781

11201 Georgia Avenue, Wheaton, MD



Milanka Perera, produce manager, 2 years



Stacy Roberts, cashier/file maintenance clerk, 2 years



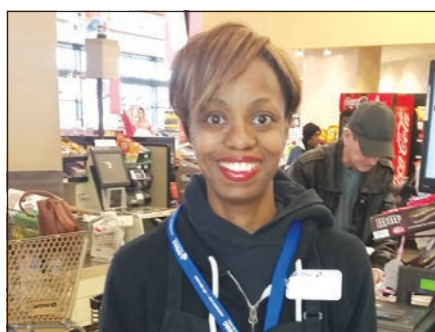
Dionne Williams, cashier, 3 years



Maria Castro, deli manager, 11 years



Tholmina Gomes, Starbucks manager, 5 years



Denise Manning, seafood manager, 21 years



Fun Ng, floral manager, 16 years

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District 81 • Store 2794

9807 Main Street, Damascus, MD



(l-r): Irma Montero, front end manager, 6 years; Steve Gold, store director, 5 years



(l-r): Dominic Barbagallo, courtesy clerk, 3 years; Angel Hataloski, cashier, 1 year; Paul Martineau, assistant store director, 9 years



(l-r): Phyllis Lewis, inventory control clerk, 24 years; Ann Faulkner, back door receiver, 33 years



(l-r): Andrew Abrams, day stocking clerk, 3 years; France Radebe, deli/foodservice manager, 8 years



(l-r): Tom Pastore, dairy clerk, 3 years; David Blackstone, cut fruit specialist, 8 months



(l-r): Jason Williams, produce manager, 17 years; Yadira Rubio, produce clerk, 3 years; Kenny Swauger, produce second, 30 years

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and parents approve of**



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District 81 • Store 2797

3333 Spartan Road, Olney, MD



(l-r): Danielle Hirrlinger, produce clerk, 11 years; Dan Kelly, produce clerk, 14 years



(l-r): Julie Stevens, floral assistant, 4 years; Cody McWilliams, courtesy clerk/floral clerk, 2 years



Maria Churchman, front end manager, 15 years



(l-r): Keith Kosan, first meat cutter, 19 years; Doanld Kirker, meat manager, 31 years



(l-r): Steve Bass, courtesy clerk, 5 years; Dianne Maubay, deli manager, 10 years; Paul Green, store manager, 43 years

Congratulations to our partners at Safeway on many years of success!



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Earthbound Farm

CONGRATULATES

Safeway on your recent successes!



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GOODNESS

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for over 85 Years



District 81 • Store 3257

1800 Rockville Pike, Rockville, MD



(l-r): David Ford, meat cutter, 30 years; Gina Reidy, file maintenance clerk, 21 years; Cari Maggi, GM clerk/service clerk, 2 years; Daniel Herrera, Starbucks barista, 1 year; Gus Basilika, grocery manager, 33 years



(l-r): Nick Bowden, food clerk/cashier, 2 years; Nadia Anwar, GM manager, 16 years; Gerry Stack, inventory control clerk, 25 years; Samantha Beavers, floral manager, 14 years; Matt Klem, seafood manager, 11 years

District 81 • Store 4817

116 University Boulevard, Silver Spring, MD



(l-r): Scott Pitcher, deli manager, 25 years; Jose Sulva-Medina, food clerk, 1 year; Steve Baumgartner, food clerk, 13 years



(l-r): James Saunders, courtesy clerk, 13 years; Jonathan Philipp, meat manager, 8 years; Dave Ruckdeschel, inventory control clerk, 31 years



(l-r): Carlos Segovia, food clerk, 6 years; Tumeka Watkins, store director, 7 years; Ernest Brown, front end manager, 5 years; Ruby Smith, food clerk, 10 years

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C&S Wholesale Grocers

SAFEWAY ™

Congratulations!

Congratulations and Best Wishes to SAFEWAY on your continued growth and success.

C&S Wholesale Grocers
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C&S Wholesale Grocers



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District 82 • Store 1281

10000 Balt. Natl. Pike, Ellicott City, MD



(l-r): Chris Trabilsy, produce clerk, 10 years; Mike Zentz, produce clerk, 40 years; Terry Dunlap, produce manager, 8 years; Ray Everett, produce clerk, 39 years



(l-r): Kellea Souder, dairy lead, 16 years; Carol Wilkins, GM/HBC manager, 32 years; Sharon Ramnarain, floral manager, 10 years



(l-r): Susan Hall, meat wrapper, 29 years; Diego Tamayo, head meat cutter, 16 years; William Mercier, seafood manager, 2 years; Keith Kocent, meat manager, 16 years



(l-r): Debra Bryan, pharmacist, 15 years; Mary Lane, pharmacy technician, 19 years



(l-r): Joan Callegary-Ohl, store director, 34 years; Carla Lee, assistant store director, 2 years; Carol Wilkins, GM/HBC manager, 32 years



(l-r): Chris Raistrick, bakery clerk, 12 years; Michael Reichert, bakery clerk, 11 years; Tracy Scheg, bakery manager, 29 years

District 82 • Store 1399

3499 Sweet Air Road, Phoenix, MD



(l-r): Amanda McCormick, cake decorator, 12 years; Nate Buckman, baker, 3 years; Sue Eckersley, bakery manager, 19 years



(l-r): Nancy Kernan, deli clerk, 20 years; Kelly McLewee, deli clerk, 13 years; Heather Tote, deli manager, 9 years



(l-r): Charles Rinaudo, produce manager, 29 years; Matt Johnson, store clerk, 2 years; Nick Kaltenbach, front end manager, 7 years; Melinda Kupisch, courtesy clerk, 1 year; Laura Wildes, floral manager, 15 years



(l-r): Joe Dougherty, store director, 4 years; Derek Ford, Starbucks manager, 2 years



(l-r): Jason Sugarman, seafood manager, 14 years; Corrine Jones, meat/seafood clerk, 2 years; James Getz, dairy manager, 40 years; Andrew Hugo, frozen foods manager, 15 years



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District 82 • Store 1459

4370 Montgomery Road, Ellicott City, MD



(l-r): James Seiber, bakery clerk, 1 year; Steven Lester, dairy clerk, 15 years; Melanie Jackson, seafood clerk, 1 year; Mike Mullin, meat manager, 15 years; Lauren Davilla, courtesy clerk, 1 year



(l-r): Lee Gray, deli clerk, 30 years; Bernice Mason, deli clerk, 14 years



(l-r): Melanie Jackson, seafood clerk, 1 year; Patrick McNeave, seafood manager, 15 years



(l-r): Jennifer Nielsen, floral clerk, 1 year; Sandra Kuessner, floral manager, 1 year

District 82 • Store 1469

5660 Baltimore Natl Pike, Baltimore, MD



(l-r): Jamal Harcum, front end manager, 10 years; Scott Lee, store director, 10 years; Tamira Gilliam, cashier, 20 years; Sierra Atkins, cashier, 1 year; Rodney Nickens, person in charge, 13 years;



(l-r): Charles Gibson, meat cutter, 9 years; Gary Parker, meat manager, 18 years; Tony Moore, meat wrapper, 9 years



(l-r): Matt Mattlick, deli manager, 14 years; Andrea Jennings, deli clerk, 10 years



(l-r): Charles Gibson, meat cutter, 9 years; Kenitta Hunter, baker, 8 years; Denise Roberts, HBC manager, 19 years; Danielle Foster, seafood manager, 18 years; Calvin Harris, produce clerk, 1 year; Debbie Wilson, cake decorator, 8 years; Joyce Backmon, first assistant store director, 15 years

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District 82 • Store 1481

2610 Boston Street, Baltimore, MD



(l-r): Tiesha Lyle, baker, 7 months; Alisa Williams, cake decorator, 6 years; Sheron Wardlaw, service clerk, 7 months; Matt Clark, food clerk, 15 years



(l-r): Chris Thomas, produce clerk, 7 months; Bobby Starliper, produce clerk, 26 years; Saw Kler, produce clerk, 10 years; Chris Freeman, produce manager, 15 years



(l-r): Marchia Bethea, pharmacy technician, 26 years; Beverly Jones, pharmacy technician, 16 years; Nick Cornias, pharmacist, 16 years; Robin Burris, pharmacy technician, 19 years



(l-r): Robert Glattfelder, meat cutter, 16 years; Kevin Harris, meat manager, 35 years; Linda Wagner, food clerk, 13 years



(l-r): Tonya Hope, food clerk, 8 years; Baron Rivers, front end manager, 5 years; Dawn Grover, assistant front end manager, 14 years

District 82 • Store 1482

2401 N. Charles Street, Baltimore, MD



(l-r): Kim Taylor, assistant front end manager, 18 years; Ruth O'Dell, floral manager, 15 years; Tabitha Johnson, deli clerk, 18 years; Shantein Battle, GM manager, 18 years; Paul Harricharan, assistant store director, 2 years; Lamanda Smith, produce clerk, 3 years; Jamal Walter Artis, produce clerk, 1 year; Duran Kelly, seafood manager, 11 years; Wade Anthony, meat manager, 16 years



(l-r): Kim Taylor, assistant front end manager, 18 years; Deborah Brankston, cashier, 1 year; Shantein Battle, GM manager, 18 years



(l-r): Jamal Walter Artis, produce clerk, 1 year; Kim Taylor, assistant front end manager, 18 years; Deborah Brankston, cashier, 1 year; Wendy Jackson, head teller, 20 years

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District 82 • Store 1513

4401 Harford Road, Baltimore, MD



(l-r): Steve Pitt, assistant store director, 39 years; Dawn McCallister, front end manager, 18 years; Lou D'Orsaneo, store director, 39 years



(l-r): Mary Adkins, floral manager, 14 years; Marcus Jenkins, produce clerk, 2 years; Trina Austin, seafood manager, 19 years



(l-r): John Rosellini, bakery clerk, 1 year; James Moore, courtesy clerk, 6 years; Teresa Tiger, courtesy clerk, 5 years



(l-r): Dawn Alston, bakery manager, 3 years; Michael Taylor, bakery clerk, 1 year



Ram Nanduri, pharmacy manager, 6 years



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Sources: 2016 Advertising Usage and Consumer Attitudes Study; Nielsen Scarborough 2015, Release 2

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District 82 • Store 1553

5485A Harpers Farm Road, Columbia, MD



(l-r): Leela Jacob, pharmacy technician, 10 years; Cynthia Owusu-Boaitey, pharmacist, 6 months; Priya Makadia, pharmacy technician, 6 years



(l-r): Nancy Phelps, cashier, 16 years; Charles Gaines, courtesy clerk, 15 years; Shoukat Kay, courtesy clerk, 2 years



(l-r): David Freesland, cashier, 3 years; Larry Henry, produce clerk, 36 years; Joh Bohns, store director, 40 years



(l-r): Connie Moore, deli clerk, 16 years; Bridget Robinson, front end manager, 6 years; Tony Kim, produce manager, 3 years



(l-r): Cathy Starrett, cashier, 1 year; Wayne McCullough, meat cutter, 10 years; Jackie Domenighini, produce clerk, 14 years; Ryan Lane, cut fruit clerk, 8 months

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District 82 • Store 1616

444 West MD College Drive, Westminster, MD



(l-r): Roberto Alvarado, produce clerk, 13 years; Terri Love, deli manager, 20 years; Chuck Morris, produce manager, 46 years; Len Smitherman, meat manager, 40 years



(l-r): Leon Moxley, first cutter, 26 years; Beth Green, meat wrapper, 17 years; Melanie Boone, seafood manager, 27 years



(l-r): Tabitha Baxley, bakery clerk, 1 year; Christine Justice, cake decorator, 2 years; Mary Crushong, baker, 15 years; Becky Henry, bakery manager, 27 years



(l-r): Larry Graves, assistant manager, 43 years; Emily Summerhill, cashier, 1 year; Sandy Deleo, front end manager, 8 years; Annie Mannix, assistant front end manager, 3 years; David Clifford, grocery manager, 18 years



(l-r): Larry Gahan, fresh cut lead, 3 years; Wayne Sladic, store director, 27 years; Yvette Thomas, floral manager, 10 years

Sail into Summer

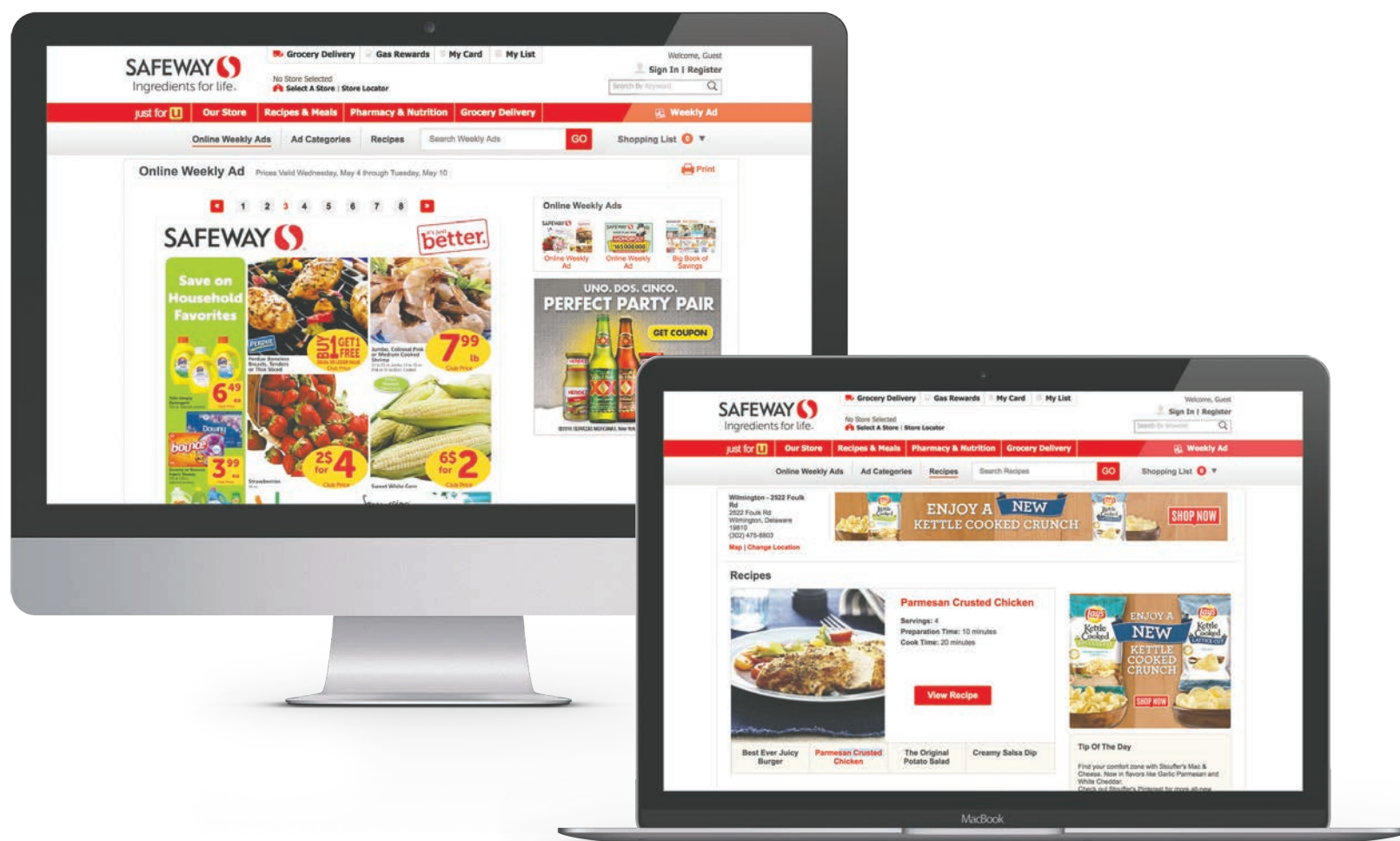
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District 82 • Store 1657

10335 Reisterstown Road, Owings Mills, MD



(l-r): Javier Rivera, meat cutter, 11 years; Marisa Sterner, seafood manager, 8 years



(l-r): Val Johnson, Starbucks manager, 7 years; Chanel Hughes, Starbucks clerk, 1 year; Jessica Waugh, Starbucks clerk, 1 year; Val Holcomb (kneeling), floral manager, 9 years



(l-r): Andrew Petterson, produce clerk, 1 year; Rashad Jackson, produce clerk, 1 year



(l-r): Varsha Tucker, cashier, 16 years; Hilda James, cashier, 18 years



(l-r): Toby Gregory, deli manager, 20 years; Arlene Baker, deli clerk, 1 year



(l-r): Monique Bright, assistant manager, 20 years; Dee Frances store director, 18 years

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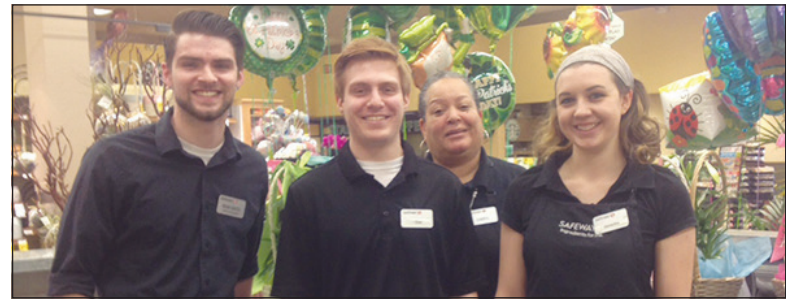


District 82 • Store 1678

1313 Londontowne Boulevard, Eldersburg, MD



(l-r): Charmaine Boone, deli clerk, 12 years; Teresa Bondyra, deli clerk, 15 years; Kathy Durfy, bakery manager, 8 years; Eileen Jensen, cake decorator, 13 years



(l-r): Sean Smith, front end manager, 2 years; Chet Hinton, courtesy clerk, 2 months; Cheryl Bradley, bookkeeper, 11 years; Samantha Davis, floral clerk, 4 months



(l-r): Shari Fioroni, cashier, 18 years; Laura Ganey, courtesy clerk, 7 years; Dawn Head, cashier, 7 months; Nancy Moore, cashier, 8 years



(l-r): Charmaine Boone, deli clerk, 12 years; Denise East, deli clerk, 1 year; Wanda Randall, deli clerk, 9 months; Rodger Jones, acting deli manager, 9 months

District 82 • Store 1758

9645 Belair Road, Perry Hall, MD



(l-r): Crystal Singleston, Starbucks manager, 12 years; Michael Bobloch, store director, 42 years; Stephanie Sullivan, cashier, 1 year



(l-r): Donna Rothenberg, floral manager, 18 years; Laura Wood, courtesy clerk, 1 year; Phylcia Bailey, courtesy clerk, 1 year; Nancy McCall, front end manager, 3 years



(l-r): Brandon Rawlins, produce manager, 6 years; Donna Rothenberg, floral manager, 18 years



(l-r): Tim Cefaratti, meat manager, 9 years; Denise Gregory, seafood manager, 28 years; Joel Ferraro first cutter, 19 years



(l-r): Mary Beth Finocchiaro, bakery manager, 15 years; Cheryl Lurz, baker, 2 years; Terry Stalling, cake decorator, 2 years; Kristina Depietro, bakery clerk, 2 years



(l-r): Dawn Harris, deli clerk, 30 years; Hope Lorenz, deli manager, 15 years

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District 82 • Store 1880

8858 Waltham Woods Road, Carney, MD



(l-r): Terrance Fletcher, bakery clerk, 6 years; Carol Price, bakery manager, 6 years



(l-r): Joanna Mills, produce clerk, 3 years; Faithanne Bradford, floral manager, 7 years



(l-r): Pierre Williams, seafood manager, 16 years; Charles Johnson, meat wrapper, 5 months



Joy Daniels, cashier, 1 year



(l-r): Donna Smith, front end manager, 4 years; Jerry Hargett, store director, 6 years

District 82 • Store 1926

7643 Arundel Mills Boulevard, Hanover, MD



(l-r): Dennis Schiavone, produce clerk, 18 years; Sherisea Sedarski, floral manager trainee, 8 months; Ashley Newlon, teller, 8 months; Joseph Derenberger, courtesy clerk, 3 years; Sherri Tignor, floral manager, 7 years; Rosa Monk, assistant sales director, 14 years; Reginald Harrison, courtesy clerk, 8 years; Kelly Sutton, bakery manager, 8 years; Charlie Beck, deli clerk, 11 years; Tangie Rea, file maintenance clerk, 12 years; John Haas, meat manager, 10 years



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District 82 • Store 2979

1017 York Road, Towson, MD



(l-r): Gary Heim, cashier, 40 years; Nicole Ellerman, teller, 15 years; Walter Warren, cashier, 19 years



(l-r): Mark Smith, produce manager, 30 years; Jenn Hall, floral manager, 14 years; Christopher Carrasco, produce clerk, 37 years



(l-r): Butch Springfield, meat manager, 23 years; Mark Glenn, store director, 1 year; Craig Sedler, meat cutter, 37 years



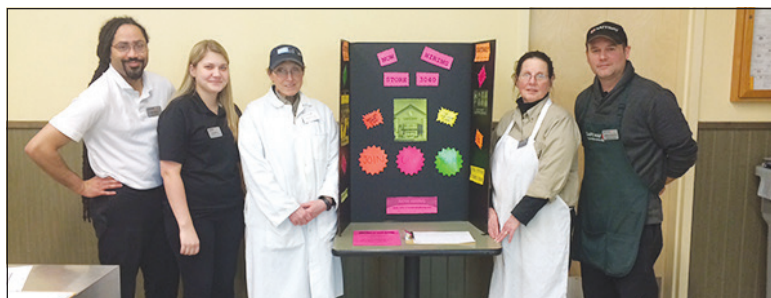
(l-r): Rick Caplan, deli clerk, 7 years; Arlene Hitchcock, assistant front end manager, 6 years; Candace Johnson, assistant front end manager, 1 year



(l-r): Rose Davis, Starbucks clerk, 10 years; Joan Hanna, cashier, 31 years; Christine Glava, front end manager, 2 years

District 82 • Store 3040

2522 Foulk Road, Wilmington, DE



(l-r): Stephen Caddell, front end manager, 11 years; Sierra Keller, assistant front end manager, 5 years; Nanette Moscatello, seafood manager, 15 years; Julie Fields, bakery manager, 17 years; Mark Sakers, produce manager, 20 years



(l-r): Cheryl Nichelson, deli manager, 15 years; Patricia Hall, store director, 16 years; Stephen Caddell, front end manager, 11 years; Nanette Moscatello, seafood manager, 15 years



(l-r): Nanette Moscatello, seafood manager, 15 years; Debie Petrillo-Leach, floral manager, 16 years; Jeff West, CSA, 3 years; Sierra Keller, assistant front end manager, 5 years; Stephen Caddell, front end manager, 11 years



(l-r): Saleena Scudder, cashier, 1 year; Andrea Dixon, cashier, 1 year; Kayla Napier, Starbucks barista, 2 years; Talia Venuto, cashier/floral clerk, 6 years

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District 82 • Store 4030

2400 Peoples Plaza, Newark, DE



(l-r): Kristen Turnbull, floral-pricing clerk/receiver, 12 years; Tammy Jacoby, cashier, 15 years; Joe Malantonio, store director, 20 years; Marilyn Hardman, floral manager, 15 years; Zack Betters, front end clerk/Starbucks clerk, 2 years; Kortney Diduch, floral clerk, 5 years



(l-r): Rod Rittenhouse, meat cutter, 30 years; Velta Olivere, seafood manager, 20 years; Brian Senseny, produce/seafood clerk, 5 years; Roy Rieg, meat cutter, 20 years; Tara Poff, meat manager, 17 years



(l-r): Frank Moore, donut baker, 12 years; Stacy Blackwell, cake decorator, 12 years; Leann Slaughter, baker, 17 years; Monica Vender, meat manager, 15 years; Kelly Cordingley, cake decorator, 17 years



(back row l-r) Brian Yates, produce manager, 20 years; Marcus Buxton, produce clerk, 1 year; (front row l-r) Marie Robb, deli manager, 17 years; Lisa Dougherty, deli clerk, 14 years



(l-r): Marie Robb, deli manager, 17 years; Monica Vender, meat manager, 15 years; Brian Yates, produce manager, 20 years; Velta Olivere, seafood manager, 20 years; Tara Poff, meat manager, 17 years



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District 83 • Store 107

7595 Greenbelt Road, Greenbelt, MD



(l-r): Mike Geiger, produce manager, 36 years; Frank Duron, meat manager, 5 years; Linda Edwards, dairy lead, 1 year; Judy Trawick, seafood manager, 20 years; Sue Joung, deli manager, 30 years; Bouazza Samti, bakery manager, 13 years



(l-r): Jim Stanto, produce clerk, 40 years; Ron Brown, produce clerk, 40 years; Melanie Settles, inventory control clerk, 25 years; John Davis, head night stocker, 20 years; William Myers, GM/HBC manager, 20 years



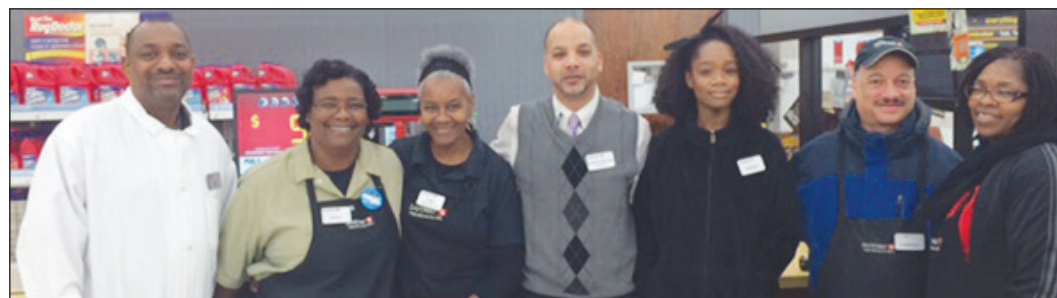
(l-r): Viola Walton, meat wrapper, 20 years; Ed Kennedy, first cutter, 10 years; Rholda Scarlett, deli clerk, 20 years; Cicelay Comma, bakery clerk, 27 years; Lemlem Girmai, cashier, 13 years; Quinzel Thomas, Starbucks barista, 7 years



(l-r): Jonathan Braswell, GM clerk, 4 years; Nicole Taurone, deli clerk, 18 years; Antonio Wright, courtesy clerk, 10 years; Michael Dickens, bookkeeper, 25 years; Johnnika Corbett, cashier/file maintenance clerk, 10 years

District 83 • Store 124

6300 Central Avenue, Seat Pleasant, MD



(l-r): Larry Robinson, meat cutter, 28 years; Barbara Montgomery, food clerk, 16 years; Cynthia Mathews, file maintenance clerk, 28 years; Patrick Wallace, store director, 17 years; Morgan Mckenzie, food clerk, 1 year; Lyndon Gallion, courtesy clerk, 3 years; Annette O'Brien, food clerk, 21 years



(l-r): Vincent Lewis, courtesy clerk, 1 year; Yasmine Coleman, courtesy clerk, 1 year; Anthony Carter, food clerk, 1 year; Mary Gonzales, bookkeeper, 14 years; Oliver Williams, courtesy clerk, 9 years; Morgan Mckenzie, food clerk, 1 year



(l-r): Jay Bowling, produce manager, 36 years; Byron Brown, front end manager, 6 years; Danielle Williams, bakery manager, 3 years; Robert James, acting seafood manager, 1 year; Chuck Jackson, meat manager, 29 years

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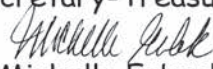
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District 83 • Store 870

10101 New Hampshire Avenue, Silver Spring, MD



(l-r): Jeff McGraw, store director, 27 years; Patricia Sedgwick, assistant store director, 29 years; Chris Newman, front end manager, 12 years



(l-r): Fran Joseph, produce manager, 14 years; Shanthi Elumalai, seafood manager, 28 years; Cody Rhodes, bakery manager, 9 years; Jennifer Lee, floral manager, 19 years



(l-r): Jewel Rodricks, bakery clerk, 9 years; Beatrice Gordon, floral clerk, 1 year; Donovan Williams, deli clerk, 1 year; Damas Boursiquot, service clerk, 10 years; Angel Cuello, produce clerk, 1 year; Lam Cao, inventory control clerk, 1 year

District 83 • Store 952

139 N. Washington Street, Easton, MD



(l-r): Teresa Smith, produce manager, 29 years; Rob Murray, meat manager, 20 years; Daniel Vance, store director, 3 years



(l-r): Tom Machin, front end manager, 7 years; Brenda Holmes, file maintenance clerk, 33 years; Amber Donnelly, food clerk, 10 years; Alice Kavetsky, inventory control clerk, 20 years; Clarence Alther, food clerk, 21 years; Teresa Smith, produce manager, 29 years



(l-r): Teresa Smith, produce manager, 29 years; Clarence Alther, food clerk, 21 years; Alice Kavetsky, inventory control clerk, 20 years; Brenda Holmes, file maintenance clerk, 33 years; Tom Machin, front end manager, 7 years; Amber Donnelly, food clerk, 10 years








(l-r): Tom Machin, front end manager, 7 years; Clarence Alther, food clerk, 21 years; Teresa Smith, produce manager, 29 years; Alice Kavetsky, inventory control clerk, 20 years; Brenda Holmes, file maintenance clerk, 33 years



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District 83 • Store 1351

540 Benfield Road, Severna Park, MD



(l-r): Kathy Hyers, bakery manager, 10 years; Tina Johnson, cake decorator, 30 years; Elsha Walters, baker, 1 year



(l-r): Kim Campbell, cashier, 18 years; Hope Galloway, cashier, 21 years



(l-r): Hanna Guntzel, Starbucks barista, 2 years; Beth Dunard, Starbucks barista, 5 years



Joel Long, meat manager, 13 years



(l-r): Peggy Haga, deli clerk, 31 years; Becky Pfister, courtesy clerk, 2 years

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District 83 • Store 1460

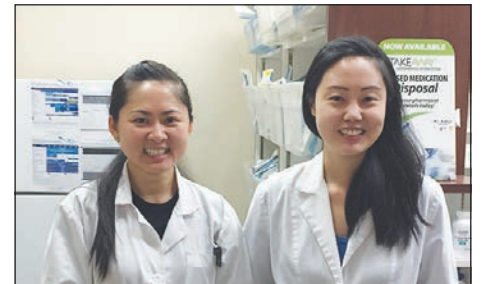
1/81 Forest Drive, Annapolis, MD



(l-r): Keddrick Green, courtesy clerk, 1 year; Marie Elliott-Richburg, cashier, 2 years; Tynesha Graves, front end manager, 12 years; Barbara Lang, cashier, 13 years; James Watkins, cashier, 7 years



(l-r): Andy Estrada-Palma, bakery clerk, 4 years; Antoinette Coffen, bakery manager, 11 years



(l-r): Thao Nguyen, pharmacy manager, 8 years; Sue Kim, pharmacist, 9 years



(l-r): Janet Boston, deli manager, 6 years; Josue Morales, deli clerk, 1 year



(l-r): Brad Irwin, meat cutter, 1 year; Turea Mobray, seafood manager, 16 years



(l-r): Barbara Hoover, GM/HBC manager, 17 years; Matt Cockey, store director, 14 years; Keith Matthews, courtesy clerk, 10 years



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District 83 • Store 1539

4211 Mountain Road, Pasadena, MD



(l-r): Lucas Stiim, seafood manager, 1 year; William Rudasill Jr., first cutter, 10 years; Robert Coates, courtesy clerk, 5 years; Milton Tongue, meat manager, 5 years



(l-r): Michelle Baker, deli manager, 9 years; Austin Reid, deli clerk, 1 year; Karen Bone, deli clerk, 1 year



(l-r): Brian Malamphy, service clerk, 22 years; Cindy Tucker, floral manager, 4 years; Kelly Campbell, floral clerk, 1 year



(l-r): Alieu Jallow, produce manager, 12 years; Tim Spillman, produce clerk, 2 years; David Cole, produce clerk, 39 years



(l-r): Mike Shimpler, courtesy clerk, 10 years; Mike Lysinger, store director, 31 years; Amanda Clark, food clerk, 1 year



(l-r): Mike Shimpler, courtesy clerk, 10 years; Mike Lysinger, store director, 31 years; Amanda Clark, food clerk, 1 year

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District 83 • Store 1596

2644 Chapel Lake Road, Gambrills, MD



(l-r): Elizabeth Bryant, deli manager, 26 years; Gerry Ryan, deli clerk, 10 years; Lynn Harris, deli clerk, 1 year



(l-r): Jack Tierney, meat manager, 3 years; Dina Hammons, seafood manager, 18 years; Michael Washington, meat wrapper, 1 year; Joe Pyburn, meat cutter, 15 years



(l-r): Tim Carter, produce manager, 32 years; Darlene Barbee, produce manager, 20 years; Zoila Mohammady, floral clerk, 16 years



(l-r): Thomas Reel, baker's assistant, 4 years; Nathan Beans, bakery clerk, 1 year; Herbert Cohen, bakery manager, 24 years; Jose Vallalta, cake decorator, 20 years



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District 83 • Store 1763

190 John Hunn Brown Road, Dover, DE



(l-r): April Fleming, produce assistant manager, 10 years; Mark Garrett, meat manager, 19 years; Kim Greene, floral manager, 10 years



(l-r): Nevin Gregory, frozen foods manager, 1 year; Amanda Stasny, bakery manager, 7 years; Austin Auren, bakery clerk, 1 year; Melissa Bartsch, bakery clerk, 3 years



(l-r): Corey Jones, Starbucks clerk, 6 years; Fernando Villena, produce clerk, 8 years; Ellie Warne, front end clerk, 8 years; Ana Saucedo, deli clerk, 11 years



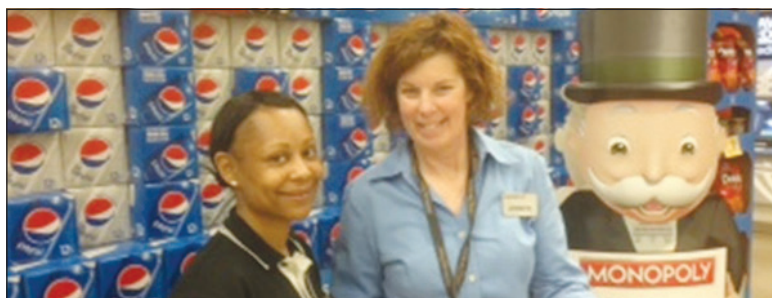
(l-r): Jessica Mechetti, cake decorator, 15 years; Frank Heller, pharmacist, 15 years; Jeannie Hastings, GM manager, 16 years; Mike Holthaus, store director, 10 years



(l-r): Lydia Burnum, store recruiter, 15 years; Shannon Kerrigan, front end clerk, 1 year

District 83 • Store 1804

4101 Northview Drive, Bowie, MD



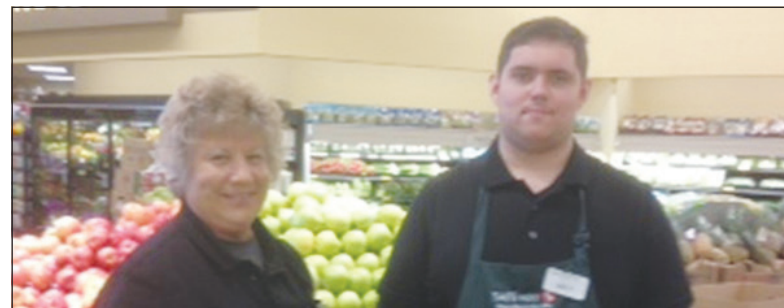
(l-r): Keena Martin-Eley, in-store recruiter/teller, 14 years; Jeanette Fontaine, front end manager, 28 years



(l-r): Alvin Brown, courtesy clerk, 26 years; Sydney Taylor, day stocker, 1 year



(l-r): Alan Branch, journeyman baker, 32 years; Tori Proctor, baker's assistant, 1 year; John Phillip Mackin, service clerk, 26 years; Leslie Jones, bakery manager, 30 years; Aija Hopkins, deli clerk, 2 years; Kayla Chichester, deli manager, 11 years



(l-r): Michelle Abascal, produce manager, 41 years; Brett Harrell, produce clerk, 6 years



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District 83 • Store 1939

1925 Main Street, Chester, MD



(l-r): Glenn Ford, produce clerk, 28 years; Kim Bornos, donut fryer, 2 years; Stephen Weddell, second assistant store director, 8 years



(l-r): Stephen Weddell, assistant store director, 8 years; Sabrina Dodd, food clerk, 12 years; Leo Gallaro, courtesy clerk, 11 years; Joy Stant, food clerk, 30 years



(l-r): Ed Jester, inventory control clerk, 46 years; Pam Zink dairy manager, 31 years; Joe Mister, day stocker, 36 years; Debbie Hickman, grocery manager, 28 years



(l-r): Marco Green, baker's assistant, 8 years; Nicole Neslein, deli clerk, 11 years; Christy McGarvey, bakery manager, 25 years; Tetyana Schmidt, bakery clerk, 1 year



(l-r): Lindsay Shepherd, Starbucks manager, 2 years; Dan Church, deli clerk, 1 year; Kevin Schouster, deli manager, 15 years; Sean McGee, divisional fresh cut trainer, 6 years; Tea Stringfellow, service clerk, 1 year



(l-r): Donnie Anthony, seafood clerk, 9 years; Jim Haley, meat cutter, 28 years; Joni Miller meat wrapper, 27 years

District 83 • Store 2608

52 West Central Avenue, Edgewater, MD



(l-r): Paul Pittensberger, meat cutter, 3 years; Tony Curtis, meat clerk, 8 years; Edward Owen, seafood manager, 29 years; Andrew Furth, meat manager, 4 years



(l-r): Ashley Ashton, bakery manager, 10 years; Dawn Simmons, baker, 17 years; Chris Deale, donut fryer, 2 years; Justin Colea, bakery clerk, 2 years; Raymond Strickland, service clerk, 8 years



(l-r): Joseph Maines, deli clerk, 15 years; Sean Grau, deli clerk, 8 years; DJ Simms, deli clerk, 10 years; Kevin Schouster, deli manager, 15 years; Jamie Welch, deli clerk, 8 years; Carlos Hester, deli clerk, year



(l-r): Patricia Foster, food clerk, 39 years; Marie Bowen, floral manager, 1 year



(l-r): Robert Jones, grocery manager, 39 years; Patrice Mason, GM manager, 22 years; Craig Lucan, frozen foods lead, 41 years; Shirley Tucker, head teller, 21 years; Samantha Willis, GM clerk, 9 years



(l-r): Patrick Peters, file maintenance clerk, 35 years; Benita Jenkins, store director, 8 years; Stephen Daly, produce manager, 10 years

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District 83 • Store 2629

2635 Housley Road, Annapolis, MD



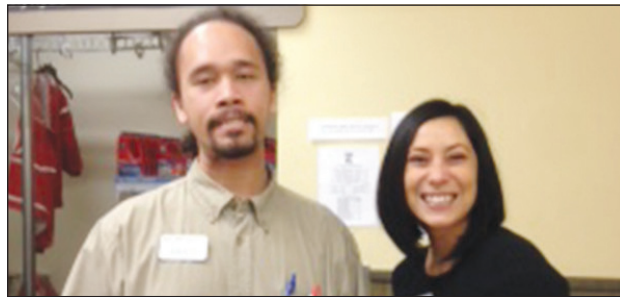
(l-r): Ziola Romero, cake decorator, 10 years; Thelma Baldwin, bakery manager, 24 years; Colleen Hays, bakery clerk, 2 years; Jackie Bowie, baker's assistant, 10 years



(l-r): Wayne Pfaff, produce clerk, 24 years; Brian Dadurka, produce manager, 22 years; Donnell Edmonds, produce clerk, 6 months



(l-r): Marilyn Pollard, deli clerk, 14 years; Derek Oller, deli manager, 12 years; Courtney Jones, deli clerk, 1 year; Mandy Rayman, deli clerk, 2 years



(l-r): Robert Diamonte, bookkeeper, 11 years; Julia Barber, front end manager, 2 years



(l-r): Jessica Crowner, Starbucks manager, 9 years; Katie Grimes, Starbucks clerk, 6 months

District 83 • Store 2706

19238 Coastal Highway, Rehoboth Beach, DE



(l-r): Shelby Lyons, food clerk, 8 months; Aimee Boothe, bakery manager, 2 years; Amanda Altemus, floral manager, 7 years



(l-r): Mike Bubbenmoyer, bakery clerk, 2 years; Sue Herd, store manager, 33 years; Steven Donnelly, courtesy clerk, 3 years



(l-r): Susan Fernandez, food clerk, 10 years; Tony Aiello, Starbucks manager, 3 years; Brian McCaffrey, deli clerk, 1 year



(l-r): Shelly Stevens, food clerk, 8 months; Walt Meding, produce clerk, 40 years; Taylor Wagner, food clerk, 2 months



(l-r): James Glaze, produce manager, 24 years; Amanda Altemus, floral manager, 7 years; Rick Hutchins, meat manager, 16 years

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District 83 • Store 2713

12410 Fairwood Parkway, Bowie, MD



Winfred Lee, front end manager, 11 years



(l-r): Everett Lanham, produce clerk, 14 years; John Nealy, courtesy clerk, 8 years



(l-r): Dawn Hillman, cashier, 37 years; Rachel Tibbs, assistant front end manager, 4 years; Anita Reichmann, pharmacist, 18 years

District 83 • Store 2764

1451 Ritchie Highway, Arnold, MD



(l-r): Indra Sunarti, produce manager, 9 years; Antonio Smith, produce clerk, 10 years; Daniel Pallante, cut fruit lead, 7 years



(l-r): Kathleen Rickert, cashier, 8 years; Benjamin Hinman, front end manager, 1 year; Kathryn Curry, cashier, 12 years



(l-r): Justina Asare, baker, 17 years; Roslyn Hosley, bakery manager, 12 years; Alanna Mattison, bakery clerk, 1 year; Christina Day, bakery clerk, 7 years



(l-r): Martin Jones, seafood manager, 2 years; Keith Corbin, frozen foods manager, 15 years; Edward Thomas, dairy manager, 5 years



(l-r): Lee Russell, floral clerk, 1 year; Dante Johnson, assistant front end manager, 3 years; Yunior Gonzalez, floral manager, 3 years



(l-r): Satrio Joyowidarbo, meat wrapper, 4 years; Ryan Werner, meat manager, 18 years; Leonard Dewitt, meat cutter, 4 years

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District 83 • Store 3274

3702 East West Highway, Hyattsville, MD



(l-r): Ronald Vaughn, clerk, 3 months; Tim Carter, produce manager, 32 years; Deven Jackson, clerk, 6 months; Terrance Meeks, clerk, 5 months; Joe Johns, produce second person, 5 years; Michael Young, clerk, 4 months



(l-r): Arica Smith, cashier, 2 months; Ruby Smith, cashier, 20 years; Dinah Lee, bookkeeper, 21 years



(l-r): Crystal Williams, Starbucks clerk, 2 months; Duane Smallwood, Starbucks clerk, 4 months; Quincy West, Starbucks manager, 5 months; Charmica Gilyard, Starbucks clerk, 4 months



(l-r): Tammy Miner, deli manager, 22 years; Angie Blackwood, deli second person, 22 years



(l-r): Alexis Moore, bakery clerk, 5 months; Jasmin Bulluck, baker's assistant, 6 years; Lorena Garrido, bakery clerk, 5 months; Jose Villalta, baker, 5 years; Cody Rhodes, bakery manager, 5 years



(l-r): Chris Sosa, meat manager, 5 years; Kevin Dixon, seafood clerk, 5 months; Dominic Olu, seafood manager, 3 years

District 83 • Store 4115

13814 Outlet Drive, Silver Spring, MD



(l-r): Jasbir Kaur, pharmacy technician, 15 years; Kathy Huyuh, pharmacy technician, 11 years; Syed Hussain, pharmacist/pharmacy manager, 16 years



(l-r): Ron Andino, meat manager, 12 years; Dominic Olu, seafood manager, 2 years; Travis Lee, inventory control clerk, 25 years; Peter Wendling, produce manager, 36 years



(l-r): Selma Briggs, bakery clerk, 15 years; Diana Smith, cake decorator, 8 months; Audry Bartonsmith-Gallimore, baker's assistant, 3 years



(l-r): Travis Lee, inventory control clerk, 25 years; Keri Delien, floral manager, 22 years; Dinah Lee, bookkeeper, 22 years



(l-r): Mary Padgett, deli clerk, 25 years; Rose Sullivan, deli manager, 30 years; Roman Bartmanski, food clerk, 45 years



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Wishing you many more years of success!



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District 83 • Store 4868

14100 Baltimore Avenue, Laurel, MD



Kerry Burke, seafood clerk, 1 year



(l-r): Tiffany Hunter, produce manager, 1 year; Vip Vasudeva, produce clerk, 34 years



Bayo Akins, person in charge, 20 years



Dorine Wade, bakery clerk, 8 months



(l-r): Jaye Potts, food clerk, 13 years; Andrea Hait, person in charge, 8 years; Dennis Potts, frozen foods clerk, 17 years; Munir Vohra, courtesy clerk, 14 years



(l-r): Stuart McCamant, pharmacist, 26 years; Kelly Napper, pharmacy technician, 27 years



(l-r): Matthew Galgon, courtesy clerk, 1 year; Larreese Brown, GM/HBC clerk, 8 months; Jennifer Randolph, file maintenance clerk, 5 years; Glenda Myers, bakery clerk, 19 years; Thomas Spellman, grocery manager, 3 years; Calvin Ruffin, inventory control clerk, 27 years; Demetrius Moyer, front end manager, 5 years

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District 84 • Store 5

11120 S. Lakes Drive, Reston, VA



(l-r): Yoon Yim, deli clerk, 27 years; Belinda Linton, deli manager, 43 years; Unab Khattak, courtesy clerk, 7 years; Walter Dunbar Jr., front end manager, 26 years; Heather Puhl, assistant front end manager, 6 months



(l-r): Rosanne Adams, bookkeeper, 22 years; Kimberly Chance, floral manager, 6 years; Jaspal Bhogal, bakery clerk, 11 years; Giuseppe Tellez, seafood manager, 2 years



(l-r): Laura Newman, bakery clerk 15 years; Raul Amani, produce manager, 11 years; Annemarie Coene, courtesy clerk, 3 years; Cornell Sweetney, store manager, 1 year; Rickey Graham, frozen foods clerk, 1 year



(l-r): Andrew Wilson, pharmacist, 10 years; Faten El Mezain, pharmacy technician, 7 years; John West, pharmacy manager, 18 years

District 84 • Store 764

2500 North Harrison Street, Arlington, VA



(l-r): Micheal Goblick, front end manager, 5 years; Kesha Cotton, file maintenance clerk, 14 years; Betty Harold, bookkeeper, 14 years; Roza Alemu III, Starbucks clerk, 9 years; Yonis Yalahow, frozen foods clerk, 8 years



(l-r): Alfred Akuetteh, meat cutter, 11 years; Kylin Thomas, meat clerk, 2 years; Gary Joyner, meat manager, 40 years; Oko Danson, seafood manager, 16 years



(l-r): Joe Pittman, second assistant store director trainee, 1 year; Yonis Yalahow, frozen foods clerk, 8 years; Anthony Wallace, grocery manager, 21 years; Linda Shephard, GM/HBC manager, 20 years; Gary Joyner, meat manager, 40 years; Claribel Cruz, inventory control clerk, 15 years; John Sydnor, dairy clerk, 36 years; Jean Berry, file maintenance clerk, 16 years



(l-r): Samir Herakly, cut fruit lead, 8 years; Teresita Montes de Castro, floral manager, 4 years; Michael Antonacci, produce clerk, 12 years; Juan Gomez, produce manager, 13 years; Almaz Oqubanichael, floral clerk, 4 years; Robert Jenkins, cut fruit clerk, 3 months; Rodrigo Zamora, produce clerk, 1 year; Hameed Abdul, produce clerk, 1 year



(l-r): Mary Salinas, bakery clerk, 1 year; Kristin Cruz, cake decorator, 7 years; Nancy Montenegro, bakery clerk, 11 years



(l-r): Bertha Dalean, deli clerk, 15 years; Chip Hewitt, deli manager, 15 years; Anntoinette Jones, deli clerk, 5 years

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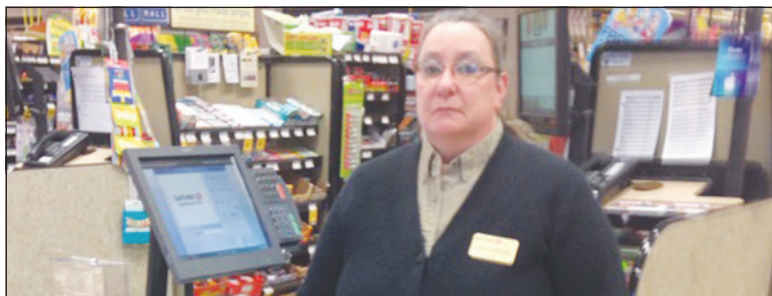
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District 84 • Store 942

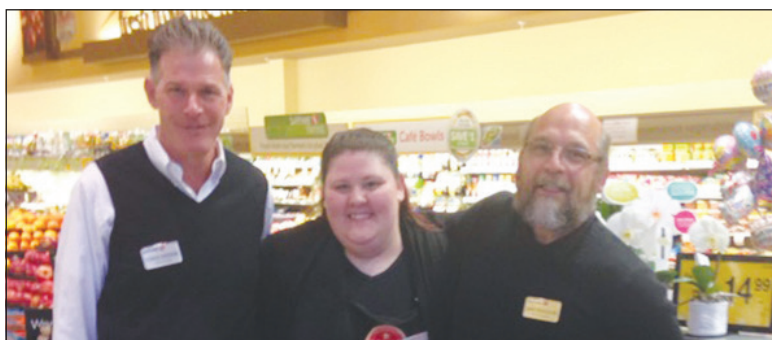
12 W. Washington Street, Middleburg, VA



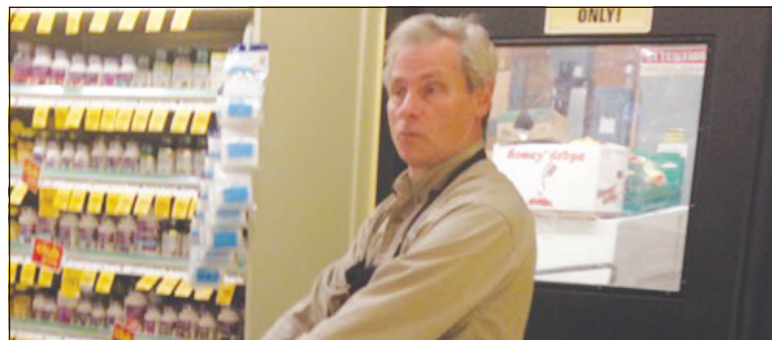
Carolyn Mitchell, cashier, 15 years



(l-r): Tegra Drone, deli manager, 4 years; Mickey Bettis, GM/HBC manager, 27 years; Holly Salceles, file maintenance clerk, 18 years



(l-r): Dennis Dodson, floral manager, 1 year; Tegra Drone, deli manager, 4 years; Dave Risoldi Sr., produce manager, 39 years



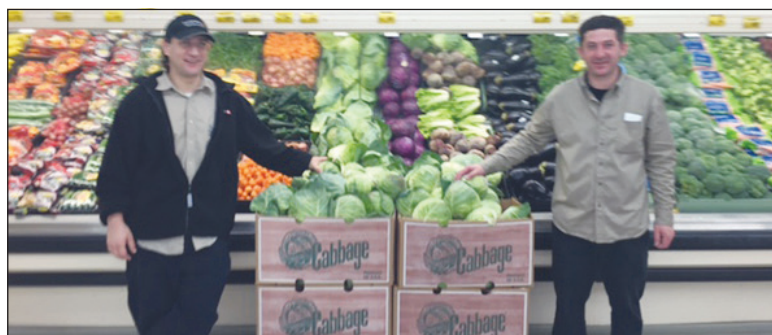
David Hahn, inventory control clerk, 35 years

District 84 • Store 1048

1525 Wilson Boulevard, Arlington, VA



(l-r): Walter Howard, deli manager, 2 years; Michelle Miler, file maintenance/bookkeeper, 29 years; Parvis Afiatpour, pharmacist, 11 years; Kevin Collins, store director, 3 years; Joey Beurete, produce manager, 8 years; Magaly Guillot, dairy manager, 35 years; Claude Howard, meat manager, 1 year; Yvette Malloyr, GM/HBC manager, 11 years



(l-r): Joey Beurete, produce manager, 8 years; Brahi Badrick, produce clerk, 2 months



(l-r): Jackie Hunter, deli clerk, 35 years; Ana Perez, deli clerk, 7 months

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District 84 • Store 1300

1330 Chain Bridge Road, McLean, VA



(l-r): Victor Pinto Sr., produce manager, 7 years; Benson Ky, produce clerk, 12 years; Menika Odom, Starbucks manager, 6 months; Rosita Lereen, file maintenance clerk, 32 years; Alpon Vonprachanh, dairy clerk, 11 years; LiJuan Tao, floral clerk, 11 years



(l-r): Michael Jackson, meat manager, 33 years; Fairouz Laalou, bakery manager, 7 years; Steven Corn, courtesy clerk, 4 years

District 84 • Store 1304

7397 Lee Highway, Falls Church, VA

(l-r): Velma Levenberry, front end manager, 19 years; Jeri Smith, assistant store manager, 9 years; Michael McClintock, food clerk, 8 years



(l-r): Walter Benites, courtesy clerk, 1 year; Michael Apps, courtesy clerk, 2 years; Steve Tyson, food clerk, 50 years



(l-r): William Eng, seafood manager, 22 years; Zach Keen, floral manager, 6 years



(l-r): Charly Perez, inventory control clerk, 13 years; Yasimin Amirarfaei, deli clerk, 2 years; Andrew Robinson, produce manager, 11 years

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District 84 • Store 1358

5101 Wilson Boulevard, Arlington, VA



(l-r): John Walker, first assistant store director, 1 year; Candy Cook, store director, 27 years; Gladys Jones, deli manager, 5 years; Nikki Stewart, front end manager, 10 years; Valerie Amhjed, night stocker, 10 years; Carl Carter, meat manager, 20 years



(l-r): Carl Carter, meat manager, 20 years; Candy Cook, store director, 27 years; Gladys Jones, deli manager, 5 years; Jan Latney, head night stocker, 35 years; Nikki Stewart, front end manager, 10 years; Valerie Amhjed, night stocker, 10 years

District 84 • Store 1428

299 S. Van Dorn Street, Alexandria, VA



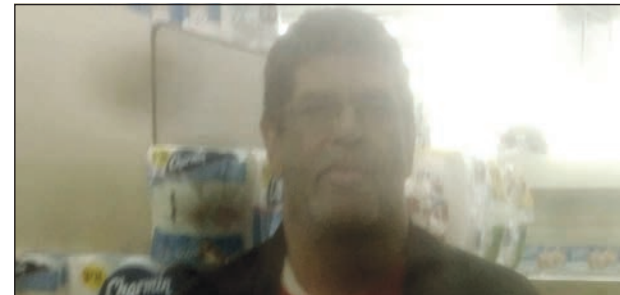
Jackie Coleman, service clerk, 12 years



Brittany Bonepart, baker's assistant, 1 year



Ngoc Le, GMC manager, 23 years



Fred Lambert, courtesy clerk, 2 years

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District 84 • Store 1431

12200 Fairfax Towne Center, Fairfax, VA



(l-r): Edwin Gray, produce manager, 22 years; Sally Plummer, produce clerk, 14 years; Andy Wilkins, produce clerk, 35 years



(l-r): Richard Dawes, file maintenance manager, 11 years; Wossen Woldie, Starbucks manager, 4 years; Debra Mul-Key White, bookkeeper, 22 years; Cynthia Harman, floral manager, 32 years; Olga Agee, floral clerk, 14 years



(l-r): Bayan Kurdee, bakery clerk, 10 years; Son Nguyen, bakery manager, 26 years; Oanh Nguyen, baker, 3 years



(l-r): Marvat Boulus, salad bar specialist, 15 years; Frank Martensen, wine steward, 4 years; Dayna Lynch, deli manager, 34 years; Maria Sempertegui, foodservice clerk, 8 years



(l-r): Tilda Thompson, cashier, 34 years; Darlene Thomas, front end manager, 22 years; Perry Dodd, service clerk, 26 years

District 84 • Store 1462

5821 Crossroads Ctr Way, Falls Church, VA



(l-r): Alberth Cabrera, store director, 8 years; Darrel Jones, produce clerk, 1 year; Antonio Kearney, first assistant store director, 33 years; Antwoine Lyons, deli clerk, 1 year



(l-r): Oscar Peralta, deli clerk, 1 month; Elizabeth Young, Starbucks clerk, 11 years; Jose Villalta, food clerk, 2 years; Girmay Tesfai, courtesy clerk, 2 years; Renee Jamros, courtesy clerk, 1 year; Edward Williams, courtesy clerk, 1 year; Donald Chaparich, food clerk, 5 months; Ezialaye Belaye, floral clerk, 1 year; Antonio Kearney, first assistant store director, 33 years; Carlos Valentin, produce clerk, 21 years



(l-r): Omar Martinez, food clerk, 6 months; Tony Jackson, meat cutter, 8 years; Ebony Davis, deli clerk, 5 months; Antonio Kearney, first assistant store director, 33 years; Christine Davis, bakery clerk, 4 months; Girmay Tesfai, courtesy clerk, 2 years; Hermes Vargas, meat wrapper, 1 year

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District 84 • Store 1570

2304 Hunter's Woods Plaza, Reston, VA



(l-r): Muhammed Haque, assistant store director, 2 years; Takiya Kenney, deli clerk, 3 years; Christopher Stitch, courtesy clerk, 8 years; Crystal Morris, store director, 3 years



(l-r): Alan Lawrence, courtesy clerk, 8 years; Jessica Velarde, front end manager, 3 years; Coumba Ba, cashier, 3 months



(l-r): Cameron Havey, meat clerk, 2 years; Jerrald Guest, seafood clerk, 5 years; Austin Moore, produce clerk, 2 years; Daniel Talbert, produce clerk, 2 years



(l-r): Jessica Brooks, bakery clerk, 2 years; Amna Khattak, deli clerk, 2 years; Babuji Chitturi, bakery clerk, 3 years



(l-r): Fatema Islam, food clerk, 8 months; Mohammad Safi, deli clerk, 10 years; Gloria Sanabria, food clerk, 12 years

District 84 • Store 1588

7414 Little River Turnpike, Annandale, VA



(l-r): Elmer Elias, produce manager, 5 years; Quang Nguyen, produce clerk, 13 years; Bill Miller, produce clerk, 31 years



(l-r): Farah Kamal, fruit cutter, 1 year; Marion Hall, fruit cutter, 5 months; Amin Jaradat, fruit cutter, 3 months



(l-r): Traevion Westbrook, courtesy clerk, 3 months; Timothy Sol, courtesy clerk, 2 years; Evalena Cave, service clerk, 17 years



(l-r): Nicholas Poole, courtesy clerk, 3 years; Malmaz Jeizan, service clerk, 7 years; Michael Arthur, 4 years

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District 84 • Store 1920

1688 Anderson Road, McLean, VA



(l-r): Eric Faguada, produce clerk, 1 year; Herman Jones, produce clerk, 2 years; Lely Reyes, produce manager, 19 years; Mario Flores, fruit cutter, 1 year



(l-r): Michael Quiroga, front end manager, 7 years; Joe Kearny, meat wrapper, 21 years; Giovanni Perrucci, meat manager, 11 years; Jermaine Jackson, seafood clerk, 4 years; Lely Reyes, produce manager, 19 years; Bruce Gaede, wine steward, 3 years



(l-r): MJ Jadallah, assistant store director, 2 years; Indira Smith, deli manager, 34 years; Lely Reyes, produce manager, 19 years; Bruce Gaede, wine steward, 3 years; Jennifer Bradford, store director IV, 13 years; Watchara Lee, assistant store director, 11 years



(l-r): Jermaine Jackson, seafood clerk, 4 years; Kevin Venhuizen, bakery manager, 29 years; MJ Jadallah, assistant store director, 2 years; Lely Reyes, produce manager, 19 years; Indira Smith, deli manager, 34 years; Matilda Caceres, floral manager, 2 years; Giovanni Perrucci, meat manager, 11 years

District 84 • Store 2616

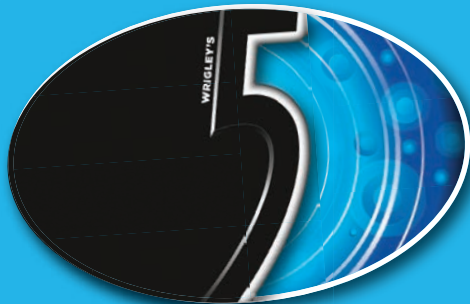
3043 Nutley Street, Fairfax, VA



(l-r): Fareha Sheikh, assistant front end manager, 2 years; Theresa Farello, store director, 24 years; Miguel Canizo, courtesy clerk, 1 year; Harry Hooper, courtesy clerk, 1 year



(l-r): Zahid Farooq, bakery manager, 13 years; Charmaine Brown-Ali, bakery clerk, 10 years; Think Vu, cake decorator, 22 years; Mitzi Canizo, bakery clerk, 1 year



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District 84 • Store 2883

6118 Arlington Boulevard, Falls Church, VA



(l-r): Tamika Brown, deli clerk, 3 years; Zahida Salik, deli clerk, 4 years; Abeer Aljaf, deli clerk, 4 years; Marleni Rosales, deli manager, 16 years



(l-r): Thomas Anderson, meat manager, 4 years; Mohammed Elfurita, meat clerk, 1 year



(l-r): Robert Clark, produce manager, 5 years; Jonathan Prentice, produce clerk, 5 years; Alexander Mocanu, cut fruit clerk, 1 year; Steve McFarland, produce clerk, 35 years; Allen Bang, cut fruit clerk, 1 year; Joan Davis, cut fruit clerk, 1 year; Yessenia Elspinal, cut fruit clerk, 1 year



(l-r): Glenda Bonilla, floral manager, 9 years; Genelle Cespeces, floral clerk, 1 year



(l-r): Kim Thi, bakery manager, 2 years; Pop Noravong, baker's assistant, 26 years; Nahida Adhoob, baker's assistant, 5 years; Flo Ann Goerte, bakery clerk, 5 years

District 84 • Store 4001

10350 Willard Way, Fairfax, VA



(l-r): Sarah Zenner, file maintenance clerk, 1 year; Lee Salazar, deli clerk, 2 years; Lorne Miller, meat manager, 21 years



(l-r): Anthony Sistrunk, GM/HBC manager, 17 years; James Hogan, food clerk, 5 years



(l-r): Sofia Naseem, service clerk, 1 year; Keith Richards, produce clerk, 1 year; Lucia Le, floral manager, 13 years



(l-r): Domingo Naanep Jr., produce manager, 11 years; Kimberly Olson, produce clerk, 2 months



(l-r): Monica Slovenz, bakery clerk, 2 years; James Lincoln, bakery assistant manager, 1 year



(l-r): Denise Thompson, deli manager, 5 years; Joyce Fyvie, seafood manager, 3 years; Uyen Le, deli clerk, 5 months

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District 84 • Store 4007

3713 Lee Highway, Arlington, VA



(l-r): Toba Huynh, bakery manager, 3 years; Robert Alsberry, bakery clerk, 10 years; Juana Barrios, cake decorator, 14 years



(l-r): Binod Rimal, bookkeeper, 13 years; Ahessie Zewede, assistant store director, 13 years; Ed Mensch, store director, 40 years; Richard Downs, wine steward, 4 years



(l-r): Manuel Portillo, meat cutter, 6 years; John Ingles, meat wrapper, 1 year; Jesse Rivera, meat manager, 9 years; Ralph Ramirez, seafood manager, 32 years



(l-r): Terri Vieira, front end manager, 5 years; Fu Lin, floral manager, 16 years; John Sanchez, produce manager, 5 years; Sarita Nakarmi, floral clerk, 1 year; Antonio Hernandez, produce clerk, 7 years

District 84 • Store 4933

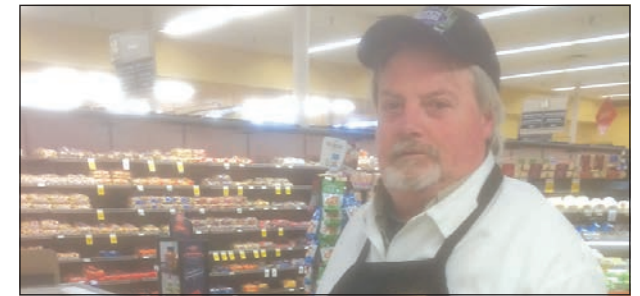
6244 Old Dominion Drive, McLean, VA



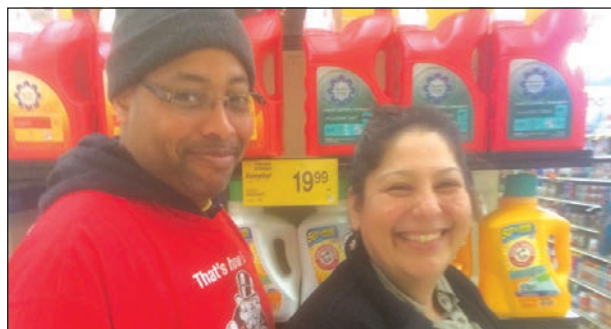
Carla Sara, pharmacy manager, 13 years



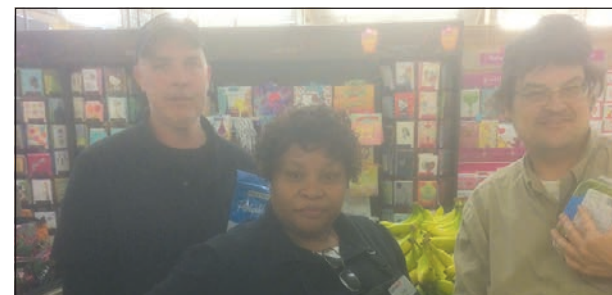
(l-r): Cora Berndt, GM manager, 13 years; Daria Thompson, deli manager, 20 years; Zolia Rojas, service clerk, 8 years



Jim Herlihy, meat manager, 30 years



(l-r): Hassan Bryant, meat wrapper, 1 year; Brunilda Barragan, grocery manager, 11 years



(l-r): Mike Monroe, produce manager, 7 years; Cindy Johnson, cashier, 20 years; John Marks, I Can clerk, 27 years

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District 85 • Store 693

4865 MacArthur Blvd., NW, Washington, DC



(l-r): Chris Corlette, store director, 3 years; Edwin Hutson, produce manager, 46 years



(l-r): Stephanie Harding, acting deli/foodservice manager, 2 years; Jerry Slater, deli clerk, 3 months; Kimberly Neal, deli clerk, 31 years



(l-r): Roberta Robinson, customer service manager, 12 years; Hanh Truong, floral manager, 19 years



(l-r): Ward Washington, meat manager, 19 years; Barbara Lee, journeyman meat cutter, 31 years; Jerome Herbert, seafood manager, 23 years

District 85 • Store 853

7625 Old Georgetown Road, Bethesda, MD



Ramon Davis, seafood manager, 14 years; Julius James, meat cutter, 15 years; Ralph Embrey, grocery manager, 20 years; Janusz Zwolski, baker, 14 years; Vaughn Stebbins, produce manager, 12 years; Don Van Gleson Jr., file maintenance associate, 23 years; Fathima Abdulsalam, store clerk, 1 year; Paul Chan, baker, 1 year; Karen Rizkallah, deli clerk, 29 years; Yvette Miller, deli manager, 19 years; Mercedes Medina, bakery manager, 9 years; Sharde Watts, store clerk, 1 year; Nakisha Bennett, front end manager, 3 years; Gary Vogel, dairy clerk, 47 years; Alex Santos, produce clerk, 1 year

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District 85 • Store 923

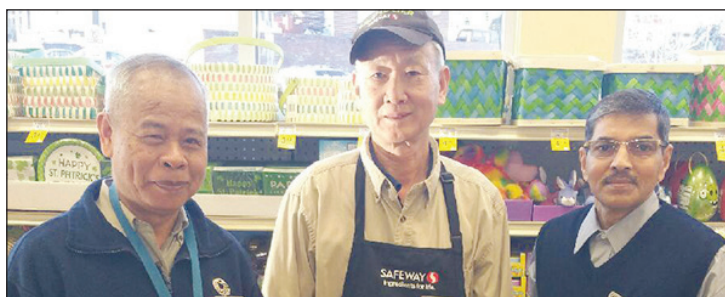
1701 Corcoran St., NW, Washington, DC



(l-r): Teresa Sumpter, food clerk, 31 years; Durwood Dunn, produce clerk, 17 years; Joseph Jones Jr., produce clerk, 19 years; Ana Flores, food clerk, 16 years; Terry Biggs, courtesy clerk, 23 years; Talmage Osborn, cut fruit clerk, 1 year; Marvell Robinson, meat cutter, 10 years; Kenny Smith, produce clerk, 27 years

District 85 • Store 945

10104 River Road, Potomac, MD



(l-r): Getulio Camarao, cashier, 9 years; Pei Li, courtesy clerk, 2 years; Hareshkumar Shah, assistant front end manager, 12 years



(l-r): Jasheem Jadji, day stocker, 7 years; Maria Horton, floral clerk, 5 months; Samuel Anaquah, assistant store director, 6 years



(l-r): Janeva Monroe, baker's assistant, 1 year; My Dao, bakery clerk, 6 years; Effrema Mohammed, bakery clerk, 1 year; Agapito Rubico, meat wrapper, 1 year



(l-r): Louella Ramos, floral clerk, 3 months; Anna Christou, cashier, 1 year; Gwen Wilson, store director, 26 years; Luoie Ramos, cashier, 3 months

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District 85 • Store 1084

30 Pigeon Hill Drive, Sterling, VA



Supanee Ellor, cashier, 22 years



Parminder Kaur, cashier, 14 years



Deborah Cornwell, floral manager, 3 years



Violeta Milanova, GM manager, 5 years



Greg Huber, seafood manager, 6 years



Tracy Brooks, meat manager, 28 years



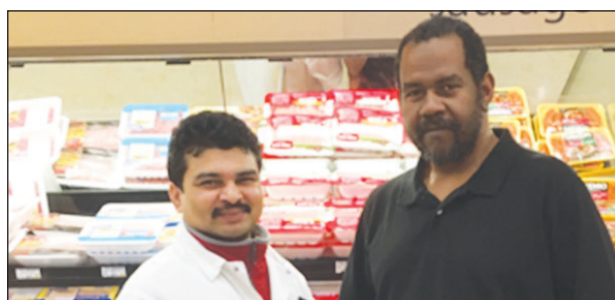
Paramajit Kaur, bakery clerk, 13 years

District 85 • Store 1276

6500 Piney Branch Road, Washington, DC



(l-r): Erika Moses, assistant store director, 5 years; Tamesha Smith, store director, 14 years; Raven Richardson, assistant store director, 7 years



(l-r): Gulli Devadanam, meat manager, 7 years; Kirk Davis, food clerk, 14 years



(l-r): Don Briscoe, cake decorator, 36 years; Maurice Jefferson, day stocker, 19 years



(l-r): Mitzi Matthews, deli clerk, 1 year; Melinda Hampton, deli clerk, 3 years



(l-r): Alice Veney, food clerk, 31 years; Jeanetta Talley-Smith, food clerk, 29 years

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District 85 • Store 1369

909 Thayer Avenue, Silver Spring , MD



(l-r): Francis Cook, food clerk, 14 years; Hue Vu, courtesy clerk, 3 months; Coi Nguyen, courtesy clerk, 3 months; Tashona Simpson, courtesy clerk, 4 months; Sharmae North, cake decorator, 7 months; Thaly Long, food clerk, 12 years; Mohammad Ali, service clerk, 2 years

(l-r): Coi Nguyen, courtesy clerk, 3 months; Mohammad Ali, service clerk, 2 years; Francis Cook, food clerk, 14 years

(l-r): Francis Cook, food clerk, 14 years; Hue Vu, courtesy clerk, 3 months; Coi Nguyen, courtesy clerk, 3 months; Tashona Simpson, courtesy clerk, 4 months; Sharmae North, cake decorator, 7 months

District 85 • Store 1417

9881 Georgetown Pike, Great Falls, VA



(l-r): Sony Dhaliwad, food clerk, 9 years; Hang Ngo, bakery manager, 11 years; Howard Bennett, courtesy clerk, 5 years



(l-r): Wilson Chan, food clerk, 10 years; Greg Tilley, frozen foods manager, 36 years; Crystal Shields, first assistant store director, 31 years; Lawrence Timson, food clerk, 15 years



(l-r): Susan Sarina, meat wrapper, 30 years; Tom Bombardier, dairy manager, 43 years; Affi Dogbe, seafood manager, 10 years



(l-r): Jeremy Brothers, pharmacist, 6 months; Yeshi Sable, pharmacy technician, 12 years; Chun Palmer, front end manager, 12 years

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District 85 • Store 1689

413 Elden Street, Herndon, VA



(l-r): Noah Wilson, cashier, 7 months; Emaly Truong, assistant front end manager, 5 years; Karsheena Brooks, GM/HBC manager, 15 years



(l-r): Jung Suh, bakery clerk, 12 years; Kanska Lama, bakery clerk, 4 months; Alexander Schaaf, Starbucks clerk, 4 months



(l-r): Mesbah Uddin, deli clerk, 5 years; Andy Sanchez, cashier, 2 years; Tirunesh Geberemedhin, deli clerk, 4 years



(l-r): Nicholas Rupp, courtesy clerk, 5 years; Xia Zhang, floral clerk, 2 years; Jesus Dominguez, produce clerk, 8 years

District 85 • Store 1716

4701 Sangamore Road, Bethesda, MD

Martha Muro, deli manager



Humberto Garcia, bakery manager



LaWan McDowell, seafood manager



Tutu Taye, floral manager





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District 85 • Store 1759

22350 Sterling Boulevard, Sterling, VA



(l-r): Jamie Lopez, meat manager, 2 years; Amanda Showalter, floral manager, 5 years; Sheri Klema, courtesy clerk, 4 years; Jessica Caphas, second assistant store director, 16 years; Johnathan Layne, Starbucks clerk, 7 months; Greg Cobb, produce manager, 14 years; Karuna Gurung, Starbucks manager, 8 years



(l-r): Greg Cobb, produce manager, 14 years; Alex Burrell, grocery clerk, 1 year; Jessica Caphas, second assistant store director, 16 years; Amanda Showalter, floral manager, 5 years; Bradley Green, night stocker, 1 year; Kelvin Gquyen, night stocker, 1 years

District 85 • Store 2808

3830 Georgia Ave NW, Washington, DC



(l-r): Shanita Barnes, deli clerk, 2 years; Eugenia Mateescu, cheese specialist, 3 years; Jamillah Napper, deli clerk, 2 years; Marvin Marshall, deli manager, 32 years



(l-r): Marlene Bland, store director, 22 years; Lucy Beltran, front end manager, 10 years; Ja'Misha Jordan, assistant front end manager, 1 year; Tom Summers, assistant store director, 1 year



(l-r): Sharisa Lias, pharmacy technician, 13 years; Kathy Smith, pharmacy technician, 15 years; Tyra Mallory, pharmacist, 24 years



(l-r): Marlene Bland, store director, 22 years; Leslie Bowell, cashier, 8 years; John McKinney, seafood manager, 16 years; Jason Argueta, courtesy clerk, 5 months



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District 85 • Store 2848

5000 Bradley Boulevard, Bethesda, MD



(l-r): Cyrus Sidera, Starbucks manager, 3 years; Dana Dorsey, Starbucks clerk, 4 months; Daniel Lopes, Starbucks clerk, 2 years



(l-r): Jaron Shoulars, deli clerk, 4 years; Yoland Lopez, deli clerk, 14 years; Hilda Stephens, deli clerk, 27 years; Rebecca Shaffer, deli manager, 4 years; May Ford, deli clerk, 1 year



(l-r): Cynthia Craig, cut fruit clerk, 1 year; George Gigantana, produce clerk, 25 years; Barbara Davis, cut fruit clerk, 1 year; Tiny Dawes, produce manager, 25 years; Nicole Humphries, floral manager, 2 years



(l-r): Clarence Roberts, seafood manager, 12 years; Raymond Diggs, seafood clerk, 4 years; Matthew Pinckney, grocery clerk, 10 years; Paul Donelson, inventory control clerk, 12 years



(l-r): Jennifer Ford, bagger, 10 years; Latorra Stewart, cashier, 2 years; Lisa Davis, front end manager, 8 years; Anna Cardenas, bagger, 6 years; Keven Gravely, customer service clerk, 4 years; Shewaye Habtemarian, cashier, 4 years

District 85 • Store 2912

1855 Wisconsin Avenue, Washington, DC



(l-r): Brianna Thompson, floral clerk, 1 year; Francine Copeland, floral manager, 3 years



(l-r): Erica Isicson, bakery clerk, 8 years; Jameka Williams, bakery manager, 4 years; Joseph Robinson, baker, 3 years



Michael Quinn, wine department manager, 7 years



(l-r): Luis Vargas, produce clerk, 15 years; Michael Williams, produce clerk, 1 year; Hashern Lewis, produce clerk, 3 years; Sam Abed, produce manager, 15 years



(l-r): Brent Scotten, assistant store director, 8 years; Craig Gross, store director, 27 years; Octavious Moss, assistant store director, 3 years



(l-r): Hattie Shaw, cashier, 16 years; Crystal McKoy, cashier, 20 years; Rosalind Edwards, bookkeeper, 23 years

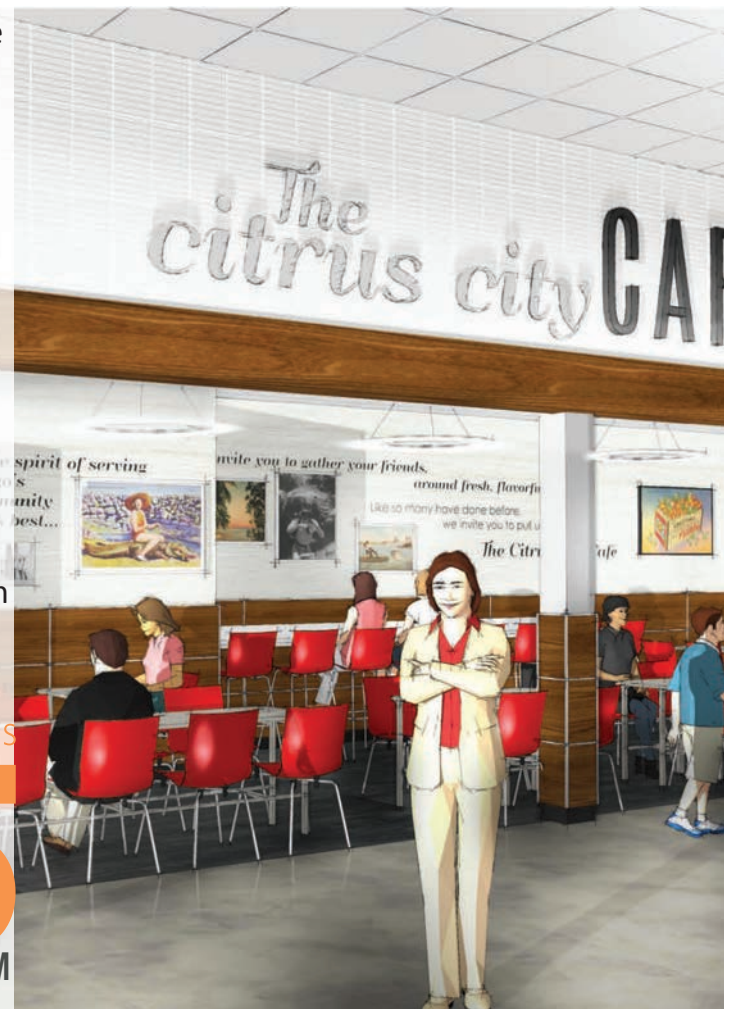


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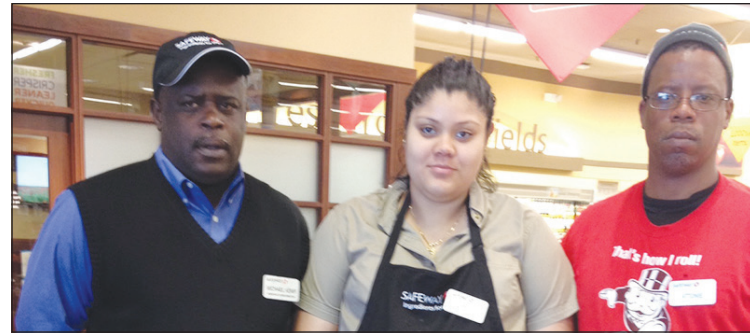


District 85 • Store 4202

1747 Columbia Rd., NW, Washington, DC



(l-r): Michelle Holley, deli manager, 15 years; Lucy Jean Francois, deli clerk, 15 years; Charlene Ghee, deli clerk, 5 years



(l-r): Mike Kemp, assistant store director, 6 years; Xiomara Gavidia, food clerk, 1 year; Antonie Lewis, produce clerk, 1 year



(l-r): Asefa Nadew, courtesy clerk, 3 years; Virginia Gonzales, cashier, 8 years; Andrea Green, front end manager, 5 years; Norman Nesmith, cashier, 35 years



(l-r): Ingrid Fernandez, floral manager, 15 years; Derricke Smith, courtesy clerk, 16 years; Marcella Childs, courtesy clerk, 2 years

District 85 • Store 4218

437 S. King Street, Leesburg, VA



(l-r): Hicham Lembirik, store director, 11 years; Hector Rodriguez, inventory control clerk, 25 years; Thomas Young, meat manager, 1 year; Chaz Nix, seafood manager, 4 years



(l-r): Jessica Peterson, assistant front end manager, 2 years; Alex Mandill, GM/HBC manager, 2 years



(l-r): Kevin Coons, produce manager, 34 years; Mike Gross, produce clerk, 1 year



(l-r): Naseem Khan, cake decorator, 1 year; Nurith Wright, deli lead, 26 years

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District 85 • Store 4832

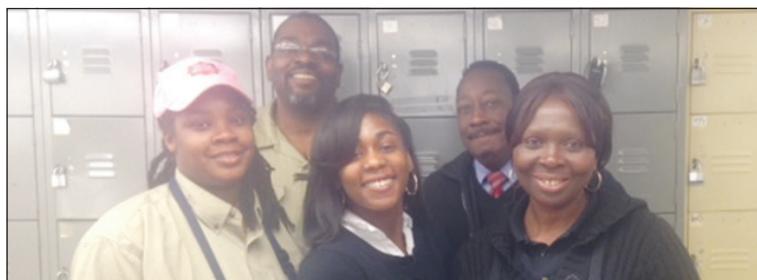
5545 Connecticut Ave., NW, Washington, DC



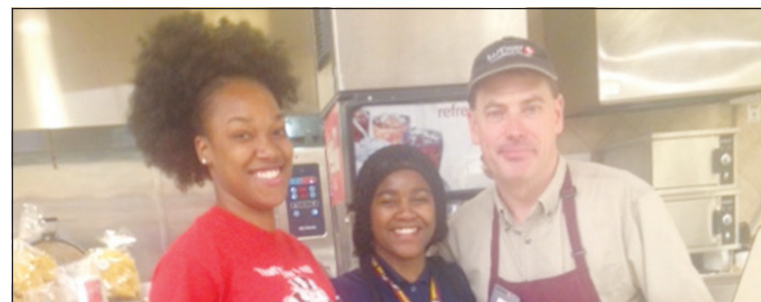
(l-r): Monica Hodge, bakery clerk, 10 years; Tameka Brown, produce clerk, 1 year; Shikera Draughn, bakery clerk, 15 years



(l-r): Kiah Jones, management, 3 years; Gloria Duncan, deli clerk, 7 years; Heather Wise, management, 5 years



(l-r): Lakeia Coffen, deli clerk, 5 months; Darryl Willis, produce clerk, 5 years; Makweta Matthews, floral clerk, 1 year; Lloyd Norwood, floral clerk, 18 years; Ntshima Kitenge, inventory control clerk, 15 years



(l-r): Sasha Johnson, food clerk, 5 months; Shante Martin, deli clerk, 12 years; Philip Pawlisz, deli clerk, 30 years

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District 86 • Store 105

10 King Street, Waldorf, MD



(l-r): Cheryl Whetstone, food clerk/person in charge, 20 years; Taisian Owens, food station attendant, 1 year; Katia Barney, food clerk, 5 years; John Beavers, courtesy clerk, 1 year; Carolina Bryan, floral manager, 13 years



(l-r): Kenneth White, food clerk/person in charge, 1 year; Eronn Stevens, courtesy clerk, 3 months; Jade Clark, Starbucks clerk, 1 year; Eric Williams, food clerk, 2 years; Danielle Davenport, store director, 9 years



(l-r): Nicholas Russo, courtesy clerk, 12 years; Deondre Taylor, Starbucks clerk, 1 year; Katia Barney, food clerk, 5 years; Charlena Ramsey, food clerk, 6 years; Kaitlyn Mooney, courtesy clerk, 3 months; Shamika Reede, bakery clerk, 8 months

District 86 • Store 1129

10276 Southern Maryland Boulevard, Dunkirk, MD



Glenn Wilkerson, person in charge, 4 years



Jacob Scanlon, courtesy clerk, 3 years



Karen Moran, head cashier, 30 years



Irene Datcher, GM/HBC manager, 33 years



(l-r): Greg Brown, night stocker, 24 years; Doreen Miles, frozen foods manager, 20 years



Arlene Smith, deli manager, 35 years

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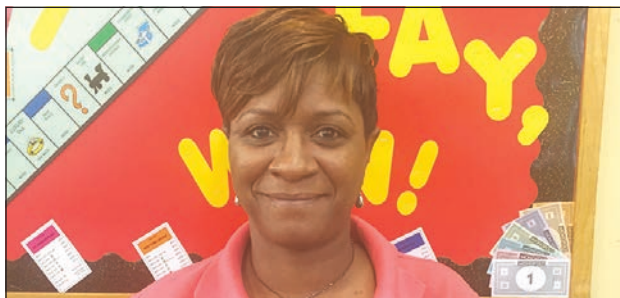
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District 86 • Store 1177

322 40th Street NE, Washington, DC



LaGretta Carroll, front end manager, 2 years



Joan White, bakery clerk, 9 years



Charmaine McCombs, bakery manager, 3 years



Belinda Tyree, day stocker, 6 years



Markeisha Connor, deli clerk, 3 years



Albert Garner III, courtesy clerk, 15 years



Renay Allred, food clerk, 28 years

District 86 • Store 1344

3129 Marshall Hall Road, Bryans Road, MD



(l-r): Jermain Belton, meat wrapper, 16 years; Antonio Jones, produce clerk, 2 years; Nicholas Griffin, bakery clerk, 7 months; Destani Clark, food clerk, 2 years; Jermain Belton, meat wrapper, 16 years



(l-r): Lynard Marshall, seafood clerk, 7 months; Antonio Jones, produce clerk, 2 years; Destani Clark, food clerk, 2 years; Nicholas Griffin, bakery clerk, 7 months; Lynard Marshall, seafood clerk, 7 months



(l-r): Lynard Marshall, seafood clerk, 7 months; Jermain Belton, meat wrapper, 16 years; Destani Clark, food clerk, 2 years; Nicholas Griffin, bakery clerk, 7 months; Antonio Jones, produce clerk, 2 years



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District 86 • Store 1443

8785 Branch Avenue, Clinton, MD



(l-r): Kelvin Mumford, produce manager, 1 year; Angela Roscoe, produce clerk, 13 years; Tony Carter, produce clerk, 1 year



(l-r): Janice Tolson, .com clerk, 8 months; Richard Teneyck, .com manager, 2 years; Jose Gray, .com clerk, 8 months



(l-r): Robert Carter, first meat cutter, 28 years; Ben Williams, seafood manager, 9 years; Lori Rouser meat wrapper, 36 years



Lisa Miller, floral manager, 9 years



Janice David, front end manager, 22 years

District 86 • Store 1445

2845 Alabama Ave., SE, Washington, DC



(l-r): Adrienne W-Van Buren, store director, 29 years; Robin Wood, floral manager, 6 years; Melisa Bagley, file maintenance clerk, 10 years; Loveval Tribble, courtesy clerk, 1 year



(l-r): Paul Dolvin, meat manager, 9 years; Dennis Morgan, meat cutter, 24 years; Melvin Williams, meat cutter, 24 years; Joyce Smith, meat wrapper, 27 years



(l-r): Sharon Strom, service clerk, 11 years; Jerome Allen, deli clerk, 7 years; Bertina Johnson, deli manager, 8 years



(l-r): Loria Weaver, cashier, 27 years; Ebony Davis, second assistant store director, 9 years; Paul Jones-Mallard, head teller, 14 years; Donnay Thompson, GM clerk, 1 year



(l-r): Sean King, seafood manager, 19 years; Jerome Douglas, courtesy clerk, 1 year; Ravon Anderson, service clerk, 6 years; Myron Brown, courtesy clerk, 27 years; Keith Shannon, inventory control clerk, 1 year



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District 86 • Store 1731

80 W. Dares Beach Road, Prince Frederick, MD



Cheryl Losiewski, seafood manager, 12 years



(l-r): Paul Jones, meat cutter, 22 years; Charles Hooper, meat cutter, 1 year



(l-r): Amanda Hicks, bakery manager, 15 years; Monica Bowen, cake decorator, 12 years; Antonio Arocho, bakery clerk, 1 year; Kathleen Barnes, bakery clerk, 1 year



(l-r): Lindy Dyer, deli manager, 44 years; Bonnie McSweeney, deli clerk, 13 years



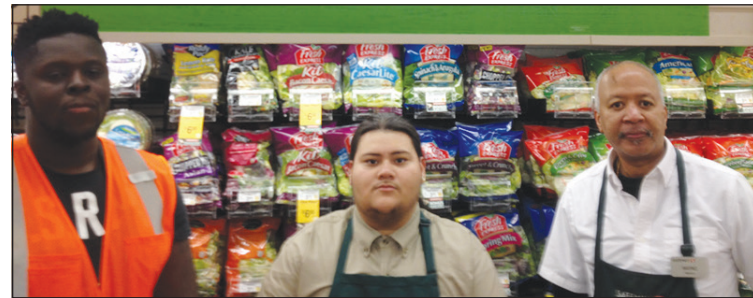
(l-r): Connie Summers, deli clerk, 19 years; Mike Vieira, deli clerk, 22 years

District 86 • Store 1882

990 East Swann Creek Road, Ft. Washington, MD



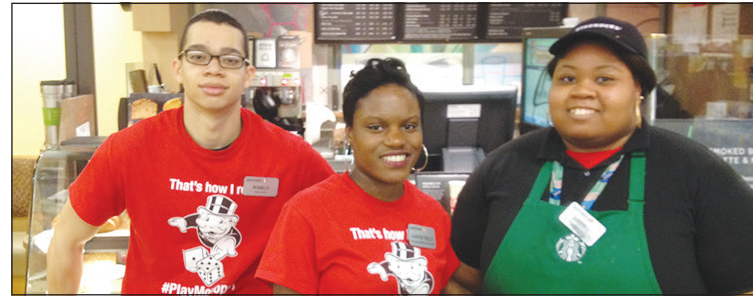
(l-r): Katrina Lyon, courtesy clerk, 6 years; Michael Howe, food clerk, 33 years; Romelo Dowe, food clerk, 2 years



(l-r): Alpha Alpha, courtesy clerk, 1 year; Alvin Dominguez, courtesy clerk, 1 year; Wayne Burton, food clerk, 8 years



(l-r): Miesha Coley, bakery clerk, 8 months; Robert Kendrick, deli clerk, 1 year; Deborah Keitt, bakery manager, 10 years



(l-r): Romelo Dowe, food clerk, 2 years; Juanita Kelly, food clerk, 3 years; Kristen Dyson, Starbucks clerk, 2 years



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District 86 • Store 1938

40 Shining Willow Way, LaPlata, MD



(l-r): Carolyn Hazel, salad bar lead, 13 years; Gino Lewis, service clerk, 27 years; Lisa Thompson, deli clerk, 13 years; Ahmed Sesau, deli lead, 19 years; Willie Riley, store clerk, 8 years



(l-r): Laura Pederson, baker, 14 years; Sandy Wathen, bakery clerk, 4 years; Chriss Willett, baker, 5 years; Carol Rose, cake decorator, 28 years



(l-r): Kevin Hogston, produce clerk, 12 years; Faith Dorsey, cut fruit clerk, 1 year; Amber Fisher, produce clerk, 5 years



(l-r): Pam Murphy, floral manager, 40 years; Danny Lawmen, dairy/frozen foods clerk, 40 years; Rita Johnson, file maintenance clerk, 15 years

District 86 • Store 2661

3051 Waldorf Marketplace, Waldorf, MD



(l-r): Mari Judge, food clerk, 5 months; Jonae Duckett, food clerk, 4 months; Brea Davis, assistant front end manager, 2 years; Sabrina Lester, food clerk, 1 year



(l-r): Antonio Long, produce manager, 29 years; Judy Raff, floral manager, 31 years; Michael Toth, store director, 43 years



(l-r): Jasmine Brooks, food clerk, 1 year; Linda Wood, deli clerk, 32 years; Etienne Hutson, bakery clerk, 1 year

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District 86 • Store 2737

490 L St., NW, Washington, DC



(l-r): Nehosha Talebi, pharmacy manager, 6 years; Jerome Branch, pharmacy technician, 15 years; Alfred Quarcoopome, pharmacist, 5 years



(l-r): Lakeisha Herring, cashier, 1 year; Ricki Lawrence Gross, cashier, 10 years; Marjorie Mickle, cashier, 28 years



(l-r): Patricia Beard, salad bar lead, 8 years; Wayne Purnell, deli clerk, 5 years; Charmon Anderson, deli clerk, 3 years



(l-r): Vincent Berger, deli clerk, 34 years; Jacklyn Harvey, deli clerk, 8 years; Gerald Wood, deli clerk, 5 years



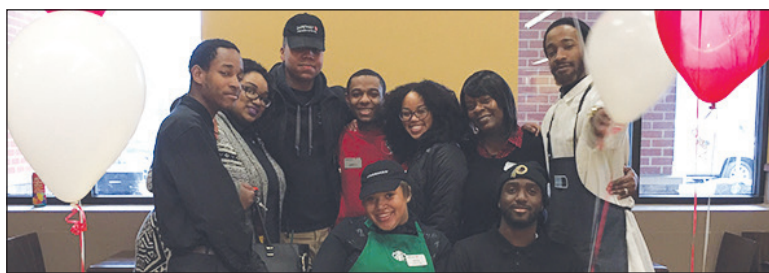
(l-r): Tina Owens, bakery clerk, 8 years; Nkechi Enwereji, baker's assistant, 2 years



(l-r): Sarah Lewis, floral clerk, 3 years; Sylvia Blakeney, floral clerk, 2 years

District 86 • Store 2795

7605 Crain Highway, Upper Marlboro, MD



(front row l-r) – Kayla Blackney, Starbucks clerk, 1 year; Ferdece Barbour, food clerk, 1 year; (back row l-r) – Emmanuel Hayes, courtesy clerk, 2 years; Ashley Davis, Starbucks manager, 2 years; Paris Miles, cut fruit clerk, 1 year; James Carter, food clerk, 2 years; Nanci Brown, person in charge, 2 years; Demetrius Robinson, courtesy clerk, 1 year; Garrett Hopper, seafood clerk, 1 year



(l-r): Tashaun Grenne, courtesy clerk, 1 year; Demetrius Proctor, Starbucks clerk, 1 year; Byron Waters, food clerk, 2 years



(l-r): Byron Waters, food clerk, 2 years; Tierra Johnson, food clerk, 2 years; Kendrick Dankyi, food clerk, 1 year; Prentice Morrison (seated), deli clerk, 27 years



(l-r): Moses, meat cutter, 15 years; Germane Levenberry, seafood clerk, 5 months; Blair Orr, meat wrapper, 4 months



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District 86 • Store 2853

15916 Crain Hwy., SE, Brandywine, MD



(l-r): Elizabet Tyaneva, bakery manager, 11 years; Matt Glenn, head bakery clerk, 14 years; Bessie Thomas, service clerk, 2 years



(l-r): Ronnie Wood, meat manager, 24 years; Jon Gibbs, meat cutter, 5 years; Hosea Williams, seafood clerk, 2 years



(l-r): Kenny Snellings, produce clerk, 5 years; Jordan Mckissic, produce clerk, 8 months; Steve Oursler, produce manager, 13 years; Trevon Lee, produce clerk, 1 year



(l-r): Suzie Beavers, deli clerk, 5 years; Barbara Spriggs, deli clerk, 13 years; Dee Letcher, deli manager, 35 years

District 86 • Store 2892

1100 4th St., SW - Suite 150, Washington, DC



(l-r): Benjamin McDaniel, produce clerk, 21 years; Thomas Alexander, produce manager, 10 years; James William, cut fruit clerk, 1 year; Terri Rector, cheese manager, 2 years



(l-r): Stuart Jones, assistant deli manager, 29 years; Rosa Algarin, deli cook, 12 years; Porsha Jowner, deli cook, 6 years; Satria Gilliam, deli cook, 7 years; Cecila Walker, assistant deli manager, 9 years



(l-r): Jackie Williams, bakery clerk, 15 years; Paul Tolliver, bakery manager, 8 years; Robin Lee, front end manager, 6 years; Latay Williams, cake decorator, 9 years; Saaquan Jennings, bakery clerk, 4 years



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District 86 • Store 4205

415 14th Street SE, Washington, DC



(l-r): Eric Pace, courtesy clerk, 1 year; Symantha Talley, bakery clerk, 5 months; Kellie Gibson, cake decorator, 6 years; Kimberly Butler, courtesy clerk, 1 year; Donald Clay, deli clerk, 5 months

District 86 • Store 4270

1601 Maryland Avenue, NE, Washington, DC



(l-r): India Dunn, cake decorator, 1 year; Alex Silard, baker, 8 years; Carletha Bell, bakery clerk, 1 year



(l-r): Aaron Copeland, meat manager, 10 years; Marquis Archibald, meat wrapper, 5 years



Leroy Elson, seafood manager, 8 years



(l-r): Anthony Simpson, deli clerk, 7 years; Rasheeda Lovelace, Starbucks manager, 3 years; Meia Brown, store director, 16 years; Hilda Webster, deli clerk, 15 years; Tishana Sams, front end manager, 2 years



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District 86 • Store 4872

6235 Oxon Hill Road, Oxon Hill, MD



(l-r): Trent Curry, courtesy clerk, 1 years; Rasheeda Ford, deli clerk, 5 years; Rashad Wilson, food clerk, 4 years



(l-r): Marcus Johnson, courtesy clerk, 2 years; Kiana Graves, front end manager, 14 years; Shannon Blue, cake decorator, 2 years; Ester Newby, food clerk, 20 years



(l-r): D'Angelo Hall, seafood clerk, 3 years; Bianca Cook, food clerk, 1 years; Genet Boyd, food clerk, 12 years; James Henry, service clerk, 1 years

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District 87 • Store 866

500 S. Royal Street, Alexandria, VA



(l-r): Jeff D'Osaneo, meat manager, 30 years; Cindy Stankiewicz, deli clerk, deli clerk, 21 years; Kevin Chappell, produce clerk, 20 years



(l-r): Victor Manuel, inventory control clerk, 4 years; Linda Mack, floral clerk, 5 years; Wallace Hollmes, courtesy clerk, 10 years



(l-r): William Kasperon, grocery manager, 1 year; Todd Neilson, store director, 8 years



(l-r): Allen Schiattareggia, cashier, 21 years; William Kasperon, grocery manager, 1 year; Wanda Kenney, cashier/file maintenance clerk, 8 years; Marcia Webb, bookkeeper, 28 years



(l-r): Carmelita Justice, file maintenance clerk, 29 years; Reta Woods, deli manager, 8 years; Josh Rush, courtesy clerk, 4 months

District 87 • Store 878

7900 Fort Hunt, Alexandria, VA



(l-r): Tammy Harris, seafood manager, 16 years; Trish Huffman, bakery clerk, 1 year; Hanna Mahoney, front end manager, 26 years



(l-r): Dana Dash, assistant front end manager, 8 years; Matt Baldwin, produce clerk, 16 years; Lisa McLellan, assistant store director, 9 years



(l-r): Chris Delancy, courtesy clerk, 1 year; Marlene Harris, head night stocker, 30 years; Gary Cole, file maintenance clerk, 37 years



(l-r): Christian Morris, assistant front end manager, 8 years; Lisa Commodore, floral manager, 14 years; Herb Lauer, produce manager, 34 years

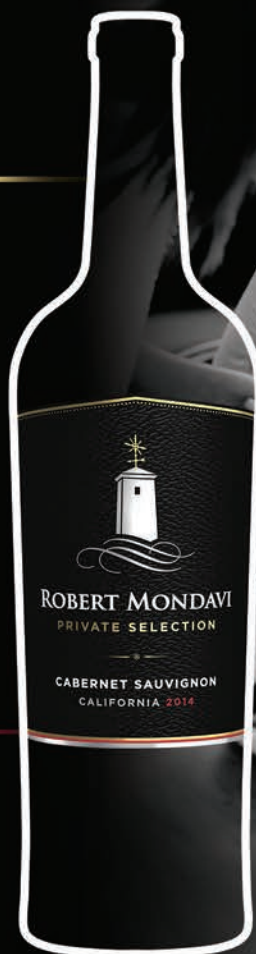
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District 87 • Store 1019

1624 Belle View, Alexandria, VA



(l-r): Sarjoh Barrie, food clerk, 3 years; Christie Robertson, food clerk, 2 years; Claudette Harvard, food clerk, 3 years; Aysia Parker, Starbucks clerk, 2 years



(l-r): Imelda Ventura, deli clerk, 16 years; Juana Jarjuri, deli clerk, 27 years; Gladys Giron, deli clerk, 10 years



(l-r): Dante Canlas, produce manager, 9 years; Saul Del Cid, produce clerk, 16 years; Kevin Liu, produce clerk, 1 year; Chris Proctor, produce clerk, 1 year



(l-r): Carlos Cruz, courtesy clerk, 1 year; Jonathan Packard, deli clerk, 1 year; Brittany Levy, deli clerk, 1 year

District 87 • Store 1283

8646 Richmond Highway, Alexandria, VA



(l-r): Brenda Mendoza, bakery manager, 14 years; Dominic Henry, deli/foodservice manager, 9 years; Rayshad Hall, produce manager, 5 years; Dinka Drvoshanov, seafood manager, 9 years; Marcus Holmes, meat manager, 7 years; Rena Taylor, floral manager, 21 years



(l-r): Aujanee Gonzalez, GM clerk, 3 years; Adrian McGilvery, first assistant store manager, 21 years



(l-r): Sam Shatzoff, store director, 2 years; Michelle Lee, food clerk, 29 years; Gregory Burnham, food clerk, 3 years; Adrian McGilvery, first assistant store manager, 21 years; Marissa Carpenter, food clerk, 1 year; Meagan Jefferies, courtesy clerk, 11 years; Vallarie Jarrett, courtesy clerk, 5 years; Ryan Williamson, seafood clerk, 3 years; Amelia Watson, floral clerk, 1 year; Corey Parton, produce clerk, 9 years



(l-r): Alexis White, food clerk, 8 years; Sam Shatzoff, store director, 2 years; Monica Brown, inventory control clerk/receiver, 22 years; Janetta Vaughan, service clerk, 1 year; Alexis Johnson, Starbucks clerk, 1 year; Marissa Carpenter, food clerk, 1 year; June Hollis, courtesy clerk, 7 years; Dominica Sturge, GM/HBC manager, 27 years; Eunice Drayton, meat wrapper, 27 years; Myron Washington, food clerk, 1 year; Danny Marshall, produce clerk, 1 year



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District 87 • Store 1285

6130 Rose Hill Drive, Alexandria, VA



(l-r): Justin Lightfoot, seafood manager, 3 years; Shirley Watkins, deli manager, 6 years; Ace Nguyen, produce manager, 38 years; Loretta Ferrell, cashier, 23 years; Maria Allen, GM/HBC manager, 13 years; John Krainak, grocery manager, 15 years; Ly Nguyen, floral manager, 7 years; Wayne Weatherholtz, first meat cutter, 44 years



(l-r): Shazia Din, store manager, 4 months; Donna Frye, cashier, 36 years; Justin Lightfoot, seafood manager, 3 years; Shirley Watkins, deli manager, 6 years; Ace Nguyen, produce manager, 38 years; Loretta Ferrell, cashier, 23 years; Ly Nyguyen, floral manager, 7 years; Wayne Weatherholtz, first meat cutter, 44 years; Rick Boykin, second assistant store manager, 4 years



(l-r): Rick Boykin, second assistant store director, 4 years; Ly Nyguyen, floral manager, 7 years; Kim Bonsall, file maintenance clerk, 37 years; Shazia Din, store director, 4 months

District 87 • Store 1298

4220 Merchant Plaza, Woodbridge, VA



(l-r): Dean May, meat manager, 12 years; Chris Hampton, produce manager, 13 years; Tammy Hamilton, seafood manager, 28 years



(l-r): Rosa Ochoa, bakery manager, 12 years; Aida Zoghzoghi, bakery clerk, 1 year; Janice White, baker, 12 years



(l-r): Tammy Dawson, bookkeeper, 23 years; Sharron Leizaer, cashier, 20 years; Brenda Lesueur, cashier, 14 years; Jessica Henderson, file maintenance clerk, 14 years



(l-r): Eleni Leta, Starbucks clerk, 10 years; Robert Krenkel, inventory control clerk, 14 years; Kayla Williams, Starbucks clerk, 8 months

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District 87 • Store 1331

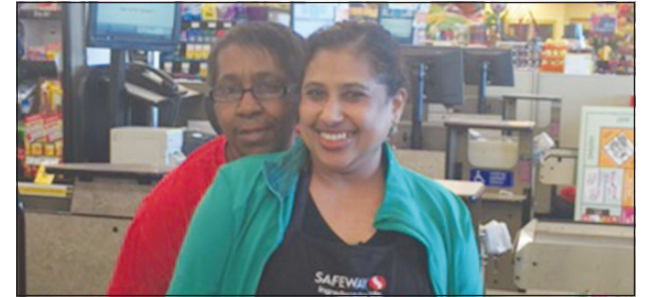
2205 Old Bridge Road, Woodbridge, VA



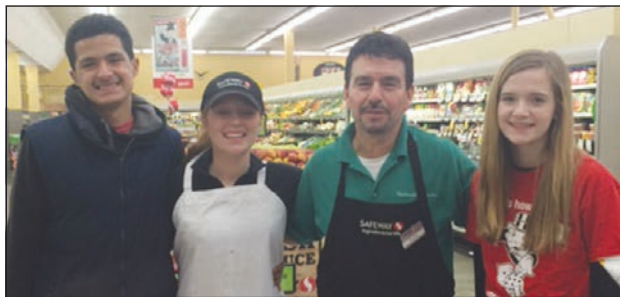
(l-r): Geremiah Peterson, courtesy clerk, 2 months; Tremell McAlpine, courtesy clerk, 1 year



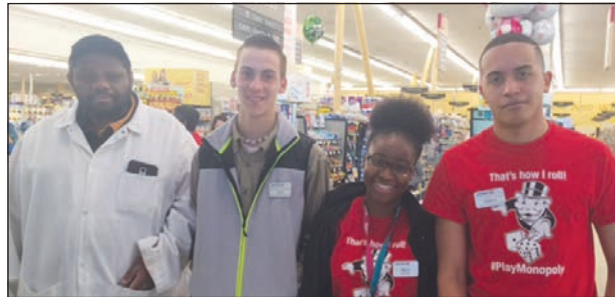
(l-r): Deidre Glascoe, baker's assistant, 1 year; Hannah Stead, bakery clerk, 10 months



(l-r): Patricia Clay, cashier, 1 year; Drogatie Pettiford, 1 year



(l-r): Alejandro Rodriguez, meat clerk, 1 year; Hannah Stead, bakery clerk, 10 months; Alvaro Ponce, produce clerk, 4 months; Lexi Reyes, courtesy clerk, 3 months



(l-r): Corey Jackson, meat manager, 22 years; David Nichols, cashier, 3 months; Nelly Fosu, assistant front end manager, 5 years; Angelo Cousar, person in charge, 1 year



(l-r): Angelo Cousar, person in charge, 1 year; Nathalie Baeza, relief store director, 22 years; Nelly Fosu, assistant front end manager, 5 years

District 87 • Store 1365

9525 Braddock Road, Fairfax, VA



(l-r): Maria Fuentes, baker, 12 years; Ann Bitter, cake decorator, 1 year; Flor Villarraga, bakery manager, 11 years



(l-r): Edgar Santa Cruz, produce clerk, 3 years; Mary Cazalas, bakery clerk, 19 years; Kelly Campos, produce manager, 8 years



(l-r): Yooie Hong, floral manager, 17 years; Susana Saffell, dairy lead, 14 years; Melanie Thieleman, HHB lead, 22 years



(l-r): Natasha Taylor, Starbucks manager, 3 years; Carmen Bazan, file maintenance lead, 15 years; Kristin Cox, Starbucks clerk, 8 months



(l-r): Joann Finocchei, deli clerk, 22 years; Joyce Stadskev, deli manager, 30 years

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District 87 • Store 1538

309 South Gate S/C, Culpeper, VA



(l-r): Susan Harpine, grocery manager, 3 years; Shelia Bowles, cashier, 23 years; Kelly Koutek, inventory control clerk, 8 months



(l-r): John Plumb, produce manager, 14 years; Lenny Marshall, dairy lead, 6 years; Ernest Dinkens, courtesy clerk, 16 years; Thomas Lillard, meat clerk, 3 months



(l-r): Joseph Jameson, deli manager, 6 years; Samina Barahona, cake decorator, 1 year; Greg Hawkins, deli clerk, 2 years; Adriennee Bell, baker's assistant, 1 year



(l-r): Sydelle Salley, cashier, 1 year; Crystal Brock, cashier, 6 years; James Furnival, courtesy clerk, 10 years; Patty Singh, assistant front end manager, 8 years



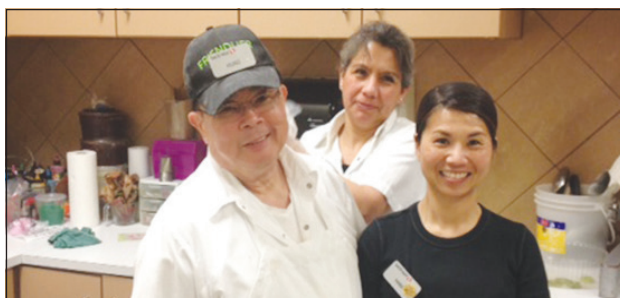
(l-r): AJ Baugh, frozen food lead, 15 years; Edith Reed, store director, 5 years; Betty Furr, floral manager, 4 years



(l-r): Michael Ishmael, meat cutter, 20 years; Leslie Settle, front end manager, 9 years; Austin Bennet, produce second man, 3 years

District 87 • Store 1606

9596 Old Keene Mille Road, Burke, VA



(l-r): Hung Thai, baker, 28 years; Zulma Orihuela, cake decorator, 8 years; Hanh Chau, bakery clerk, 23 years



(l-r): Yanira Portillo, deli manager, 14 years; Augustus Waltz-Folmar, deli clerk, 8 months

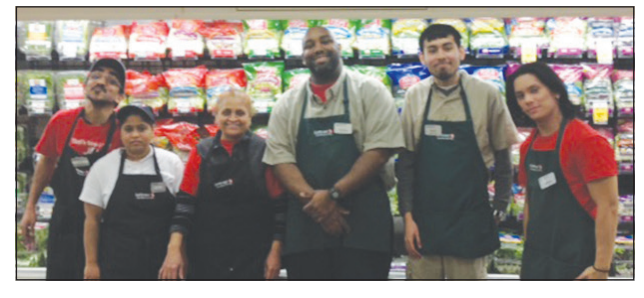


(l-r): Joseph Mosley, Starbucks manager, 3 years; Danae Rocha, floral manager, 12 years

(l-r): John Andrew Day, courtesy clerk, 6 months; Jennifer Logan, assistant front end manager, 1 year; Tayvon Green, service clerk, 3 years; Irma Jimenez-Alvarado, front end manager, 3 years; Wayne Anderson, assistant store director, 10 years; Marguertite Miravite, person in charge, 15 years



(l-r): Micah Bryant, meat manager, 19 years; Anthony Bond, meat cutter, 2 years; Anas Javrawala, meat wrapper, 8 months; Korez Webb, seafood manager, 16 years



(l-r): Wasim Lungiwala, courtesy clerk, 2 years; Zaaheda Lungiwala, courtesy clerk, 4 months; Savitri Virmani, produce clerk, 4 months; Terrell King, produce clerk, 20 years; Karoy Alba, produce clerk, 7 months; Andrew Miravita, produce clerk, 2 years



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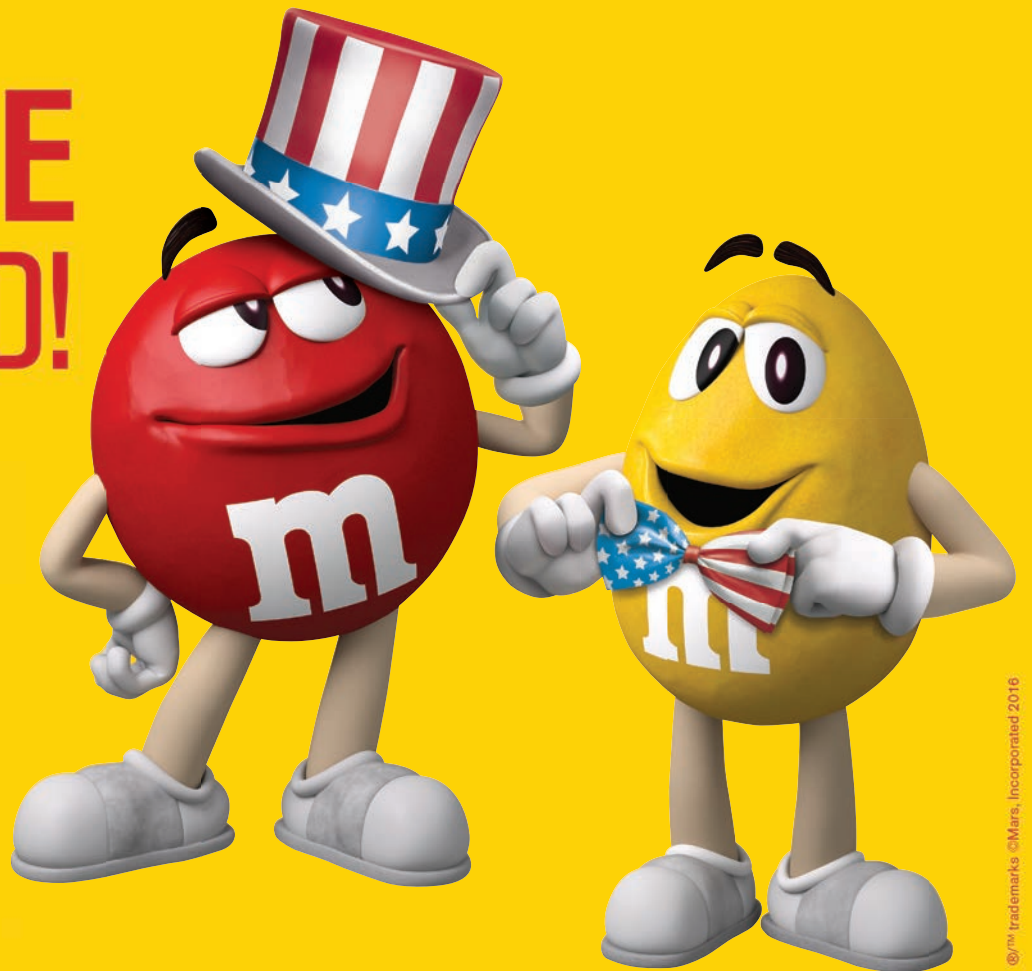
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District 87 • Store 1702

4215 Cheshire Station Plaza, Woodbridge, VA



(l-r): Mariflor Montiel, bakery manager, 5 years; Crystal Navas, bakery clerk, 2 years



(l-r): Sarah Henderson, floral manager, 9 years; Lisa Knighting, seafood manager, 10 years; Robert Feucht, meat manager, 19 years; Sam Gaisie, produce clerk, 7 years

District 87 • Store 1801

189 W. Lee Highway, Warrenton, VA



(l-r): Mike Sabatini, store director, 21 years; Natalie Hulverson, Starbucks manager, 2 years; Libby Gallovitch, Starbucks clerk, 1 year; Melanie Cooper, GM/HBC manager, 33 years



(l-r): Troy Williams, floral manager, 3 years; Mary Kern, food clerk, 22 years; Earl Dodson, produce clerk, 28 years; Tonia Carter, front end manager, 14 years



(l-r): Yessica Lemus Alas, bakery clerk, 4 years; Jay Bache, baker's assistant, 10 years; Debbie Gayle, bakery manager, 11 years



(l-r): Jake Drugatz, meat manager, 12 years; Paul Green, courtesy clerk, 10 years; James Cook, seafood manager, 13 years; Kirk Colson, courtesy clerk, 9 years



(l-r): David Breckley, deli manager, 5 years; Carmen Carbajal, deli clerk, 10 years; Felicia Miller, deli clerk, 32 years; Liz Heflin, food clerk, 31 years; Mike Corbin, dairy manager, 42 years

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District 87 • Store 1847

5980 Kingstowne Center, Alexandria, VA



(l-r): Mandeep Kaur, inventory control clerk, 14 years; Sherri Kartal, acting deli manager, 16 years; Temeka Woods, bookkeeper, 22 years; Abdelhamid Assou, front end manager, 8 years; Danyelle Green, cashier, 21 years



(l-r): Richard Glymph, cut fruit lead, 1 year; Tom Senseney, produce manager, 46 years; Trina Rollins, produce clerk, 18 years; Tommie Austin, produce clerk, 5 years



(l-r): Haripal Dhillon, seafood manager, 20 years; Ronnie Lott, meat manager, 13 years; Katherine Brown, meat clerk, 23 years



(l-r): Messert Tolla, Starbucks manager, 13 years; Penny Wright, deli clerk, 2 years; Nattapong Rodtim, baker, 7 years; Branka Mircetic, cake decorator, 11 years; Sherri Kartal, acting deli manager, 16 years



(l-r): Kurtrena Boxley, bakery clerk, 1 year; David Powell, deli clerk, 31 years; Miguelina Zaiter, Starbucks clerk, 17 years

District 87 • Store 1950

7451 Mt. Vernon Square Center, Alexandria, VA



(l-r): Jannie Byrd, floral manager, 12 years; Nina Kim, second assistant store director, 3 years



(l-r): Candice Sanguinette, Starbucks manager, 8 months; Nancy Fahmy, pharmacy manager, 12 years



(l-r): Francisca Bonilla, courtesy clerk, 3 years; Earl Shaw, deli clerk, 5 months; Dora Gbolonyo, deli clerk, 11 years



(l-r): Sylvester Young, front end manager, 7 years; Melinda Hollander, front end assistant manager, 23 years

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District 87 • Store 2635

12821 Braemar Village Plaza, Bristow, VA



(l-r): Joyce Landahl, floral clerk, 8 years; Penny Foster, floral manager, 13 years



(l-r): Michael Weinstein, seafood clerk, 3 years; RJ Nadeau, seafood clerk, 8 years



(l-r): Maria Gonzalez, bakery manager, 15 years; Jennifer Bonilla, cake decorator, 22 years; Susan Hsu, service clerk, 12 years



(l-r): Cassie Clifton, Starbucks manager, 5 years; River Leblanc, Starbucks clerk, 1 year



(l-r): Tamara Delaney, customer service clerk, 6 years; Janice Gregor, front end manager, 4 years



(l-r): Isabella Biagiotti, deli clerk, 1 year; Moses Taylor Jr., deli clerk, 30 years

District 87 • Store 3250

3526 King Street, Alexandria, VA



(l-r): Karen Bass, deli clerk, 24 years; Theresa Brooks, deli manager, 32 years



Shareece McCants, service clerk, 2 years



(l-r): Nasir Sherif, meat cutter, 7 years; Chris Donohue, meat manager, 23 years; Julius Greene, first meat cutter, 13 years; Jeff Elliott, seafood manager, 21 years



(l-r): Angela Parker, food clerk, 30 years; Tammie Byrd, grocery stocker, 35 years; Carolyn Kittrell, head file maintenance clerk, 39 years



(l-r): Jeff Fortuna, produce clerk, 38 years; Juan Saavedra, produce manager, 15 years

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District 87 • Store 4002

5727 Burke Center, Burke, VA



(l-r): Jung Hung Kim, front end manager, 7 years; Sung Lee, floral manager, 12 years; Shu Lee, deli manager, 16 years



(l-r): Shaun Perry, food clerk, 2 years; Suman Saina, food clerk/back-up file maintenance clerk, 10 years; Mark Hardgrove, seafood manager, 27 years; Thomas Morton, bookkeeper, 12 years; James Greene, food clerk, 3 years




(l-r): Natasha Linton, bakery clerk, 1 year; Fatima Valdez, cake decorator, 5 months; Deysi Arias, baker's assistant, 3 years; Braulia Damas, bakery manager, 10 years

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Opened April 2016

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Matt Boyd

From page 12

Our 'Just for U' app has gotten us off to a good start, but there's a lot more work we will be doing in the near future to take digital to the next level."

The fact that shoppers today are more educated and informed about food and nutrition means that Safeway will need to redou-

ble their efforts, including in the arena of grocery, to be sure they have what today's – and tomorrow's – shoppers are looking for. "With shoppers having healthier eating habits, we have to be sure we have the products on the shelves that they want," said Boyd. "This means natural and organics, gluten-free, lactose-free, or what we call NOSHE (natural, organic specialty, healthy, ethnic). The

way we merchandise these products is flexible – some items are integrated with traditional items while others are segregated. We are also looking at the store-within-a-store concept. Our challenge is – how to we get customers up and down the grocery aisles easily to find what they need."

As Safeway Eastern continues to strengthen its place in the Mid-Atlantic market, the team

in Lanham is focused on getting the most out of every tool they have at their disposal. This includes the retailer's vendor relationships. Boyd stressed that, together, Safeway and the vendor community can continue to build sales and share. "Now that we are a decentralized company, we are finding that we have getting more support from our vendors. We appreciate that, and ask them to

continue to work with us. If they have items and programs that are trending – particularly in natural and organic – we would ask them to bring them to us first. We want to be first to market on new, trending items. We have done a 360 with the vendors under the new system, and we plan to keep that going strong in the future."

Salisbury

From page 16

lieve that huge growth through social media is on the horizon, which will change the way to promote in the future."

Changes in the industry will continue to occur. When asked what he expects to see in the near future in the Mid-Atlantic market, Salisbury said, "Local item sourcing is a big focus and we will continue to transition to

local wherever possible. We are looking for more local vendors, in part because working with them is much more efficient and is ultimately better for our environment. I believe that we will also see continued growth in natural and organic areas. Additionally, food safety is a huge concern with consumers, and that will result in more regulations on food quality as well as more labeling regulations."

The competitive landscape will

also continue to evolve, Salisbury says. "I believe we will continue to see continued consolidation among retailers – as with Giant/Landover and Food Lion in this region – as well as new competition coming to the area in the form of Lidl and Publix, for example."

At the end of the day, Salisbury wants vendors to know that Safeway is focused on three things – first, sales; second, sales; third, sales. "We have established great

relationships with vendors in the past year that has allowed us both to grow sales and move cases. Looking forward, I'd like our vendor partners to think outside the box. Bring us analytics after a promotion so that we can partner to drive even better results the next time."

Salisbury also stressed that vendors need to be more proactive in with digital promotions. "We need more digital offers. We've have found that redemption on

'Just For U' deals are usually better than print, so we welcome more digital offers, along with the traditional ad. For us, innovation isn't just new items, it's also about new ways of promoting products."

He wrapped things up by thanking the vendors for their support: "Thank you so much for a great first year, we couldn't have done it without you. Please continue to bring us your best deals and we'll move cases."

DiMarzio

From page 18

In order for Safeway Eastern to continue to thrive as it has in the past year under decentralization, DiMarzio knows that strong vendor partnerships will be key. "With decentralization, Albertsons has taken the handcuffs off so that, at Safeway today, we make our own decisions and we

own the results we get. When we first started out with decentralization, we had trouble convincing our vendor partners to help with training the stores on displays, products, seasonality and everything else they needed to know about and successfully market and sell the items we carried. Today, that is improving, but I would continue to stress to the suppliers who call on us that

we need two-way communication. Help us know about new items, seasonal items. Provide us with sell sheets that we can use to better train the associates in our produce departments. We would like more of our vendors to visit our stores and help educate our associates. Working together, we can continue to build the kind of strong sales that will benefit everyone."

Hernandez

From page 18

healthier options. "We want to offer products that are better for you, but are also great tasting," she said. Additionally, she continues to look for more organic options.

Hernandez is excited about the future at Safeway Eastern. And

believes that being part of the Albertsons organization is a big plus. "As part of the Albertsons team, being decentralized, we are more nimble. We have the autonomy to make decisions without red tape, which means we can be more competitive in the marketplace."

Vazquez

From page 18

ral sales. After all, impulse buys are a big part of our business. If something looks great, somebody will pick it up and take it home. More training will help our teams learn how to make those displays

and execute at a very high level," Vazquez said. "We need more product knowledge and training for our store level associates. We would welcome as many classes and as much information as we can get to help our floral teams build sales."

Kelly Boyd

From page 20

customers in the market. How do you reach people directly? There are many ways – Facebook, Twitter, Instagram, email blasts, our website, the Safeway app, just to name a few.”

While communication is vital, so is “the power of being local,”

stressed Boyd. “People want local. That is what we will give them. We’ve been in the market for more than 85 years, and we will stay true to being a local company.”

Boyd knows that Safeway had a period when its local identity was under strain during the era when it was part of the old Safeway’s

centralized organization. “For a while, we were an East Coast company being managed from the West Coast. No more! Today’s Safeway is a local organization where decisions are made in the market we serve.”

In order to continue down the path of success that Safeway has recently enjoyed under decen-

tralization, Boyd knows they will need to continue to be the preferred supermarket destination in the region for today’s shopper: “We need to continue to provide solutions to families that are busy with work, kids and the many out-of-home activities that are part of their everyday lives.” And, she said, Safeway needs a strong partnership with its vendor com-

munity to make that happen. “We need our vendors to bring their expertise and knowledge to us to help us bring our programs to life. We are intertwined, so we need to know how we can partner all of our resources to serve our customers.”

Jacobs

From page 24

our busier stores rand sequence the routes in the most effective manner possible. This, of course, saves us a lot of money, which allows us to take as much cost out of the process as possible and means we can pass those savings along to our customers.”

Technology is also a big factor within the warehouse, allowing maximum efficiency. “When

I first started, we pulled orders using a piece of paper, or index cards,” Jacobs recalls. “Today, our warehouse management system allows us to know where every pallet is and exactly what’s on it. It knows the date the product came into the warehouse and how long it’s been there. Everything is tracked through RFID, and inventory control is managed at a much higher level than in the past. Additionally, the newer technology interfaces between the warehouse

and the trucking system, so efficiency is maximized from the time a product enters our facility until it arrives at the store.”

This type of efficiency is vital to keeping all of Safeway Eastern’s stores properly supplied and serviced. According to Jacobs, “Dry groceries and perishables are delivered to approximately 95 percent of our stores every day. And, almost all fresh and highly perishable products are in and out of our Collington facility within one

day.”

When asked if he had any message for the vendor community, Jacobs was very specific. “We have a lot of issues with packaging. We would like to see better, sturdier packaging coming in to the warehouse. We find that much of the sub-standard packaging results in damage, which means loss of that product. Better packaging would reduce the instances of damage and save all of use money in the process. So, I would say to the

vendors who supply us - try to improve on the flimsy packaging and help us keep costs down.”

Having been through Safeway’s experience with centralization, Jacobs is thrilled with the change-over Safeway has undergone as part of the Albertsons companies. “Being with the new company has been a very welcome experience. We are all energized by the new structure. The associates are excited and rejuvenated. We are all excited by the change.”

Brown

From page 22

five years, with all of the new apps customers can use to make their shopping experience easier, to home delivery and other new technologies available. For me, it’s especially interesting to watch how the employees respond to

these changes.” Brown explained that she has noticed a pattern in supermarket associates’ lengths of tenure that she believes reflects this change. “For many years, people tended to stay in the same jobs for their entire careers. But, that’s changing. When I look at the people who work for us, there are many associates who have 40

years, 30 years or 25 years with Safeway. But, then there’s a gap and the next group of ‘long-term’ associates tend to only have five or 10 years of tenure.”

At the end of the day, Brown is justifiably proud of the Lanham, MD division of Albertsons. “We are an organization with some of the best people I’ve ever worked

with,” she said. “I’ve seen a group of people who work together as a team. No one here is afraid to get their hands dirty or their boots muddy. At the end of the day, everyone here wants to do whatever they can to take care of our customers.”

Umali

From page 22

Umali is bullish that Safeway Eastern will continue to succeed as it works to be the premier neighborhood grocer in the communities it serves. “I believe we are poised to successfully grow and expand. I want to see Safeway in this region be ‘my Safe-

way’. I know that we will do what is necessary to continue to grow our customer base and the trust they have in us. We will keep hiring good leaders and training the staff we have to provide the very best customer service.”



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