

Around Town

Santoni's of Glyndon - serving "old-fashioned" customer service alongside high-quality foods

From the very beginning, Santoni's has been a special place. A place for the community to gather and have a bite to eat, shop for good food and catch up with old friends.

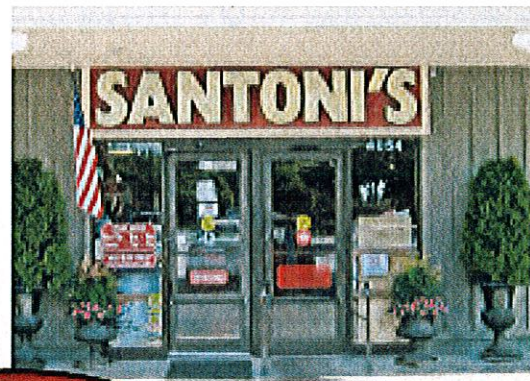
Back in 1931, when it was founded by two brothers, Savino (a.k.a. "Pop"), and Terzo Santoni, the store operated out of the back of their East Baltimore row-home. At the time, Savino continued to work a second job at Bethlehem Steel as a tinner. With the help of his wife, Yolanda, Savino was able to hold the company together through the Great Depression. Then, in the 1940's, the company moved out of their row-home and around the corner onto Eaton Street. It was in 1972 when "Pop" Santoni retired, and two of his four sons took over the small neighborhood store and aggressively developed it into a solid company.

Fourteen years later, and three generations, Santoni's of Glyndon was created. The owners, Lou and Rick are Savino Santoni's grandsons. "Although a lot may have changed over the years," said Lou Santoni, "the store still maintains the old-fashion ora that brings out the goodness in others,"

he concluded. "I believe that the core reason for our success comes from our belief in our faith. Our grandparents provided us with a deep seeded faith and it's this faith that steers the foundation of our business," he continued.

The brothers' goal is to maintain the old-fashion specialty market-feel, while providing the freshest variety of foods. "We wanted a bright, clean, cheerful store where customers would be called by name, reminiscent of the tradition set by our grandparents over half a century ago," said Lou Santoni. "We are committed to the founding principles that our family passed down over the past 78 years: 'Care for your customers like family, respect your staff, operate with integrity and good spirit, work hard and smart, and never, ever stop learning.'" said Rick Santoni.

In 2005, Lou Santoni approached Farmers and Merchants Bank about financing for the store's expansion plans, which included expanding the actual size of the market as well as the catering and prepared foods, deli and bake shop areas. Lou had known



Jim Bosley, the bank President, as well as

some of the other bank directors and thought it might be a good fit for the two, "community-based" companies to do business together. "There are a lot of similarities in the way we both approach our vision of the community," Lou said. "We each operate with integrity, conservatively, responsibly while giving greater opportunities to those who drive the community. We also both operate through conservative values," he added. "I love the 'spirit' of Farmers and Merchants Bank. I believe it is an incredible match of shared values," Lou concluded.

Feedback

We welcome your input about our new newsletter. Please tell us what you like, what you would like to see added, and give us your suggestions for the Around Town section, which will focus on our customers. Send your ideas to feedback@fmb1919.com. Alternatively, by postal mail: Marketing Department, Farmers and Merchants Bank, 15226 Hanover Pike, Upperco, MD 21155. Fax: 410-526-3835

Thank you!

Contact Us

Greenmount In-Store Branch
410-374-3436

Hampstead Branch
410-239-4448

Main Office/ Upperco Branch
410-833-6600

Owings Mills Branch
410-356-8200

Reisterstown Branch
410-517-3060

Mortgage Division
410-239-9650