1967 AFD Award Winners

The 1967 "President's Awards Banquet" of the Associated Food Dealers was a momentous occasion for the six recipients. Kay Savage, food editor of the Detroit Free Press, center, receives a beautiful plaque from AFD's Ed Deeb, left, and Mike Giancotti.

(See Story on Page 3)
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Schafer Bakeries 833-7100
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Faygo Beverages WA 5-1600
Mavis Beverages DI 1-6500
National Brewing Co. WA 1-0440
Pepsi-Cola Bottling Co. 366-5040
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E. A. Danielson Co. 838-8111
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Dillworth Inc. DI 1-9050
Maurice Elkin & Son WO 3-9664
Food Marketers, Inc. 342-5553
Grubner & Associates, Inc. TA 6-3100
John Husterman & Son TA 6-0630
Paul Inman Associates, Inc. BR 3-7820
Kell-Weitzman Co. 340-4480
Maloney Brokerage Co. TU 5-3653
McMahon & McDonald Co. BR 2-2150
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Pepper & Vibbert 838-6768
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Sosin Sales Co. WO 3-8585
Stiles Brokerage Company 965-7124
Sullivan Sales KE 1-4484
James K. Tamakian Company 963-0202
Thompson-Jackson Associates 273-8262
United Brokerage BR 2-5401

DAIRY PRODUCTS
Brockway 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 Frazer LI 5-7599
Gunn Dairies, Inc. TU 5-7500
Lend O’Kees Creameries TE 4-1400
Melody Dairy Dist. Co. 345-4700
Sealdale Dairy TI 6-5720
Trombly Sales 925-9505
United Dairies, Inc. UN 1-2800
Vlasic Food. Co. 868-9800
Westley’s Quaker Maid, Inc. 883-6550
Ira Wilson & Sons Dairy TY 5-6000

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Home Style Foods Co. (Del.) LI 8-5799
Quaker Food Products, Inc. TU 5-7500
Specialty Foods (Del.) TE 4-1400

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Eastern Poultry Co. WO 1-0707
Eastown Dairy Products 832-2500
McInerney Miller Bros. VA 2-9473
Napoleon Eggs TE 3-4800
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Jos. Buccellato Produce LA 6-9703
Cusumano Bros. Produce Co. 921-3430
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Economy Linen Service 843-7300
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Reliable Linen Service 366-7700

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Aunt Jane’s Foods WO 5-0709
Boyle Midway Company 543-3404
Diamond Crystal Salt Company 872-3317
Kraft Foods TA 5-0995
Morton Salt Company VI 3-6173
C. F. Mueller Company 357-4535
Prince-Vivison Macaroni Co. 775-0900
Roman Cleanser Company TW 1-0700
Shell-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 3-2991
Great Markiewski Packing 321-1288
Guazzardo Wholesale Meats, Inc. FA 1-1703
Herrud & Company 962-0430
Johann Packing Co. TW 1-9011
Kowalski Sausage Co. TR 3-8200
L. K. L. Packing Co., Inc. TE 3-1590
Peet Packing Co. (Ypsilanti) 274-3122
Peschke Sausage Co. TR 5-6710
Peter Eckrich & Sons, Inc. KE 1-4464

POTATO CHIPS AND NUTS
Better Made Potato Chips 843-3150
Frito-Lay, Inc. WA 1-2700
Kar Nut Products Co. LI 1-4800
Krun-Choo Potato Chips DI 1-1010
Superior Potato Chips 834-0600
Vita-Boy Potato Chips TY 7-5550

PROMOTION
Bowlus Display Co. (signs) CR 8-6288
Guaranteed Adv. & Distri. 869-6363
Hoden Red Stamps 444-1195
Stanley’s Adv. & Distributing 961-7177

RENDERERS
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Detroit Rendering Co. TA 6-4500
Wayne Soap Company 842-6000

SERVICES
Atlantic Service Company 965-1295
Beneke Travel Service PR 3-1232
Clayton’s Flowers LI 1-6098
Gulliver’s Travel Agency 963-3261
Zablocki Electric LA 6-8484

SPICES AND EXTRACTS
Frank’s Tea & Spices UN 2-1314

STORE EQUIPMENT
Alnor Corporation JE 9-0650
Butcher & Packer Supply Co. WO 1-1250
Crime Prevention System 962-9799
Diebold, Inc. DI 1-8620
Hussman Refrigeration, Inc. 341-3994
Globe Slicing Co. (Bino) LI 5-1855
Hobart Mfg Co. FA 1-0977
Lepire Paper & Twine Co. WA 1-2634
Liberty Paper & Bag Co. 921-3400
Marley Butcher Supply Co. WO 1-8645
Midwest Refrigeration Co. JO 6-8341
National Market Equipment Co. LI 5-0900
Scan-A-Scope 823-6600
Shaw & Slavisky, Inc. TE 4-3990
Square Deal Heating & Cooling WA 1-2345

WHOLESALERS
Grosse Pointe Quality Foods TR 1-4000
C. B. Geymann Company WO 3-8691
Kaplan’s Wholesale Food Service WA 1-6561
Spartan Stores, Inc. BR 2-7244
Super Food Services, Inc. 546-5590
Tobacco Brands Dist., Inc. TW 3-8900
United Wholesale Grocery 834-6140
Wayne County Wholesale Co. 894-6300
Aaber A. Wolf, Inc. 584-0600
Six Receive AFD Service Awards

Three food firm representatives and two veteran newspaper editors were cited by the Associated Food Dealers of Greater Detroit for outstanding service to the food industry.

In conjunction with its annual awards banquet, held Sept. 19 at the Roostertail, the AFD presented three salesmen of the year awards, two distinguished service citations, and an honorary membership in the association.

Recipients of the Salesmen-of-the-Year honors were Robert Landy, sales representative for United Dairies Inc., manufacturer and distributor of dairy products; Samuel Greenberg of Grosse Pointe Quality Foods, wholesale grocer; and Thomas J. Guswiler, sales supervisor for P. F. Pfeister Company, food broker.

Recipients of the Associated Food Dealers' Distinguished Service Awards in behalf of the food distribution industry were Kay Savage, food editor of the Detroit Free Press, and Cyrilla Riley, food editor of The Detroit News.

Leo Green, a retailer from Yonkers, New York, and a director of the National Association of Independent Food Retailers, was presented with an honorary membership and plaque for services rendered to the AFD.

Presenting the 1967 awards were Michael Giancotti, president, and Donald LaRose, chairman, of the Associated Food Dealers. Toastmaster for the evening was AFD executive director, Edward Deeb. Some 560 persons attended the big event.

Purpose of the outstanding service awards to individuals both in and out of the food field, is to give recognition to those persons who have distinguished themselves in their service to the industry.

(For related stories and pictures, see page 14.)

AFD Demands Reconstruction Aid From City

Officers of the Associated Food Dealers, representing independent grocers and local supermarket operators, met with Detroit Mayor Jerome P. Cavanagh's top aides recently to discuss problems concerning reconstruction and re-opening store owners have had since the civil disturbances ended last July.

Attending the meeting in behalf of the association were Michael Giancotti, president; Donald LaRose, chairman of the board; Salim Sarafa, vice-president; John George, AFD trustee; and Edward Deeb, executive director.

The association pressed for an eight-point program, with most of the emphasis on insurance aid and riot control measures.

The association urged the City of Detroit to encourage the following points:

1—Insurance aid to retailers who are unable to get insurance coverage at the city, state and Federal levels; and to urge that major insurance companies inaugurate "insurance pools," similar to the car insurance pools. (During the recent disturbances, the AFD asked President Johnson to establish Federal aid for all small retailers.)

(Continued on Page 9)
Soft drink consumption becomes less and less seasonal every year and a slowly dying myth is that sales after Labor Day skid to a standstill. Since 1960, September has been the fifth or sixth best month of the year. October and November are not as good as September, but beginning with Thanksgiving sales start bouncing back to peak levels. And, bolstered by holiday demand for mixers, December over the past five years has been pushing July and August harder and harder for top ranking.

* * *

At Faygo we believe success is importantly hinged on what we do differently. Faygo’s is the soft drink plant in Michigan with a full-time laboratory staff watchdogging all operations. And, to have high quality products, we don’t stop there.

Additionally, a sanitarian is responsible for constantly checking all plant activities. If something is wrong, he is authorized to shut down any operation or the whole plant. To back-stop him, we employ the American Sanitation Institute to make frequent and unexpected plant inspections. They also have shutdown authority.

* * *

With so many products striving for consumer favor these days, it is the exceptional TV commercial that impresses rather than oppresses audiences. Our new TV commercial, which gives The Great Gildersleeve only 60 seconds to talk about Faygo flavors in general and “Red Pop” in particular, appears to be one of the exceptions.

The term “Red Pop” has become a conversation piece for both children and adults wherever the commercial has been heard. Faygo’s strawberry and strawberry-cherry, have trebled over recent months. We believe the commercial is successful because it passes a test of sincerity. That is, it does not try to convince anybody that Faygo soft drinks are virtually indispensable to living a happy life.

Faygo’s new automatic case-unloader is truly an amazing mechanism. As open cases pass under it, 96 pick-up fingers drop down. Then, air pressure inflates rubber inserts on the fingers and they firmly grasp 96 bottles, or four cases at a time. After the fingers set the bottles on a conveyor for moving into a rinsing station, the inserts deflate and release them.
The Sounding Board

To the AFD:

I would like to extend to the Associated Food Dealers of Greater Detroit, and those who cooperated with you, my deepest appreciation for your assistance in the voluntary food distribution project to aid the people of Detroit.

The success that will be realized from this project will come from people like you who demonstrate a concern for human problems and a willingness to alleviate the suffering resulting from the tragedy.

William G. Milliken
Lt. Governor
State of Michigan

What a delightful surprise! You could have knocked me over with the proverbial feather.

I sincerely appreciate the honor given me by the Associated Food Dealers and hope my thanks will be expressed to the officers and members. The lovely plaque now has found a home in the Tower Kitchen for all to see and admire.

Thank you for this special award and please be assured that I shall continue to support the food trade in every way possible — and “keep on selling groceries” via the typewriter and camera.

Kay Savage
Food Editor
Detroit Free Press

At the last minute, I was unable to attend our recent President’s Awards Banquet, but I understand from all the Great Scott men who attended that it was a wonderful party and most enjoyable. Congratulations!

Sam Fink
Great Scott! Super Markets
(An AFD director)

We sincerely enjoyed our evening at your recent President’s Awards Banquet. Have you ever considered having a route driver of the year award? As you are aware, hundreds of pop and bread salesmen are visiting your member stores every day. Your association would provide the best outlet for complimenting outstanding route salesmen.

Seward R. Cushman
Vice President
Schafer Bakeries Inc.

(EDITOR’S NOTE — The Associated Food Dealers board of directors has given much serious thought on instituting such an award. You may be interested in knowing that beginning with our next awards banquet, we will give recognition to a “Driver-Salesman of the Year.”)

Baked goods buying families love variety

We give them—and all of your customers—102 varieties of fresh baked goods to choose from every week. This vast variety brings them back again, and again, and again.

AWREY
SIGN OF GOOD TASTE
The Freedom of Choice

America has long been hailed as the land of abundance. This abundance includes a wide variety of products, services, stores and shops, prices, and the like.

During the recent civil disturbances in Detroit, a lot of pressure was placed on city officials to the effect that many food retailers were “gouging the public” or “profiteering.”

When all the rioting and shouting was over however, there was only one case of a retailer being brought to trial, and convicted. Unfortunately though, he was used as a scapegoat to help relieve the pressures.

In the case referred to, Paul Hudson, owner of the River Site Market on East Jefferson, and his cashier, Barbara Hakim, were innocent victims of the circumstance, and ended up paying $200 worth of fines for selling eggs at 79 cents a dozen. Mind you, what was not played up in the mass media, and considered an unacceptable reason by the courts, was that Mr. Hudson had been selling eggs at that price for years. And never once, did he receive a complaint from a customer.

There are many services performed by Paul Hudson and other food retailers like him. These services include offering top quality brand name merchandise; free delivery; offering of credit to many customers (which is frowned upon in the food field); check cashing; and various personal store conveniences as service meat counters. Anyone should realize these services cost the retailer money.

It should be pointed out, since apparently this is no longer taken for granted, that if a consumer doesn’t like the atmosphere or services or attitude or prices of one retailer, all he or she need do is shop in another store. Simple as that. That’s what I refer to as the “freedom of choice.”

Fortunately there is strong and keen competition in greater Detroit between local store operators and the national chains. It is because of this that prices in Detroit are lower than anywhere else in the nation. This healthy market condition in the Motor City thrives on the theory of natural competition. Or, as Darwin put it: “Those survive who are fit to survive.”

There is no one who knows this better than the retailer himself. The sooner consumers learn to appreciate this, the better off everyone will be.
Michael Giancotti, Jr., son of the AFD president, has enrolled at Ferris State in Big Rapids, where he is majoring in marketing and business administration.

Roy Anderson, security officer at Chatham Super Markets, an AFD member, should go into the writing business. The reason? Super Market Institute (SMI) has requested the AFD to send copies of his articles which appeared in The Food Dealer for their security files.

The Associated Food Dealers extends our thanks and appreciation to The Detroit News for printing and providing the attractive programs at our recent President’s Awards Banquet. Our thanks and appreciation also goes out to The Detroit Free Press for supplying us with the many wonderful photographs of the event.

Mr. and Mrs. Bernard Weisberg and their family are back in town following a four-week tour of eight European countries. For those who don’t know, Bernie heads Chatham Super Markets, an AFD member.

Joseph Moceri, owner of Jolly Candy Apples, has announced he will give one box of candied apples free to the first 10 retailers who phone him to say hello. Joe's phone: 483-5900. If they guess how many candy apples he sells, he will toss in a free stuffed 24-inch tiger!

Congratulations are extended to United Dairies, an AFD member, whose cottage cheese (both large and small curd) won the Blue Ribbon top premium award recently at the Michigan State Fair. United’s Bob Landy is still beaming!

Jack and Louise Wilson of Canton-Kercheval Market on the east side, will be leaving soon for Green Bay, Wis. where he will be working for Red Owl Stores. We wish our longtime AFD members luck and best wishes in their new venture.

Harold Dukes, former all-state football star at Eastern High, and a star on the Michigan State University football squad in the late Fifties, is the new personnel manager for Faygo Beverage Company, an AFD member. Good luck in your new position, Harold!

It was a boy for the Salim Sarafa family on August 31. His wife Margaret gave birth to Mark Thomas, the fifth child. They also have Joseph, 13; Judith, 11; Doreen, 10; and Michael, 1½.

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THE BELL RINGER

Meat Ball, Golf Ball and Goof Ball — Wilson

By ALEX BELL

Here we are in mid-September, so let me again be the first to wish you a Merry Christmas.

Well, it looks like the old redhead. W. Reuther, has bit off a little more than he can chew. Looks like old uncle Ford isn’t going to relieve Walter’s stomach upset, and wait till he gets around to Generous Motors. Incidentally, the strike started Sept. 7. We will go out on a limb and predict a 10-week Ford strike.

We would like to congratulate our old friend Joe Kron on his appointment to chairman of the board of Borman Foods. It is a long way from Jefferson and Eastlawn, but it just shows where a good guy can go in this food business. By the way, Joe used to be a pretty good meatcutter. So, he always has something to fall back on!

A sidelight on the recent L.T.V. and Wilson & Company merger. Wilson was split into three LTV subsidiaries: Wilson & Co. (meat packing); Wilson Sporting Goods Co., and Wilson Pharmaceutical & Chemical Corp. (The three subsidiaries are known among brokers as Meat Ball, Golf Ball, and Goof Ball.)

Those who claim walking is a lost art should try the parking lot at Metropolitan airport.

Well, another Salesman of the Year Awards Banquet is history for our association. If we say so, it was a winner. We know that one of the best kept secrets of the whole show was the presentation to our friend, the smiling Mohican, from Yonkers, Leo Green, with an honorary membership in Detroit’s AFD. It couldn’t happen to a nicer guy.

Never put off until tomorrow what you feel like doing today — tomorrow it may be against the doctor’s orders.

We are about to blow the whole SSS deal and “Keep Salim in Detroit.” We think we need him. So we will buy a bottle of Miller’s high life. Sorry Sal, we tried to get you a trip but I guess the power of the press isn’t what it used to be.

So this five year old came home from school and asked his mother if she and his father had sex relations. On an affirmative answer, he came back with: “Well why haven’t I met them?” This is our try at making this magazine another Playboy. Next month we will run girlie pictures. (Edeebnote: Before you say things like that, take a look at Page 13 in this issue!)

Where in hell is Secaucus? Dear John, that’s all she wrote. — ACB
Associated Food Dealers
Airs Reconstruction
Problems With City
(Continued from Page 3)

2—In the event of future disturbances, the AFD recommended that the police use all available and acceptable riot control measures, such as fire hoses, tear gas, curfew with strict enforcement, and appropriate chemicals.

3—Better protection against looting. The AFD stated that looting was outright larcenous, and that laws covering looting must be enforced fully.

4—Financial relief or compensation for businessmen affected by riots, especially for those who were either uninsured or incurred total loss of business.

5—Additional police protection, and greater enforcement of existing laws. Detroit cannot enforce its laws, the AFD said, with its police force operating below normal strength. (The AFD twice appealed to the Detroit Common Council to hire additional police and increase salaries to draw more men to the force.) The association representatives stated that salaries alone is not the reason for lack of proper manpower. “We believe that lack of morale stems from a lack of respect for law and order.”

6—Allow small grocers and other small businessmen to reopen their stores on the land they own. We cannot allow discrimination against the small businessmen, just because he cannot afford to build large shopping centers or malls. It is the small businessman who is the heart and backbone of Detroit’s and the nation’s economies.

7—If violence brings rewards, then the city is in for very violent times. The AFD urged, therefore, that the Mayor, Common Council, and Police Commissioner each come out with strong statements and programs and inform the public that lawlessness will not be tolerated. Many leaders have made such statements, but they had lacked the necessary action.

8—The AFD finally urged that a concrete plan of action, in the event of future rioting, be outlined and instituted at once to prevent similar occurrences, and that the entire citizenry be advised of this plan so everyone knows what to expect.
AND PICNIC TIME!!

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Added SALES and PROFITS!
Congratulations To
AFD Award Winners

By MIKE GIANCOTTI

In behalf of the members of the Associated Food Dealers, at this time I wish to thank all those who attended our recent “President’s Awards Banquet” at the Roostertail.

It was so good to see the wonderful turnout (over 550 attended) for our annual awards presentations. Purpose of the AFD Salesmen-of-the-Year and Distinguished Service Awards is to give recognition to those individuals who have been extraordinary in the performance of their service to the food industry.

The awards are really a token of appreciation to our suppliers and food field friends in behalf of the retail food distributors, one link in the channel of distribution.

The spirit of these awards are intended to place the emphasis on the individual rather than a company. It is these people, the retail sales or merchandising representatives, who usually spell the difference between success and failure of many companies. It is this individual who provides needed data, knowledge and tools for the retailer to work with. In turn, it is this person who takes back to his company the various suggestions of the retailer.

Many nominations were submitted this year by our retailers to be recipients of these awards. Although only a few individuals can be cited each year, it should be noted that the AFD is most appreciative of the work being done by ALL salesmen and companies in the food field.

Meanwhile, our congratulations to Robert Landy of United Dairies, manufacturer award winner; Thomas Guawiler of P. F. Pfeister Company, broker winner; and Samuel Greenberg of Grosse Pointe Quality Foods, wholesale winner. Also our congratulations to Kay Savage of the Detroit Free Press and Cy Riley of The Detroit News on being named recipients of the AFD Distinguished Service Awards.

Oaza Names Carpenter for Ads

Oaza Bakeries, recipient of the 1967 Michigan Week Award for bakery excellence, has named Robert Carpenter Advertising Agency to handle the firm’s promotion. The announcement was made by Mrs. G. Czarnecki, Oaza president.

The firm has been in operation for 35 years, beginning in Hamtramck, and has grown to where it presently operates 16 branch stores. Mrs. Czarnecki said the firm plans large scale expansion in the near future.

The Sausage with the Second Helping Flavor . . .

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Melody Dairy Company

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DIVERSIFIED INDUSTRY — The food field is comprised of many individuals with varied tastes and interests. Above at left, is the Dixieland Troupe which performs regularly at the Speakeasy Room in the Chicago Gaslight Club. They will be the featured stars at the upcoming Annual Trade Dinner of the Detroit Association of Grocery Manufacturers' Representatives, Oct. 24 at the Latin Quarter. Above right: Michael Giancotti Jr., son of the AFD president, kneeling, shows off the fish caught by he and AFD director Allen Verbrugge, left, and Gene Pini of Auburn-Orchard Super Markets, while in Miami, Florida recently.

Wonder Mouse Promo

Vita-Boy Potato Chip division of Fairmont Foods, and AFD member, is again running its popular Wonder Mouse campaign. The promotion, featuring a mouse which does magic tricks, is backed by a heavy advertising campaign. Point of purchase materials are available.

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★ Free inspection and recommendation
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Available in either of two sizes — our large 8½-oz., 4-muffin package, or the popular, medium size 6-muffin pack.

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AFD Awards Banquet –
A Camera-Eye's View

Detroit Free Press Photos
Distributors Versus Consumers

What are the advantages of saving stamps? Why is there a price spread on the same product at different stores? Why can't meat products be packed in clear packages so both sides can be seen? Is there a price advantage on special "cents off" products?

These were some of the controversial questions fired at panelists representing the food distribution industry at a Food Information Week program, Sept. 25, at Ford Auditorium.

Although there was a consumer panel on the program, not one question was tossed its way. Most of the questions were answered by food men sitting on the producers, manufacturing, enforcement and retailing panels.

Distributors who participated were Gus Bublitz, vice-president, The Kroger Company; Bernard Weisberg, president, Chatham Super Market; Michael Giancotti, president, Associated Food Dealers of Greater Detroit; Thomas Quinn, Spartan Stores; and Thomas Foster, Sunnyside Super Markets.

Others included J. Lyle Littlefield, Michigan Department of Agriculture; David Falconer, vice-president of Sealtest Foods; Stephen Kowalski, president, Kowalski Sausage Company; and George Stachwick, marketing program director, Michigan State University.

Also, Robert Smith, president, R. E. Smith Inc., wholesale meats; Win Klotzbach of the Cherry Growers; Milton Brown, cattle producer; William Bramen, apple grower; and Robert Zeeb, dairy producer.

Moderator for the evening, or panel leader, was Laurence J. Taylor who is well known for his work with Super Market Institute and Hillsdale College.

The program was sponsored by the Cooperative Extension Service of Michigan State University, with the U.S. Department of Agriculture cooperating.
**TAX TOPICS**

**Uncompensated Riot Damage Deductible**

By MOE R. MILLER
Accountant and Tax Attorney

All property owners who suffered property damage from the riots should remember that the uninsured or otherwise uncompensated part of their loss is tax deductible as a casualty, vandalism or theft Loss. This is generally so for both business and non-business property.

Casualty losses to property not used in business or held for production of income, are deductible only to the extent that each casualty loss exceeds $100. This limit works like a $100 deductible insurance policy.

Casualty losses to business and income producing property, the amount of loss is the Lesser of:

1. The difference in the fair market value of the property immediately before and immediately after the casualty, or
2. The adjusted basis for determining loss from the sale or disposition of property.
3. The above amounts reduced by the insurance recovered or any salvage is the deductible Loss.

Casualty losses to goods included in inventories are normally automatically reflected in the cost of goods sold. In other words if you had inventory stolen during the riot in the amount of $10,000 your gross profit and net profit would be automatically reduced by this sum of money, but if you collected this sum from insurance it would become income.

Cost of repairs as a measure of decline in value:

1. In one case the deduction was limited to the amount spent on repairs. In another case a deduction greater than the amount spent on repairs was allowed where the tax payer proved the repairs did not completely restore the property to its pre-casualty condition.
2. Total repairs are a deductible Loss if the value of the property after the repairs does not exceed the value of the property immediately before the casualty.

The taxpayer has the burden of proving the amount of any casualty Loss claimed. The taxpayer should be prepared to submit the following evidence:

1. The cost or adjusted basis of the property. (The usual evidence is the purchase contract or deed, less depreciation.)
2. The value before and after the casualty photographs are pertinent evidence.

(Continued on Next Page)

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**How Profitable Is Your Dairy Department?**

Sealtest’s Dairy Department Analysts Can Help You Answer This Question!

Call TI 6-5700

(Ask For Store Sales)
(3) Cost or repairs to place property back to its original condition
(4) Casualty ascertained by a competent appraiser.

Cleanup Expenses:
1. Where cleanup expenses are part of a plan to replace property destroyed, actual cleanup expenses are used to measure the loss.
2. Where taxpayer will not restore property to its pre-casualty condition, an estimate cleanup expense may be used to measure the loss.

Expenses of ascertaining the amount of the loss, such as appraisal fees or photographs are not part of the casualty loss, but they are deductible as expenses in determining tax liability.

Taxpayer must be able to tie the loss of property values to actual damage to their property, rather than to damage to another’s property, which in turn reduced taxpayer’s value.

Time for deduction of casualty losses are deductible in the taxable year sustained. There are certain exceptions to this general rule which should be discussed with your accountant or attorney.

Kroger, Bi-Lo Employees Approve New Contract

Employees at Kroger and Bi-Lo stores are back on the job following a 12-day strike affecting some 2,000 workers. Employees voted overwhelmingly Oct. 10 to approve a new contract calling for about an 80 cents per hour average increase in wages and benefits over a three-year period. The increases are retroactive to April 5, when the last contract expired.

Herschel Womak, secretary-treasurer of the Retail Clerks International, Local 876, said the boost would bring Kroger and Bi-Lo employees up to the wage standards of other supermarkets operating in the Detroit area.

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.

Detroit RENDERING Company
SINCE 1850
SUPERIOR SERVICE — TOP MARKET VALUES

TAshmoo 6-4500
“First We Render Service”
ALLIED MEMBER
Eight New Supplier Members Join AFD

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

Superior Potato Chips, maker and distributor of potato chips, pretzels, and other snack items, 14245 Birwood, Detroit, Mich.; phone TE 4-0800.

Diebold, Inc., producer and distributor of various security and crime prevention equipment, 16531 Wyoming Ave., Detroit, Mich. 48221; Phone DI 1-8620.

Gulliver’s Travel Agency, travel agency specializing in group trips, 1300 E. Lafayette, Detroit, Mich. 48207; phone 963-3261.

James Tamakian Company, food brokers, 10329 W McNichols, Detroit, Mich. 48221; phone UN 3-0202.

Super Toy, Inc., distributors of toys and food store items, 6021 Concord Avenue, Detroit, Mich. 48211; phone WA 3-4550.


These new members and all AFD supplier members deserve your patronage. Refer to the Supplier Directory on Page 2 often. In fact, clip it out of The Food Dealer magazine and post near your phone. Inter-industry cooperation is vital for food industry harmony.
Tale of Olsen’s and Fire Engine

Not many people know it, but Merrit Olsen, proprietor of Olsen’s market in Birmingham, is probably the only grocer in Michigan who owns a fire engine. It all came about because of his father, William, former fire chief of Birmingham. He purchased the old fire engine when the city retired it. The completely restored fire truck rests in Merritt’s garage.

Assisting the Olsens in running their store are Harold Rood, Cal Cashman, Pat Bassett and Fred Van Every, who will soon enter Wayne State University.

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
When brands compete with each other, they get better, and they sell better.