

## Not a day to repeat; news about our Los Altos store



### Our Los Altos store- A personal note from Steve

I'm writing to let you know that after 24 wonderful years in Los Altos, we're going to be closing in late September of this year and consolidating operations in our larger Redwood City store. We've been negotiating with our landlord for some time now, but ultimately were not able to come to an agreement which would allow for a sustainable future.

I'm very excited about the time ahead, expanding the scope of our Redwood City operation with a goal of being open 7 days/week in the future. I will be working three days/week in Redwood City; this will allow me to spend the rest of my work week behind the scenes to improve efficiency and to help bring the best values to our customers. I'm also looking forward to spending a lot more time on my bike as for the first time in 24 years I won't be working both weekend days, every weekend.

As so many of you have come to know our wonderful staff members in Los Altos, I want you to know that all of our Los Altos staff is being offered positions in Redwood City, so no one is losing their job.

I'm sad to be closing the store after so many years and so many great memories, but very much looking forward to the future and an expanded presence in Redwood City, where we look forward to serving you for many years to come.

Warmest Regards,

Steve Jacobowsky

Today got off to a less-than-stellar start; on the regular Tuesday/Thursday-morning ride, Kevin was lagging pretty badly up Kings due to a pretty severe headache and yes, we actually turned back before the end of the climb, at the archery range. After returning home, Kevin spent a good part of the day in Kaiser ER, where they never could figure out the cause of the headache.

But the least-fun part of the day (and it takes a lot to top your kid spending the day at the ER!) was having to send out an announcement to customers that we'll be closing our Los Altos store towards the end of September, just 6 weeks away.

We've been without a lease for 4 years, 4 very long years in which we'd been working with the landlord for a solution that wouldn't have us bleeding money, 4 years in which he pitched this and that plan for changes in the shopping center that could benefit us, 4 years in which we saw sales steadily decline, at least in part due to it becoming tough to access our part of the shopping center due to overflow from Trader Joes.

I know nothing about shutting down a store; neither does my brother Steve, who's basically started that store 24 years ago. Obviously we'll be moving a lot of stuff into our Redwood City location, and just as obviously we'll try to sell what we can so we don't have to move so much. No specifics yet, but if you're interested in store fixtures, hey, we got 'em!