



From #38 out of a 60 store region - and jumped to #14 in just one quarter!

1ST QTR RANKING	1994 RANKING	FRANCHISEE	LOCATION	CO	CSM NAME
1	1	STEVEN J BERLAU	HIGHLANDS RANCH	ND	JIM WIEGLE
2	2	ALFONSO/FLAVIO MAZZETTI	COLORADO SPRINGS	NE	GREG EHRES
3	3	JAY D DAVIS	FARGO	CO	ED TANNER
4	4	CHARLES F VELINSKY	OMAHA	OK	ED SHRAGO
5	5	KENNETH R DAVIS	DENVER	CO	JOE BORSZICH
6	6	KENNETH R SUTTON, JR.	TULSA	CO	PAUL BRUMFIELD
7	7	STEVEN J BERLAU	AURORA	UT	GARY TAYLOR
8	8	DONALD H SCOTT	LAKEWOOD	CO	MIKE WEAVER
9	9	FLP K PAYNE	MURRAY	UT	JIM GERCHMAN
10	10	DONALD H SCOTT	FT COLLINS	CO	CAL THOMAS
11	11	LARRY ASHCROFT/KURT WOOD	SALT LAKE CITY	UT	STEVE WALTER
12	12	DONALD G GARNER	GREELEY	CO	RUSS MARR
13	13	THOMAS E WIEBECKE	ARVADA	OK	TONY KOVACH
14	14	CHARLES R HARDY	BROKEN ARROW	NE	STEVE BEUTLER
15	15	CHARLES F VEI	OMAHA	SC	DOUG HALTER
16	16	GENE W	COLUMBIA	WY	STEVE RUEDINGER

As They Turned the Final Corner, Leading Centers Showed Us All What They're Made Of

After three weeks — and with just one to go — the really hard chargers in the Center Showdown contest approach that wire... and the big pile of dough that'll go to the Grand Prize winning shop!

Cumulative Leaders after three weeks are:

- Eastern Region**
1. V. Allan Hazelbaker - Cincinnati, OH
 2. Edward and Anita Hechler - Middletown, NY
 3. Michael L. Bratton - Jasper, AL
 4. Ronald Cook/Michael Snyder - Dayton, OH
 5. Maurice H. Berger, Jr. - Elizabethtown, KY
 6. D. Gregory/Richard A. Walts - Atlanta, GA
 7. Kenneth B. Berry - Mineola, NY
 8. Mark D. Balkovic - Bridgewater Township, NJ
 9. James J. Swift - Birmingham, AL
 10. David and Kenneth May - Fairfax, VA
- Western Region**
1. Donald J. Hawley - Santa Monica, CA
 2. Eugene A. Brown - Victorville, CA
 3. Frank V. Long - Hollywood, CA
 4. James Babcock/William Bucquoy - San Rafael, CA
 5. Steven J. Berian - Highlands Ranch, CO
 6. James M. Ferrell - Covina, CA
 7. James W. York - Lancaster, CA
 8. Kurt A. Siems - Springfield, MO
 9. Michael L. Tanner - El Toro, CA
 10. Charles R. Hardy - Broken Arrow, OK

Thank you for all the work you did this year. What you said you could do, you have done - more. I do appreciate you a lot. Have a happy holiday!

(Signed)

Owner's thank you note for doubling sales & profits!



Moved to #10 in the entire Western Region due to huge sales increases.

Hockey Mountain Group
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Below are the centers who have set sales records in 1995:

CENTER	OWNER	CSM	RECORD WEEK(S)
Bountiful, UT	Bob Rasmussen	Sean Maloney	1/07/95 5/20/95
Boulder, CO	Ron Ibsen	Karen Murray	2/11/95
Boise, ID	Joe/Mark Smith	Quentin Seward	4/22/95 5/13/95
Broken Arrow, OK	Chuck Hardy	Tony Kovach	4/15/95

Setting Record\$...!