



# THE FOOD DEALER

*The Magazine of The Greater Detroit Food Market*

JUNE, 1967



Detroit Free Press Photo

**Mrs. Habiba Kasgorgis and her children.**

## Campaign On To Help Habiba

The Associated Food Dealers has launched a fund-raising campaign to help Mrs. Habiba Kasgorgis and her children. Pictured above they are, left to right, Sabah, Mrs. Kasgorgis, Najah, Joseph and Najah. (See story, Page 11.)

**The Sly Shoplifters — Page 17**

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# ATTENTION RETAILERS

In order to better help meet the ever-growing consumer demand for quality beverage products, Vernors is pleased to announce its "NEW ONE-STOP COMPLETE DELIVERY SERVICE" of the following products:

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Every Vernors delivery truck will now carry a complete line of Vernors . . . 1 Calorie Vernors . . . R.C. Cola . . . and Diet-Rite Cola in bottles, cans and syrups. Each truck will likewise be manned by a doubly efficient two-man team to assure you of constantly receiving fast, efficient delivery service.

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**THE PACK:** Our Code 223.  
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Phone TR 1-4000





THE FOOD DEALER

JUNE, 1967

## Death of Two Directors Stuns Association

The Associated Food Dealers of Greater Detroit were saddened, sorrowed and grieved to learn of the untimely passing of two directors. Salim P Najor, 36, owner of Lucky Strike Super Market, Detroit, was killed in an auto accident, May 20. Anthony "Nino" Ugval, 52, owner of Nino's Super Market, Detroit, died of a heart attack on June 10.

The passing of the two AFD directors, followed the tragic news of a third death involving an AFD director, that being the sudden passing of Lemy George, son of director John George, owner of Food Farm Super Market.

Najor, who was enroute to his home in Bloomfield Hills from his market, was killed in an auto accident on the Southfield Freeway, when a car of speeding teen-agers jumped the center guard-rail into the path of his car, which was totally demolished. Najor came to the United States around 15 years ago from Telkif, Iraq, a suburb of Baghdad, and immediately began working in area grocery stores.

Najor and his family had just moved into

their new suburban home. He was quite active as a member and director of the AFD, and the Chaldean-Iraqi Association of Michigan.

Surviving are his wife, Julia, and six children ranging in age from 1½ to 11 years; his mother, Zarifa; a brother Sabah, the assistant store manager; and four sisters.

Ugval, treasurer and director of the AFD, died June 10 of a heart attack. In addition to managing his successful store, he found time to be quite active in the affairs of the association. He was elected a director in 1965, and a year later became treasurer. He has been a member of the AFD since 1960. Only two months ago, Nino Ugval was the subject of a cover story in the April issue of the AFD magazine, *The Food Dealer*.

Surviving are Ugval's wife, Mae, and three children: a son, Carlo; and two daughters, Mrs. Nina Shipley, and Enza.

To the families of Salim Najor, Nino Ugval and John George, the Associated Food Dealers extends deepest sympathies and condolences.

### In Memoriam



SALIM NAJOR



NINO UGVAL

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# THE FOOD DEALER

Volume 41 Number 5

Copyright, 1967

Official Publication of  
THE ASSOCIATED FOOD DEALERS  
OF GREATER DETROIT

434 West Eight Mile Rd. Detroit, Michigan 48220  
Phone: 542-9550

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## Dixfield-Food Giant Rolls Out Wall-to-Wall Carpeting

Dixfield Food Giant Super Markets, an AFD Member, has literally rolled out the green carpet to Detroit shoppers, as it reopened its 17th store complete with wall-to-wall carpeting. It is the first major Detroit food store operator to do so. The store is located at 15438 Plymouth Road at Greenfield.

According to James LaRose, vice-president of the firm, shoppers will find this new concept of super-marketing "a pleasurable change from the regular routine of food shopping." The idea of super markets installing wall-to-wall carpeting had been experimented on the West Coast for some time, with a huge degree of success and popularity, he said.

Grand opening celebration sale for the newly carpeted Dixfield-Food Giant food store lasts the

full month of June, following which there will be a free drawing for a new Mustang and other prizes.

The predominant color of the carpeting throughout the market is olive green, with each section and aisle containing carpets with a variety of colors, coded for the particular store department, making it easy to locate merchandise.

Maintenance of the liquid absorbing carpeting is quite different than that of traditionally tiled floors. Instead of mopping and polishing floors, Dixfield-Food Giant personnel use high-powered industrial vacuum cleaners which not only cleans the carpet but absorbs any liquid which it may contain.

Only recently, the Detroit-based independent food chain inaugurated Sav-A-Fund in its Oak Park store, a new sales approach which allows customers a 2% cash discount off their food bill to be deposited into their own personal savings account. The Sav-A-Fund plan, which is available in the newly opened Plymouth Road store, has proved quite popular around Detroit.



Four buns are  
all she ever  
wants...  
so she buys

**KOEPLINGER'S**  
**4-packs**  
NATURALLY

Many, many of your customers buy food for only two or three people. They are the young marrieds whose families are still to come and the late middle-aged and elderly whose families are grown and gone. They buy a lot of hamburger and a lot of frankfurters. And they buy a lot of buns when buns are available in small packages.

That's why it pays to keep Koeplinger's 4-Packs of ham-



burger and hot dog buns in easy sight and reach. Do it for the same reason your meat department displays 12-ounce packs of hamburger, two pork chops, many other two-portion and three-portion packages.

If you are not selling Koeplinger's hamburger and hot dog buns in 4-packs, tell the Koeplinger man to leave a few of each tomorrow. You'll be amazed at how fast they move out.

ALSO AVAILABLE IN 8 PACKS



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ED DEEB

## **OFF THE DEEB END**

# Importance of Attitude

One of my favorite sayings goes thusly: "If you think big, you'll be big." Another is: "If you set limits you are automatically limited." Both can easily be applied to today's food merchants.

The one important element most often neglected by merchants operating their business is "attitude." The attitude, disposition or frame of mind of the retailer can mean the difference between average success and big success.

For some unknown reason, many of the smaller independent operators have the attitude that the world is really against them. They feel and openly state that the smaller independents simply "don't have a chance." They proceed to cite a variety of reasons, the main one being competition.

Yet if one walks into a store operated by retailer with this kind of pessimism, one can easily detect a number of things the retailer could do to improve his business and his image with his customers. If these retailers would take steps to clean up their stores, remove clutter from windows, redecorate or reorganize their stores, this in itself automatically would make a big difference, while instilling customer confidence and optimism which leads to success.

Let me cite a few examples. If many out-of-Michigan retailers can come into a new or "foreign" territory and be a big success there is no reason why the local small independents cannot be equally, if not more successful. Such operations as Lawson's, Open Pantry prove it can be done. Local convenient store chains as Quik-Pik and Johnson's Stores prove the local operators can become big successes. I might add that each unit of the above mentioned convenience operators have stores no bigger than those of smaller independent retailers.

If one needs further proof, such big supermarket operations as Food Fair, Chatham, Great Scott, Food Giant, Hamady's (Flint) and Vescio's (Saginaw) each started with one tiny store. The basic reason for their success is due to offering their customers appealing atmosphere, competitive prices, wide selection of merchandise, friendly personal service, etc.

There is another reason. That reason is attitude, or disposition, or frame of mind, whichever you choose to call it. You must have confidence that you can succeed in a big way.

If you think big, you'll be big. 'Tis such a truism!



## Five New Supplier Members Join AFD

The Associated Food Dealers wishes to welcome aboard five new supplier members. Their names, addresses and phone numbers are as follows:

**California Packing Company**, canner and distributor of Del Monte fruits and vegetables, 14620 W Eight Mile Road, Oak Park, Mich. 48237; phone 543-3055.

**Great Markwestern Packing Company**, meat packers, 1825 Scott, Detroit, Mich. 48207; phone 321-1288.

**Rodin-Hollowell, Inc.**, commodities brokerage, 7201 W Fort Street in the Detroit Union Produce Terminal, Detroit, Mich., phone 843-1788.

**Gulliver's Travel, Inc.**, travel agency, 1300 E. Lafayette, Detroit, Mich. 48207; phone 963-3261.

**Superior Potato Chip Company**, manufacturer and distributor of potato chips and related snack items, 14245 Birwood, Detroit, Mich.; phone TE 4-0800.

These new members and all AFD supplier members deserve your patronage. Refer to the Supplier Directory on Page 21 often. In fact, clip it out of the magazine and post near your phone. Inter-industry cooperation is vital for food industry harmony.

## Grocers Form Council To Discuss Industry Problems

DETROIT—The Independent Food Dealers Council (IFDC), comprised of leading retailers from all parts of Michigan, was formed June 1 by the state's retail food trade associations to discuss mutual problems and issues affecting grocers.

The newly formed council is comprised of directors of the Associated Food Dealers of Greater Detroit, and the Michigan Food Dealers Association.



*Thank You for Making Us  
Your Milkman*

**UNITED DAIRIES INC.**

**4055 Puritan**

**Detroit 38, Michigan**

Primary purpose of the council is to concentrate its efforts in the field of legislation, speaking out on various state and national bills affecting grocers and the entire food industry, it was jointly announced by the IFDC.

Council members from the Detroit area will include AFD officers Alex Bell, Edward Deeb, Michael Giancotti, Donald LaRose, Salim Sarafa, Allen Verbrugge and John Welch.

Outstate members include Sidney DeVries of Grandville; Les Gruber, Monroe; Theodore Mansour, Flint; Glen Martin, Pinconning; Harry Veldkamp, Grand Rapids; and Don E. Taylor, Lansing.

### Store Equipment For Sale

42-foot Hussman meat counter; 20-foot Tyler 3-deck dairy case; Bar B-Q King machine; National Cash Register; double duty sink; 8-foot ice cream freezer; time clock with gravity coils; 1½ horsepower low-temperature blower coil and other miscellaneous items. Phone Ray 42-foot Hussman meat counter; 20-foot Tyler at 675-0600.

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SUSTAINING MEMBER

## THE PRESIDENT'S CORNER

# How Small Retailers Can Help Themselves

By MIKE GIANCOTTI

With the success of local, and some out of Michigan convenience stores doing business throughout greater Detroit, there is no reason why the smaller grocery stores cannot have equal if not greater successes.

A small corner grocery or so-called mom-and-pop stores can initiate many things to improve their stores and business climate. Here are a few things they can do to help themselves:

1—Maintain a neat, clean and orderly place of business. Shoppers love pleasant atmosphere which gives them that "I-want-to-come-back-again" feeling. It shows customers that the retailer cares enough about them to want to do this.

2—Through training of employees, and by example, establish a program of courtesy with your customers. They like to feel wanted and important just as you do. Carry



Gianscotti

this courtesy program to various food and beverage representatives or salesmen who call on your stores. It doesn't hurt you to be courteous.

3—Carry quality merchandise which your customers will buy, rather than only what you want to sell them. Give them as wide a choice as room in your store and your shelves permit. The more items you carry, the less likely they are to shop elsewhere.

4—Stock attractive meats and produce departments. Carry quality meats, making sure they are fresh and well-trimmed. Spend more time in building a better looking produce department. Handle all of these delicate products with care, making sure they are attractively displayed to sell, while increasing your volume.

5—Re-examine your pricing structure in all store departments. You find in some cases you can reduce prices of everyday items, making you more competitive with the store across the street. Growing number of discount stores makes it imperative for you to be competition conscious.

6—Keep accurate sales and expenses records, helping you to maximize your profits. Know what each department should do volume-wise, or make surveys to learn exactly what they do today. This will assure you that you are not losing money, and have a proper product mix. Smaller grocers too often fail to keep accurate records of sales, expenses and profits for each department. (Roughly speaking, groceries should comprise 67% of total sales; meats, 25%; and product, 8%. Keep in mind groceries is divided between food and non-food items.)

7—Take steps to improve your operation both in regards to store layout, and service. Once you have done this re-examine your labor costs and productivity of employees. (Again, roughly, one national store average survey revealed there should be approximately \$32 in sales in comparing productivity for all hours worked by all employees.

When you have checked all the above, you open tremendous opportunities for increasing the efficiency of your store and your profit-and-loss picture.

These are steps that you, yourself, can and should take regularly. No longer can you open a store, stack some merchandise on the shelves and expect to be a success.

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ALLIED MEMBER

## AFD Launches Fund Campaign for Jubrail Kasgorgis Family

The Associated Food Dealers of Greater Detroit has launched a fund-raising campaign to help provide financial assistance for the family of Jubrail Kasgorgis.

Kasgorgis, a grocer and former member of AFD, the independent grocers association, was stabbed to death in his store April, 1966, leaving behind his wife and four children.

It was his death which sparked the association to appeal to the mayor and Common Council to raise policemen's salaries, and hire 1,000 additional police to the force.

Left behind were Kasgorgis' widow, Habiba, 27; sons Sabah, 11; Najah, 8; Joseph, 6; and a daughter Najat, 7. They live today in a \$50-a-month gray brick house at 7440 Third, Detroit, on \$64 Social Security a month and \$94 Aid to Dependent Children every two weeks.

Edward D. Deeb, AFD executive Director and coordinator of the fund-raising campaign for the grocers, said the Kasgorgis family can use clothing, furniture, toys and some appliances, which cannot be purchased with the family's present budget.

"The association has been doing all it can to help Habiba and her children, but this is not enough," Deeb said, "It is a sad sight."

They are peace loving, innocent people who would never hurt anyone, Deeb continued. "The result of crime in this case, and all cases, is pure tragedy and full of sorrow."

Persons interested in contributing to the campaign to "Help Ha-

biba," are invited to contact the AFD at 434 W Eight Mile Road, Detroit, Michigan 48220; or phone 542-9550. All contributions are tax deductible.

### Invitation to Manufacturers & Brokers

All brokers and manufacturers are cordially invited to submit to The Food Dealer new product news and merchandising ideas for publication. And remember, low cost, hard-hitting advertising in The Food Dealer reaches your Detroit area independent grocer customers.

## Store Decor Coordination – Interior and Exterior CUSTOM DEPARTMENT DESIGNING

Hollywood Supermarket – Troy



Verbrugge's – Grosse Pointe



Louis Lubeski, Interior Designer



Bill Everett, Factory Representative

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"Almor Corporation did a fine job on the Interior and Exterior of our new store. We are well pleased."—Jay Welch.

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**MAKES YOU**

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## The Sounding Board

To the AFD:

This is to acknowledge with sincere appreciation the Associated Food Dealers of Greater Detroit's resolution endorsing our NBD Check Guarantee Plan.

The success of our card is related directly to the favorable response of your merchant members, and we appreciate this significant measure of support.

**Robert M. Surdam, President  
National Bank of Detroit**

I would like to express my delight at having the privilege of having seen the May 1967 edition of *The Food Dealer*—the magazine of the Greater Detroit food market. This edition was forwarded to me from another division, but at this time I would like to request that I be placed on your mailing list to receive the magazine each month.

**R. D. Bertotti, DVM  
Director, Bureau of Food  
Sanitation Inspection  
Detroit Dept. of Health**

Thank you for the very nice comments which you made in the recent issue of *The Food Dealer* regarding my program and the receipt of my Superior Service Award. I am very thrilled to have received the award as I realize that it was a wonderful honor.

However, I am well aware that it was made possible by the help of many people. It would have been impossible for me to have had any success on the many projects which we have attempted through our marketing program without the loyalty, cooperation and service of groups such as the Asso-

ciated Food Dealers. I am sincerely grateful and hope you will thank each of your members for their belief in our program and for their support.

**Mrs. Marjorie A. Gibbs  
Consumer Extension Agent,  
Michigan State University**

## Retailers Again To Choose Salesmen Of Year Winners

The Associated Food Dealers of Greater Detroit will again submit their ballots for their selection of the annual "Salesmen of the Year" award recipients. (See ballot, Page 15, this issue of *The Food Dealer*.)

The award winners will be honored at a banquet in September, the date, time and place yet to be announced. It is the second such campaign by the AFD to honor those salesmen who contribute to assisting retailers in better promoting and merchandising at the retail level.

Retailers are asked to fill in the ballot and mail to the AFD office right away.

## Still Time to Make Reservations For National Retailers Convention

Associated Food Dealers' director Alex Bell, who also serves as chairman of the National Association of Independent Food Retailers, has announced there is still time to make reservations for the annual convention. This year's convention will be held at Miami's fabulous Fontainebleau Hotel, July 30-Aug. 3. Cost of the total package, including four nights and five days, is \$205. Bell said, it includes round-trip air transportation. Those interested in making reservations are asked to phone the AFD office, 542-9550.

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*Good Service*

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ALLIED MEMBER

**THE BELL RINGER****Those New Mini Skirts Not Too Modest**

By ALEX BELL

To correct any misunderstanding, we would like to state right here, that this column is, and never has been, censored or ghost written. Any opinions you read here are my own. We might steal a few items here and there, but we hope you enjoy them. Once there was a brief, but true, squib which was ghost written, and ever since we swore off ghost writers.

\* \* \*

We heard about a guy who became a bone surgeon because he had the head for it.

\* \* \*

Fashion Note to gals who wear slacks or ski pants: "It's the fabric, the look, the fit, the workmanship that count. Pants are very difficult. Nobody's fanny is in the same place."



Mr. Bell

\* \* \*

We have learned how Mike G. financed a recent trip to Las Vegas: He absconded with the collection he made

for the SSS Fund. (Edeebnote: How far can you go on 6 cents?)

\* \* \*

Hey Sarafa, instead of Saline how about Secaucus? The first 10 letters I receive telling Salim where Secaucus is, we will send you a free membership in the SSS Club.

\* \* \*

You ask us what we are doing about crime in the streets? We are staying off the streets at night so we won't get hurt!

\* \* \*

These new mini skirts the gals are wearing are very mod but not too modest. (Edeebnote: Oh no, Alex, how corny can you get?)

\* \* \*

Inflation Note: Liquid phthalic anhydride is now 14 cents a pound. We don't know what it is and we cannot even pronounce it, but it is just another of

(Continued on Page 20)

**WHO'S YOUR CHOICE?**

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 in Sept.

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.



## Around the Town

AFD director Guido Saltarelli, head of the 6-store People's Super Markets operation, Pontiac, is resting in St. Joseph's Hospital, Mt. Clemens, following surgery. We know he wouldn't mind hearing from his many food friends.

\* \* \*

The AFD herewith expresses sincerest thanks to Abner A. Wolf, Inc. for providing the refreshments at our recent General Membership Meeting, which featured Wayne County Prosecutor William C. Cahalan as the main speaker. At the same time we wish to thank the National Cash Register Co. for the use of its auditorium.

\* \* \*

It's good to hear that Ray Duttmers, vice-president of Spartan Stores, an AFD member, is up and around again following surgery.

\* \* \*

Joseph Bartush, son of Mr. and Mrs. Addison Bartush, of Shedd-Bartush Foods fame, an AFD member, was the recipient of the highest honor in high school forensics recently. Young Joe, a graduating senior at Detroit's Austin High, excels in oral interpretation.

\* \* \*

Don Spaulding has been appointed a sales representative for Graubner & Associates, an AFD broker member. Welcome to the food field, Don.

Carl Tringali, former owner of Park Super Market, and an AFD member has sold his store after 34 years in the business. His brother, Charlie is still in the business at Food Town Market, on Kercheval. New owners of the Park Super Market are Sam Yolando and George Jarjosa.

\* \* \*

Ron Kowalski has been named vice-president of industrial and labor relations for Kowalski Sausage Company, an AFD member, it was learned recently. Ken Kowalski was named assistant secretary-treasurer. Dennis Fielding was promoted to the newly created position of controller. Making the announcements was president Stephan Z. Kowalski.

\* \* \*

Don Falconer, former Michigan district general manager for Sealtest Foods division of National Dairy Products, an AFD member, has been elected a vice-president and general manager of Sealtest's Great Lakes division.

\* \* \*

Following a recent robbery in which AFD member Ben Rubenstein of Beechwood Market was stabbed, requiring 33 stitches, he has decided to leave the grocery business. Three thugs attacked him.

(Continued on Page 20)

The Sausage with the Second  
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ALLIED MEMBER

# Sly Shoplifters and Their Methods

By ROY ANDERSON

Security Officer

Chatham Super Markets, Detroit

Before you can stop a shoplifter you must be able to spot him, or her, since chances are it will be a woman. The only way to do this is to know what you are looking for. The techniques used by these pilferers vary greatly, from the amateur placing an item in his pocket, to the professional with the hollowed-out book.

It would be impossible to relate all these methods in this article or even in several volumes. Therefore, I will discuss only the most obvious ones that effect the retail food dealers. As new packages and new products are introduced, shoplifters develop new and ingenious ways to steal them. Here are a few of the methods used.



ANDERSON

**CLOTHING** makes the shoplifter successful. Voluminous and loose-fitting clothing is capable of concealing all kinds of articles. Be suspicious if a person wears large baggy clothing, especially in warm weather.

**LARGE PURSES**—a customer enters a market with paper bag in purse, fills bag with merchandise and walks through unused checkout stand. If questioned she assures clerk that she has already been checked out, and, may even have a previous tape to make it more legitimate.

**PURSE IN CART**—beware of the shopper who keeps her purse open and her change in her hand. When she finally checks out, there's no need for her to open her purse.

**BABY CARRIAGE OR STROLLERS**—merchandise disappears into diaper bags, blankets, folded hood under baby. If a false bottom is used, you've got a real professional.

**CEREAL BOXES**—newly developed, easy-close tops, are a great bonus to shoplifters. Boxes are emptied, cigarette cartons or other items placed inside. Smaller items fit inside without disturbing the contents, same holds for potato chip boxes or cans.

**PRODUCE BAGS**—shoplifter brings own crayon and stapler. The possibilities are obvious.

**RETURNED MERCHANDISE**—customer places item in her purse, and later at the checkout stand asks credit for it, explaining that someone in her family bought the item by mistake. If you don't

refund, she takes the merchandise. If you refund—either way you lose.

**HOLLOWED-OUT BOOKS**—the mark of a pro. If you see a shopper carrying books trip after trip, you might want to keep an eye on him.

Expensive tea often disappears into purses or even coat pockets. The shoplifter simply opens the package, pours the contents in and replaces the package on the shelf.

Switching labels and bottle caps as well as putting more expensive merchandise in cheaper cartons, i.e., butter for margarine, has proven popular.

Some conceal merchandise between the legs under a skirt. A professional shoplifter can conceal as much as four cartons of cigarettes, a ham, 10 lbs. of meat, a dozen pair of nylons and other articles under her skirt, clamped between her legs and walk out without arousing suspicion. One female was actually apprehended with a portable radio between her legs.

**HOOKS CONCEALED IN COAT**—the shoplifter simply lines his coat with hooks and hangs the merchandise on these hooks and closes his coat.

**DOUBLE TROUSERS OR SKIRTS**—the undergarment has elastic bands clamping them to the body and the merchandise is dropped into the clothing. The outer clothing reveals no bulges or noticeable bulkiness.

**THE HAT TRICK**—hat is lifted and small items placed under it.

**PAPER TOWEL ROLLS**—small drug items such as alka-seltzer, vitamins, etc., are inserted in the roller and the end paper replaced.

As stated earlier it would be impossible to relate all the techniques used by shoplifters, but the few I outlined above are a sampling of both the new and the old techniques.

The next problem is WHO is the shoplifter? Shoplifters come from all walks of life. The housewife, the juvenile, the professional man or woman, the society matron, and the criminal. Age is no criteria, from five to eighty-five.

What do they steal? Anything that is not nailed down and in some cases they bring their own hammer. The most common items, in relation to frequency are, health and beauty aids, fresh meats, cigarettes, various non-food items (phonograph records, and hosiery being among the favorites), and candy.

Shoplifters are most active during your busy hours—3 p.m. to 6 p.m., and on your peak volume days, Friday and Saturday

(Continued on Page 20)

## TAX TOPICS

# Comments on the Fair Labor Act

By MOE R. MILLER  
Accountant and Tax Attorney

Effective February 1, 1967, amendments extended the fair labor act to more workers, more retailers, and more service enterprises, and increased the minimum wage for employment already subject to the act.

The Basic Wage and Hour Standards must be placed into two categories:

### I—Previous Employment, Prior to Feb. 1

A—Establishments with an annual gross sales volume of one million dollars, or more, prior to February 1, 1967.

B—Minimum wage of \$1.40 per hour beginning February 1, 1967; \$1.60 per hour beginning February 1, 1968.

C—1½ times the regular pay rate, in excess of 40 hours in a work week.



MILLER

### II—New Employees, After Feb. 1, 1967

A—Markets or businesses with an annual sales volume of at least \$500,000.

B—Rates of wages: \$1 per hour beginning Feb. 1, 1967; \$1.15 beginning Feb. 1, 1968; \$1.30 beginning

Feb. 1, 1969; \$1.45 beginning Feb. 1, 1970; and \$1.50 beginning Feb. 1, 1971.

C—Overtime: 1½ times regular rates over 44 hours; 42 hours beginning Feb. 1, 1968; and 40 hours beginning Feb. 1, 1969.

### Observations and Comments

1—If the annual gross sales volume will be at least \$250,000 beginning Feb. 1, 1968, you will be subject to the Wage and Hour Law under the Act.

2—The act will not apply to any establishment which has as its only regular employees, the owner, his spouse, parents, or children, or other members of the owner's immediate family.

3—Included under the act are office personnel, certain departmental managers, maintenance, and all other employees with certain exceptions.

4—Exemptions—Some employees are excluded from the minimum wage or overtime provision, as executives, administrative personnel, outside salesmen, store managers, department managers (who have at least two fulltime employees in his depart-

*(Continued on Page 19)*

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(On the Eastern Market)

ment under his control). Employers should check carefully the terms and conditions of any exemptions which they seek to use.

5—Learners, apprentices, handicapped workers, and fulltime students employed in retail or service establishments, under certain circumstances, may be paid special lower minimum wage rates provided that special certificates are first obtained from the Division's Administrator.

6—The law does not require extra pay for Saturday, Sunday, or holiday work, nor does it limit the number of hours of work for persons 16 years of age or over. It is advisable to check the Child Labor Provision.

7—A two-year statute of limitation applies to the recovering of back wages; if there is a willful violation, there is a three-year statute of limitation.

If you have any doubts regarding the act, con-

tact Wage and Hour Public Contracts Division, 16641 E. Warren, Detroit, Mich. 48224; (phone 881-9755); or phone your association office, 542-9550.

## Have Any Tax Questions?

If you have any questions concerning taxes or related problems, drop a note to Mr. Miller care of *The Food Dealer*, 434 W. Eight Mile Rd., Detroit, Michigan 48220.



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### Retailer Seeks Meat Trainee

Big volume independent grocer seeks man to train as a meatcutter. Good East Side location. For further information, phone Alex at TU 2-2530.

# Now . . . Group Blue Cross Available to Retailers

For those grocers who don't know it already, Blue Cross-Blue Shield Insurance at low group rates is available to all grocer members of the Associated Food Dealers of Greater Detroit. The AFD is the only grocery association in Michigan which offers the comprehensive Blue Cross program.

For those members who are not on the Blue Cross hospital insurance plan, call the AFD office so we can explain how you can participate. To those grocers who are not yet members of the Associated Food Dealers, call our office at 542-9550 to join our association and be eligible for Blue Cross Coverage.

### MEMBERSHIP APPLICATION

Store Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

Owner's Name \_\_\_\_\_

Do you wish Blue Cross Coverage?

Yes ☐ No ☐

### An Invitation to Join A. F. D.

Through membership in the Associated Food Dealers of Greater Detroit, you can enjoy wide benefits designed to bring recognition to the independent grocers in the community. In addition, such services as Blue Cross and all types of general insurance, linen program, coupon redemption program are available. Call and let us tell you about them.

**ASSOCIATED FOOD DEALERS**

434 W. Eight Mile Rd.

Detroit, Mich. 48220

Phone: 542-9550

## ALEX BELL

(Continued from Page 15)

our services to our public. (Edeebnote: It is used in making plasticizers, how stupid can you be?)

\* \* \*

The Legs of Some Broads in mini skirts remind us of cocktail olives on a toothpick.

\* \* \*

Note to Deeb: On the collections we made for the first SSS Fund, we blew that on a bottle of Miller's High Life!

\* \* \*

We understand that the U.S. Government is trying to trade 400 F-111 Spitfire planes for Moshe Dyan so they can send him to clean up Vietnam.

\* \* \*

Don't laugh at the guy who is living in the past, as he is living cheaper.

\* \* \*

On a recent trip to Lansing with Giancotti, who was driving, and Allen Verbrugge, we had Mike's son Mickey along. It was a good thing that Mickey is a good navigator, otherwise we could have wound up in Chatanooga. Thanks for getting us home safe, lad.

\* \* \*

Start making plans for the NAIFR convention at the Fountainbleu Hotel in Miami Beach, July 30 thru Aug. 3. The plane fare round trip is \$115.61, plus 5 days and 4 nights, plus meals at the hotel for \$90. It is a real deal at a total of \$205 per person.

\* \* \*

On a recent trip to attend Leo Green's affair at the Latin ¼ in New York, Leo told us that the reason the air conditioning was not turned on was that the show girls might get a cold in their chests. And, if you have ever seen a Latin ¼ show, these gals do have chests.

\* \* \*

Note to our old girl-watching buddy, Max Shaye: This is the place to watch.

\* \* \*

My accolade of the year, from Walter Shamie: "Hello, Editor."

\* \* \*

Everybody knows Twiggy, the model with the two backs. Well, we understand she is now wearing a training bra.

\* \* \*

Our Child Bride, the gal we have supported (?), or vice-versa, is getting real sharp. On our 30th wedding anniversary we were telling some friends that we had given her the best years of our life. She came back very fast with: "I did not want the best years, all I wanted was two good nights." Call for Dr. Coppolino.

On our 30th Wedding Anniversary we had some bad luck. The artificial flower we bought for our roommate, died. (No, I am not cynical.)

\* \* \*

Note to Bubble Bath: Sex is at present more in demand than ever, despite the fact that there is an ever-increasing supply. (This is an inside joke.)

\* \* \*

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

## SLY SHOPLIFTERS

(Continued from Page 17)

How can you prevent pilferage? Control should start at top-management level, and through training, down to the packer. When this is accomplished and all persons are alerted and aware of the problems and the techniques used by the shoplifter, we are on the right road toward elimination of pilfering by "customers."

A WORD OF CAUTION—do not allow anyone but management personnel to apprehend these people, and be sure you are right! If you turn your head and lose sight of the suspect, forget it, because you are then liable for false arrest suit.

Shoplifters can not only reduce your profit but has, in several instances, been the final straw that broke the camel's back and caused loss of enough money to that eventually stores had to close their doors.

Let's not only reduce this problem, but strive to eliminate it completely. It is all of our responsibility, so let us accept it and strive toward not only apprehension but conviction of the shoplifter, subsequently removing them from the scene.

## AROUND THE TOWN

(Continued from Page 16)

Mr. Rubenstein decided to go into the real estate business instead.

\* \* \*

A meeting of the board and Advisory Council of Food Information Week will be held Thursday, July 6 at 5:45 p.m. in the Howard Johnson's Motor Lodge, 2921 W Grand Blvd. The group will finalize plans for the 1967 information campaign, sponsored by Michigan State University's cooperative extension service.

\* \* \*

Fred Conrad is the new general manager of Farm Crest Bakeries, an AFD member. Mr. Conrad was formerly plant superintendent of Ward Bakeries in Chicago, a division of Ward Foods. Welcome to Detroit, Fred!

# Support These AFD Supplier Members

## ACCOUNTING, INSURANCE

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 Imman 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 4-0300

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

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 Quaker Food Products, Inc.  
 Specialty Foods (Deli.)

## EGGS AND POULTRY

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 Eastern Poultry Co.  
 Eastown Dairy Products  
 McInerney Miller Bros.  
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## FRESH PRODUCE

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 Cusumano Bros. Produce Co.  
 Gelardi Produce  
 H. C. Nagel & Sons  
 North Star Produce  
 Spagnuolo & Son Produce

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 Rose Exterminating Co.  
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 Vogel-Ritt Pest Control

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 Economy Linen Service  
 Marathon Linen Service, Inc.  
 Reliable Linen Service

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Aunt Jane's Foods  
 Boyle Midway Company  
 California Packing (Del Monte)  
 Diamond Crystal Salt Company  
 Kraft Foods  
 Morton Salt Company  
 C. F. Mueller Company  
 Prince-Vivison Macaroni Co.  
 Roman Cleanser Company  
 Shedd-Bartush Foods, Inc.

## MEAT PRODUCTS, PACKERS

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 Cadillac Packing Co.  
 Crown Packing Co.  
 Detroit Veal & Lamb, Inc.  
 Eastern Market Sausage Co.  
 Feldman Brothers  
 Great Markwestern Packing  
 Guzzardo Wholesale Meats, Inc.  
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 Kowalski Sausage Co., Inc.  
 L. K. L. Packing Co., Inc.  
 Peet Packing Co. (Ypsilanti)  
 Peschke Sausage Co.

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 Sam & Walter Provision Co.  
 Spencer, Inc.  
 Ruoff, Eugene Co.  
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 Winter Sausage Manufacturers  
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## POTATO CHIPS AND NUTS

Better Made Potato Chips  
 Frito-Lay, Inc.  
 Kar Nut Products Co.  
 Krun-Chee Potato Chips  
 Superior Potato Chips  
 Vita-Boy Potato Chips

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Bowlus Display Co. (signs)  
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 Holden Red Stamps  
 Stanley's Adv. & Distribg. Co.

## RENDERERS

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 Detroit Rendering Co.  
 Wayne Soap Company

## SERVICES

Beneker Travel Service  
 Clayton's Flowers  
 Gulliver's Travel Agency  
 Zablocki Electric

## SPICES AND EXTRACTS

Frank's Tea & Spices

## STORE EQUIPMENT

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 Butcher & Packer Supply Co.  
 Crime Prevention System  
 Hussman Refrigeration, Inc.  
 Globe Slicing Co. (Biro)  
 Hobart Mfg Co.  
 Lepire Paper & Twine Co.  
 Liberty Paper & Bag Co.  
 Master Butcher Supply Co.  
 Midwest Refrigeration Co.  
 National Market Equipment Co.  
 Scan-A-Scope  
 Shaw & Slavsky, Inc.  
 Square Deal Heating & Cooling

## WHOLESALERS

Grosse Pointe Quality Foods  
 C. B. Geymann Company  
 Kaplan's Whlse. Food Service  
 Spartan Stores, Inc.  
 Super Food Services, Inc.  
 Tobacco Brands Dist., Inc.  
 United Wholesale Grocery  
 Wayne County Wholesale Co.  
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they get better,  
and they sell better.**



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