

# AG New England Reports Record-breaking Year

Associated Grocers of New England held its annual meeting on June 16 in Pembroke, New Hampshire. The retailer-owned, wholesale cooperative reported a record-breaking year. Sales increased by \$22 million, or 6.5 percent, to an all-time high of \$362 million. And for the first time in the company's history, returns to members for the year reached \$4,241,353, an increase of 13.5 percent over the prior year.

AG New England President and CEO Mike Bourgoine noted contributing factors to the success of the company, such as the addition of new customers as well as continued sales growth and increased purchases by existing retail customers; last year's acquisition of Manchester Wholesale Distributors generated increased sales to convenience retailers and the expansion of the company's Associated Convenience Grocers division.

Also credited were improvements in productivity, product handling, overall safety at the Distribution Center, tight control over operational expenses, and the success of AG Supermarkets, Inc., the company's corporate store subsidiary. AG Supermarkets owns and operates Harvest Market stores in Bedford, Hollis, and Wolfeboro, New Hampshire, and Vista Foods in Laconia, New Hampshire, and Newport, Vermont.

Associated Grocers of New England is owned entirely by Independent Retail Grocers as members of a cooperative and is the largest retailer-owned, wholesale grocery distribution center in the New England region. Headquartered in New Hampshire, AG New England serves over 500 independent retail food stores in Maine, Connecticut, Rhode Island, Massachusetts, New Hampshire, Vermont, and Upstate New York/Albany.



AG New England Retail Bookkeeping Coordinator **Pam Lessard**, soon to retire, with **Mike Bourgoine**, AG New England President and CEO.



**Thomas Bradbury**, AG New England Chair of the Board, and **Cynthia Smith** of AG New England Customer Service.



AG New England board members **Butch Plifka** (left) of **Kulick's Market, Winchester, New Hampshire**, and **Jim Crosby** of **Crosby's Marketplace stores in Massachusetts**.



AG New England Credit Manager **Mitch Merson** (left) with Senior Vice President/Chief Financial Officer **Steven Murphy**.



AG New England Vice President Non-Member Business Development **Raymond Tetu** (left) with AG New England board member **Alan Couturier**.



AG New England board member **Richard Delay** (left) with **Ron Roberts** of Associated Convenience Grocers and **Hope Kelly** of AG New England Human Resources.



**Bob Newcomb** (left) of **Swan Lake Grocery in Swanville, Maine**, and **Steaks 'n Stuff in Lincoln, Maine**, seen here with AG New England Director of Retail Programs **Curt O'Hara**.



**William Loscocco** (left) of AG New England Retail Bookkeeping with **Scott MacDonald** of **Chatham Village Market, Chatham, Massachusetts**, and AG New England Director Meat & Seafood, Bakery & Deli Procurement **Robin Plamondon**.