

apollo oracle

September-October 2020

IN THIS EDITION

Apollo Awards

Hollywood Takes On Apollo

plus ...

*Apollo Kudos,
& More!*





CERTIFICATE OF EXCELLENCE

This certificate is presented to

Warehouse Team **Fulfillment & Logistics**

The Fulfillment and Logistics Division never slowed down in 2020.

Deemed 'essential' throughout the pandemic due to supporting the grocery channel, the team continued to work at full capacity month after month. Layered on top of meeting the needs of the T-Mobile/Sprint conversion shipping, ULTA/Kroger resets and other project, the Fulfillment team, led by Marvin Redd and Shardon Bullock in Maryland, and Janice Nurmi in Nevada coordinated and executed full facility moves to new locations. There were plenty of team members assisting to make sure the moves went smoothly.

In Maryland, Redd, Bullock and team worked weekends and long days to vacate our main distribution center into our new home, a 150,000 sf, fully racked warehouse on the edge of Baltimore. This team had just 45 days to fully vacate the old facility, and move everything into the new space.

In Nevada, Nurmi, with the help of her lead, Rashid Abdul, moved our facility of 8 years in Sparks, Nevada, in just 5 business days, into a 50,000 sf, fully racked facility in Reno, right next to the International Airport. These moves were done during the peak shipping weeks of major projects, and were completed without any delays or disruption to client shipments during the move period this past September.

The new locations deliver increased efficiency for storage and dock loading, at a much lower unit cost for monthly rent and expenses. Both upgrades will contribute to better earnings as we get ready for 2021. Thanks to both teams, and management groups for pulling off the moves in the midst of a very challenging year! ---- Pat Hanratty



Sabrina Trenell

Senior Team Lead

Sabrina Trenell is an integral part of our Merch Install team. She has proven to be a valuable partner to our management team and to our client, Ace Hardware. Her company and personal standards are unparalleled. Sabrina continuously builds leaders in opportunities of excellence. We are truly encouraged by her positive attitude. Thank you Sabrina for all of your dedicated hard work throughout the years! We are excited about the future. - Nikki Wauldron

for demonstration of superior performance, hard work and dedication.

C. Michael Sunderland
President

2020

C. Michael Sunderland

Hollywood Takes On Apollo For Merchandising Gig

You don't normally think of merchandising companies dabbling in the world of Hollywood, but that's exactly what happened this summer when Apollo's very own Joe Perine was approached by a former contact he knew from the grocery world to participate in a game show. Nick Stefano from UNFI reached out to Joe to see if Apollo could help merchandise the Supermarket Sweep Reboot show airing on ABC October 18th. UNFI, formerly Unified Grocers, considers Apollo one of their preferred customers and was excited to help fill in a missing gap for their client, Super A Foods. Super A, a family owned business, already has a history working in Hollywood when Bradley Cooper and Lady Gaga shot an iconic scene for A Star is Born in the grocer's parking lot. Since the company already had an "in" with Hollywood, the production company for the reboot show approached Super A to help with logistics. Super A's role was to provide their grocery trucks to transport grocery products they sourced from UNFI. However, there was still a missing piece in the game show production puzzle. Who would merchandise the products on set? When Super A asked for references, UNFI recommended Apollo. Nick got the show's co-executive producer, Megan Palmer, in touch with Joe and the rest is history.

So how was this job different from our normal retail work? Well for one, during pre-production, Apollo was asked to merchandise the product pretty much "on the fly" at a warehouse off Providencia in Burbank. Think of it as rehearsals for a play. The crew comes in,

merchandises the products to Planogram, and production shoots the displays with the same lighting and cameras they would shoot with on the actual set. The Apollo crew takes direction from the production design team and art department and is then asked to remove product or remerchandise until it looks aesthetically pleasing on camera. "I really enjoyed working with the producers on the visual aspect of what they were trying to accomplish. If you get a chance to watch the show on TV, take a look at the flyover of the store during the credits. The gondola tops look beautiful!" said Apollo's Jesse Brittain. One of the big things Apollo learned is that some colors just don't work well on camera, so the art department would then change out signage with colors that looked better. A lot of trial and error happened to get the display, signage, and product looking just right. After the set was locked, everything was de-merchandised, packed up on to trucks and moved over to the Barker Hanger studio at the Santa Monica Airport where the real filming would commence. "It was very interesting working grocery and GM sets on an actual TV set. I have also enjoyed watching the show on TV and seeing the sets I built on screen. I am proud of what we accomplished for Blue Orbit productions," said Apollo's Suming Brittain.

Apollo did a fantastic job helping Blue Orbit Productions and Freemantle pull off this classic game show. Be sure to tune in on Sunday for the premiere October 18th!

For more cool news, head over to our Private Facebook Page, Apollo Buzz!



CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Ivan Mercenint

Assembly was performed by Ivan just a few minutes ago, and the assembly was excellent, and a joy to watch. Thank you for your help! - Assembly Customer

Jorge Ramos

Kathie assigned Jorge Ramos to all of Coty at Navarro job assignments, and he did a phenomenal job across the board with this. His reporting was accurate, on-time and super detailed. And the photos he took were some of the best I've seen. All of these stores are in the Miami area where COVID has been a major concern, but Jorge has not let that affect his efforts this season. Navarro is a super hard client to impress, and he's gone above and beyond in that! - Bailey Shoenbeck

Sarge Thompson

Just wanted to let you know what a pleasure it has been to work with Sarge on the project we are doing in Plano at He is very professional and knowledgeable. In times of chaos he remains calm and focused. He has great leadership skills. I look forward to working with him on future projects. - Missy, from Michaels

Jody Wagner

Customer called because she was very pleased with the assembly on 8/20 . She informed that Jody Wagner did an amazing job assembling her desk, and was amazed to see how quickly the tech assembled it for her.

Adria Rosado & Devin Cash

I just want to tell you how great your team was today at PX 1346. Reps were so nice. Very organized & neat. They put all their trays together in the back room & worked real hard to keep the aisle neat, clean & shopable for the customers.

Maria Cordero & Team

The group was fabulous! They were conscientious and worked well together.-Bed Bath & Beyond

ULTA Beauty 429 Team

Your team was here at our store, 0429 in Littleton, CO, yesterday, and I just wanted to let you know that they did a fantastic job! They worked clean, organized, quiet, respectful of guests trying to maneuver around them, willing to communicate, and just all around hard-workers.

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Darrel Davis

It's Amazing, friendly, hardworking. He just did an all around awesome job! - Assembly Customer

7-11 Store 41109 Team

Thank you so much for helping to get another rep here for this week. Beatrice (Olivia) was so awesome! She worked hard and was always up for a task! If she is available for my next store in N FT Myers, she is always welcome. Brian, is amazing too! I have worked with him on one project before and he is always there to help and works very hard. Jan, was another shining star this past week too. It is amazing that she is only on her 2 nd project of 711s, and works harder and smarter than some, that have been doing this for years. Thank you for an amazing team for this store! I really wish I could write this happy of a feedback message to you every time. REALLY, REALLY, amazing team you have in these 3! - 7-11 Manager

CVS Store 404 Team

Just wanted to take a second out of my night to thank you for sending a Great crew out to help with our remodel. Ron and his team were very nice, provided great service while working, and was a big help to us. Means alot when you have a lot going on in your store, and they came in and took charge and made everything flow smoothly. Ron was always keeping me up to date on moves, changes, and any questions I may have had, he answered. Once again ,thank you and I appreciate what Ron and his team accomplished - CVS Store Manager

CVS Store 4467 Team

Yesterday, I did a post visit to 4467 - Mills River, NC and I have to say that this was the best executed FSOM so far. Not only was everything executed correctly and attention to detail on point, but the store manager was exetremely pleased with the entire experience and team. She could not say enough nice things about the team.

Rachel Lee, DM

First let me say THANK YOU. You're response was heartfelt, compassionate and genuine. I truly appreciate that. Your email has been by far the most communicative email I've received. You're a sunflower on a rainy day and a breath of fresh air. Yes, I would like to be placed on cosmetic reset project and paired with a team lead so I can learn how to complete cosmetic resets. I believe in being a "Jane of all Trades" so the more I can learn and the more I'm challenged the better I can be for not just myself but my team leads and team mates. Learning new positions will benefit both me and Apollo because so can be utilized for various projects.-Alisha Renee

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Nicole Pennington

I just want to give a shout out to your store set coordinator Nicole! Wow I have been with Ulta Beauty for 10 years and I have never seen such beautiful thorough work. She is truly outstanding and leads by example. Her team followed her lead and got all the planos done and so neatly organized , stocked and ready to shop. I sent pictures to my District manager and am celebrating her to our district. Thanks for sending such a dedicated leader to our store I am impressed. I hope you find a way to recognizer her for a job well done. _ ULTA

Beth Dideer, Lisa Mateyak, & Angela Goss

"Team did an amazing job. Best Vendor Yet!"- ULTA

Schaumburg, IL - Ikea Team

This team has gotten rave reviews form the Ikea Project Manager on professionalism, quality of workmanship, and displayed outstanding partnership working with the entire Ikea team. - Bill Blakely

Tammara Arredondo & Brittany Padilla

They both go above and beyond. They are absolutely rockstars as bosses. I came over from the merger with Match Mg. Im so pleased with the way they handle situations when I'm out in the field and have questions for them. I have been a merchandiser for almost 8 years and have been with apollo since the merger. I can't stress enough on how they are absolutely amazing.- Apollo Employee David Hill

Layton, UT - Staples Team

I just wanted to let you know that Gina & Tony from Apollo have been amazing this week! I hope you can forward this on to their boss. I know sometimes only negative stuff gets sent to you but I wanted to let know some good stuff too. -Staples

Darron Dandridge

Customer called and informed that tech 911400 did an amazing job, and he just wanted us to know that he did the job very fast, and assembled everything perfectly.- Apollo CSA

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Dawn Kauffman & Team - ULTA 1355

Wanted to give a shout out to DAWN from Apollo for running an extremely smooth mass cosmetics reset! Her and her team were so awesome- ULTA

Keith Burdine

Office Depot 202 - Keith is awesome.

OD 2821 - Keith is real good at working with the LOD and cleaning up.

OD 2113 - I wish I could clone our rep, he is absolutely fantastic. He is quick, neat, scary knowledgeable and super helpful.

OD 2169 - Our rep is the best rep I have ever had in all my years of retail.

Karen Genther & Team - ULTA 432

I just wanted to personally reach out to you and say the staff that was sent to do our mass reflow on 9/9/20 was amazing. Their head was Karen. Each member was respectful, made sure to get checked out, helped take out trash and I had a wonderful walk through afterwards to see the finished product. - ULTA

7-11 Store 38676 Team

Diane I know that a lot of challenges have had us running in circles lately, but I would like to thank you and Kathy for sending some great team members my way for the past week. And Foster- when I give him a mission to complete he never lets me down. Brian was positive, respectful and can had do attitude. Last but not least, Emily Rollins was beyond amazing! This was her first experience with 7 Eleven and she rocked every assignment I asked her to do! Not many people experienced or not can complete the candy section in one day, but Emily did.

Thank you so much! I would love to work with any of them again at my assignments. - 7-11 Store 38676

ULTA 1593

The team was one of the best I've seen in 3 years of working for the company.

ULTA Team 230

a huge shout out to the Apollo team that came to our location and reset our Mass Cosmetics planograms. These ladies were extremely professional, showed great attention to detail, and followed up on issues that they found as they were completing planograms that were not done correctly in the past. This team delivered a "WOW" experience and we wanted to ensure they received the recognition they deserve. So, thank you to Team Lead Laura Pinkston and her team Andrea Horne and Leslie Mata for doing such a great job!!

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Office Depot #3377

"Apollo is Making Outstanding progress!"

Ken Richardson
Steven Johnston
Tim Jordan
Billy Grice
Bobby Grice
Allen Berry
Rob Weeks
Joann Rosales
Natasha Sanders
Sally Macias
Lisanne Kilbreath
Jennifer Maldonado_Rosas
Jonathon Castellano
Sammie Jo Moreno

ULTA 1187

Ryan Odonaghy
Sally Belcher
Pedro St Philippe
Patricia Fletcher

**Lowes
#1181**

*"After the Hurricane, our Apollo Team
is keeping us in the Game!"*

Conrad Statham
Amber McGee
Jacobe Reynolds
Williams Jones
Catlyn Onderdonk
Jesse Patterson
Ryan Stephens'

#2885

Mario Cortinas
Raquel Ruiz
Joshua Corea
Luis Cortinas
Ambrocio Olivarez

#441

Michael Rodriguez
Vaness Benefield
Jada Franchell Harrow Sarage
Catherine Page
Zachary Smith
Sarah Thomspn

Philip Lancaster

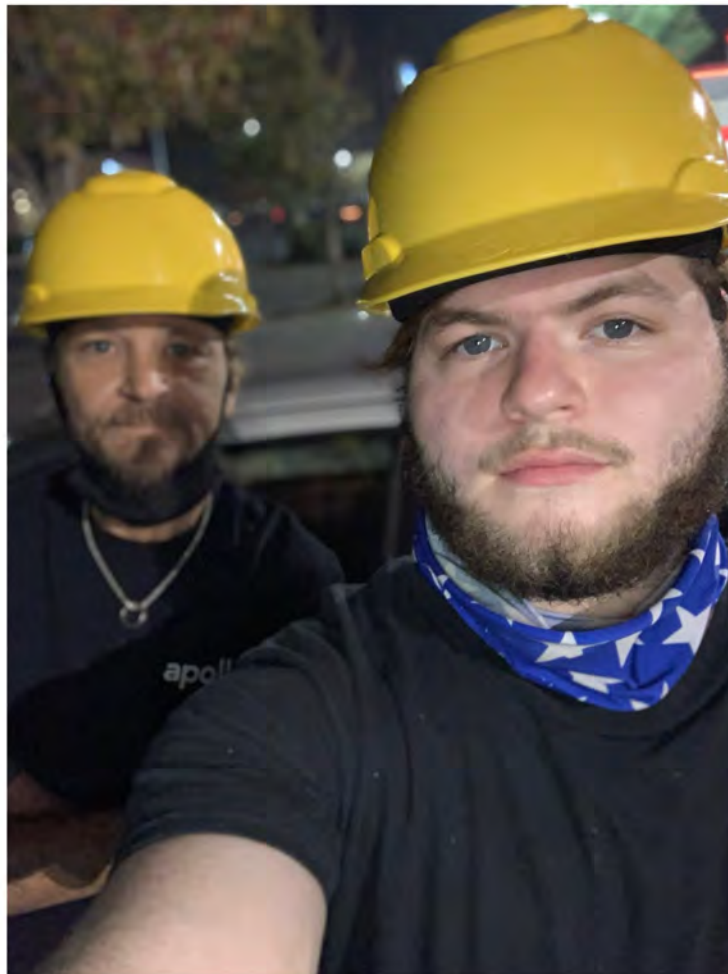
*The gentleman (Phillip Lancaster) you sent was great.
Knowledgeable, efficient & quite helpful. I would be glad to serve as
a reference for him/you if ever needed.*

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Lowes- Store 1600

They have worked hard throughout Covid and now are in an area where the wildfires are and they haven't complained one time. They do a fantastic job and deserved to be recognized for it! - Jenna Lewis



Wilson Cianciolo and Orie Palmer

Look Who's Arrived



Alison Nault's new addition!

Juliette Ann

Born: 8/24/2020
Time: 5:25P

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