

"Free Enterprise Resists Monopolies"



**ASSOCIATED FOOD DEALERS**  
**of GREATER DETROIT**

*Serving the Independent Grocer*

# THE FOOD DEALER

*The Magazine of The Greater Detroit Food Market*

**MAY, 1967**



This year's Keep America Beautiful campaign features a remembrance string tied around the index finger reminding citizens to "Please, Don't Litter." The Associated Food Dealers is proud to be a part of the anti-litter campaign designed to Keep Detroit, Michigan and all of America Beautiful.

**An Industry Challenge — Page 6**

# ***THE PROFIT WAY!***



***Feature One-Way  
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Ask Salesman  
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THE FOOD DEALER

MAY, 1967

## ***Prosecutor Cahalan To Address AFD Meeting***

Wayne County Prosecuting Attorney, William L. Cahalan, will address directors and members of the Associated Food Dealers at the association's General Membership Meeting, scheduled for 8 p.m., June 13 in the National Cash Register Company auditorium. (NCR is located at 2875 W Grand Blvd. at the John Lodge Freeway.)

In accepting the speaking engagement before the AFD, Cahalan said he was "eager to meet with Detroit area grocers and supermarket operators" to explain the operations of his office and discuss the increasing problem of crime confronting citizens.

Originally, Cahalan was to appear before the AFD board of directors, but because of increased interest expressed by members to hear his talk, it will be open to the entire AFD membership. Tickets will be mailed to members admitting them to the general membership meeting.

Following Cahalan's talk, a full report on the activities and progress of the Associated Food Dealers will be given, to be followed by a question and answer period, it was revealed by executive director Ed Deeb.

## ***Board of Canvassers Delays Switch To Daylight Time***

Against the advise of Michigan's Attorney General, the State Board of Canvassers delayed any change in switching the state to Daylight Saving Time at least until May 24. Michigan, therefore, will remain on Eastern Standard Time until the board decides otherwise.

On May 10, State Attorney General Frank J. Kelley advised the board to rule quickly on the matter "unless told otherwise by one of the state

courts" involved in the time disputes. He had been working with Board of Canvassers aides.

Instead of heeding Kelley's counsel, the board chose to delay certification which would have allowed Michigan workers, businesses and other clock-watchers to move up their clocks by one hour. The Associated Food Dealers of Greater Detroit had supported the move to Daylight Savings Time on the grounds that "the extra hour of doing business in daylight would reduce crimes affecting grocers."

## ***FTC Absolves Chains In Dual-Price Charge***

The Federal Trade Commission has rejected a request for an area-wide "top to bottom" investigation of alleged monopolistic and anti-competitive practices of food chains in the Washington, D.C. area. The action in effect absolved area chains of double standard pricing allegations. A consumers group, organized when supermarket boycotts were rampant, had complained to the FTC last November that shoppers in low income areas were charged higher prices for food.

FTC chairman Paul Rand Dixon, in a 6-page letter to the group, concentrated his reply to the "do-the-poor-pay-more" issue. He reported that "two studies of food pricing in the D.C. area show that chains do not discriminate in price against low income areas." He added, "Such discrimination in price as

exists results from the pricing practices of independents, large more than small, that tend to operate only in the low income areas."

## ***Marge Gibbs Cited By USDA For Extension Work***

Mrs. Marjorie Gibbs, Detroit consumer cooperative extension agent for Michigan State University, is one of six such agents to have been cited by the U.S. Department of Agriculture recently for leadership in consumer education. The USDA service award is "for responsive leadership in providing new resources for consumer education in the Detroit area, and professional leadership in her specialized task."

The Associated Food Dealers, which works very closely with Mrs. Gibbs, especially her MSU Consumer Advisory Council, extends congratulations for a job well done.

## Around the Town

Food Giant's Dixfield Super Market on Greenfield will reopen May 19 following complete remodeling. In addition to new decor and all new equipment, the store features complete wall-to-wall green carpeting, including the aisles, it was announced by **Don LaRose**, president of the firm, and chairman of the AFD. It is the first major supermarket in the greater Detroit area to feature wall-to-wall carpeting.

\* \* \*

**Keil-Weitzman Company**, an AFD member, has been named Broker of the Year for Michigan (1966) by one of the firm's principals, Freezer Queen Foods, Inc., of Buffalo, N.Y.

\* \* \*

AFD Member **George Kappaz**, of Kappaz Market, had a hard time convincing customers he ran into a hanging scale in his store when they saw his black eye. More than likely, they thought it was from his charming wife, Helen. Hmmm?

\* \* \*

AFD attorney and legal counsel **George Bashara Sr.**, and his wife, Josephine, have departed for a 3-week vacation in sunny California and a visit with their eldest daughter, Gwenn.

\* \* \*

**Lou Cohen** of Frank's Tea & Spice Company, and a member of Travel With Goren, is off to his annual six-week cruise aboard the S.S. Atlantic, to teach bridge to the travelers.

\* \* \*

April 27 was indeed a happy birthday for **Miss Kay Adams** of Chatham Super Markets, an AFD member. A couple of food salesmen presented her with a gigantic beach ball, and Harvey Weisberg's wife baked her a luscious cake (in addition to the cake provided by her employer). The AFD magazine, The Food Dealer, even got into the act, as it was the day she learned of the news item which appeared in this column in the April issue. All we can say, Kay, is to have many happy returns for years to come.

\* \* \*

**Stiles Brokerage Company**, an AFD member, has moved to new and larger quarters at 954 Buhl Building, Detroit. The phone is 965-7124.

\* \* \*

The following ad appeared in the Detroit News recently. Signed by the **Detroit Police Officers Association**, it reads: "How many robberies does a

(Continued on Page 14)

## THE FOOD DEALER

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**THE ASSOCIATED FOOD DEALERS  
OF GREATER DETROIT**

434 West Eight Mile Rd. Detroit, Michigan 48220

Phone: 542-9550

•

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**CHARLES HARRIS**, Advertising Manager  
**SALLY ANN YAGO**, Office Secretary  
**BETTY NASSO**, Insurance Secretary

•

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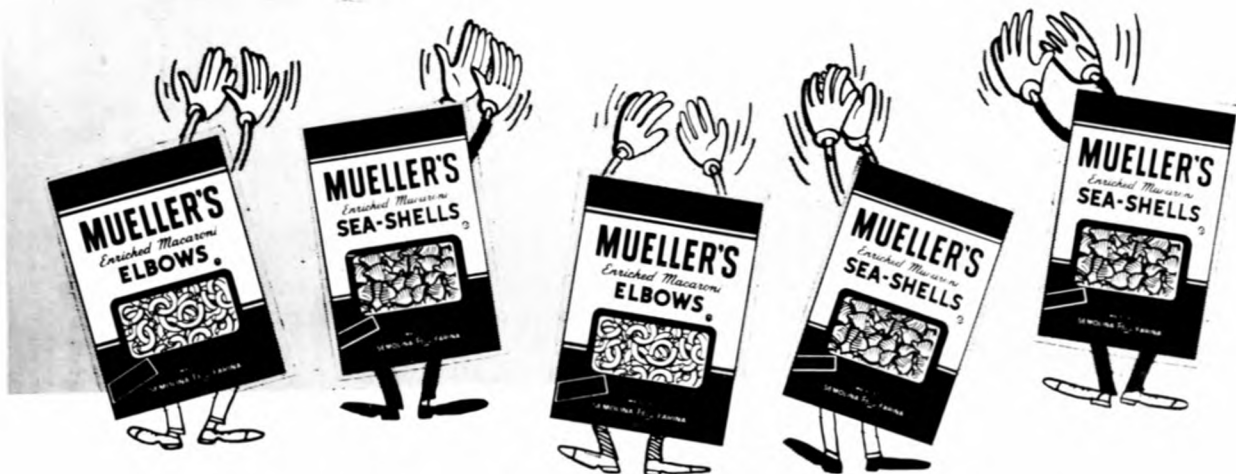
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**RADIO**  
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ED DEEB

## **OFF THE DEEB END**

# An Industry Challenge

The Associated Food Dealers is dedicated to inter-food industry cooperation in every way, at every level, at all times. As spokesman for nearly 1900 independent food and beverage store operators in greater Detroit and southeastern Michigan, we certainly are doing our share to elevate our industry while speaking out in behalf of the people working or doing business in this important industry.

For some reason or another, most of the food trade associations or organizations are socially oriented. Sure, they meet socially to enjoy the fellowship of their counterparts in their organization. When it comes to real progress to discuss various problems and issues affecting their segments of the industry, there seems to have developed a "we-don't-want-to-get-involved" attitude.

We of the Associated Food Dealers feel the time has come for ALL food organizations to begin working together in an effort to solve various problems, whether they be in the form of state or national legislation, or a round-table discussion to air out a situation which may have developed.

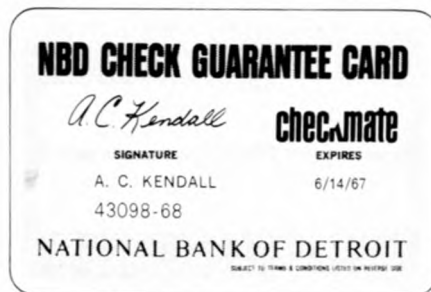
The AFD has formed an active Food Council to work in cooperation with every association, organization or individual in the State of Michigan. You can count on us being a working member of the team, while pledging ourselves to the service of not only our members, but the entire industry as well.

We herewith invite the president or officers of all food groups and publications to hop on the bandwagon to inaugurate meaningful programs to the mutual benefit of every person employed in our industry—our nation's largest industry bar none! You can count on the AFD, and we want to count on you.

We're talking principally of the Detroit Association of Grocery Manufacturers Representatives, the Detroit Food Brokers Association, the Food Industry Council of the Board of Commerce, the Michigan Food Dealers Association, the Grocery Manufacturers Representatives of Eastern Michigan, the Lansing Area Grocery Manufacturers Representatives, the Grand Rapids Grocery Manufacturers Representatives, the MSU Consumer Advisory Councils, all food companies, and the like.

The time has come for every individual and every food organization to carry the businessman's ball forward toward progress and accomplishments, and save the dancing for the social functions. Please join us.

# coming attraction



You'll be seeing a lot more of this NBD Check Guarantee Card. It'll help you with your check cashing problems.

It's part of Checkmate, a new exclusive banking service from the National Bank of Detroit: the second most important name on the checks you cash.

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## The Sounding Board

To the AFD:

We are enclosing our check for \$50 supplier membership in your fine organization and look forward to many years of productive association with one another. Continued good luck to you and your people for the years ahead.

**James K. Tamakian**  
**James K. Tamakian & Co.**  
**Detroit**

I do want you to know how much I appreciate your warm wishes on my selection as one of Detroit's Top Ten Working Women. Many thanks.

**Mrs. Mae Derdarian**  
**United Community Services**  
**Detroit**

Enclosed please find our check for membership in the Associated Food Dealers of Greater Detroit. We at Foodland are pleased to become a member of your organization. We look forward to the benefits that your organization offers us and will be pleased to support and cooperate with your programs.

**Roy J. Kerscher**  
**Foodland, Inc.**  
**Dearborn**

## *Betty Furness Succeeds Mrs. Esther Peterson As President's Consumer Aide*

WASHINGTON — Betty Furness, the woman whose television commercials for refrigerators made her famous, will begin peeking into the nation's ice-boxes in her new role as Consumer Advisor to President Johnson. She succeeds Mrs. Esther Peterson, who remains in the nation's capitol as assistant secretary of labor.

The 51-year-young Miss Furness is a widow and grandmother, yet a symbol of glamor whose rank in government is almost cabinet level. Says President Johnson: "She brings to this new position an advantage that few other Americans possess. Because of her background, her dedication, and her abilities, I am convinced that Miss Furness will provide effective representation for millions of American consumers."

The Associated Food Dealers of Greater Detroit agrees, and extends to Betty Furness best wishes for success in her new position.



## State House Approves Bill To Require Detroit Council Wards

LANSING—The Michigan House of Representatives voted May 12 to require that members of the Detroit Common Council be elected on what amounts to a "ward basis." The surprise proposal, passed as an amendment to another bill, would scrap the 37-year-old system of electing the nine-man Common Council members at-large. In effect, it calls for electing one councilman each from separate districts of equal population.

No date was set in the bill calling for election of the first council from the new districts. Neither was there any stipulation on the number of seats.

Passage of the bill followed the House approval of a similar bill providing for election of the seven-member Detroit Board of Education from single-member districts of equal population. Enactment of the two measures is sure to guarantee a shake-up of

the council and school board, since some members live in the same areas of the city.

Sponsors of the House Bill were Reps. Jackie Vaughn III and James Del Rio, Detroit Democrats. They predicted that passage of the bill would assure more Negro representation on the council. Rep. Harold Stevens, the city's only Republican legislator, was the only dissenter among the 14 Detroiters who voted on the council redistricting plan.



*Thank You for Making Us  
Your Milkman*

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**4055 Puritan**

**Detroit 38, Michigan**



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.

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 Distributor of Kraft Products  
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 Variety of Offal & Smoked Items

### DAILY DELIVERY

Call us or stop in and pick your own

**WO 1-6561**

2630 RIOPELLE STREET  
 (On the Eastern Market)

## Area Retailers Are Winners In Diet-Rite Sweepstakes

Seven Detroit area retailers, most of them members of the Associated Food Dealers, were prize winners in the recent Diet-Rite Cola Ice-Breaker Sweepstakes.

Nick Kroon of Howell, was one of 5 second-place winners of a Westinghouse refrigerator or portable dishwashers. Tony Alfonsi of Detroit, and Stanley Wishaw of Novi were two of the 50 third-prize winners of a portable television set. Mrs. Lawrence Rabi-deau of Ann Arbor, Seymour Kory of Highland Park, Jack Crothers of Howell, and William Blaylock of Pontiac were among the fourth-prize winners of a Westinghouse hair dryer.

The AFD extends congratulations to all of you.

### Retailer Seeks Sales Position

Former grocer desires full or parttime job with broker, wholesaler or retailer. Phone Morris Limond 543-1891, or write to 17581 Monica, Detroit, Mich. 48221.

# 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

## ***National Assn. Convention All Set For July 30-Aug. 3 At Miami's Fontainebleau Hotel***

Associated Food Dealers' director Alex Bell, who also serves as chairman of the National Association of Independent Food Retailers, has announced that a complete package deal is available to all AFD members and other food people desiring to attend NAIFR's annual convention in Miami's fabulous Fontainebleau Hotel, July 30 through August 3rd.

Cost for the total package, including four nights and five days, is \$205, according to Bell. Broken down, it comes to \$90 for the hotel (which includes two meals per day and cocktail parties), and \$115 for round-trip jet air transportation.

Chairman for this year's annual confab is Dave Deerson, who heads the New York State Meat and Food Dealers Association. Interested persons should phone the AFD office (542-9550) for reservations.

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Can Process Your Coupons  
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## **Detroit Veal & Lamb, Inc.**

Quality Veal — Lamb — Mutton

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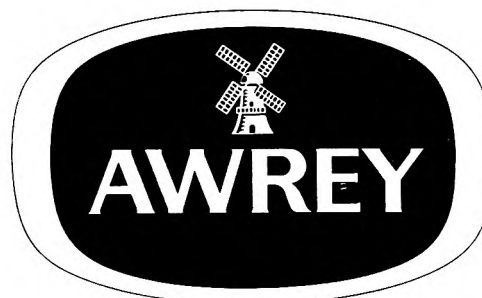
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and Lamb Plant under  
U.S. Government Inspection***



# **We go to a lot of weddings**

and no wonder! We provide brides with 93 different styles and sizes of wedding cakes to choose from. Thoughtfulness like this makes *your customers* think well of you—and Awrey.



SIGN OF GOOD TASTE

## Association Reveals Plans To Study Coupon Handling Costs At Detroit Brokers Meeting

In an appearance before the Detroit Food Brokers Association April 27 at Larco's Restaurant, officers of the Associated Food Dealers revealed plans are currently being launched to increase coupon handling fees received from manufacturers who use coupon promotions. Presently, grocers and super-market operators receive 2-cents for handling of each coupon.

Appearing before an enthusiastic audience of DFBA member-brokers, representing 42 food broker houses, AFD officers and directors outlined to their broker-partners the various problems being encountered in distribution at the retail level, and the work being done to correct these problems.

During the question and answer period which followed, an interesting discussion took place on the problems of bad checks and the work being done by the Associated Food Dealers to encourage issuance of "guaranteed checks" by local banks.

The AFD officers informed DFBA members of the meetings held with local banks and the Detroit Clearing House Association last year urging bankers to assist retailers in taking definite steps to reduce the number of bad checks floating around in Michi-

gan, presently amounting to more than \$3 million per month. The AFD urged banks to:

- 1—Screen carefully potential or new checking account customers, for which banks are keenly competing;
- 2—Issue identification cards with photographs of users;
- 3—Open longer hours to accommodate shoppers.
- 4—Endorsement of Detroit Bank & Trust Company's "Bancardchek," and likely endorsement of National Bank of Detroit's "Checkmate," both guaranteed check plans.

In addition, the AFD urged Detroit brokers and their association to become more active in problems of legislation and distribution, while working together on the same team to speak out on problems affecting all segments of the industry.

AFD officers and directors who attended the lively session included Mike Giancotti, president, of Auburn-Orchard Super Markets; Don LaRose, chairman of the board, of Dixfield-Food Giant stores; Jay Welch, executive committee, of Hollywood Super Markets; Ed Deeb, AFD executive director; Salim Sarafa, first vice-president; of Big Dipper Super Market; Allen Verbrugge, second vice-president, of Verbrugge's Market; Carl Licari, third vice-president, of LeCari's Super Market; Nino Ugval, treasurer, of Nino's Super Market; Harvey Weisberg, director, of Chatham Super Markets; and Alex Bell, trustee, Village Food Market.

At this time, the AFD extends hearty thanks to president Steve Conn and members of the DFBA for a truly enjoyable evening.

### How Profitable Is Your Dairy Department ?

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ANALYSTS CAN HELP YOU  
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## TAX TOPICS

# How To Avoid Taxes When Liquidating

By MOE R. MILLER  
Accountant and Tax Attorney

The Legal gymnastics formerly necessary to escape being taxed twice on the same liquidating sales of a corporation, can now be largely avoided by following the code's road map for 12-Month Liquidation.

### How 12-Month Liquidation Works

If a corporation adopts a plan of complete Liquidation, and within 12 months immediately following the adoption of the plan, all its assets are distributed in complete liquidation, then neither gain nor loss is recognized to the corporation from the sale of its property by it within the 12-month period.

Example: A corporation owns one building, the book value (which is the cost, less depreciation) is \$50,000 and sale price of said building is \$100,000 for a profit of \$50,000. Rather than have the corporation pay a tax on the \$50,000 profit and the stockholders again pay a tax on liquidation, it is advisable for the corporation to adopt a 12-month liquidation plan. This avoids paying the corporate tax and the profit is only taxed to the individual stockholder.



MILLER

### Difference Between Liquidation Plans

(A) 1-Month — The assets on liquidation are not sold, but withdrawn and held by the stockholder at its original cost or book value, whichever is lower.

(B) 12-Month — The assets in the corporation are sold and you want to avoid a double tax, once by the corporation and again by the stockholder.

Sales and liquidation distributions made by a corporation may result in ordinary gain to the extent the gain is attributable to recaptured real property or personal property depreciation. This gain is recognized by the corporation, despite the general principal of not recognizing gains realized by the corporation within a 12-Month Liquidation.

The regulations allow only amounts owed to creditors to be set aside for payment after the 12-month period, not amounts due to shareholders by reason of their stock ownership. In other words, all assets, with the exception of the amount due creditors, must be distributed within the 12-month liquidation period. Liquidation in and of itself is confusing. A day's delay can result in a double tax burden, thus it is advisable to consult with your accountant and attorney prior to disposing of any corporate assets.

### 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.*

**"In Tune With The Grocers Needs"**

**Melody Dairy Company**



16247 Hamilton Ave.

Highland Park

Phone 868-4422

## AROUND THE TOWN

(Continued from Page 4)

police officer stop ' Take him away and find out. You are losing Detroit policemen every day. Better police protection costs very little. Just \$4 a year per citizen." (Editor's Note: The AFD has supported the plea for higher salaries and more police for two years now, and is in full agreement with the DPOA.)

Word has it that AFD director and columnist Alex Bell has been conducting meatcutting classes in his Grosse Pointe store, Village Food Market. Specializing in the wide variety that he does, it is with no wonder. Any takers, Acey?

June 1st is the last day for Mrs. Sally Yago, after serving for over 5 years as chief office secretary for the Associated Food Dealers. The reason: Sal is going to have a baby! The AFD directors and members joins Ed Deeb in extending best wishes to "our gal Sal" and her new career as mother. We'll miss you.

Featured in a Detroit News article recently, AFD retailer Art Olenzek of Art's Party Store on Myrtle Street expressed serious concern over increased crime affecting his store. Olenzek, 48, who has been held up four times in the last three years, now closes earlier than ever, at 6:30 p.m. He recently shut his

store for a week, in disgust, but reopened because "You've got to live," he said.

The AFD recently queried the Central Business District Association on why more women from the food field are not honored in the organization's annual "Salute to Women Who Work" campaign. The last time women of the food industry were cited was in 1959, when Miss Winifred Eliason of Greenfield Restaurants and Mrs. Shirley Williams of Fred Sanders Company were saluted. The AFD certainly hopes that more women of the food field will be cited in the future.

Obituary: Arthur J. Ketelhut, 54, owner of the Light House Party Store in St. Clair Shores, and an AFD member, died April 17. The AFD extends deepest sympathies to Mr. Ketelhut's son, Richard, and family.

## Kowalski Promotes Ed Gulick

Edward J. Gulick has been named wholesale sales manager and route supervisor of the Kowalski Sausage Company, Hamtramck, an AFD member. The appointment was announced by Stephan Z. Kowalski, president of the firm. A veteran of 15 years with Kowalski, Gulick was acting wholesale sales manager prior to his new appointment. He succeeds Raymond Sztuk who passed away recently.

## Faygo Driver-Salesman Of The Month

"It's just good profit-building merchandising to feature a traffic-stopper display of a drink that will appeal to youngsters when they accompany Mom or Dad to a party store," says Sam Logan (left), Faygo driver-salesman. Tony Alphonsi (right), owner of a party store at 8403 Harper Avenue, and many other party store operators on Detroit's east-side agree. As a result, Logan's thinking has won him the honor of being named Faygo's "Driver-Salesman-Of-The-Month."

This attractive display stars Kayo, Faygo's new dairy-type chocolate drink with special "kid appeal" and one which is rapidly becoming a favorite of adults. It is made in Faygo's modern Detroit facilities from a base of non-fat milk and a special chocolate powder formulation. Kayo needs no refrigeration and is put through a sterilization process that gives it unlimited shelf life.

Driver-Salesman-Of-The-Month Logan joined Faygo in 1943 at the age of 16 as a warehouse employee. His pleasant personality and ability to get along with people won him promotion to driver-



salesman four years ago. Logan and his wife, Pauline, are buying their own home at 17541 Wisconsin Avenue in Detroit. "And," says Sam, "we regularly put away all the money we can to provide for a lot of college educations." The Logans have four daughters and two sons, ranging in age from 3 to 16. They are expecting their seventh child in September.

Advertisement

**THE BELL RINGER****Court Ruling Gives Little Guys A Chance**

By ALEX BELL

You don't have to read this, but if you don't you'll be sorry.

We have been taken to task many times for items which have appeared in this column. So, we will stick our neck way out once again. To W. Shamie: the Grocers' Spotlight has always been a good trade paper, Walter. Why don't you keep it that way? If you are going to publish a food trade paper, then do so. Don't pick on any association or any of its employees.

We are speaking specifically of the AFD. As you know, we have been in association work for the last 25 years or more, and we have seen them come and go. And, as of today we will say that under the regime of AFD executive director Ed Deeb, we have an organization second to none in the U.S. We of course have had some real leaders in the past few years: Jay Welch, Don LaRose, and coming on strong, Mike Giancotti. Also some very good men on the board of directors.



Mr. Bell

So, Walter, if you are going to run a trade paper, do so, or get into the association business. Ask Uncle Louie about that one! And, Walter, don't call this a scurrilous attack, as it is not. It is just a little friendly note and advice.—ACB

\* \* \*

We can't think of anything funny at the moment, so here is a reflection: Human nature seems to endow every man with the ability to size up everybody but himself.

\* \* \*

We wonder If Salim Sarafa is really going to sue us. Hey Sal, is it ok if we start another SSS Fund? Send Salim to Saline (Michigan, that is). (Edeebnote: Alex, whatever happened to the money in the first fund?)

\* \* \*

The Frozen Fruit Pie Case: We culled this from the W.S.J. and we are including it for anyone who wants to sue: "The Supreme Court stretched the reach of antitrust law in still another direction

(Continued on Page 18)

**EASTERN MARKET  
SAUSAGE CO. INC.**


1521 WINDER STREET

Phone: WO 5-0677

SUSTAINING MEMBER

**Detroit RENDERING Company**

SINCE 1850

SUPERIOR SERVICE — TOP MARKET VALUES



TAshmoo 6-4500

"First We Render Service"

ALLIED MEMBER

## Osborne's Market To Relocate

April marked the temporary closing of AFD retail member, Osborne's Market, located on Crooks Road, Troy, after 40 years of continuous operation at the location by the Osborne family. Plans are in progress to build a new party store, a block north of the present store, with tentative opening set for September, it was announced by Mrs. George Osborne.

## LEPIRE PAPER & TWINE COMPANY

2971 BELLEVUE

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Complete lines of Household Paper and Plastic Items  
Celophane, Polyethylene Meat Boards and other  
Pre-Packaging Supplies  
Cotton, Jute and Sisal Twines

The Sausage with the Second  
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QUALITY PLUS!

## Peschke Packing Co.

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TRinity 5-6710

SUSTAINING MEMBER



LEARNING THE FOOD business at a young age are 2½-year-old Karin LaRose, left and sister Jacqueline, age one. They are seen perched atop their daddy's knee. He's Jim LaRose, vice-president of Dixfield-Food Giant, who greeted the gals on a recent visit to his office.

## The Test Of Time . . .

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Of  
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Service



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Dearborn, Michigan

ALLIED MEMBER



## Pitts Packing Co. Wins AFD Bowling League Honors

Congratulations are extended to Pitts Packing Company and its team of sharp-shooting bowlers for having won the Associated Food Dealers Bowling League Championship last month. Finishing second was ABC Sporting Goods; followed by Quaker Food Products; Detroit Rendering Company; and Sam & Walter Sausage Company, in that order.

Making up the winning Pitts Packing team were Louis Gorning, John Augustine, Vic Koziarski (capt.), Robert Blackburn, and Milton O'Neil.

The Quaker Food Products team was comprised of Messrs. Dick Dudek, Modzelewski, Kaminski, Kuznicki, and Walter Dudek. The Detroit Rendering Company team consisted of Messrs. Rende, Jankowski, Stroinski, Rowan and Haske. The Sam & Walker Team consisted

of Messrs. Mascotti, Thornton, Gennrich, Feldmann and Saad.

All the teams in the Associated Food Dealers Bowling League are to be commended for another fine year. Special thanks go to Len Haske of Detroit Rendering Company, chairman of the AFD league, and Joseph Francis of Joe Muer's Restaurant, the secretary-treasurer.

All food companies interested in sponsoring a team for next year, and all individuals desiring to bowl on a team, are asked to contact the AFD office, phone 542-9550.

### Eberhard Drops Stamps In Western Michigan

GRAND RAPIDS — Eberhard Foods, operator of Eberhard Super Markets and Hasper-E discount stores here and in Muskegon, has discontinued issuing S & H trading stamps in its units recently. The firm's president, L. V. Eberhard, said the decision was made after "a careful review of marketing factors in the areas involved."

Another food chain, Plumb's Ranch Markets, will continue to issue S & H green stamps in the area. Eberhard's move follows a similar one made by A & P two years ago when the chain dropped Plaid stamps in 87 of its western Michigan stores.

### Three New Supplier Members Join AFD

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

Scan-A-Scope, distributors of crime prevention cameras, 9141 E. Jefferson, Detroit, Michigan 48214; phone 823-6600.

James K. Tamakian Co., food brokerage, 10329 W McNichols, Detroit 48221; phone 963-0202.

Spagnuolo & Son Produce, distributors of fresh fruits and vegetables, 18910 Huntington, Harper Woods, Mich.; phone 527-1226.

These new members and all AFD supplier members deserve your patronage. Refer to the Supplier Directory on Page 19 often. In fact, clip it out of **The Food Dealer** and post near your phone. Inter-industry cooperation is vital for food industry harmony.

### AFD BOWLING LEAGUE Final Standings

	Points
1—Pitts Packing .....	80
2—ABC Sporting Goods .....	79
3—Quaker Foods .....	78
4—Detroit Rendering .....	72
5—Sam & Walter .....	68
6—Fulgenzi Standard Oil .....	68
7—King & Queen Room .....	67
8—Boom Boom Room .....	61
9—Cherry Realty .....	54
10—Joe Muer's Restaurant .....	54
11—Parkside Rec., #1 .....	48
12—Parkside Rec., #2 .....	44

#### HIGH TEAM SERIES:

Boom Boom Room, 2809  
Quaker Foods, 2798  
Detroit Rendering, 2765

#### HIGH TEAM GAME:

Boom Boom Room, 1027  
Detroit Rendering, 994  
Quaker Foods, 989

#### HIGH INDIVIDUAL SERIES:

Art Reichenbach, 684  
Ziggie Sych, 682  
Roger Saad, 679



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3960 THIRD AVENUE, FAIRMONT 1-0100

## ALEX BELL

(Continued from Page 15)

this time making it more hazardous for national concerns to meet price competition from smaller companies.

"In a 6-to-2 decision, the High Court said national companies that cut prices selectively in local or regional markets may be held liable in private anti-trust actions even if a smaller company continues to hold the dominant position in the market. The likely result: More triple-damage suits by smaller companies against big competitors.

"The Supreme Court in previous cases had established that national companies violate the Robinson-Patman section of the Clayton Anti-trust Act when they cut prices locally or regionally to cripple or put out of business a small competitor, after meeting the local price cuts of three national concerns, still made a profit and retained 45% of total sales in the market.

"But the frozen fruit pie case represented the first to come before the High Court where the claimed injury to the local competitor wasn't ex-

treme and where the intent of the national companies wasn't clearly to put the local concern out of business.

"The High Court held, in effect, that the Robinson-Patman Act was violated first because the national companies charged higher prices in other markets and second because the local concern's profit would have been larger but for the big corporations' price-cutting."

\* \* \*

Crime in Detroit is a pretty tough situation today. We still maintain if we had some good tough cops and judges that weren't afraid to slam some of the punks into the pokey, and a Supreme Court that gave the cops some leeway to enforce the law, Detroit would be a safer town to live and do business in. Or, maybe Jerry should get his Irish mafia to go to work as leg busters.

\* \* \*

Oh well, our pappy always told us you can't win them all son, and do you know, he was right.

\* \* \*

We have just returned to Detroit from Washington and flew back via the "friendly skies of United." Well, after listening to Capt. Smith, the pilot, we believe that this captain has a ghost writer who pens his commentary. A few remembered excerpts: "We will turn the no smoking sign off before you have a nicotine fit. We have two stewards aboard; the little one comes from Pittsburgh and knows all about iron and steel. Her mother did the ironing and her father did the stealing. . . . On landing in Detroit, you have just finished the safest part of your journey," he said, "and the next time you fly, be sure and take a plane." Well, this guy was one hulluva pilot because truthfully, on landing we were reading and didn't even know we had touched down!

\* \* \*

Dear John, that's all she wrote.—ACB



### PETERS SAUSAGE COMPANY

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Luncheon Meats - Lard

Bacon - Hams - Fresh Pork

Detroit's Favorites for Over 60 Years

TA 6-5030

SUSTAINING MEMBER

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- CARMEL CORN
- SHOESTRINGS
- PRETZELS
- POPCORN
- PORKSKINS

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SUSTAINING MEMBER

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Good Service

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VI 2-6000

DETROIT 17, MICH.

ALLIED MEMBER

# 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 834-0010  
 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 Company 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  
 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.  
 Vlastic Food Co.  
 Wesley's Quaker Maid, Inc.  
 Ira Wilson & Sons Dairy

## DELICATESSEN

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

## EGGS AND POULTRY

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

## FRESH PRODUCE

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

## INSECT CONTROL

Key Exterminators  
 Rose Exterminating Co.  
 United Exterminating Co.  
 Vogel-Ritt Pest Control

## 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  
 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  
 Peschke 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  
 Herb's Novelty Company 526-9115  
 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  
 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  
 Ira M. Caplan Advertising Co. TE 3-3564  
 Stanley's Adv. & Distribg. 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  
 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 274-7160  
 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 Whse. 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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