

**F & I**  
**MARKETING, INC.**

**F & I MARKETING, INC.**  
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**MARKETING - CONSULTING - IMPORTING**

- ▀ Experience
- ▀ Expertise
- ▀ Service

" Your Competitive Advantage."

# COMMITTED TO EXCELLENCE

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## Your Competitive Advantage In Marketing Your Product To The Retailer, And Ultimately, The Customer.

Our mission is to provide complete service of the best quality products to the retailer at fair market prices.

The advantages we offer:

- ▼ Over thirty-five years of experience in the brokerage business. George Franks was a partner of another brokerage firm for twenty-eight years prior to co-founding F & I Marketing, Inc.
- ▼ Thirty-two years in chain drug retail experience. Dwight Iverson spent thirty-two continuous years with Walgreen Drug Company beginning as a Pharmacist in Peoria, Illinois, and retiring as Director of Purchasing at their headquarters in Deerfield, Illinois, prior to founding F & I Marketing, Inc.
- ▼ Complete retail market knowledge.
- ▼ Personal contacts with executives of most major retailers.
- ▼ Providing expertise in display needs and requirements.
- ▼ Knowledge and experience in:
  - ▼ Developing private label products.
  - ▼ Shipping and receiving procedures.
  - ▼ Warehousing and direct store delivery.
  - ▼ Controlling customer warehouse out-of-stock.
  - ▼ Providing buyers with year long projections by Quarter, of items, sales, costs and profits.
- ▼ Complete service to the retail buyer in form preparation, formal or informal presentations, inventory control and pricing.

# EMPLOYEE PROFILE

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## **Dwight Iverson**

Covers Walgreens and selected accounts with general merchandise and consumables.

## **George Franks**

Covers Walgreens, Albertsons and Sam's Club for consumables and bulk sales.

## **Anita Shames**

Covers Walgreens (Grocery and Pet), Chicago Public schools, Health Food stores, Sports Stores and Sports complexes, manages operations of forms, UPC's and preparations for major presentations.

## **Jim Iverson**

Covers Walgreens and is our in-house computer consultant.

## **Bob Dagostino**

Covers Walgreens for consumables, candy, dry grocery, frozen and general merchandise, and covers Rite Aid.

## **Mark Wedyck**

Covers Aldi, Topco, Costco Midwest, Shopko, Ace Hardware, Farm & Fleet, major hardware chains and numerous other accounts.

## **Diana Modjeski**

Covers all inner city and ethnic stores, Northern Indiana, jobbers, wholesalers, oil companies, small grocery chains and independents.

## **Michael Schultz**

Walgreen Sun Products Category Analyst

## **Marcia Erker**

Office Manager

## **Debra Bensen**

Administrative Assistant

## **Nikki Zettler-Sexton**

IT & Programming



LTD Commodities  
A World of Value at Your Fingertips



Sears

Walgreens



OfficeMax

CERTIFIED GROCERS Midwest, Inc.



True Value.  
START RIGHT. START HERE.

claire's

ULTA  
YOUR BEAUTY DESTINATION

Eby-Brown



Jewel-Osco



DEARBORN WHOLESALE GROCERS L.P.



# TOP ACCOUNTS

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## Drug

CVS  
Rite Aid  
Walgreens  
Walgreens PR

## Grocery

ALDI  
Central/Certified  
*Fairplay*  
*Treasure Island*  
*Sunset Foods*  
*Walts*  
*Strack & VanTil*  
*CUB*  
Dearborn  
Jewel(Supervalu)  
Whole Foods  
Woodmans

## Mass/Club

Costco-Midwest  
K-Mart/Sears  
Sam's

## Dollar Store

B & C Values  
The Bazaar  
Dollar General

## Distributors/Jobbers

A & D Wholesale  
ARP  
Banner Wholesale  
DPI Midwest  
Eby Brown Company  
*British Petroleum*  
*Speedway/Super America*  
Elston Wholesale  
Kehe Foods  
M. Latos  
L & P Wholesale  
R.V. Sales

## Mail Order / Gift Basket

Design Pac  
European Imports  
LTD Commodities  
MSRF  
Pop Corn Factory

## Specialty

Ace Hardware  
Blains  
Card & Party  
Claires  
Factory Card & Party Outlet  
Market Day  
Menards  
Mills Fleet & Farm  
Office Max  
Tru Serv/True Value

## Bulk

Albanese Nut  
Blommer Chocolate  
Greco Nut & Candy  
Georgia Nut  
Superior Nut

## ReBaggers

Jenin Distributors  
Mi Costentina  
Perillo & Sons  
Taylor Candy  
Warner

## Vending

Chicago Vending Supply  
Concession Services  
Five Star Vending  
Vistar USA

## Other

ALA Carte/Sweet Services  
Carousel Candies  
Promotions Unlimited

# **CATEGORIES**

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**AS SEEN ON TV**

**BEVERAGE**

**CLEANING**

**CONFECTION**

**ELECTRONICS**

**GROCERY - SHELF STABLE**

**GROCERY - FROZEN**

**HEALTH AND BEAUTY**

**SNACK**

**SUNDRY**