

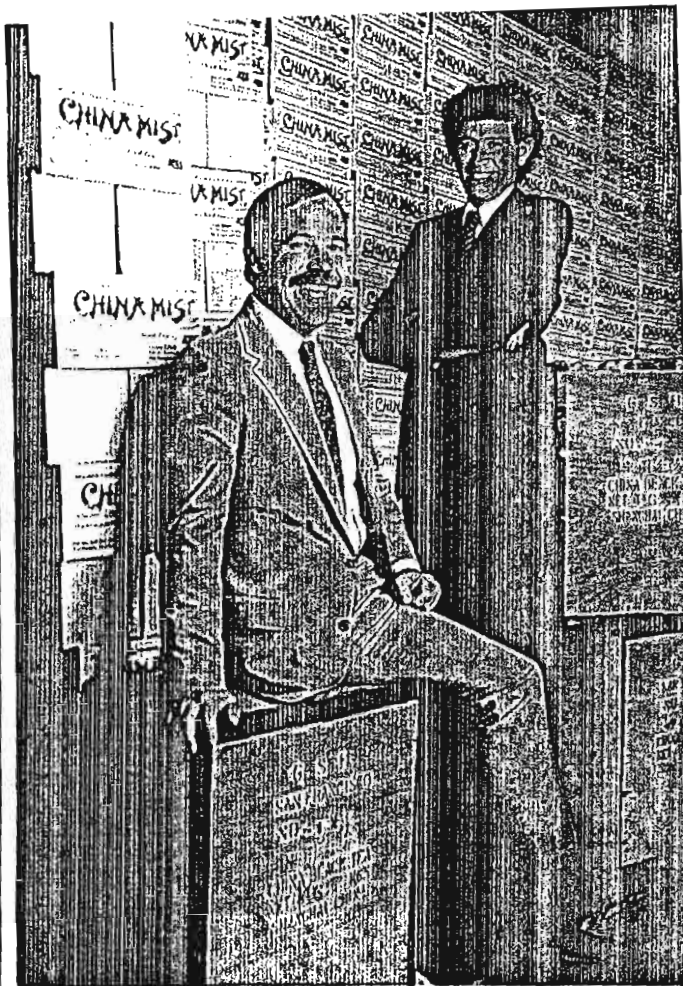
ment in December, and there was some speculation outside the bank that Franke might be a candidate for Huck's job.

Not so, he says. "It requires someone with a strong banking background, so it's not a job I'm suited for." Franke will, however, have much to say about who becomes president: He is a member of the search committee.

THEY SEE BIG SALES IN TEA LEAVES

Why give away a glass of water when you can sell a customer a glass of iced tea?" asks John Martinson, who with Dan Schweiker is trying to make inroads into the \$1.25 billion tea industry by taking over distribution of iced tea to hotels, restaurants and convenience stores.

Since 75% of tea sales are iced tea, the niche for the pair's Scottsdale-based company, Restaurant Tea Service Inc., is distributing gourmet iced tea leaves. Testing for acidity, clarity, taste and stability, they have blended their China Mist tea to make a "perfect" glass of iced tea. Moreover, they also provide customers free iced-tea brewing machines and free monthly service. "The quality of the tea will sell the account," says Schweiker. "The service we offer will keep it."



SCHWEIKER AND MARTINSON

Martinson and Schweiker got acquainted through their backgrounds in the hot beverage business. Martinson is a great-grandson of the founder of the coffee roaster that bears his name. In the early '80s, he was selling Martinson coffee (the family company has since been sold to Nestle) to restaurants and hotels. Schweiker owned Dusseldorf's, a gourmet coffee shop where he roasted his own coffee beans.

When Bunn-o-matic came up with an iced tea

brewing machine in 1980 and the large tea and coffee companies showed no interest, the two decided to make their move. "We're both risk-takers," says Martinson. "We saw the machine and some bells went off," says Schweiker. "He knew blending and I knew selling," says Martinson. So in 1982, they were off.

At first, they operated out of Martinson's garage. Now they have their own warehouse and offices at the Scottsdale Air Park and maintain 300 accounts in

the Valley. Their clientele includes the Arizona Biltmore and other resorts, Garcia's Mexican restaurants, Famous Pacific Fish Co., local Taco Bells and Shortstop and Minute-Mart convenience stores.

Martinson and Schweiker see enormous potential in convenience stores and fast food chains, and have their eye on a few national contracts. Their goal is to distribute in 50 states within five years.

At present, they are selling tea in eight states and are franchising, too. This year, they will sell about \$700,000 worth of tea.

TRADE TRANSLATES TO IVIVA MEXICO!

These days, Mexico is hurting. Since world stock markets plunged in October, the peso has lost more than 25% of its value against the dollar. And Mexico fears that its major trading partner, the United States, could be headed for a recession.

William Rapp, a Phoenix-based international finance expert and trade consultant, is steadfastly optimistic on Mexico, though. "There are opportunities that are very significant," says the president of Resources International, a year-old firm specializing in Mexican trade and foreign investment. Last fall, Rapp opened an