

Arbor Drugs sales soar 10 percent in one year

Tray-based Arbor Drugs, Inc. last week reported record results for the fourth quarter and year ended July 31, 1997.

"Fiscal 1997 was another outstanding year for Arbor Drugs. Our comparable store sales gains of 11.1 percent for the fourth quarter and 10.0 percent for the year are particularly noteworthy on top of last year's 10.8 percent quarterly increase and 10.0 percent yearly increase," Arbor chairman, president and CEO Eugene Applebaum, said. "This season's store sales growth, together with the excellent performance of our 17 new stores and our cost containment initiatives, resulted in Arbor's achieving an industry-leading net income to sales ratio of 3.6 percent."

Fourth quarter net income advanced 37.0 percent to \$9,769,000, or \$24 per share on a primary and fully diluted basis, as compared to \$7,131,000, or \$18 per share on a primary and fully diluted basis, for last year.

Sales for the quarter ended July 31, 1997 were \$249,062,000, up 17.1 percent from \$212,683,000 in the prior year, with comparable store sales (stores open for one year or more) rising 11.1 percent in the period. Pharmacy sales accounted for

55.2 percent of total sales in the quarter, with comparable store pharmacy sales increasing 16.8 percent.

Arbor's fiscal 1997 net income increased 27.4 percent to \$34,430,000, or \$8.37 per share on a primary basis and \$8.96 per share on a fully diluted basis, as compared to \$27,024,000, or \$7.70 per share, on a primary and fully diluted basis, in fiscal 1996.

Sales for the year increased 16.5 percent from \$262,130,000, to \$962,773,000. Comparable store sales for the fiscal year rose 10.0 percent. Pharmacy sales accounted for 53.5 percent of total sales in the year, with comparable store pharmacy sales increasing 15.8 percent.

"Our management team continues to see opportunities for growth in the population centers throughout Michigan and are very pleased with the high quality sites identified for future expansion. Our confidence in Arbor's neighborhood drugstore is expressed in our plan to open 100 stores over the next five years," Applebaum said.

Arbor Drugs, the nation's eighth largest drugstore chain, operates 201 locations, predominantly in metropolitan Detroit, the country's fifth largest drugstore market.

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within 48 hours and consultations and training sessions are held within 30 days of request.

1998 Safety Education and Training (SET) Grant Projects:

1. Oakland Community College (\$40,000) will provide three (3) types of training: Confined Space Entry/Attendant Training will inform employers and employees of General Industry Safety Standards, regarding confined spaces; Confined Space First Responder Rescue will train employees who are first responders to the needs of Michigan employers and employees to help them develop workplace violence prevention programs. The following seminars will be conducted: overview of Violence and Prevention Strategies, Litigation Exposure Associates with Violent Incidents, Implementing a Threat Response Program, Crisis Response and Disabilities Workers Compensation Reduction Course and Small Business Violence Prevention Trainer. The Trainer (TW) Program for Michigan Local Police Department Crime Prevention Officers.

5. Eastern Michigan University (\$47,500) will conduct seminars covering chemical hazard assessment, analysis, sampling, monitoring and personal protective equipment. The seminars will provide the information, skills and practical applications necessary to allow the participant to effectively analyze workplace chemical hazards, sample and monitor those hazards and to select the appropriate personal protective equipment necessary to protect workers. The project will target workers, confined space supervisors, health and safety representatives, hazardous materials, responders, safety program developers, lab technicians, construction workers and public employees and employers.

3. Bay de Noc Community College/Michigan Technological University (\$75,000) will provide statewide training and services

for the wood harvesting (logging) and the wood using industry. The safety training program will offer on-site presentations to both employees and employers with emphasis on employee awareness of hazards, personal protective equipment, chain saw safety, safe work habits, employee safety responsibility, sound ergonomic practices and proper lockout procedures.

4. Center for Workplace Violence Prevention (\$65,000) will provide various training seminars to meet the needs of Michigan employers and employees to help them develop workplace violence prevention programs. The following seminars will be conducted: overview of Violence and Prevention Strategies, Litigation Exposure Associates with Violent Incidents, Implementing a Threat Response Program, Crisis Response and Disabilities Workers Compensation Reduction Course and Small Business Violence Prevention Trainer. The Trainer (TW) Program for Michigan Local Police Department Crime Prevention Officers.

6. Grand Valley State University (\$35,000) will conduct Blood-borne Pathogen Train-the-Trainer Seminars for supervisory nursing staff and supervisory custodial staff at nonprofit hospital and related health care facilities in Kent and Ottawa counties. This project will produce a supervisory employee population trained in conducting blood-borne pathogen training. The project will also develop training materials that will provide pertinent blood-borne pathogen information and skills to employees in the healthcare industries.

7. Kalamazoo Valley H/S Training Partners (\$40,000) will offer "Basic Safety Course for New Workers" to those age 18-24 and those who have been with their employer less than five years. Training topics will include hazard communication, blood-borne pathogens, proper lifting and ergonomic principles, personal protective equipment, electrical safety lockout/tagout and industry specific awareness.

8. Michigan AFL-CIO (\$65,000) will provide statewide safety and health training to students engaged in school to work (STW) based learning and to the employees of small businesses that are STW work sites, or are potential STW work sites. The project will provide generic or customized training according to the company needs. The training will provide youth entering the workforce with the ability to identify workplace safety and health hazards so accidents and injuries can be avoided.

9. The Michigan Association of Rehabilitation Organization (MARO) (\$35,000) will provide occupational safety and health training for new workers from special populations. These would include welfare recipients referred to Work First! programs, students with disabilities in special education school to work transition programs and persons with severe disabilities referred through the Michigan Job Commission. Rehabilitation Services and Community Mental Health Services

Providers. Training will also be conducted for the agencies providing employment services and to employers hiring new workers from special populations.

10. Michigan Farm Bureau (\$50,000) will provide statewide instruction to farmers, farm employers, managers and workers on the selection, use and maintenance of personal protective equipment. Seminars will also include the safe use and handling of pesticides and a review of employment for young workers. Two pesticide re-certification credits will be provided upon completion of the seminar.

11. Michigan State University/Labor Program Service (\$52,500) will provide statewide confined space rescue program for fire departments who are responsible for performing rescues in their communities. Participants will be trained to use personal protective equipment and rescue equipment. Rescue members will be prepared to perform rescue duties including entry and non-entry rescue, and practice rescues in simulated operations using actual permit spaces.

12. The Alpena Community College (\$45,000) will provide a core trained safety personnel who will conduct safety training seminars for targeted key employers and employees in three high hazard occupations. The manufacturing, farming and construction industries. The program is designed to train people in the area county sparsely populated area served by Alpena Community College.

13. PASSES (\$55,000) will conduct four hour workshops in four high schools in Wayne county. During the four hour course, students will be trained in hazard recognition, workplace size-up and the use of protective equipment. The main focus will be on five high risk areas: chemical handling, lifting, working alone, operating equipment and on-the-job risks. Prior to conducting their workshops, they will train five teachers (train-the-trainer) from four Wayne County high schools and provide them with their instructional materials. They then could go back to their classroom and present the four hour workshops.

14. Safety Council of West Michigan (\$15,000) will provide awareness level training on-site to construction contractors and employees, primarily in Allegan, Barry, Kent, Kalamazoo, Muskegon and Ottawa counties. Topics will include lead, asbestos, ladder/scaffold and fall protection, ergonomics, hazard analysis, hazard communication confined space entry, lockout/tagout, personal protective equipment, blood-borne pathogens and trenching/shoring.

15. Saginaw Valley State University (\$40,000) will develop a Home Builder Safety Training Manual that will include 52 training modules (one for each week of the year). These modules will be one page checklists which the general contractor or crew leader can quickly review. In addition, seven, two hour presentations will be offered to orient local home builders' chapters to the manual, and its use.

16. Service Employees International Union (SEIU) (\$55,000) will provide training and services to health care workers statewide. Training will be conducted on exposure to infectious diseases with primary emphasis on tuberculosis. Back injury prevention and prevention of workplace violence along with other health and safety hazards will also be addressed. The training will also utilize the completed videotape on back injury prevention developed during the 1996-97 grant award year.

17. United Auto Workers (UAW) (\$47,500) will continue to train and develop on-site health and safety committees to implement health and safety programs at small companies. The train-the-trainer approach will be used to conduct site-specific hazard training. The details of technical prevention (lockout, ergonomics, confined spaces hazard control) will be shared with employers and employees in joint sessions.

18. University of Michigan, Center for Ergonomics (\$47,500) will distribute and evaluate this introductory ergonomics training module on CD-ROM which was developed during the 1996-97 grant award year. A companion study guide will be distributed to supplement the training contained on the CD-ROM. The project will also provide technical assistance to 12 selected companies who have received the ergonomics training on CD-ROM to assist them in developing ergonomics programs, analyzing jobs and implement interventions.

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Oakland County is requesting sealed proposals from prospective vendors for a contract to study, analyze, evaluate current activities and propose plans to control and/or limit the costs of inmate health care. A pre-proposal conference will be held on October 16, 1997, at 2:00 p.m. at the Oakland County Executive Office Building, Second Floor - Conference Room. Attendance at this meeting is mandatory for prospective vendors to answer questions regarding specifications for this proposal. To receive copy of the proposal, contact the Oakland County Purchasing Division, Attention: Linda Thwney, 1200 N. Telegraph Road, Pontiac, MI 48341, by letter or by fax; fax number (248) 858-1877.
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