

Where are they now? 2008 Walsh College Make-Over Recipients



Atlas Wholesale Foods has been a high quality foodservice distributor to businesses in southeast Michigan since 1949. They live by a motto of quality and service at the most competitive price in the industry

Atlas Wholesale Food Company was one of the first three recipients of the Small Business Makeover. We spoke with Mike Kotsis, COO, and third generation of the family owned and operated company, to see how things were going a year after all the changes had taken place.

"This was a great experience both for me and the company. We had an opportunity to work with advisors that we otherwise would not have known," he said.

Atlas is continuing to work on projects from its original list of goals. The company has been around for over 60 years, and Mike says it is always difficult to bring in a new perspective and administer changes, but it is happening! Many new contracts and new customers have been signed and completed.

Mike would like to give thanks and show his appreciation to the following companies:

DKSS & Foster Swift for helping to formulate a succession plan from the second generation family members to the third generation family members in the business. A new buy sell agreement was created and approved by all family members. Foster swift also revamped Atlas' employee handbook and created new non-compete and non-disclosure agreements.

UHY, for developing tools to track costs. Analyzing delivery routes resulted in one less truck per day on the road. Instilling more strict customer guidelines, such as minimum order requirements, and time-frame adherence were also implemented.

MAP, for the survey and re-alignment of both the warehouse and freezers. Every product in each area now has a re-designed slot location, providing for better ease of use, and ease of inventory. A final "wrap-up" meeting is scheduled this month.

The Alternative Board and the late Carl Ammaccapane, for his contribution in communication among the members management. Carl administered regular management meetings and coached Mike regarding better methodologies of priorities. He would breakdown ideas and agendas to a specific managerial task and priority. He succeeded in profiling personalities to open lines of communication between management and owners.

While time consuming, this experience was well worth it! Each consultant in this project is to be applauded. They gave each issue thorough consideration and were genuinely willing to assist Atlas Wholesale Food Company and make it a stronger company.