



**GET REAL.**

# LOCAL VENDOR PLAYBOOK

Updated February 2025

# HEALTHIER SOLUTIONS FOR REAL LIVING



## REAL QUALITY

Provide value with fresh, quality ingredients from trusted sources



## REAL EXPERIENCE

Committed to enriching our  
#freshthymeculture

A unique atmosphere that  
surprises & delights



## REAL COMMUNITY

Investing where we serve

# LOCAL VENDOR PLAYBOOK

Why Fresh Thyme Market?



THANK YOU FOR  
CONSIDERING FRESH  
THYME MARKET AS A  
STRATEGIC RETAIL  
PARTNER TO YOUR  
LOCAL BRAND.

We are scouting for winning partnerships with local product growers and makers that benefit Fresh Thyme Market, our vendor partners, our customers, our team members, and the communities we serve!

Follow this playbook to guide you through the journey from submission to ongoing growth.



## REAL LOCAL

Growing closer to our communities.

At Fresh Thyme Market, we bring people closer to the food that's grown close to them. Whenever possible, we source products from local partners, brands and farmers. We're proud to offer a variety of healthy, sustainable products that are as good for you as they are for our communities.

# LOCAL VENDOR PLAYBOOK

Request to Join our Winning Line-up



Our Scout New Local Items form collects all the below info. to allow us to review brands to be considered for our local assortment.

Link to Scout form:  
<https://frshtym.co/3S4OOTR>

## Sell Sheet

- Product item listing
- Product Category
- COGs (Cost per unit to Retailer)
- MSRP (recommended retail price)
- Contact info. including website

## Brand & Product Positioning

- Brand story, mission, care causes
- Recommended merchandising placement
- Unique qualities that sets your products apart from other items in same category
- Retail ready packaging
  - UPC barcode
  - Expiration Date
  - Weights & Measures (size of product)
  - Ingredients including allergen statements
  - Nutrition Facts – (required unless brands meets FDA exemptions)  
<https://www.fda.gov/media/81606/download>

## Distribution

- Are you already slotted with a distributor?
- Direct Store Distribution (self distributed)
  - What is your physical delivery radius?
  - Are there delivery fees?
  - Are there order minimums?
  - Capable of Certificate of Insurance with retailer listed as additional insured?

## Production Capacity

- What other retailers do you already service?
- What volume can you support initially?

## Growth Strategy

- Willing to start at 1 to 4 locations and grow?
- Demos – willing to conduct frequent in store demos?
- Social Media – willing to support via your social media platforms?
- Promo pricing – willing to provide promo costs to support promotional retail pricing?

Local

Brand based & items manufactured within a state Fresh Thyme Market operates

Hyper  
Local

1 to 4 stores in the same metro area as the brand is based. Most brands start here. DSD brands must start here.

State  
Local

4 to 16 stores in the same state as the brand is based. Brands with a distributor can be considered to start here.

Midwest  
Local

All store locations. Active local brands reviewed during scheduled category reviews for potential to expand to companywide

# LOCAL PROGRAM

## Acceptance Criteria – Merchandising

- Targeted Product Categories
  - Planogram space allocated
  - Selection & onboarding prioritized
- Non-Targeted Product Categories
  - Only free-standing display space allocated
  - Selection & onboarding not prioritized
- Merchandising Space
  - Where is the brand best positioned in store?
  - Is the brand innovative, unique, and has a strong local demand that will deliver on sales to space?
- Retail Ready Packaging
  - UPC barcode
  - Weights & Measures (size of product)
  - Ingredients including allergen statements
  - Nutrition Facts – (required unless brands meets FDA exemptions)
    - <https://www.fda.gov/media/81606/download>



## Targeted Product Categories

Department	Category
Bakery	Bread
Bakery	Desserts
Cheese	Commodity Cheese
Cheese	Specialty Cheese
Deli	Appetizers And Dips
Beer	Craft Beer
Bulk	Bulk Liquids
Dairy	Ref Milk
Dry Grocery	Baking
Dry Grocery	Beverage
Dry Grocery	Breakfast
Dry Grocery	Candy
Dry Grocery	Carbonated Beverages
Dry Grocery	Chips & Snacks
Dry Grocery	Cocoa/Coffee
Dry Grocery	Condiments
Dry Grocery	Jerky
Dry Grocery	Nut Butters & Preserves
Dry Grocery	Pasta Sauce
Dry Grocery	Salsa
Dry Grocery	Spices/Seasonings
Frozen	Frz Ice Cream
Frozen	Frz Pizza
Body Care	Bath & Body
General Merchandise	Home Fragrance
Produce	Packaged Salads

# LOCAL VENDOR PLAYBOOK

Onboard Once Approved: Required Documents



## New Account & New Items Forms

W-9

COI (CERTIFICATE OF INSURANCE)

FTM MASTER TERM & CONDITIONS

FTM PURCHASE AGREEMENT

LEGAL VENDOR MAINTENANCE FORM

ACCOUNT TYPE

ACH SET-UP (REQUIRED FOR SBT)

NEW ITEM FORM (NIF)

PRODUCT PICTURES

## Existing Vendor Maintenance Forms

COST & PRICE CHANGE FORM

PROMO FORM

CLEARANCE FORM

- All forms are located within the Local Vendor Set-up & Maintenance Workbook excel doc (provided once new brand/items are approved).
- The vendor account delivering & invoicing the product completes all paperwork.
  - If you are a brand using a distributor model, your distributor must complete paperwork, and you can skip ahead to the fun stuff – Grow Together section!

# LOCAL VENDOR PLAYBOOK

## Onboard Once Approved: Vendor Account Types



	Scan Based Trade	Standard DSD (Includes Distributors)
Payment Terms	<p>Net 14</p> <p>Paid via ACH based on what sells through the POS (point of sale)</p>	<p>Net 30</p> <p>Paid via mailed check based on products delivered &amp; invoiced*</p> <p>*pay cost on file unless invoiced cost is less</p>
Invoicing Requirements	<p>No invoice</p> <p>Can provide packing slip</p> <p>Sales report provided to the brand weekly via email</p>	<p>Invoices &amp; Credit Memos must contain these 6 data points:</p> <ol style="list-style-type: none"> <li>1. Fresh Thyme Location &amp; Address</li> <li>2. Vendor Name</li> <li>3. Effective Date</li> <li>4. Delivery Date</li> <li>5. UPCs and/or Item Numbers</li> <li>6. Invoice Number</li> <li>7. Vendor Invoice Total</li> </ol>
Delivery Method	<p>Prefer hand deliver with vendor stocking to shelf</p> <p>Check in with MOD at front of store</p>	<p>Direct store delivery via vendor dedicated truck or carrier (FedEx, UPS, etc.)</p> <p>Deliver to back door receiving within receiving hours Monday – Friday 6am – noon</p>



# LOCAL VENDOR PLAYBOOK

## Grow Together: In-store Demos

Drive awareness and sales of your locally produced product by conducting frequent in-store demos.

We encourage demos any week of the year. We ask all vendors conduct demos at least once a month, and at one or more stores on scheduled event dates listed on the next slide. Contact your Fresh Thyme Market store to schedule your next demo.



# LOCAL VENDOR PLAYBOOK

Grow Together: Demo During 2025 Event Dates



OPEN HOUSE EVENTS	DATE
New Year, New You	1/11/25
Memorial Day Grilling	5/17/25
Back to School	8/9/25
Holiday	11/8/25
Small Business Saturday	11/29/25
New Year, New You	1/10/26

## Open House Events:

- Fresh Thyme staff plans entertainment, a variety of samples, signage, décor, etc.
- These events have ample marketing support to drive traffic across the footprint on the date of the event.
- Be sure to send a representative to demo at as many stores as possible on these days to capitalize on the traffic!

# LOCAL VENDOR PLAYBOOK

Grow Together: Third Party Demo Support



<https://www.busybeepromotions.com/fresh-thyme>

**Duration:** 3 hours per event

## Details:

- If you are lacking internal resources to execute your own demos, you can use a third party.
- Busy Bee Promotions is Fresh Thyme's preferred demo partner, though vendors are welcome to use their own preferred demo company.
- Past event sponsors have seen a +52% WoW increase in sales

## Cost:

- If vendors want to utilize Busy Bee to schedule and execute their demos, costing will be ~\$220 per store (Busy Bee to confirm store availability and finalize costing based on demo needs.)
- Vendors may choose quantity and locations of demos.
- Vendors may do joint demos with other brands at a lower cost as long as the products work cohesively together. Example: a chip brand may partner with a dip brand.

# LOCAL VENDOR PLAYBOOK

## Grow Together: Support Community Events



As part of Fresh Thyme Market's commitment to invest in the communities we serve, we sponsor and participate in several community events. We are always seeking product, coupon, and giveaways from our brand partners.

Contact the Fresh Thyme Market stores you service to see what their upcoming plans are and how you can get involved!



# LOCAL PROGRAM

## Grow Together: Promotional Pricing - 2025

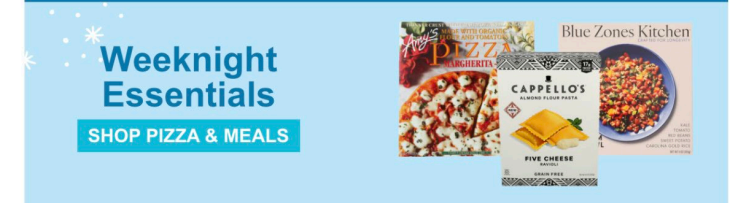
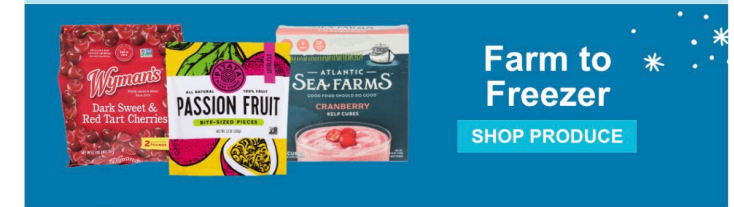


- **Category Promotions**

- Featured categories will be on a set % off promo retail and promoted in the weekly flyer for one week.
- Entire category on sale during promo period
- Runs one week – Wednesday through Tuesday
- **All items in that department/category will be automatically scanned back for that one week; no vendor form needed.**
  - Brand billed the % off for items that sell during promo period. e.g. 20% off scan back, brand billed 20% of cost for every item sold during that category promo period.

- **Additional Promotions**

- Brands can request additional promotional pricing.
  - NEW – all promos must be Scan Back promos
  - Due at least 45 days in advance
  - Scan backs can run any day; promo retails must run Monday through Monday or Wednesday through Tuesday
  - All promos will be reviewed for viability prior to activating



# LOCAL PROGRAM

Grow Together: Promotional Pricing - 2025



## Promo Period Dates

Promo Period	Date Range the 1-week promo will fall within
WINTER 1	12/30/2024 - 1/29/2025
WINTER 2	1/27/2025 - 2/28/2025
SPRING 1	2/26/2025 - 4/2/2025
SPRING 2	3/31/2025 - 5/14/2025
SUMMER 1	5/12/2025 - 6/18/2025
SUMMER 2	6/16/2025 - 7/30/2025
BACK TO SCHOOL	7/28/2025 - 8/27/2025
FALL 1	8/25/2025 - 10/1/2025
FALL 2	9/29/2025 - 11/5/2025
THANKSGIVING	11/3/2025 - 12/3/2025
HOLIDAY	12/1/2025 - 12/31/2025

## Grocery Department Category Sales

CATEGORY	DATE WINDOW OF PROMO *	% OF SCAN BACK
NUTRITIONAL & GRANOLA BAR SINGLES (includes Refrigerated)	WINTER 1 and BTS	25%
FROZEN SNACKS & APPS	WINTER 1	25%
HOT BREAKFAST	WINTER 2	25%
TEA	WINTER 2	25%
FROZEN FRENZY (ALL Frozen)	MARCH & SEPTEMBER	20%
FROZEN FRUIT	SPRING 2	25%
PLANT BASED MEATS & CHEESE	SPRING 2	25%
KOMBUCHA + FUNCTIONAL SODAS	SUMMER 1	25%
JERKY	SUMMER 1 (in June)	25%
FROZEN NOVELTIES	SUMMER 2	25%
BBQ SAUCE	SUMMER 2	25%
COFFEE	FALL 1	25%
PIZZA	FALL 2	25%
SOUP	FALL 2	25%
OLIVES	HOLIDAY	25%

## Natural Living Department Category Sales

Month *	Featured Category	% OF SCAN BACK
January	Vitamins, Body Care & Home Fragrance Sale	<b>ALL 20%</b>
February	Immune	
March	Greens, Superfoods & Mushrooms; Women Owned	
April	Vitamins, Body Care & Home Fragrance Sale; & Spring Cleaning GM	
May	Facial Care/Cosmetics, Suncare & Collagen	
June	Protein	
July	Vitamins, Body Care Sale & Home Fragrance; Hemp/CBD & Suncare	
August	Family Health & Kids Body Care; Cleaners GM	
September	Hair Care, Suncare	
October	Vitamins, Body Care & Home Fragrance Sale	
November	Digest Health & Probiotics & Candles	
December	Vitamin Angels & Stocking Stuffers	

*\*dates & categories subject to change*

# LOCAL VENDOR PLAYBOOK

Grow Together: Brand Story - Signage & Social Media



## Spotlighting Local Brands

Brand story signage and social media utilized selectively to enhance awareness of your brand.

### REAL LOCAL

#### **LOMONACO SICILIAN COOKIES**

GRAND RAPIDS, MICHIGAN

Josie Lomonaco's passion for traditional Sicilian cookies comes from a childhood of baking with her mother. Her biscotto treats are baked with almond flavored dough premium ingredients.

@lomonacosiciliancookies



**FreshThymeMarket** added 2 new photos.  
Feb 18

In celebration of Black History Month, we wanted to share an awesome locally owned business, Big Bear Skin Care! Founded by Detroit native, Jordan "The Bear" Johnson when he was looking for a safer alternative to skincare than mainstream brands offered. 🐻

Right now, **bigbearsoapery** is available in our Portage Michigan store, but be sure to check out your local Fresh Thyme for more local finds.

[Show Less](#)



# LOCAL PROGRAM

Grow Together: In Store Signage

## Celebrating Local with In-store Signage

Display and price point local signage displayed on all local products.

- Real Local, Everyday
- Made In – State Specific
- Brand provided signage can be reviewed for approval





# LOCAL VENDOR PLAYBOOK

Grow Together: Media Partnerships



## Media Partnerships

For any media opportunities that feature your brand in conjunction with Fresh Thyme, and where there is going to be any verbal mention of Fresh Thyme from our vendor partners to the media and/or any leveraging of visual branding of Fresh Thyme logos, the store, etc., before any media interviews take place email and detail how you are planning to integrate Fresh Thyme Market.

Email:

[mediarelations@freshthyme.com](mailto:mediarelations@freshthyme.com)

The Lotion Company reposted this



**Morgan Gillentine, MBA** · 1st  
Co-founder of The Lotion Company  
1mo · 🌐

Celebrated [Fresh Thyme Market](#) 10th Birthday today in West Lafayette, IN & had a BLAST! 🎉🥳🥰 We met so many wonderful customers & spent the day with the friendliest staff! Thank you to everyone who stopped by to try our handcrafted skincare and thank you to Fresh Thyme for having us! 🇺🇸  
❤️ [#freshthyme](#) [#westlafayette](#) [#westlafayetteindiana](#)  
[#local](#) [#naturalliving](#) [#familybusiness](#) [#smallbusiness](#)



 **Pod Foods**  
8,203 followers  
9mo · 🌐

Fully-stocked shelves for life! What's even better is that these are all amazing products made by your favorite local brands.

Head right to [Fresh Thyme Market](#) and explore what our brands have in store for you!

[#PodFoods](#) [#CPG](#) [#brand](#)



- **Vendor Email Product Recall Notifications to:** [acarlson@freshthyme.com](mailto:acarlson@freshthyme.com)
- Must be sent immediately following a recalled product you service to Fresh Thyme Market.



• Include the following information:

- Brand Name
- Item Description
- UPC
- Lot Number(s)
- Sell by date(s)
- Manufacture date(s)
- Reason for Recall
- Disposal direction
  - (destroyed, donated, or pulled and held)

Post Recall – Credit Policy:

- FTM will send quantity pulled within one week of recall
- Vendor send credit memo to FTM within 30 days of receipt of totals

# LOCAL VENDOR PLAYBOOK

Contact Us: Item Data



Form	Directions for Use	Email to
Scout Form	<ul style="list-style-type: none"><li>• Collects key information about brand, items and vendor/distribution</li><li>• Submissions are included in the next review (3 times a year: Spring, Summer &amp; Fall)</li><li>• New Item Form and item images will be requested if the new item is approved</li></ul>	Follow directions on Scout Form: <a href="https://frshtym.co/3S4OOTR">https://frshtym.co/3S4OOTR</a>
Promo Form	<ul style="list-style-type: none"><li>• Promo form due 60 days in advance</li><li>• Limited time deals. Drives “sale” tags</li><li>• Scan Backs<ul style="list-style-type: none"><li>• Vendor is billed back the % of each unit sold during the timeframe</li><li>• Cost Discount % offered must be at least 10% for a promo retail applied</li><li>• Scan Back dates can run any day range; however, promo retail prices run Monday through Monday or Wednesday through Tuesday</li></ul></li></ul>	<a href="mailto:localvendorsupport@freshthyme.com">localvendorsupport@freshthyme.com</a>
Cost & Price Change Form	<ul style="list-style-type: none"><li>• Cost/Price updates to existing items.</li><li>• Case Pack updates. A new cost must be included with these changes</li><li>• Item number updates</li><li>• Item Description Updates</li><li>• Unit Size Updates. Images should be provided for verification purposes</li><li>• Due 45 days in advance</li></ul>	<a href="mailto:localvendorsupport@freshthyme.com">localvendorsupport@freshthyme.com</a>
Clearance Form	<ul style="list-style-type: none"><li>• Discontinued Product for any reason</li><li>• SKU’s no longer in circulation (old UPC for an item that had a UPC change).</li><li>• Due 45 – 30 days in advance.</li></ul>	<a href="mailto:localvendorsupport@freshhthyme.com">localvendorsupport@freshhthyme.com</a>

# LOCAL VENDOR PLAYBOOK



Contact Us: Account Data

Form	Directions for Use	Email to
Vendor Maintenance Form	<ul style="list-style-type: none"><li>• Change to vendor contact info.</li><li>• Change to legal vendor name – must provide updated W9 and COI</li></ul>	<a href="mailto:localvendorsupport@freshthyme.com">localvendorsupport@freshthyme.com</a>
ACH Form	<ul style="list-style-type: none"><li>• To change to direct deposit payment method instead of paper check</li></ul>	<a href="mailto:vendormaintenance@freshthyme.com">vendormaintenance@freshthyme.com</a>
Billing & Payment inquiries	<ul style="list-style-type: none"><li>• For late payments – first contact store Receiver to verify the invoice was processed at store level</li></ul>	<a href="mailto:ap@freshthyme.com">ap@freshthyme.com</a> 331-251-7260 (8am – 5pm Central time)

# LOCAL VENDOR PLAYBOOK



## Contact Us: Store Locations

### Email

Store Director  
(general)

[SDxxx@freshthyme.com](mailto:SDxxx@freshthyme.com)

Scanning Coordinator  
(signs/tags)

[SCxxx@freshthyme.com](mailto:SCxxx@freshthyme.com)

Receiver  
(delivery & invoicing)

[rxxx@freshthyme.com](mailto:rxxx@freshthyme.com)

Replace xxx with store  
number.

Example:  
Store Director at 104DNG  
Downers Grove, IL would be  
[SD104@freshthyme.com](mailto:SD104@freshthyme.com)

Store	Phone	Address
103FVH	(618) 230-7000	6569 N Illinois St, Fairview Heights, IL 62208
104DNG	(630) 968-3145	325 Ogden Ave, Downers Grove, IL 60515
105NAP	(331) 229-4124	790 Royal St George Dr, Unit #139E Naperville, IL 60563
106JOL	(815) 733-4001	2700 Plainfield Road Ste C, Joliet, IL 60435
107CHI	(872) 210-3010	2500 N Elston Ave, Chicago, IL 60647
108RIV	(708) 689-5036	7501 W North Ave, River Forest, IL 60305
109CRL	(779) 800-7100	5340 Northwest Hwy Suite B, Crystal Lake, IL 60014
110BLN	(309) 445-6018	403 N. Veterans Parkway Unit 2, Bloomington, IL 61704
113GVA	(630) 492-5558	2000 S Randall Rd Geneva, IL 60134
201GWD	(317) 881-6621	8750 US Highway 31, Indianapolis, IN 46227
202LAF	(765) 446-1351	220 S Creasy Lane, Lafayette, IN 47905
203FTW	(260) 373-1677	4320 Coldwater Rd, FT Wayne, IN 46805
204IND	(317) 845-4452	4225 East 82nd St, Indianapolis, IN 46250
205IND	(317) 225-4683	2342 West 86th St, Indianapolis, IN 46260
206FSH	(317) 572-6106	11481 E 116th St, Fishers, IN 46037
207CAR	(317) 975-7203	14727 Fresh Thyme Market Drive, Carmel, In 46033
208BRR	(317) 554-1646	6301 N. College Ave. #101, Indianapolis, IN 46220
209BLM	(812) 558-7208	3600 W 3rd St Bloomington, IN 47404
210MSH	(574) 406-6350	5518 Grape Road Mishawaka IN 46545
211AVN	(317) 287-0483	9040 Rockville Road, Indianapolis, IN 46234
212TRH	(812) 233-6325	4428 S US HWY 41 Terre Haute IN 47802
213EVE	(812) 909-7063	1121 Hirschland Road Evansville, IN 47715
214MUN	(765) 702-2153	505 W McGalliard Road Muncie, IN 47303
215BIN	(812) 558-7600	2812 E 3rd St Bloomington, IN 47401
216WLF	(608) 949-5165	2410 N Salisbury St Suite 110 West Lafayette, IN 47906
301DUB	(614) 210-0349	6670 Sawmill Rd, Columbus, OH 43235
302FBN	(937) 429-4516	2850 E Centre Dr, Beavercreek, OH 45324
304CIN	(513) 247-0018	11349 Montgomery Rd, Cincinnati, OH 45249
306WOR	(614) 681-7050	933 High St, Worthington, OH 43085
307MFH	(440) 544-2077	1545 Golden Gate Plaza, Mayfield Heights, OH 44124
309WTV	(614) 987-0500	849 Polaris Pkwy Westerville OH 43240
310GAH	(614) 934-1943	1125 N. Hamilton Road, Gahanna, OH 43230
311WKE	(440) 872-6910	30016 Detroit Rd Westlake, OH 44145

Store	Phone	Address
312TOL	(567) 455-9076	5105 Monroe Street, Toledo, OH 43623
313NCN	(330) 826-0020	5509 Dressler Rd NW North Canton, OH 44720
401KWD	(314) 626-6102	1018 North Kirkwood Rd., Kirkwood, MO 63122
402TWN	(314) 858-7000	13957 Manchester Blvd, Town & Country, MO 63011
403OFL	(636) 385-7033	2235 Hwy K , O' Fallon, MO 63366
405SCO	(314) 270-0580	9920 Lin Ferry Dr St Louis MO 63123
406STP	(636) 851-6971	3600 S St. Peters Parkway St Charles, MO 63304
408FDR	(314) 597-4400	3701 Foundry Way Suite 201 St Louis MO 63108
451BDG	(412) 319-4101	1155 Washington Pike Bridgeville, PA 15017
452PLH	(412) 714-0003	665 Clairton Blvd Pleasant Hills, PA 15236
453CRA	(724) 553-7051	1717 Route 228 Suite E Cranberry Township, PA 16066
501BLM	(763) 321-3555	2100 W 80 1/2 St, Bloomington , MN 55431
502APV	(612) 851-0600	14880 Florence Trail, Apple Valley, MN 55124
505STL	(952) 229-2102	4840 Excelsior Blvd St. Louis Park, MN 55416
506SGE	(952) 229-5300	14100 Highway 13 S, Savage, MN 55378
507VNH	(651) 414-8110	955 County Rd. E, Vadnais Heights, MN 55110
508PLY	(651) 846-8821	15760 32nd Avenue North, Plymouth, MN 55447
510PPK	(651) 846-0908	24 30th Avenue SE Minneapolis, MN 55414
511WTE	(320) 200-6086	50 2nd St. S., Waite Park, MN 56387
512RCH	(507) 513-6709	40 17th Ave SW Rochester, MN 55902
601LAN	(517) 203-4366	940 Trowbridge Rd, East Lansing, MI 48823
602NOR	(734) 456-7003	15480 Sheldon Road Northville MI 48168
603TRO	(248) 509-1006	901 E Big Beaver Rd, Troy, MI 48083
604ROC	(248) 537-7042	2025 S Rochester Rd, Rochester Hills, MI 48307
605FRM	(248) 699-5343	23300 Farmington Rd., Farmington, MI 48336
606GRR	(616) 228-6530	2470 Burton St SE Grand Rapids MI 49546
607PTG	(269) 206-5300	6212 S Westnedge Portage, MI 49002
608YPS	(734) 896-4076	2985 Washtenaw Rd., Ypsilanti, MI 48197
609CAN	(734) 781-4301	43480 Ford Road Canton MI, 48187
701MKE	(414) 290-3999	470 East Pleasant, Milwaukee, WI 53202
702BRK	(262) 317-4749	17300 W. Bluemound Rd., Suite 100 Brookfield, WI 53045
704KEN	(262) 612-8495	7100 Green Bay Road, Kenosha, WI 53142
705GFD	(414) 246-6022	8680 West Sura Lane, Greenfield, WI 53228
707ABN	(920) 301-4035	2767 S. Oneida St. Green Bay, WI 54304
801NWP	(859) 486-2106	82A Carothers Road Newport KY 41071
951DSM	(515) 635-6016	2900 University Avenue, West Des Moines IA 50266
952DAV	(563) 232-0024	2130 E. Kimberly Road, Davenport, IA 52807



**GET REAL.**