### APS circulation: 126,000

GAYLORD — Advertisers Postal Service is a private delivery system for third class type materials.

Reaching more than 126,000 addresses in Michigan, the firm is headquartered in Gaylord and employs boys and girls between the ages of 12 and 16 for intown walking routes and adults for rural delivery.

The firm is responsible for delivering preprints, flyers, supplements and product samples. Circulation of materials can cover the entire region or be zoned for delivery in particular targeted markets.

APS also has developed 100 rental units called mini-warehouses. These facilities are leased by the month to individuals or commercial operations and range in size from 5 by 10 feet to 20 by 40 feet. Both this area and the warehouses are under security condition. Vice-president and general manager of the firm is Jim Coon.

#### For north country's security

GAYLORD — Alpine Alarms and Security Agency provides complete services to Otsego County northern Michigan from Gaylord.

Owner and manager, Ed Janowicz, opened the firm in 1977 and employs personnel on a year-round basis as security and patrol services.

## Mason needs at Redi-Mix

GAYLORD — Gaylord Redi-Mix, owned and operated by Bill and Verna Snow, provides concrete and masonry for Otsego County's building needs.

Formerly Hicks Concrete Service, the Snows took control of the operation in December 1978.

Located on Dickerson Road near the Gaylord Air Industrial Park, Gaylord Redi-Mix provides ready mix, concrete blocks, bricks, septic tanks, patio blocks and accessories and masonry supplies and tools. Front end unloaders carry concrete ready to pour to construction sites throughout the area.

The firm also maintains and central surveillance monitoring station for burglary and fire protection. The service can also be used for medical care control.

Alpine Alarms provides protection for commercial, residential and industrial and recreational facilities. Owner Janowicz terms his firm "a complete security systems agency."

## L.J. Ormsbee: 'new Chrysler'

GAYLORD — Representing the new Chrysler Corporation in Gaylord and the surrounding area is L.J. Ormsbee Motors, Inc.

Manager of the Gaylord operation is Jet Ormsbee. The firm carries a complete line of-Chrysler and Dodge cars and trucks and provides service and parts sales.

Ormsbee Motors also operates another outlet in Cheboygan and maintains an implement sales location in Afton which carries products and equipment by Allis Chalmers, British Leyland and Safemark. In Gaylord, L.J. Ormsbee Motors is located on Mankowski Road.



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