



F.D.R.S. Inc.

Food and Drug Retail Services, Inc.

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- ✓ **Implement and maintain schematics**
- ✓ **Correct voids and out of stocks**
- ✓ **Maintain reorder tags**
- ✓ **Adjust computer assisted ordering**

EFFICIENT SUPPORT SERVICES

- ✓ **New item cut-ins**
- ✓ **Schematic development**
- ✓ **New store sets**
- ✓ **Direct store ordering**

EFFICIENT SUPPORT SERVICES

- ✓ **Group marketing meeting to promote sales and distribution**
- ✓ **Data response system for POS information**
- ✓ **Bi-weekly retail data information available**
- ✓ **Blitz team for new product cut in**

Supervise Effectively?

- ✓ **Call often**
- ✓ **Sign In Sheets, Dept. Mgr.**
- ✓ **Visit Stores**
- ✓ **Ask questions**

Who Do you hire?

- ✓ **Mature person with school age children**
- ✓ **Self motivated, detail oriented, outgoing**
- ✓ **History of part time**

How do you hire?

- ✓ **Food & drug Retail Outlets**
- ✓ **Aisle Clerks & Department Managers**
- ✓ **Newspaper Ads**

Geographical

- ✓ **50 Miles**
- ✓ **Smaller territory**

Training

- ✓ **Establish route**
- ✓ **Assign frequency**
- ✓ **Retail check list**
- ✓ **Product knowledge**
- ✓ **Work with**
- ✓ **Revisit the stores**

FDRS, Inc.

- ✓ **Services PSM**
- ✓ **Contractual with manufacturers**
- ✓ **Per Diem and 1099**
- ✓ **Short and long term projects**

Below is a list of the counties that our Retail Representatives are covering:

<u>State</u>	<u>County</u>	<u>Representative</u>
New Jersey	Atlantic Bergen	M. Menist C. Brutofsky/ Elise McGowan
	Burlington	M. Gajewski
	Camden	M. Menist
	Cape May	M. Menist
	Cumberland	M. Cincotta
	Essex	H. Knight
	Gloucester	M. Gajewski
	Hudson	J. Meyer
	Hunterdon	M. Gajewski
	Hudson	J. Meyer
	Hunterdon	M. Gajewski
	Mercer	M. Dear
	Middlesex	M. Dear
	Monmouth	M. Dear
	Morris	C. Devine
	Ocean	M. Cincotta
	Passaic	C. Brutofsky
	Salem	M. Gajewski
Somerset	M. Dear	
Sussex	C. Devine	
Union	H. Knight	
Warren	C. Devine	

State**County****Representative****New York****Brooklyn****M. Campanella****Bronx****M. Menist****Nassau****D. Mazzeo****New York (Manhattan)****M. Menist****Orange****C. Devine****Putnam****M. Menist****Queens****D. Mazzeo****Richmond (Staten Isl.)****M. Campanella****Rockland****D. Richardson****Suffolk****D. Mazzeo****Westchester****M. Menist****PA****Berks****MaryAnn Gajewski****Bucks****MaryAnn Gajewski****Chester****MaryAnn Gajewski****Delaware****MaryAnn Gajewski****Lehigh****MaryAnn Gajewski****Monroe****MaryAnn Gajewski****Montgomery****MaryAnn Gajewski****Northampton****MaryAnn Gajewski****Philadelphia****MaryAnn Gajewski****DE****Northern****MaryAnn Gajewski**

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