

"Free Enterprise Resists Monopoly"



**ASSOCIATED FOOD DEALERS  
of GREATER DETROIT**

*Serving the Independent Grocer*

# THE FOOD DEALER

*The Magazine of The Greater Detroit Food Market*

**AUGUST, 1967**



**Ruins of the Big Dipper Super Market on Brush Street.**

## The Ugly Morning After

Out of the shambles of the rioting and civil disturbances came disbelief, despair, disgust and dejection, especially for many businessmen who were awakened in mid-July to learn that armored tanks were cruising down Motor City streets and that their establishments were demolished. The ugly morning after

*(Continued on Page 3)*

## Hamm's 2 million dollar Michigan ad campaign



**makes Hamm's disappear fast...**



**so don't get caught with your Hamm's down.**

There's no mystery about Hamm's—it just won't stand still. And small wonder, Hamm's is Michigan's fastest growing beer.

By the case, in six-packs of throwaway bottles, or fast chilling, all-aluminum cans, it's a case of in one door and out the other. Especially on weekends.

Once your customers get the Hamm's habit, they'll never be satisfied with anything less.

©1967 Theo. Hamm Brewing Co., plants in St. Paul, Minn., San Francisco, Los Angeles

So keep an eye on the Hamm's section of your cooler. Give Hamm's the space it deserves and keep a ready reserve of Hamm's complete package line in store.

With Hamm's 2 million dollar Michigan advertising and sales promotion campaign, you can't afford to get caught with *your* Hamm's down!



**Michigan's fastest growing beer.**

## The Morning After

(Continued from Cover)

the civil disobedience ended, the Associated Food Dealers learned that Detroit's food and beverage stores had dwindled in number by some 450.

Then came the job of cleaning up and estimating the destruction. After the five days of disarray and disorganization which began on a hot July 23 day, the final count was taken of burned, looted, damaged and ruined businesses. Thirty million dollars worth of destruction had been inflicted to buildings, store equipment and inventory, not counting the additional \$7 million lost due to business interruption losses for the five days of rioting alone, nor the loss of sales of those stores which will never again re-open.

Individual and industry-wide meetings were held in conjunction with the Mayor's office, Governor's office, the Small Business Administration, and the Michigan Insurance Commission, in an effort to seek ways to assist businessmen in re-opening their stores, or acquiring sufficient loans to rebuild their stores.

The big question in the minds of people was: Would the riot-torn retailers relocate in the core city? In interviews with many of the retailers, about a quarter of them said they would either get out of business or relocate to the suburbs. The remaining retailers felt that if they would be able to acquire insurance coverage and adequate police protection, they would relocate in their old establishments.

Although Gov. Romney asked for a voluntary 90-day moratorium concerning cancelled insurance policies, some insurance companies ignored the plea. This brought an uncertain cloud over the possibility of retailers relocating in the riot-hit areas.

One group of about 30 retailers, including a few grocers, investigated the possibility of suing the City of Detroit for damages incurred. They had sought the counsel of a group of attorneys to look into the matter.

And so the story goes. It was a bleak and frustrating week for store owners and the entire citizenry for that matter. One can only hope that conditions will improve so that we will never see an outbreak like that in the Motor City again.



The skeletal remains of what once was a busy, high volume independent Parker Super Market on Grand River.



STATE OF MICHIGAN  
OFFICE OF THE GOVERNOR  
LANSING, MICHIGAN 48903

GEORGE ROMNEY  
GOVERNOR

August 9, 1967

Mr. Edward D. Deeb  
Executive Director  
Associated Food Dealers  
of Greater Detroit  
434 W. Eight Mile Road  
Detroit, Michigan 48220

Dear Mr. Deeb:

On behalf of all the people of Michigan, I wish to express my deep appreciation for the sense of community spirit which you, and those you contacted, demonstrated during the civil disorder in Detroit.

It is my understanding that through your efforts tons of food were contributed to riot victims by Abner A. Wolf, Inc., Grosse Pointe Quality Foods, Spartan Stores, Inc., John Sexton Company, S and G Wholesale Grocery Co., Detroit Food Brokers Assn., Detroit Grocery Manufacturers' Representatives Assn., Atlantic and Pacific Tea Company, Food Fair, Wrigley, Kroger, Food Giant, Chatham, Great Scott and others.

You and all of these companies deserve the thanks of the whole state.

Your actions were more than charity for those in distress. They represented an exercise in community responsibility by private organizations, a type of responsibility which too many persons today are willing to pass on to government.

Thanks again for a tremendous job of assistance accomplished with only short notice.

Sincerely,

George Romney





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# THE FOOD DEALER

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OF GREATER DETROIT**

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Phone: 542-9550

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## The Sounding Board

To the AFD:

Your kind expression of sympathy is gratefully acknowledged and deeply appreciated.

**The Family of Nino Ugval**

In behalf of our late beloved son, Lame George, we thank you sincerely for your thoughtful kindness at a time when it was deeply appreciated.

**Mr. and Mrs. John George**

I wish to take this opportunity to thank you for the kind words in behalf of my brother, Salim Najor, in *The Food Dealer* and the Food-A-Gram. Many, many thanks to all of you.

**Sabah Najor**

**Lucky Strike Super Market**

Just a note to tell you I appreciate receiving *The Food Dealer*. I particularly enjoy reading your editorials. The "President's Column" and your guest editorials are also read with interest.

**C. Lane Breidenstein**

**General Manager**

**Better Business Bureau**

### Stores For Rent

In an opportunity to offer our independent grocer friends the first opportunity for choice stores, we wish to advise you we have many key stores for rent. Attractive locations for expansion. Phone Ted Stawick, LU 4-0600, Abner A. Wolf, Inc.

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**In your pocket.** You'll be seeing (and hearing) a lot more about Dixi! Heavy radio, TV, and newspaper schedules (plus its great taste) will soon make it a teen-ager favorite! We'll tell the Dixi story with saturation schedules throughout the summer selling season on WKNR, WQTE, WWJ, WXYZ, WCHB —"Bob Allison's Ask Your Neighbor Show," and WWJ-TV's popular "Living Show." Dixi Cola is from Dossin's—Detroit's most famous name in colas. Stock-up now—call Steve Conn Brokerage Company—547-6900.



ED DEEB

## **OFF THE DEEB END**

# Aid For Businessmen?

The recent civil disturbances uncovered many inequalities for small businessmen. Many of these inequalities existed before the outbreak of strife, but were magnified after the shouting and shooting was over.

**Insurance**—For years, it has been impossible for many small food retailers and others to acquire insurance coverage in the core city area, which has been termed “high risk area” by insurance companies. Apparently, in this age of individual rights, these rights are categorized as to “civil rights” or now, “business rights.”

The fact of the matter is that insurance companies discriminate against businessmen according to the area where they do business. If a store owner operates in the suburbs, he has no trouble getting all kinds of liability insurance, and in whatever amount he desires. But, if a store owner operates in the core city area, the same companies will either make insurance coverage or protection unavailable, or they will charge such high premiums, making it impossible for many small businessmen to afford.

**Financial Aid**—When the recent disturbances were over, the federal government and many financial institutions were quick to offer long-term loans at 3% for 30 years. And it was most appreciated by most businessmen who lost their stores, after spending a lifetime building the business.

Apparently, businessmen just don't count in our society. We have such social service programs as TAP and Aid to Dependent Children, whereby financial assistance is provided the recipients with NO strings attached. But where is the program to provide financial aid and assistance to small businessmen with no strings attached? These are the people paying big taxes as the lifeblood of our communities, so these same communities can have better educational institutions and a wide range of services, which would be unavailable without these tax dollars.

It seems that in cases of civil rioting and strife, the governments should reimburse the businessman for his losses, whether or not he had insurance. This would assure that they re-open their business quickly and just as quickly contribute to the various tax coffers.

It seems that people are quick to rap and criticize the businessmen of late. We feel it is about time, that these people at least defended their right to do business, and receive the protection and services that is available to everyone but the businessman himself.

# An Open Letter To All Our Friends In The Stricken Areas



BEN WETTENSTEIN

- We at the Abner A. Wolf Company, as always in the past, now stand ready to assist all of our friends in this time of trouble.
- Our "TOTAL SERVICE" Program, designed with YOU in mind, is yours for the asking.
- Let's get together!
- At present, we have stores available for sale.
- Call today—ask for Ted Stawick, Ext. 465

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Exec. Vice-Pres. & General Manager

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## Memorandum From Faygo

By MORTON FEIGENSON

President

Faygo's recently announced handling and display allowance for its returnable quart bottles has received enthusiastic approval at retail levels. We believe this response also recognizes there are basically two different groups of soft drink purchasers, economy and convenience buyers. The one-way bottle (and can) best meets the needs of those who prefer convenience.

However, the economy segment of the market is best served by returnable bottles. Therefore, Faygo over the years has invested heavily in time and funds to have consumer recognition for the returnable quart bottle as the soft drink industry's outstanding economy package. That investment has made the returnable quart a vitally important package in retail profit pictures as well as for Faygo. We believe it deserving of marketplace survival and, of course, with retail level cooperation, it will survive.



FEIGENSON

\* \* \*

Reflecting the trend to convenience packaging, our Detroit area sales in one-way bottles and cans are running more than 100 per cent ahead of 1966. However, in the face of that trend, sales in returnable quart bottles are also topping year-ago rates by a comfortable margin.

\* \* \*

Faygo's water purification system was recently doubled in capacity to "polish" 20,000 gallons of Detroit water per hour into the clarity required for quality soft drinks. Actually, the water polishes itself while being forced against and through special fabric paper.

\* \* \*

We have just placed the first production model of the fastest soft drink bottle filling machine ever built into operation. The 84-spout, \$100,000 installation increases Faygo's capacity for packaging in 16-ounce no-return bottles by more than 40 per cent to 600 units-per-minute. This is another step in a continuing program to keep the costs of beverages in glass containers competitive with metal containers.

Advertisement

## Don LaRose Elected President of Nat'l Grocers Association

MIAMI BEACH, Fla. — Donald LaRose, head of Food Giant - Dixfield Super Markets, a 17 store independent chain, and chairman of the Associated Food Dealers, was elected president of the National Association of Independent Food Retailers (NAIFR) at the organization's annual convention here at the Fontainebleau Hotel last Weekend. LaRose, 39, succeeds Jerry Horn of Portland, Oregon.

AFD executive director Edward Deeb was elected executive secretary of the national association. Other Detroiters elected directors of NAIFR include AFD president Michael Giancotti, of Auburn-Orchard Super Markets; Alex Bell, Village Food Market; and George Schleicher, Schleicher's Market.

Others elected to office were Louis Gallowitz, Cleveland, first vice-president; Julius Palen, New York City, second vice-president; and William Brackman, Brooklyn, N. Y., treasurer.

David Deerson of New York City was elected eastern regional secretary. (Mr. Deerson is chairman of the New York-Bronx Meat and Food Dealers Association.) Harold Carlson of Portland, Oregon was elected western secretary. (Mr. Carlson is secretary of the Oregon Independent Retail Grocers Association.)

Fred Unger, operator of Unger Super Markets, Cincinnati, was elected chairman of the board of directors. Others elected directors were Carl Buerklin, of Philadelphia; Leo Green, of Greenfield's Super Market, Yonkers, N. Y.; George Goodpaster, Kramer's Super Market, Cincinnati; Jerry Horn, Jerry's Super Markets, Portland, Oregon; Martin Jensen, Omaha, Neb.; Pat Kenny Sr., Kenny's Finer Foods, St. Louis, Mo.

Also, William Kunz, Glendale, N. Y.; Arthur Miller, Ridgewood, N. Y.; Edward Shorf, Acme Meat Markets, Cleveland; and William H. Sherry Jr., secretary of the Philadelphia Meat Store Assn., Philadelphia.



DON LaROSE

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## THE BELL RINGER

# Despite Surgery, Show Must Go On

By ALEX BELL

August 14: That old saying about the mailman: neither snow, rain and all that jazz can stop him. Well, we got news for you. They got nothing on Deeb. He says: "Despite surgery, etc., I need a column." So here goes.

\* \* \*

We spent a very pleasant four days at the Fontainebleau in Miami at the NAIFR convention before we went into Bon Secours for the cutting. It was a very good show put on by the old gray wolf, Dave Deerson, who always does a bang-up job. We mean the convention, as the cutting was done by a local doc.

\* \* \*

The Hit of the whole show was Mike G's daughter Barbara who told us about some guy asking what she was doing one evening. She said that he was an old man of 26. So we immediately gave up trying to date her, being only a young guy of 60. Incidentally, Barbara is 16 and a blond bombshell.

\* \* \*

While in Miami we enjoyed the fine hospitality of our old friend, Sol Shaye, who is still a great host. Thanks, Sol. He is also a good story teller. We liked the one he told about the Arab and Israeli tanks that collided head-on in the dessert. The Arab soldiers jumped out



Mr. Bell

yelling "We surrender." The Israelis jumped out hollering "Whiplash, whiplash."

\* \* \*

The Hippies idea of heaven is a pad full of pot.

\* \* \*

Well, we have a charter member finally in the SSS Club. Gene Neilens of Morton House Foods has identified the state that Secaucus is in, and for your information Gene, there is only one Secaucus. So come on fellows, only 19 more to go.

\* \* \*

We would like to thank all of our readers and friends who sent us so many get well wishes. Especially Max Shaye and Lafayette Allen Jr. Thank you. Salim Sarafa even donated one-cent towards the fund to send himself to Secaucus.

\* \* \*

Looks like the U.S. Dept. of Agriculture is going after the gyp freezer plan operators. One of the biggest in the country is now being investigated.

\* \* \*

Dear John, that's all she wrote. — ACB

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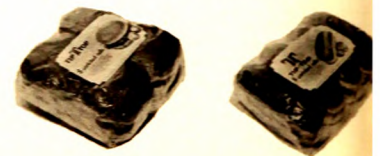


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# Added SALES and PROFITS!

## Around the Town

**Max Steinberg**, former sales merchandiser for **Spartan Stores Inc.**, an AFD member, has retired from the grocery business. He said he and his wife will begin taking it easy beginning with a travel tour of the U. S.

\* \* \*

**Abner A. Wolf**, founder of Michigan's largest wholesale grocery company bearing his name, has resigned as a director of **Allied Supermarkets**. The news was revealed when the N. Y. Stock Exchange made the announcement that Abner disposed of 40,500 shares of Allied stock along with the resignation. Mr. Wolf still holds over 59,000 shares.

\* \* \*

Thanks is extended to **Sol Shaye** of Grosse Pointe Quality Foods for hosting a group of Detroiters and AFD members who attended the recent **NAIFR** convention in Miami Beach at the Fontainebleau Hotel. His wit and hospitality were appreciated.

\* \* \*

AFD member **Ed Palomski**, whose store, **Warren-St. Clair Market** on East Warren was ruined during the

recent civil disturbances, said he will not re-build his store in the area. He is presently seeking another store, perhaps in the suburbs, or employment with a top meat retailer.

\* \* \*

The AFD extends deepest sympathies to the family of **Felix S. Blinke** of **Blinke's Market**, 7511 Joseph Campau, on his recent and untimely passing. He was 48. He had been in the grocery business all his life, 15 of those years at the same location, and longtime member of our association. Surviving are his wife, Geraldine; a son, Lawrence; and a daughter, Kathy Sue, who suffered a broken hip bone in the auto accident which killed her father.

(Continued on Page 18)



*Thank You for Making Us  
Your Milkman*

**UNITED DAIRIES INC.**

**4055 Puritan**

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**EASTERN MARKET  
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**THE BIG 8 CKLW**



**GUEST EDITORIAL**

# ***Insurance Looms As Major Retailer Problem***

By **PETER J. KIRON, JR.**

**Peter J. Kiron, Jr. Agency, Inc.**

**Chicago, Illinois**

The full impact of the riots which took place in Detroit the week of July 23 has not yet been completely appreciated by most. The disastrous consequences of the flagrant lawlessness existent in that period was second to no other such occurrence. By way of comparison, Watts, which is well remembered by all, caused property damage losses of approximately \$44,000,000. Conservative estimates of the Detroit problem place property damage losses at ½ billion dollars.

Since these claims will be paid under the extended coverage portion of your standard fire contract and since the average rate for extended coverage protection is .06 per \$100.00 of value, the companies involved would have collected somewhere in the area of \$3,000,000 in premium for a \$500,000,000 loss. It will take approximately 170 years for the companies to get their money back. The consequential problem is one of making it practically impossible for companies to underwrite against future disasters of this type. No community is safe and no type of business is safe.

Underwriting basically must assess risk and historical actuarial records. Conceivably, with the masses as mobile as they are today, having access to motor vehicles as they do, no specific area is necessarily free from expected loss. True, the pattern has been one of the greatest destruction taking place in areas of less than desirable physical quality, however, a supermarket located in Bloomfield Hills is just as vulnerable and just as susceptible to fire bombing and looting as one located at 12th and Davison.

Prior to this disaster, insurance at best was extremely difficult to come by in the areas that ultimately proved to be the hardest hit. To say that the conditions have deteriorated significantly would probably have to be recorded as the understatement of the year. We must realize that insurers have no way of engineering against the recurrence of such a loss. Many proposals are under study at this moment which hopefully will alleviate some of the serious problems confronting the store owner. However, no short range solution can even be considered. The major problem confronting insurers is the inability to forecast with any degree of certitude what will take place.

**Advice to Retailers Who Sustained Losses:** Some of the most important steps that should be taken are as follows:

- 1—Contact your insurance agent immediately if you have or have not sustained any losses. (A company is just as interested in knowing that you did not have a loss as they are in finding out that you did.)

- 2—Protect your damaged property from any further loss via the media of board-up, guarding, etc.
- 3—**Do not** assign your insurance rights to repair companies without first contacting the Associated Food Dealers Office or your attorney.
- 4—Make an inventory of the destroyed or damaged property with an eye toward providing as much information, i.e., date of purchase, cost, etc., to the adjustor as is possible.
- 5—Be available to assist the company's adjustor in his preparation of your proof of loss.
- 6—Be patient. The companies are attempting to dispose of claims as rapidly as is practically possible and your calling to inquire will most probably hinder rather than help in the speedy settlement of the loss. This is because your call necessitates the withdrawal of the file from its customary place in the work load and causes it necessarily to go to the end of the line when it is returned to file.

**Advice to Retailers Who Did Not Sustain Losses:**

- 1—Determine if you have extended coverage under your fire insurance policies.
- 2—If you do not, contact your agent and request that he add this coverage.
- 3—Review your insurance program with your agent, paying special attention to values and coverages.
- 4—Be patient. Although your agent has an equal responsibility to you as well as all his other customers, you certainly can appreciate that those who have had a loss are making more of a demand on his time at this moment than those who did not.

Finally, as best as I have been able to determine, all companies involved through losses in the riots have risen to the case magnificently and, in most cases, imported special teams of adjustors to facilitate rapid settlement and payment of claims. If this is not the case, contact your Associated Food Dealers office and advise them of the name of the company, the agent and the circumstances surrounding this difficulty and they will be most happy to assist you.

One possible solution to the actuarial problem confronting underwriters would be that they assume the position that \$6,000,000,000 in fire premiums are written in the United States annually by all companies. If all rates were surcharged 10% this would cause an immediate \$600,000,000 fund to be established. This fund could then be administered by an executive committee comprised of a representative cross-section of the nation's insurance companies and, in the event of a similar disaster, the procedure to follow would be that the individual companies would pay the losses as they came up and then

*(Continued on Page 18)*

## ***AFD, National Association Ask President Johnson For Federal Insurance Aid***

MIAMI, Fla.—The National Association of Independent Food Retailers has asked President Johnson to establish measures to provide insurance aid or subsidies to those small businessmen operating in "high risk" areas of cities throughout the nation. The association, representing independent grocers and independent food chains, said this will help protect retailers against possible future losses through vandalism, rioting, looting, robberies, theft, fire and the like.

Donald LaRose, newly-elected president of NAIFR, said the request was made because grocers and other small businessmen are receiving the brunt of the damage caused through rioting and various civil disturbances. (The resolution was submitted by the Associated Food Dealers, and followed one passed by the Detroit association.)

Other resolutions passed by the organization at its annual convention at the Fontainebleau Hotel here, were:

- Asked Congress to exempt all stores doing less than \$500,000 annual volume from the Federal Wage and Hour Law wage scale. (Presently, retailers doing less than \$500,000 are exempt. Beginning next February however, only those retailers doing less than \$250,000 will be exempt.)

- Recommended that grocery manufacturers and non-food manufacturers or distributors increase coupon handling fees by a penny to three cents, because of increased labor costs. (Presently, grocers and supermarket operators receive two cents each for handling coupons.)

- Sought to amend the National Labor Relations Act to prevent unions from stopping deliveries during a union election or while an election is pending.

- Sought to have all acts of persons involved in rioting or civil disturbances punishable as a felony.

- Sought to have communities be required to sound present air raid alarm systems to alert citizens of rioting or other civil disturbances, and that all persons be required to be off the streets immediately.

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## TAX TOPICS

# Benefits From Investment Credit, Depreciation

By MOE R. MILLER

Tax Attorney and Accountant

Under the original suspension law, machinery, equipment, etc., which was purchased or ordered after October 9, 1966 and before January 1, 1968, had been denied the investment credit. At the same time, buildings ordered or constructed after October 9, 1966 and before January 1, 1968 were ineligible for the 200% declining balance or sum-of-the-digits depreciation method.

But the law has been recently changed to end the suspension period on investment credit and accelerated depreciation on March 9, 1967 instead of December 31, 1967. In cutting short the suspension period, Congress retroactively added new exceptions which allow part or all of the investment credit or fast depreciation for *equipment or buildings* acquired or constructed after May 23, 1967—even though ordered or begun during the shortened suspension period.



MILLER

### Investment Credit

Property acquired during the suspension period October 10, 1966 through March 9, 1967—no credit.

Property ordered during the suspension period and acquired before May 24, 1967—no credit.

Property ordered during the suspension period and acquired after May 23, 1967—eligible for credit.

Property bought by a taxpayer after March 9, 1967—eligible for credit.

### Speedy Depreciation

Where physical construction began after March 9, 1967 the *entire* property is eligible for speedy depreciation.

Where the physical construction began during the suspension period, or where the order was placed during the suspension period, and physical construction began before May 24, 1967, then the portion of construction before May 24th is *not* eligible for speedy depreciation. That portion constructed after May 23, 1967 however, is eligible.

### Shortened Suspension Periods

Shortened suspension period does not eliminate the following exemptions:

1—Up to \$20,000 of tangible personal property was specifically eligible for investment credit even though the credit would otherwise have been barred because the

(Continued on Next Page)

## SPENCER, INC. LUNCHEON MEATS

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property was ordered or acquired during the suspension period. This \$20,000 exemption from suspension is still available, although the suspension period was cut from an expected 15 months to only five months.

2—Up to \$50,000 of buildings constructed or ordered during the suspension was specifically eligible for 200% declining balance, or sum-of-the-digits depreciation, even though speedy depreciation would otherwise have been barred because the property was ordered or constructed during the suspension period. This full \$50,000 exemption for speedy depreciation is now available for the shorter period.

If you the taxpayer are not acquainted with the investment credit, it is a bonanza. Here is a typical example: You purchase fixtures and equipment for \$30,000. You can deduct \$2,100 (or  $30,000 \times 7\%$ ) from the amount of your Federal Income Tax, any part of the investment tax credit which is not applied as a credit against the tax because of limitations, may be carried back three years and carried over five years.



ED PEARSON, left, district manager for Great Scott Super Markets, chats with Albert Abdo, Faygo Beverage Company's Detroit sales manager, about high volume 16-ounce one-way packaging and displays.

## BEVERAGE COOLER SLIDING DOORS ALSO WALKIN COOLER

### COMPARE THESE DETAILS

	Self Contained	Doors	Cu. Ft.	Compressor	Volt	Btu Per Hr.	Betz	Call
SD-60	2	42	1/3 H.P.	110	1—1700			
SD-82	3	59	1/2 H.P.	110	1—2300			
SD-112	4	84	1/2 H.P.	110	1—3000			

### REMOTES

SD-52	4	45	1/3 H.P.	110	1—1700
SD-6'	6	63	1/2 H.P.	110	1—2300
SD-8'	8	89	1/2 H.P.	110	1—3000
SD-11'	8	119	3/4 H.P.	110	2—2300
SD-12'	12	133	3/4 H.P.	110	2—2300



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## INSURANCE PROBLEM

(Continued from Page 14)

in turn collect from this fund as warranted. The interest derived from the investment of these funds should be adequate to compensate the persons discharged with the fund's administration and the attendant clerical overhead incurred. This solution would eliminate the necessity of federal intervention and, in short, enable the insurance industry to take care of its own problems.

I do not for a moment wish to mislead anyone by inferring that this is purely an insurance problem. On the contrary, it is a multi-faced problem which is not only social and economic, but an insurance problem as well. I must restate there is no simple solution, however. If people are reasonable and capable of comprehending a problem and pull together with their combined talents, a satisfactory solution can be worked out.

In closing, you will note that I have avoided any discussion of possible federal intervention or underwriting. I have done this because I feel that I am not qualified to speak for the federal government and I am not apprised of the progress made by your directors in their negotiations. Therefore, any questions you have regarding this should be directed to the Associated Food Dealers for their reply.

### Sales or Merchandising Position Wanted

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### DAILY DELIVERY

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**WO 1-6561**

2630 RIOPELLE STREET  
(On the Eastern Market)

## AROUND THE TOWN

(Continued from Page 12)

The Detroit Association of Grocery Manufacturers' Representatives is holding its final golf outing for 1967 on Wednesday, September 13, at Glen Oaks Golf Club. **DAGMR** president, **Gordie Jacobson**, said that a big dinner will be held in the evening following the golfing. He asked that all reservations be made in advance, and that no tickets are available for golf only.

\* \* \*

**Michael Jarvis** has been appointed Detroit representative of the national accounts division of the **Jos. Schlitz Brewing Company**. He will be responsible for the brewery's sales in lower Michigan, Indiana and Ohio.

\* \* \*

The Associated Food Dealers wishes to extend our thanks and appreciation to **Spencer Meats**, and **Graubner & Associates**, both AFD supplier members, for hosting the delicious buffet dinner before our recent board meeting.

\* \* \*

**Steve Conn** president of **Steve Conn Associates**, an AFD member, and head of the Detroit Food Brokers Association, has been elected a regional director of the **National Food Brokers Association**.

\* \* \*

**Vernor's Inc.** an AFD member, has announced the appointment of **Fred Sorensen** as president and chief executive officer of the company. **Sorensen**, formerly a vice-president of Pepsi-Cola, was also elected to Vernor's board of directors.

\* \* \*

**Borman Food Stores**, operator of Food Fair and Farmer Jack stores, announced two appointments recently. **Robert Garbarino** was elevated to the position of vice-president of sales of the supermarket division, while **Dan Carpenter** was promoted to vice-president in charge of industrial relations.

\* \* \*

**Miss Anne McCarthy** of Boston, Mass. has been elected to the board of directors of **Allied Supermarkets**. She succeeds **Abner A. Wolf**, who resigned, according to **Jason L. Honigman**. (See item above.)



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Brink, Earl A. (Insurance) 962-7150  
Gohs, Inventory Service VE 8-4767  
Peter J. Kiron Agency Chicago  
V. C. Accounting, Inc. 883-7660

## BAKERIES

Archway Cookies 532-2427  
Awrey Bakeries TY 6-5700  
Bonnie Bakers 893-3260  
Farm Crest Bakeries TR 5-6145  
Grennan Cook Book Cakes TA 5-1900  
Hekman Supreme Bakers KE 5-4660  
Independent Biscuit Co. 584-1110  
Koeplinger's Bakery, Inc. JO 4-5737  
Lebanon Baking Co. 825-9702  
Magnuson Foods (Bays Muffins) FA 1-0100  
Oven King Cookies PR 5-4225  
Schafer Bakeries 833-7100  
Silvercup Bakery LO 7-1000  
Taystee Bread TY 6-3400  
Tip Top Bread TA 5-6470  
Wonder Bread WO 3-2330

## BEVERAGES

Canada Dry Corp. 868-5007  
Cask Wines TY 5-4400  
Coca-Cola Bottling Co. 898-1900  
Faygo Beverages WA 5-1600  
Mavis Beverages DI 1-6500  
National Brewing Co. WA 1-0440  
Pepsi-Cola Bottling Co. 366-5040  
Stroh Brewery Company 961-5840  
Squirt Bottling Company JO 6-6360  
Vernor's-RC Cola TE 3-8500

## BROKERS

Steve Conn & Associates 547-6900  
Continental Food Brokerage 533-2055  
A. J. Copeland Co. 342-4330  
Harris Crane & Company 538-5151  
E. A. Danielson Co. 838-9111  
DeCrick & Maurer 821-2025  
Dillworth, Inc. DI 1-5905  
Maurice Elkin & Son WO 3-9646  
Food Marketers, Inc. 342-5533  
Graubner & Associates, Inc. TA 6-3100  
John Huetteman & Son TA 6-0630  
Paul Inman Associates, Inc. BR 3-7826  
Keil-Weitzman Co. 273-4400  
Maloney Brokerage Co. TU 5-3653  
McMahon & MacDonald Co. BR 2-2150  
Marks & Goergens, Inc. DI 1-8080  
Peppler & Vibbert 838-6768  
Peterson & Vaughan, Inc. VE 8-8300  
P. F. Pfeister Company BR 2-2000  
Rodin-Hollowell (Commodities) 843-1788  
Sosin Sales Co. WO 3-8585  
Stiles Brokerage Company 965-7124  
Sullivan Sales KE 1-4484  
James K. Tamakian Co. 963-0202  
Thompson - Jackson Associates 273-8262  
United Brokerage BR 2-5401

## DAIRY PRODUCTS

Bodker Dairy Co. 533-4000  
The Borden Co. 564-5300  
Detroit City Dairy, Inc. TO 8-5511  
Fairmont Foods Co. TR 4-0390

Lee and Meta Fraser  
Gunn Dairies, Inc.  
Land O'Lakes Creameries  
Melody Dairy Dist. Co.  
Sealtest Dairy  
Trombly Sales  
United Dairies, Inc.  
Vlasic Food. Co.  
Wesley's Quaker Maid, Inc.  
Ira Wilson & Sons Dairy

## DELICATESSEN

Home Style Foods Co. (Deli.)  
Quaker Food Products, Inc.  
Specialty Foods (Deli.)

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E. J. Farrell Co.  
Eastern Poultry Co.  
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McInerney Miller Bros.  
Napoleon Eggs  
Orleans Poultry Co.

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Gelardi Produce  
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North Star Produce  
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Rose Exterminating Co.  
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## LINEN SERVICE

American Linen Supply Co.  
Economy Linen Service  
Marathon Linen Service, Inc.  
Reliable Linen Service

## MANUFACTURERS

Aunt Jane's Foods 581-3240  
Boyle Midway Company 543-3404  
Diamond Crystal Salt Company 872-3317  
Kraft Foods TA 5-0955  
Morton Salt Company VI 3-6173  
C. F. Mueller Company 357-4555  
Prince-Vivison Macaroni Co. 775-0900  
Roman Cleanser Company TW 1-0700  
Shedd-Bartush Foods, Inc. TO 8-5810

## MEAT PRODUCTS, PACKERS

Alexander Provision Co. 961-6061  
Cadillac Packing Co. 961-6262  
Crown Packing Co. TE 2-2900  
Detroit Veal & Lamb, Inc. 962-8444  
Eastern Market Sausage Co. WO 5-0677  
Feldman Brothers WO 3-2291  
Great Markwestern Packing 321-1288  
Guzzardo Wholesale Meats, Inc. FA 1-1703  
Herrud & Company 962-0430  
Johann Packing Co. TW 1-9011  
Kowalski Sausage Co., Inc. TR 3-8200  
L K L Packing Co., Inc. TE 3-1590  
Peet Packing Co. (Ypsilanti) 274-3132  
Pesckhe Sausage Co. TR 5-6710

LI 8-5799 Peter Eckrich & Sons, Inc. KE 1-4466  
TU 5-7500 Peters Sausage Co. TA 6-5030  
TE 4-1400 Pitts Packing Co. WA 3-7355  
345-4700 Sam & Walter Provision Co. TW 1-1200  
TI 6-5700 Spencer, Inc. 931-6060  
925-9505 Ruoff, Eugene Co. WO 3-2430  
UN 1-2800 Wayne Packing Co. WO 1-5060  
868-9800 Weeks & Sons (Richmond) RA 7-2525  
883-6550 Winter Sausage Manufacturers PR 7-9080  
TY 5-6000 Wolverine Packing Co. WO 5-0153

## NON-FOOD DISTRIBUTORS

Arkin Distributing Co. WE 1-0700  
Wayne County Wholesale Co. 894-6300

## POTATO CHIPS AND NUTS

Better Made Potato Chips WA 5-4774  
Frito-Lay, Inc. WA 1-2700  
Kar Nut Products Co. LI 1-4180  
Krun-Chee Potato Chips DI 1-1010  
Superior Potato Chips 834-0800  
Vita-Boy Potato Chips TY 7-5550

## PROMOTION

Bowlus Display Co. (signs) CR 8-6288  
Guaranteed Adv. & Distrib. 869-6363  
Holden Red Stamps 444-1195  
Stanley's Adv. & Distrib. Co. 961-7177

## RENDERERS

Darling & Company WA 8-7400  
Detroit Rendering Co. TA 6-4500  
Wayne Soap Company 842-6000

## SERVICES

Beneker Travel Service PR 1-3232  
Clayton's Flowers LI 1-6098  
Gulliver's Travel Agency 963-3261  
Zablocki Electric LA 6-4854

## SPICES AND EXTRACTS

Frank's Tea & Spices UN 2-1314

## STORE EQUIPMENT

Almor Corporation JE 9-0650  
Butcher & Packer Supply Co. WO 1-1250  
Crime Prevention System 962-9799  
Hussman Refrigeration, Inc. 341-3994  
Globe Slicing Co. (Biro) LI 5-1855  
Hobart Mfg Co. FA 1-0977  
Lepire Paper & Twine Co. WA 1-2834  
Liberty Paper & Bag Co. 921-3400  
Master Butcher Supply Co. WO 1-5656  
Midwest Refrigeration Co. JO 6-6341  
National Market Equipment Co. LI 5-0900  
Scan-A-Scope 823-6600  
Shaw & Slavsky, Inc. TE 4-3990  
Square Deal Heating & Cooling WA 1-2345

## WHOLESALE

Grosse Pointe Quality Foods TR 1-4000  
C. B. Geymann Company WO 3-8691  
Kaplan's Whlse. Food Service WO 1-6561  
Spartan Stores, Inc. BR 2-2744  
Super Food Services, Inc. 546-5590  
Tobacco Brands Dist., Inc. TW 3-8900  
United Wholesale Grocery 834-6140  
Wayne County Wholesale Co. 894-6300  
Abner A. Wolf, Inc. 584-0600

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# WHO'S YOUR CHOICE? FOR SALESMEN OF THE YEAR?

Retailers, you now have the opportunity to choose or nominate your candidates for representatives of the year. This is not a popularity contest. We want you to choose those representatives who you think best deserve the titles Broker, Wholesaler and Manufacturers' representatives of the year. The three chosen will be honored at the Associated Food Dealers "President's Award Banquet," to be held Sept. 19 at the Roostertail's Upper Deck. For reservations, phone 542-9550.

Broker Rep. of Year \_\_\_\_\_

Company \_\_\_\_\_

Wholesaler Rep. of Year \_\_\_\_\_

Company \_\_\_\_\_

Manufacturers Rep. of the Year \_\_\_\_\_

Company \_\_\_\_\_

Signed \_\_\_\_\_ Store \_\_\_\_\_

Fill in your nominations form and send to the AFD office at 434 W. Eight Mile, Detroit, Mich. 48220.