



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

DECEMBER, 1968



Mike Giancotti, 1966 - 68



Harvey Weisberg, 1969 - ?

Weisberg New AFD President

Under the direction and leadership of Auburn-Orchard's Mike Giancotti, the AFD has again grown much in size, stature and accomplishments. In 1969, the president's gavel will be turned over to Harvey L. Weisberg of Chatham Super Markets, who promises to keep the AFD on the move. (See story, Page 3)

President's Corner — Page 13



Everything's premium but the price

Stroh's
BEER

OVER A CENTURY OF SATISFACTION

The Stroh Brewery Company, Detroit 26, Michigan



THE FOOD DEALER
DECEMBER, 1968

Weisberg of Chatham New AFD President

Harvey L. Weisberg, executive vice-president of Chatham Super Markets, operator of 24 Detroit area food stores, has been elected president of the Associated Food Dealers.

He succeeds Michael Giancotti of Auburn-Orchard Super Markets, Utica, who was elected chairman of the association's board of directors. Former chairman, Donald LaRose of Food Giant Super Markets, was elected chairman of the AFD executive committee.

Others elected to office were: Allen Verbrugge of Verbrugge's Food Market, Grosse Pointe, first vice-president; William Bennett of Quik-Pik Food Stores, a 30-unit convenience store chain, with headquarters in Warren, second vice-president; Sid Hiller, co-owner of Shopping Center Super Markets, Southfield, third vice-president; Richard Przybylski, operator of Jerry's Food Markets, Wyandotte, treasurer; and Edward Deeb executive director.

The grocers association also elected seven new directors for 1969. They are:

NATHAN FINK, president of Great Scott Super Markets, Ferndale. (He succeeds his brother, the late Sam Fink.)

OMER J. GAGNE, head of People's Super Markets, Pontiac;

JACK HAMADY, president of Hamady Super Markets, Flint;

F. A. KENNEDY, head of Polly's Super Markets, Jackson;

JOHN SFIRE, of Sfire's Epicure Market, in the concourse of the North Park Towers Apts., Southfield; and

THOMAS VIOLANTE, of Holiday Super Market, Royal Oak.

Newly elected AFD trustees were Sidney Brent, of Kenilworth Market, Detroit; Phil Lauri, Lauri Bros. Super Market, Detroit; Raymond Martyniak, Ray's Prime Meats, Trenton; John Welch, Hollywood Super Markets, Troy; and Louis George, Food Farm Super Markets, Detroit. Alex Bell of Village Food Market, Grosse Pointe, was re-elected chairman of the trustees, while Albert Wyffels of Albert's Fine Foods, Detroit was re-elected a trustee.

Re-elected directors of the Associated Food Dealers were Edward Acho of J-A Super Market, Detroit; Lafayette Allen Jr., Allen's Super Markets, Inkster and Ypsilanti; Sam Cosma, Atlas Super Market, Pontiac; and Reuben Cottler, Dexter-Davison Super Markets, Oak Park.

Also, Thomas Foster, Sunny Side Markets, Dearborn; George Jerry, C. Jerry's Super Markets, Port Huron; Manuel Jona, Berkley Food Center, Berkley; Thomas Joseph, Joseph's Market, Detroit; and Fred Levey, Lindy's Super Markets, Detroit.

In addition, re-elected AFD directors were Bernard Middleman, Grand Value Market, Detroit; Phil Saverino, Phil's Quality Market, Detroit; Salim Sarafa, Big Dipper Super Market, Detroit; and George Schleicher, of Schleicher's Market, Detroit.

The officers and directors will be formally installed at the food association's 53rd Annual Food Trade Dinner, to be held Feb. 11 at Cobo Hall. The event is the highlight of the 4th Annual Grocers Week in Michigan campaign, being conducted Feb. 9-15 and sponsored by the AFD in behalf of all food retailers in Michigan today numbering over 9,000. Over 1,000 persons are expected at the dinner.

About The New President

Harvey L. Weisberg is executive vice-president and director of operations of Chatham Super Markets, operator of 24 food stores with headquarters at 2300 E. Ten Mile Road, Warren.

Mr. Weisberg, 44, was raised and educated in Detroit, graduating from Western High School in 1942. A year later, he enlisted in the U. S. Navy where he became a lieutenant J.G. during World War II, before being honorably discharged.

Upon completion of his military service, he enrolled at the University of Michigan, receiving his BA degree in 1947, and a Law degree in 1950. While at the U-M, Mr. Weisberg was quite active in student activities, eventually becoming president of the U-M Student Government Council in his senior year. He holds a Phi Beta Kappa key, and is a member of several honorary fraternities. (He received his J.D. degree from the U-M Law School in 1968.)

Mr. Weisberg began working in the food industry in 1953 at the family-owned and operated business in Chatham's first food store on Kelly Road on the east side as store manager.

He has been quite active in various food industry organizations for many years. In addition to heading the Associated Food Dealers, where he has served as a director, he is quite active with the Super Market Institute, the National Association of Food Chains, and the National Association of Independent Food Retailers.

In addition, Mr. Weisberg is quite active in various civic, charitable and community organizations.

His hobbies and special interest include photography, golf, fishing and reading. He and his wife, Lucille, have four sons: Jeffrey, 17 (a freshman at the U-M); Roger, 15, Danny, 11; and Barry, 8.

The Sounding Board

To the AFD:

I want the members of the Associated Food Dealers to know how much I appreciate the letter you sent to me after the election.

As I undertake the great responsibility of providing new leadership for America, the messages I have received by the thousands from all over the world will be a constant source of strength and inspiration in the years ahead.

Mrs. Nixon joins me in extending our very best wishes to all your members, for Christmas and the New Year.

Richard M. Nixon
President-Elect
New York, N. Y.

The real object of this illegal boycott of California table grapes is to gain for labor unions monopolistic control of a perishable crop. (Did not Jimmy Hoffa get his start by calling a strike when a large shipment of strawberries was coming in?)

"Liberals" have succeeded in enacting laws purporting to enable anyone to rent or buy housing. What of my right to buy table grapes? Why the distinction?

Congratulations for your opposition to this lawless tyranny by legalized monopolists masquerading as labor unions.

George M. Zimmerman
Book Building
Detroit



STROH'S SNOWMAN promotion got underway this holiday season for the third consecutive year. The brewery said the successful promotion has been quite popular with retailers and related floor displays.

THE FOOD DEALER

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**THE ASSOCIATED FOOD DEALERS
OF GREATER DETROIT**

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Phone: 542-9550

EDWARD DEEB, *Editor*
NANCY GERLACH, *Office Secretary*
JOAN SENA, *Insurance Secretary*

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LAFAYETTE ALLEN—Allen's Supermarkets Inkster
SIDNEY BRENT—Kenilworth Super Market Detroit
SAM COSMA—Atlas Super Market Pontiac
REUBEN COTTLER—Dexter-Davison Markets Oak Park
SAM FINK—Great Scott Super Markets Detroit
THOMAS FOSTER—Sunny Side Markets Dearborn
SID HILLER—Shopping Center Super Markets Southfield
GEORGE JERRY—C. Jerry's Super Markets Port Huron
MANUEL JONA—Food Center Market Berkley
THOMAS JOSEPH—Joseph's Market Detroit
DAVID KHAM—Handee Super Market Inkster
PHIL LAURI—Lauri Bros. Super Market Detroit
FRED LEVEY—Lindy's Super Markets Detroit
CARL LICARI—Licari's Super Market Ferndale
CLAYTON LILLY—Helm & Lilly Market Ferndale
ED MAGRETA—Berkshire Food Market Detroit
RAY MARTYNIAK—Ray's Prime Meats Trenton
BERNIE MIDDLEMAN—Grand Value Market Detroit
GUIDO SALTARELLI—People's Super Markets Pontiac
BEN RUBENS—King Cole Super Markets Detroit
PHIL SAVERINO—Phil's Quality Market Detroit
GEORGE SCHLEICHER—Schleicher's Market Detroit
HARVEY WEISBERG—Chatham Super Markets Detroit

SEASON'S GREETINGS

From These Fine Companies and

1968 Advertisers in THE FOOD DEALER Magazine

Almor Corporation
American Bakeries
Archway Cookies
Aunt Jane's
Associated Brewing Company
Atlantic Service Company
Awrey Bakeries
Better Made Potato Chips
Budweiser
Continental Food Brokerage
Cal-Chemical & Mfg. Co.
Commercial Brokerage Co.
Comp-U-Check, Inc.
Crown Packing Company
Cusumano Bros. Produce
Darling & Company
DeCrick & Maurer, Inc.
Del Monte Corporation
Detroit Bank & Trust Co.
Detroit Food Brokers Assn.
Detroit Renedring Company
Detroit Veal & Lamb
Peter Eckrich & Sons
Fairmont Foods
Farm Crest Bakeries
Faygo Beverage Company
Fontana Brothers
Frank's Tea & Spice Co.
Goh's Inventory Service
Guaranteed Advertising Co.
Gulliver's Travel Agency
Guzzardo Wholesale Meats

Hamm's Beer
Hays Ice Cream Co.
Holden Red Stamps
Hobart Manufacturing Co.
Home Juice Company
Hussman Refrigeration
Hygrade Food Products
Paul Inman Associates
Kar-Nut Products Company
Kaplan's Whlsle. Food Service
Keil-Weitzman Company
The Kellogg Company
Koeplinger's Bakery, Inc.
Krun-Chee Potato Chips
Land O'Lakes Creamery
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Liberty Paper Company
Magnuson Food Products
Mario's Olives
Marks & Goergens, Inc.
McMahon & McDonald, Inc.
Meier's Wineries, Inc.
Melody Dairy Company
Michigan Made Sugar
Michigan Wineries
Mutual of Omaha
National Brewing Company
Page & Cox Egg Company
Pepsi-Cola Company
Peschke Sausage Company
Peter's Sausage Company
Peterson & Vaughan, Inc.

P. F. Pfeister Company
Pitts Packing Company
Quaker Food Products
Red Pelican Products
Reynolds Aluminum Co.
Scan-O-Scope
Schmidt Noodle Company
Sealtest Foods
Shedd-Bartush Foods
Specialty Foods
Squirt-Detroit Bottling Co.
Standard Brands
Stroh Brewery Company
Superior Potato Chips
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Sylvania Electric Company
Taystee Bread
Tip Top Bread
Traveler's Express Company
Tyler Refrigeration
United Dairies
United of Omaha
Vita Boy Potato Chips
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Wayne Soap Company
Wesley Quaker-Maid Ice Cream
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Support These Advertisers and AFD Members

Associated Food Dealers — The Food Dealer

"Michigan's Largest and Leading Food Association"



ED DEEB

OFF THE DEEB END

Unity For 1969

The food and beverage industries have their prophets of doom and gloom just as any other industry. This, when criticism coming from without our industry is on the increase.

Let us who make our livelihood in our industry make a New Year's resolution to give everyone a fair shake. Let us give an idea, a project or an action a chance to succeed, without having to put a pessimistic hex hoping it should fail.

Let us begin by ending vicious rumors of our fellow cohorts in the trade be they good or bad. If someone or some company is experiencing more success than you, don't knock it. Rather, be inspired to do even better yourself.

Let us eliminate the back-stabbing and mistrust that exists in our industry. We must unite and follow through programs of of mutual interest to the entire industry. Give everything a chance to succeed.

The year 1968 was a hectic one, with various individuals determined to rap and criticize our industry for self-gain or publicity mongering. The quicker we can unite and openly and intelligently provide information to consumers on the economics and structure of our trade, the sooner citizens will think twice before condemning the nation's largest and most efficient industry.

Let us look to 1969 as the year the industry stood up and was counted as an integral part of the various communities in our state, even though we walk in the shadow of our famed auto industry.

Let us be more optimistic and enthusiastic in 1969 because the two characters are contagious. They will help you overcome many obstacles.

Finally, remember those succeed who are willing to succeed. No longer can a retailer merely toss merchandise on a retail shelf and expect to succeed. It's a lot of hard work and a lot more scientific operating a food store today. You simply can't win by transmitting doom and gloom to your customers.

The word is "unity" for 1969.

Look who's working for American Bakeries!



It's Joe E. Ross. Who used to work in "Car 54."

He'll be starring in a whole series of commercials for American Bakeries. If you carry American Bakeries bread—get ready to make more money.

If you don't...



Four New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food distribution association, wishes to welcome aboard four new supplier members to the association. Their names, addresses and phone numbers are as follows:

W. H. EDGAR & SON, INC., sugar brokers; direct brokers for American Sugar Company (Domino), and Monitor Sugar Company (Big Chief beet sugar), 1060 W. Fort Street, Detroit, Mich. 48226; phone 825-0008.

GLACIER FROZEN FOODS, distributors of various frozen food products, 1448 Wabash, Detroit, Mich. 48216; phone 962-8421.

KIRBY PACKING COMPANY, meat packer and distributor, 1565 Division Street, Detroit, Mich. 48207; phone 831-1350.

VAN DYKE STEAK COMPANY, meat distributor, 5050 Edwin, Detroit, Mich.; phone 875-0766.

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

Would You Like More Sales ?

SEALTEST FOODS' STORE SALES DIVISION WILL BE HAPPY TO SUPPLY YOU WITH INFORMATION GATHERED FROM A WIDE VARIETY OF SOURCES TO HELP YOU ANALYZE YOUR ENTIRE STORE.

CALL TI 6-5700



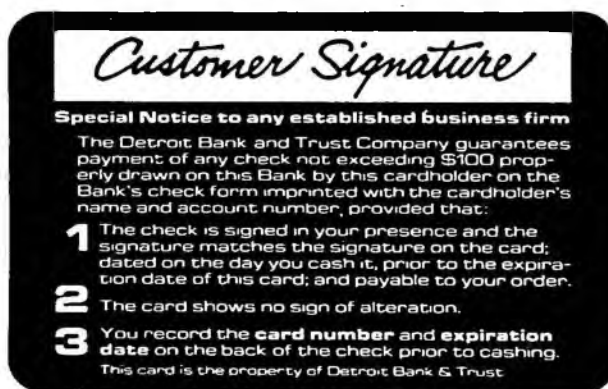
(ASK FOR STORE SALES)

Season's Greetings from the AFD Staff

this is the card...
it guarantees your customer's
personal check up to \$100



it's a guarantee
written in gold



DETROIT BANK & TRUST
MEMBER FDIC

YOUR ASSOCIATION AT WORK

Review of AFD Involvement, Action Programs

The following is a year-end review of the numerous major action programs, projects, and involvement of the Associated Food Dealers during 1968. The report was compiled by AFD president Mike Giancotti and AFD executive director Ed Deeb.

JAN.-FEB.

Conducted the Associated Food Dealers' annual "Grocers Week in Michigan" statewide promotion in behalf of the state's over 8,000 food retailers. Lt.-Gov. William Milliken issued a proclamation to that effect in behalf of Michigan. Highlight of the big week-long promotion was AFD's 52nd Annual Food Trade Dinner and Installation, held Feb. 13 at Cobo Hall, with over 860 persons attending.

Also attended meetings with City of Oak Park officials to air shopping cart problems, and protest \$5 fee to retrieve carts by the city, along with representatives from various independent and food chain stores. The AFD learned at this time that it would later be subpoenaed to appear before the U.S. Senate to discuss the 1967 riots as it affected retailers, by Sen. John McClellan, committee chairman.

In addition, the AFD inaugurated machinery and sponsored Senate Bill 860, presented by Sens. Frank Beadle and Stan Rozycki, along with the aid of Reps. Don Pear, Bill Hampton and Frank Wierzbicki. The bill sought to waive the 500 foot law for SDD and SDM licensees. Through an editorial in our award-winning magazine, *The Food Dealer*, the AFD urged that thoughtless citizens be held responsible for the growing litter problem, rather than soft drink bottlers, breweries and various manufacturers as proposed by a state senator. Also, testified before a joint committee of the Michigan Senate and House and called for a State Property Insurance Pool for those retailers in high risk areas unable to acquire insurance protection.

Inaugurated a new Travel Service for all AFD members in cooperation with Gulliver's Travel Agency, an AFD member. The association also

attempted to set up a meeting with President Johnson on the gravity of problems affecting small businessmen. At this time, AFD's timely weekly newsletter, the *Food-A-Gram*, became the only major Michigan food publication appearing more often than once a month, as Shamie Publications announced its newspaper, *Grocers Spotlight*, would no longer be published every other week. The paper became a "monthly" for the first time in 34 years.

MARCH

Shopping cart "fever" this time spread to Hazel Park. The AFD opposed the new cart law, which was drafted to be similar to that of Oak Park and Detroit, charging retailers \$5 to retrieve them. Also at this time, the AFD conducted an insurance survey of members. The survey would later be used to pinpoint the scope of the problem of unavailability of insurance. Later, results were used during government hearings on the situation. In addition, the AFD supported DAGMR's appeal for trading stamps being collected to help purchase a badly needed X-ray machine for Northville State Hospital.

The Associated Food Dealers' magazine, *The Food Dealer*, was recipient of the 1968 "Achievement Award" presented by the Industrial Editors Association of Detroit. The IEAD granted its "highest honor for effective communications and imaginative editing" to *The Food Dealer* staff. It was the second major citation for the colorful magazine. It was cited by the International Council of Industrial Editors in 1965 for "publishing an editorial which motivated readers and caused community action." The editorial was titled: "Must the Retailer Do A Banker's Job?"

On March 6, the AFD testified before the Michigan House of Representatives insurance committee, stating that "unless the state steps in to guarantee property and fire insurance, more businesses will close in center city areas, depriving residents of needed re-

tail food outlets." Also, the AFD urged NARGUS to keep its 1969 convention in Detroit. The organization thought of re-scheduling the convention elsewhere following the riots.

APRIL

The AFD participated in the 1968 U.S. Government Bond Drive, chaired by A & P's Ted Fiebich. (This was the first time a food merchant was named to head the retail division.) Fiebich named the following to his steering committee: Don LaRose, Sam Fink, Bernard Weisberg, Howard Gifford, Ike Moore, Paul Borman and Ed Deeb. This was the month in which Dr. Martin Luther King was assassinated. Reports coming into the AFD office indicated minor damage to food stores and looting occurred. Gov. Romney again imposed a curfew, as was done following the 1967 disturbances, and retailers ordered to cease selling alcoholic beverages.

This was the month in which the State Senate passed SB 860 to eliminate the 500 foot law by a margin of 21-14. This sent the AFD-sponsored bill to the House of Representatives. Also, the House at this time passed the measure which would inaugurate the Property Pool Insurance guarantee to merchants and others. The measure, strongly supported by the AFD, passed 63-33, and sent on to the Senate. It was during April also that the Associated Food Dealers launched an active "Fight Litter" campaign in cooperation with the Metropolitan Soft Drink Bottlers Assn., the Board of Commerce and other groups. A massive Price Survey designed to "prove" the poor pay more, was uncovered by the Associated Food Dealers. The survey, conducted by "Focus: Summer Hope," recruited some 500 women who were hurriedly trained. Coordinator of the survey would be Fr. William Cunningham of Sacred Heart Seminary.

MAY

The AFD appeared this time before the State Senate to discuss the urgent

(Continued on Page 10)

AFD PROGRAMS

(Continued from Page 9)

need for the basic property insurance pool in Michigan. During May, the association conducted a survey on bad checks in hopes of seeking permanent solutions to the problem. Again, the AFD participated in the annual "Michigan Week" campaign, which saw executive director Ed Deeb named one of the recipients of the Governor's Award presented by Gov. Romney for "outstanding service to Michigan." Winner of the AFD Bowling League championship was Home Maid Foods; second was Pitts Packing Co.; third, Dennis the Ringer; fourth, Quaker Foods; and fifth, Cloverleaf Bakery.

On May 15, the AFD testified before the U.S. Senate subcommittee on investigations on the 1967 Detroit riots as it affected food and beverage merchants. Attending the hearings in Washington were association officials Don LaRose, Salim Sarafa, John George and Ed Deeb. Following the hearings, the AFD leaders held private meetings with Senators Griffin and Hart. The National Association of Independent Food Retailers backed the AFD position in the nation's capitol.

JUNE

The AFD endorsed "Operation Understanding," a community service of the Brewster Douglas Housing Project in Detroit's inner city. The AFD Legislative Committee, headed by President Giancotti, met in Lansing with 20 state senators and representatives on the importance of the need to eliminate the 500 foot limitations from the Liquor Control Act. Fred Rehm of the Automobile Club of Michigan commended the AFD for tying in with its "Bring 'Em Back Alive" Campaign. Mrs. Wilton Norris, head of the Southern Oakland Girl Scouts, praised the AFD for the cover story in *The Food Dealer*, and thanked the association for helping to launch the GS cookie drive. In his column, Moe Miller outlined how businessmen could save taxes with a temporary trust arrangement. The annual "Summertime Is Picnic Time" promotion began in our magazine.

JULY

The AFD office began receiving

nominations for the association's 1968 Annual Salesmen of the Year award-winners. The AFD board endorsed the stop and frisk law which had been approved by Mayor Cavanagh and the Common Council. Gov. Romney during this month signed into law H. B. 3466 to provide a statewide property insurance pool bill, which was strongly supported by the AFD. The association also assisted in the annual United Foundation Torch Drive campaign for the food industry segment, headed by Ben Wettstein of Abner A. Wolf, Inc. SB 860 to waive the 500 foot law, finally passed the House of Representatives. It was considered a major victory for food and beverage retailers, but it was later vetoed by Gov. Romney.

AUGUST

August was the beginning of the notorious California grape boycott in Michigan. The AFD and the Board of Commerce, and representatives from various food chains, were summoned to a meeting with members of the United Farm Workers (AFL-CIO), sponsors of the boycott, with various citizens groups, religious organizations and clergymen. Following a meeting with UFW, the association issued its position relative to the boycott: "not to withhold grapes or any other food products from food stores, leaving the decision to consumers." The Board of Commerce's position echoed the same sentiments. This was the first of a long series of debates against those who supported the "illegal" boycott.

The AFD, along with representatives from other organizations and retailers, met with Gov. Romney at the Capitol to urge him to reconsider his views on the 500 foot law which he vetoed, on the grounds that many laws were discriminatory. The groups pressed then for the appointment of a citizens committee by the governor to update and revise antiquated sections of the law. Ed Deeb debated Lupe Anguiano of the Farm Workers Union on the Lou Gordon television show, Channel 50.

Some 40 members of the AFD jetted their way to San Juan, Puerto Rico Aug. 18 for the 83rd Annual Convention of NAFR. The national association passed a number of resolutions to

help foster the growth of the free enterprise system, including opposition to church and religious groups involved in economic issues, like the grape boycott. AFD officials played a major part in the convention. Don LaRose and Ed Deeb were re-elected president and executive director, respectively; Jay Welch was elected a director; and Messrs. Bell and Giancotti were re-elected.

SEPTEMBER

The AFD's Annual Awards Banquet was held Sept. 17 at the Raleigh House, Southfield. Ralph Miller, John Warchock, Dave Roberts and Joe Pomaville were selected Salesmen-of-the-Year, while distinguished service citations went to WJBK-TV, WJR radio, East Side Newspapers Michigan Beverage News and Supermarket News for "fair and accurate news and editorial coverage to the food industry." The AFD appealed to Lansing Mayor Max Murningham to rescind the action of the city's councilmen to ban grapes from public places. The action was finally taken and the council's decision reversed.

The long awaited results of the price survey taken by "Focus: Summer Hope" were made public at this time. The survey, which was kept away from the food industry, criticized food retailers. The survey, sponsored by the Catholic Archdiocese and funded by New Detroit Inc., charged that merchants were "gouging" residents of the inner-city, and that consumers paid 20% less for food in the suburbs, and that chains charged more in inner-city stores. AFD president Mike Giancotti debated Fr. Cunningham on WXYZ-TV's program, Haney's People. The AFD was saddened this month to learn of the sudden passing of director Sam Fink, president of Great Scott.

OCTOBER

"The Candidates Speak" was the title of the cover story in the October issue of *The Food Dealer*. The issue featured the Presidential candidates on the cover, with exclusive and historic by-lined articles from Richard Nixon, Hubert Humphrey and George Wallace on the inside — a food industry first. AFD president Giancotti and director Sid Hiller participated in a

(Continued on Page 14)

THE BELL RINGER

Minimum Markup Law on Beer In The Making?

By ALEX BELL

Well, here it is, the last column for 1968. We thought the last one was the finale, but Deeb insists on one for every issue. Whattaya gonna do?

* * *

News Item: San Francisco's call girls get more callers — IRS agents. Following tips from police, the agents are tracking down girls with long arrest records for prostitution and asking if they've been paying their income taxes. One investigator says most girls aren't aware they're supposed to pay taxes on their take.

* * *

Comment: In other words Uncle Sam is starting to hustle the hookers. Hmmm?

* * *

Our first wife asked what we wanted for Christmas. We replied, a 45-year-old blond in our stocking, and do you know she is looking around. She just wants to see what will happen.



Mr. Bell

Hey there Georgie boy, too little and too late.

* * *

We heard about a young couple who went to a church to get married and they had to wait for the reverend for about an hour. (He was out picketing a food store that was selling grapes.)

* * *

President-elect of the Associated Food Dealers, Harvey Weisberg of Chatham, is going to be a helluva good man for the job. We have known the Weisberg boys for many years, and have watched them grow from one small store to their present stature. The family owned operation today has 22 stores. This should be a lot of inspiration to the one-store operators who say it can't be done! Good luck, Hary, we are with you all the way.

* * *

We are still going to press in this column for action on a minimum markup law on beer. Also, why should wine wholesalers be allowed four cents per bottle on split cases of wine? Better yet, how can the Liquor Control Commission allow this without proper and sufficient notice? So come on, ADF-ers, get on the ball and start writing to your association office. Let's hear how you feel about these two items.

* * *

We always imagined Kay Adams of Chatham as a little old lady wearing tennis shoes. But in meeting Kay we found out she is quite a swinger. Personal to Kay, we are writing a book entitled "Hogmanay Antics Without Booze." Upon completion we'll send you a copy.

* * *

To Mike Giacotti: So as chairman of the AFD board just what can you do for an encore? You are going to be a tough act to follow.

* * *

February 11, 1969 is THE NIGHT the food and beverage trade is looking eagerly forward to — the AFD installation of officers and Food Trade Dinner at Cobo Hall. Get ready, because that is the biggest night of the year for our industry, and besides my column will appear in the big program issue to be published and distributed at the affair!

* * *

In closing, let us quote from an ancient Chinese philosopher: "If a lot of people really said what they think, they'd be speechless." His name, we believe, was Aw Nutz.

* * *

Well, a very happy holiday season to all and a most prosperous 1969!

* * *

Dear John, that's all she wrote for 1968.



BIG PROFIT CHAMP

Big in every way

CASH IN!
Call 826-5030

Peters SAUSAGE COMPANY

The AFD Is The Largest and Most
Active Food Trade Association
in Michigan.

Are You On The Team?
If Not, Phone 542-9550

AROUND THE TOWN

Abner A. Wolf, Inc. has announced it has jointly launched an economic development program in cooperation with the Inner-City Business Forum (ICBIF) to renovate and open a food store on John R and Edmund Place, Detroit. A & P Food Stores is also cooperating by furnishing all of the store equipment, with the merchan-

dise being supplied by Wolf. The store is called Community Involvement Superette.

* * *

Louis Kinia, former owner of Country Fair Super Markets, which were destroyed during the 1967 riots, has acquired Blue Bell Super Market, 17600 Joy Road, from Nazir Najor, an AFD member. Kinia will rename the store **Country Fair**, while Najor has gone into business with his brother at **Circus Foods**. Kinia has named Hikman Shamam store manager.

* * *

Brothers Jack and Tom Nihem, have left the grocery business and entered the stock brokerage business. Jack has joined the firm Davis, Rowady & Nichols, while Tom has hooked up with First of Michigan Corp. Their father, Jack Nihem Sr., still owns and operates the store, **Park Avenue Grocery** in Downtown Detroit.

* * *

The Detroit Association of Grocery Manufacturers' Representatives, will hold its 10th annual Inaugural Ball, Saturday, Jan. 10 at the Latin Quarter, it was announced by Bill DeCrick, president.

* * *

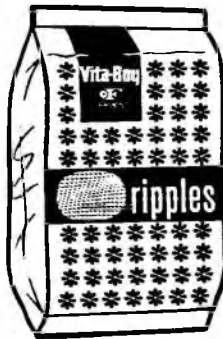
Bernard Weisberg, president of **Chatham Super Markets**, an AFD member, has been elected chairman of Staff Foods.


* * *

Despite severe one-way bottle shortages in 1967, **Faygo Beverages, Inc.**, an AFD member, had 21 percent higher sales in 1968 over 1967, according to president **Mort Feigenson**.

Vita-Boy

- CONSISTENT ADVERTISING
- SOUND MERCHANDISING



If **Vita-Boy** potato chips were any fresher,
they'd still be potatoes 

and

- A COMPLETE LINE
OF FINEST SNACKS

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Melody Dairy Company



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THE PRESIDENT'S CORNER**The Time Is Ripe For Industry Unity, Progress**By **MIKE GIANCOTTI**

As I write this column, the thought struck me that this will be my final column as president of the Associated Food Dealers.

During my two-year tenure, we have seen the infamous Consumer Rebellion of 1966, various political upheavals, increased government buracracy, civil disturbances, and various attacks on our industry, all of which affect each and every one of us.

We as food and beverage people have seen all this and more simply because we took the time to be more involved in our industry and our community.

What does this mean as we close out 1968 and start afresh in 1969? It signals the need for better education of our personnel; dissemination of more information to consumers needed; the importance of more co-operation from various industry, civic and government

**GIANCOTTI**

leaders; and the need for more association members who can actively participate in helping to bring this all about.

Hopefully, 1969 will be the year our industry can increase profits, which is not a dirty word, just like other industries have been privileged to do so. Unfortunately most of our customers do not realize the real food bargain they have in Detroit because of depressed prices. If this is allowed to continue, it indeed may prove harmful to our industry.

Consumers today must be made aware that our stores are merely a reflection of what they themselves desire or need. It is a case of the retailer providing the fulfillment of his customers' wants and needs, in conjunction with the natural economic laws of supply and demand.

In closing, I wish to say what an honor and privilege it has been for me to serve as president of the Associated Food Dealers. The office of president has helped bring to me a great deal of insight and understanding of the problems affecting all segments of our industry.

*(Continued on Page 17)**AFD Travel Service Presents . . .***The Case For Incentive Travel Tours, Programs**

Did you know that tailor made travel tours used as incentives can boost or improve employee sales results, production, efficiency, courtesy and loyalty? It's true!

You would be surprised at the reasonable cost of arranging for such tours. We specialize in dealer promotions, employee group tours, personnel relations and incentive programs. Let Gulliver help you help your company.

- Phone us for our many other low-price attractive package tours.



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for information, Phone: 963-3261

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Main Post Office
Dearborn, Michigan

ALLIED MEMBER

AFD PROGRAMS

(Continued from Page 10)

special dialogue before a food class of the Detroit Food Brokers Association at Wayne State. (The Detroit Tigers baseball team came out a winner in the World Series against the St. Louis Cards, after having clinched the American League pennant.) The AFD participated in a meeting of the National Association of Food Chains in Detroit to explain the economics of the highly competitive food industry to members of the press, along with other organizations and food chains.

The 1968-9 AFD Bowling League got underway with Quaker Foods' Walt Dudek elected president. Peter Cassa, longtime AFD member, was tragically shot and killed in a holdup attempt at his newly opened All-Star Market on Puritan. The AFD group Blue Cross-Blue Shield hospitalization program for member retailers and employees expanded its coverage under the new Variable Fee system. The association also endorsed Amendment-A, sponsored by the Detroit Police and Fire Fighters Associations.

The AFD met with leaders of the major food trade associations around the state to form the Michigan Food Trades Council, comprised of various retailers, brokers, wholesalers, and manufacturers. The MFTC's first formal action was to clarify the industry's stand on the grape boycott, which had flared anew.

NOVEMBER

The association participated in the "Truth in Advertising" program of the Detroit Committee for Truth in Advertising in cooperation with the Better Business Bureau. During this month, the AFD met with new Detroit Police Commissioner Johannes F. Spreen and top police officials. The object: to bring about greater understanding of problems confronting both food and beverage merchants, and the police department through closer person-to-person contact. As a result of the meeting, a fulltime, year-round program between the Police and AFD members was developed.

DECEMBER

With the help of Sen Roger Craig (D-Dearborn), the United Farm Workers boycott of California grapes was

further revived, after first attempts flopped. The AFD reaffirmed its position in opposition to the secondary boycott, which saw increased retailer harassment. AFD president Giancotti announced that the association's 53rd Annual Food Trade Dinner would be held Feb. 11 at Cobo Hall in 1969. It again will be the highlight of "Grocers Week in Michigan," a statewide campaign sponsored by the AFD. The association also participated in an urgently called meeting with representatives of companies utilizing driver-salesmen or vendors, along with unions to discuss the alarming increase in

crimes affecting vendors. On hand also were Detroit councilmen Ed Carey and Mel Ravitz, as well as Detroit Police representatives. Future meetings were held with the Board of Commerce to seek solutions to the growing problem.

The AFD assisted the efforts of Ann Arbor area food retailers in opposing the student and faculty-led grape boycott around the University of Michigan. The association at this time announced that it will again seek legislation in 1969 to hopefully eliminate the discriminatory 500 foot law from the state Liquor Act.

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- FROZEN FOODS
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- FRESH LOCAL PORK
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WO 1-6561

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(In the Eastern Market)



QUALITY!



Available in either of two sizes — our large 8 1/2 oz. 4-muffin package, or the popular medium size 6-muffin pack.

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TAX TOPICS

Smart Tax Savings Moves For Year-end 1968

By MOE R. MILLER

Tax Accountant and Attorney

Any substantial difference in tax rates between the current year and the next year is a key factor in profitable year-end tax planning. For '68 this factor does not exist and the tax rate variation is of itself too small to call for any year-end switching of income and deductions. Year-end planning for 1968 must therefore be geared on an individual basis.

BONUS DEPRECIATION

Any taxpayer may elect to write off 20 per cent of the cost of tangible personal property for the first taxable year. If you purchase equipment costing \$10,000, you may deduct as an operating expense the sum of \$2,000. If you are married you may deduct 20 percent of \$20,000, but not exceeding \$4,000. Corporations are limited to 20 percent of \$10,000 or \$2,000.



MILLER

UNREASONABLE CORPORATE ACCUMULATION

The code allows a corporation to accumulate and retain up to \$100,000 of its earnings, any excess of this figure faces a penalty tax of 27½-38½ percent, unless the excess of over \$100,000 is retained with good business reasons. If you are burdened with this problem, a pseudo corporation may be the answer. This can be accomplished only by filing the necessary forms with the Internal Revenue Service within 30 days prior to your year end or within 30 days subsequent to your year end.

BONUSES TO OWNER-EXECUTIVES

Owner-executives of closely held corporations now may have a treasury concession that may help them avoid a double tax by repaying a disallowed reimbursements or excess compensation under a "hedge" agreement. When the treasury disallows a deduction for salary, rent, travel and entertainment, etc., paid to its stockholder-executives, the result will be a double tax. The amount disallowed is taxed both to the corporation and the shareholder. A contractual obligation of repayment can soften the blow and eliminate one of two taxes.

DIARY ENTRY ON TRAVEL AND

Businessmen should never forget the \$25 dividing line for proving deductible travel and entertainment expenses. The regulations say that each separate expense item under \$25 is sufficiently supported, if a timely entry is properly made in a diary; but each separate expense item of \$25 or more requires "documentary evidence"

such as a paid bill. If you cannot substantiate anything over \$25, which will be disallowed in its entirety, then change the diary entry to read \$24. It is not clear whether the treasury could technically object where \$30 is actually spent on a business dinner and only \$24 was claimed as a deduction.

ACCRUED EXPENSES

If payment to a stockholder-employee, who owns more than 50 percent of the corporate stock, is deferred for more than 2½ months after the end of the corporation's taxable year, the corporation's deduction may be completely lost.

If vacation wages are fixed either by union contract or by a contractual obligation, the amount can be accrued and charged off as an operating expense on your profit and loss statement and a liability on your balance sheet.

If you are not on the cash basis, the accruals should be carefully guarded since accrued expenses will decrease your net profit and accordingly reduce your income tax.

It has been my pleasure these past few years to write the Tax Articles, I sincerely hope they have been informative. I would like to extend to all of you a happy and prosperous New Year.

DETROIT RENDERING COMPANY

SINCE 1850

SUPERIOR SERVICE — TOP MARKET VALUES

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TAshmoo 6-4500

"First We Render Service"

AFD MEMBER

Feature For Feature

YOUR ASSOCIATION'S DISABILITY INCOME PROTECTION PLAN

Can't Be Beat!

Pays up to \$500.00 a Month for Life
when you are injured and unable to work.

Pays up to \$500.00 a Month for as Long as 5 Years
when you are sick and unable to work.

These are TAX-FREE CASH benefits paid directly to you to use as you see fit -- for food, clothing, medical bills or anything else you choose.

OTHER OUTSTANDING FEATURES OF THIS PLAN

- *This plan contains a special Travel Accident Death Benefit that PAYS UP TO \$2,000.00 for accidental death.*
- *House confinement is never required.*
- *Covers you as a passenger on any kind of aircraft... even in a private plane.*
- *No restrictive riders may be added after the policy is issued because of any changes in your health.*
- *Low Cost... Due to the wholesale buying power of your Association, the cost of this insurance is substantially lower than comparable coverage offered on an individual basis.*
- *Few Exceptions... Policy does not cover: loss due to war or military service; suicide or attempted suicide; child-birth, pregnancy or resulting complications.*

Your Association's plan of disability income protection is another example of the many fine services available to you through your membership.

*The AFD is
Michigan's Largest
Food Trade
Association, With
some 1,900 members.*

ACT NOW! Get complete details on this remarkable plan of coverage today. Complete and return the coupon below.

Mutual of Omaha

The Company that pays

MUTUAL OF OMAHA INSURANCE COMPANY
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Associated Food Dealers
Group Insurance Department
434 W. Eight Mile Road
Detroit, Mich. 48220

Please RUSH complete details on the program of Disability Income Protection endorsed by my Association.

Name _____

Address _____

City _____ State _____ ZIP Code _____

PRESIDENT'S CORNER

(Continued from Page 13)

It has been a real sense of accomplishment to me as an individual, and to the association which has grown to where today the AFD is the largest retail food association in the state, and indeed one of the largest in the nation. Also, during the past couple of years, we have seen far more inter-industry cooperation than at any time in the history of our industry.

I am proud to be able to turn over the president's gavel to Harvey Weisberg of Chatham, a most capable and proven leader. We shall give Harv all of the support possible to assure that the AFD will continue its success as "the voice of our industry."

I wish to thank the directors and members of the AFD who have helped to make my terms as president the success they were. Without this help, it couldn't be possible.

Happy New Year!

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Quality, taste!

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ALLIED MEMBER

AFD Trade Dinner Feb. 11

The Associated Food Dealers will hold its 53rd Annual Food Trade Dinner and installation Tuesday evening, Feb. 11, at Cobo Hall. The cocktail hour, again sponsored by the Pepsi-Cola Company will begin at 6 p.m. with dinner following at 7:30 p.m.

The event is again the highlight of AFD's 4th annual "Grocers Week in Michigan" promotion conducted in behalf of the state's nearly 9,000 food merchants.

Tickets for the banquet may be acquired by contacting the AFD office, 434 W Eight Mile Rd., Detroit, Mich. 48220; or by phoning 542-9550. Or, they may be purchased by any of the AFD directors.

Get In The Picture



Ralph Robbins, manager of the Hollywood Super Market in Troy, poses next to his high-profit cigarette vending machine.

Big Profit . . .
Big Volume . . .
Big Turnover . . .

Jay Welch, president of the 3-store Hollywood Super Markets says: "We find Fontana vending machines an excellent way to sell single packages of cigarettes. The good thing is we enjoy the same profit, without having to invest our money." Let Fontana show you how to win additional sales and profits.

Fontana BROTHERS

Cigarette Vending Machines

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Group Blue Cross - Blue Shield Available To All Member Stores And Their Employees

For those grocers who don't know it already, Blue Cross-Blue Shield Insurance at low group rates is available to all retail members of the Associated Food Dealers. The AFD is the only retail food 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 retailers 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 plus many other benefits.

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, you can enjoy wide benefits designed to bring recognition to the independent grocer in the community. In addition, such services as Blue Cross and all types of general insurance, 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

Support These AFD Supplier Members

ACCOUNTING, INSURANCE

Brink, Earl A. (Insurance)	962-7150
Gohs, Inventory Service	VE 8-4767
Peter J. Kiron Agency	Chicago
Moe Miller Accounting	547-6620
Retail Grocery Inventory Service	399-0450

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
Johnny Mac's Cookie Co.	885-6200
Magnuson Foods (Bays Muffins)	FA 1-0100
Oven King Cookies	PR 5-4225
Fred Sanders Company	868-5700
Schafer Bakeries	293-5320
Silvercup Bakery	LO 7-1000
Taystee Bread	TY 6-3400
Tip Top Bread	TA 5-6470
Warrendale Baking Co.	271-0330
Wonder Bread	WO 3-2330

BEVERAGES

Associated Breweries	925-0300
Canada Dry Corp.	868-5007
Cask Wines	849-0220
Coca-Cola Bottling Co.	898-1900
J. Lewis Cooper Co.	823-3900
Faygo Beverages	WA 5-1600
Home Juice Company	925-9070
Leone & Son	925-0500
Mavis Beverages	DI 1-6500
National Brewing Co. (Altes)	921-0440
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

Acme Detroit Food Brokerage	581-0410
Steve Conn & Associates	547-6900
Continental Food Brokerage	533-2055
Harris Crane & Company	538-5151
E. A. Danielson Co.	838-9111
DeCrick & Maurer	822-5385
W. H. Edgar & Son, Inc.	825-0008
Maurice Elkin & Son	353-8877
Food Marketers, Inc.	342-5533
Graubner & Associates, Inc.	TA 6-3100
John Huettelman & Son	TA 6-0630
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corp.	341-5905
Keil-Weitzman Co.	273-4400
Edward L. Kuester & Co.	928-7117
Maloney Brokerage Co.	TU 5-3653
Harry E. Mayers Associates	864-6068
McMahon & MacDonald Co.	BR 2-2150
Marks & Goergens, Inc.	DI 1-8080
Northland Food Brokers	342-4330
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 3-5585
Stiles Brokerage Company	965-7124
Sullivan Sales	KE 1-4484
James K. Tamakian Co.	863-0202
United Brokerage	BR 2-5401

DAIRY PRODUCTS

The Borden Co.	564-5300
Detroit City Dairy, Inc.	TO 8-5511

Fairmont Foods Co.	TR 4-0300
Gunn Dairies, Inc.	TU 5-7500
Hays Ice Cream	271-5670
Land O'Lakes Creameries	TE 4-1400
Melody Dairy Dist. Co.	345-4700
Sealtest Dairy	TI 6-5700
Trombly Sales	925-9505
United Dairies, Inc.	UN 1-2800
Wesley's Quaker Maid, Inc.	883-6550
Ira Wilson & Sons Dairy	TY 5-6000

DELICATESSEN

Home Style Foods Co. (Deli.)	FO 6-6230
Quaker Food Products, Inc.	TW 1-9100
Specialty Foods (Deli.)	365-6330

EGGS AND POULTRY

Eastern Poultry Co.	WO 1-0707
McInerney Miller Bros.	TE 3-4800
Napoleon Eggs	TW 2-5718
Orleans Poultry Co.	TE 3-1847
Page & Cox Eggs	838-6664
Water Wonderland Egg Corp.	789-8700

FRESH PRODUCE

Badalament (bananas)	963-0746
Jos. Buccellato Produce	LA 6-9703
Cusumano Bros. Produce Co.	921-3430
Gelardi Produce	WA 5-0969
H. C. Nagel & Sons	832-2060
North Star Produce	VA 2-9473
Spagnuolo & Son Produce	527-1226

INSECT CONTROL

Key Exterminators	EL 6-8823
Rose Exterminating Co.	TE 4-9300
United Exterminating Co.	WO 1-5038
Vogel-Ritt Pest Control	TE 4-6900

LINEN SERVICE

Economy Linen Service	843-7300
Marathon Linen Service, Inc.	WA 1-2727
Reliable Linen Service	366-7700

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	543-8853
Prince-Vivison Macaroni Co.	775-0900
Roman Cleanser Company	TW 1-0700
Society Dog Food (Koch & Co.)	DU 3-8328
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
Gordon Sausage Co.	826-6145
Great Markwestern Packing	321-1288
Guzzardo Wholesale Meats, Inc.	FA 1-1703
Herrud & Company	962-0430
Johann Packing Co.	TW 1-9011
Kent Packing Company	843-4900
Kirby Packing Company	831-1350
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
Peter Eckrich & Sons, Inc.	KE 1-4466
Peters Sausage Co.	TA 6-5030
Pitts Packing Co.	WA 3-7355

Sam & Walter Provision Co.	TW 1-1200
Spencer, Inc.	931-6060
Ruoff, Eugene Co.	WO 3-2430
Van Dyke Steak Company	875-0766
Wayne Packing Co.	WO 1-5060
Weeks & Sons (Richmond)	RA 7-2525
Winter Sausage Manufacturers	PR 7-9030
Wolverine Packing Co.	WO 5-0153

MEDIA

The Detroit News	222-2000
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NON-FOOD DISTRIBUTORS

Arkin Distributing Co.	WE 1-0700
Cal-Chemical & Mfg. Co.	567-5620
Edmont-Wilson (gloves)	421-8071
Hartz Mountain Pet Pdr.	894-6300 or 923-4550
Super Toy, Inc.	923-4550
Perfect Plus Inc.	961-6381
Wayne County Wholesale Co.	894-6300

POTATO CHIPS AND NUTS

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

PROMOTION

Bowlus Display Co. (signs)	CR 8-6288
Holden Red Stamps	255-3350
Guaranteed Advertising Distributors	831-0020
Stanley's Adv. & Distrib. Co.	961-7177

RENDERERS

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

SERVICES

Atlantic Service Company	965-1295
Beneker Travel Service	PR 1-3232
Clayton's Flowers	LI 1-6078
Comp-U-Check, Inc.	255-2800
Gulliver's Travel Agency	963-3261
Pittsburg-Erie Saw	835-0913
Zablocki Electric	372-1791

SPICES AND EXTRACTS

Frank's Tea & Spices	UN 2-1314
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STORE SUPPLIES AND EQUIPMENT

Almor Corporation	JE 9-0650
Butcher & Packer Supply Co.	WO 1-1250
Central Alarm Co.	838-6365
Diebold, Inc.	DI 1-8620
Hussman Refrigeration, Inc.	341-3974
Globe Slicing Co. (Biro)	LI 5-1855
Hobart Mfg. Co.	542-5938
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
Sentry Security System	341-9080
Shaw & Slavsky, Inc.	TE 4-3990
Square Deal Heating & Cooling	WA 1-2345

WHOLESALE, FOOD DISTRIBUTORS

Glacier Frozen Foods	962-8421
Grosse Pointe Quality Foods	TR 1-4000
C. B. Geymann Company	WO 3-8691
Kaplan's White Food Service	WO 1-6561
Raskin Food Company	865-1566
Soarian Stores, Inc.	455-1400
Super Food Services, Inc.	546-5590
United Wholesale Grocery	834-6140
Vlasic Food Co.	868-9800
Wayne County Wholesale Co.	894-6300
Abner A. Wolf, Inc.	584-0600

THE FOOD DEALER
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