



THE FOOD DEALER

The Magazine of The Greater Detroit Food Market

JULY, 1968



DAGMR Duffers At Glen Oaks

Like any other industry, the food field has its fair share of golfers, and some pretty good ones too. Led by its president, William DeCrick, the Detroit Association of Grocery Manufacturers' Representatives converged upon Glen Oaks Golf Club recently and as usual had a great time. Co-chairmen of the event were Carl Leonhard and Lou Brown.

Taking a new name...



Mt. Whitney has been the most popular name in ripe olives in the Detroit area for years. But the Mt. Whitney people have joined the Lindsay Ripe Olive people, so we're changing our name to the most popular in the whole country. LINDSAY. Who's Lindsay? They're by far the world's largest ripe olive growers and packers. So you've actually gained the most popular brand name in the country. The only name that has national support in advertising, promotion and merchandising. And the name that consistently has made more money for more retailers for more years than any other brand of ripe olives. Lindsay.



Moratorium Asked On Insurance Cancellations

Michigan Insurance Commissioner David Dykhouse has asked all companies doing business in the state to declare a moratorium on cancellation and non-renewal of property insurance.

Dykhouse said the moratorium will be effective immediately (July 15) and will remain in effect until a pooling plan to cover high risk property is in operation. The pooling plan was intended to cover property in high risk areas, as those hit the riots or are considered potential riot areas. (The state pool insurance idea, HB 3466, was strongly supported by the Associated Food Dealers in testimony before both chambers of the state Legislature, and the U.S. Senate recently in Washington.)

The insurance commissioner also announced that the Royal-Globe Insurance Company, a major insurer, has agreed to extend the termination dates on policies recently cancelled in Detroit until the pooling plan is in operation. (Many AFD members who had been insured with Royal-Globe have reported their policies cancelled prior to the announcement of the moratorium.)

Those customers whose policies have been cancelled by any one of the Royal-Globe companies and who have

been unable to obtain other insurance will be assured of coverage for the present time, Dykhouse told *The Food Dealer*.

"The property insurance market has become increasingly constricted in the urban areas of Michigan," he said. At the same time, he commended the Royal-Globe companies for resuming this coverage in the Detroit area and thereby helping to alleviate further constriction.

Dykhouse said his department is working for an early start of the basic property insurance pool plan. State Law provides that the plan will become effective after Aug. 1. The plan will be similar to one covering high risk automobile insurance. The companies writing such insurance each agrees to take a certain percentage of the high risk policies.

"Public measures for stabilizing our property insurance markets and appropriately and equitably spreading the loss potential from riot and civil disorder are or will soon be effectuated in Michigan and elsewhere," Dykhouse said. He added that the pool plan is expected to be fully operative by October at the latest.

National Association To Stress Free Enterprise

DETROIT—The National Association of Independent Food Retailers (NAIFR) will soon launch "Operation Free Enterprise," a campaign designed to strengthen the position of the independent businessmen throughout communities across the nation, it was announced by Donald LaRose, president of the organization representing some 18,000 grocers, supermarkets and specialty food merchants. (LaRose is also chairman of the Associated Food Dealers.)

The year-long campaign will be officially kicked off at NAIFR's 83rd annual convention to be held August 18-22 at the Americana Hotel in San Juan, Puerto Rico. Over 500 delegates representing various stores and local and state food associations are expected to attend the NAIFR convention.

Although LaRose would not reveal the details of "Operation Free Enterprise" until the convention, he said it basically was a program to encourage individuals to enter business, despite many obstacles being placed in their paths.

"By obstacles, I mean criticism generally of the American businessman, the hard-working rugged individual, condemnation of success by segments of our society, and unfair taxation of the small businessman in particular," he said.

LaRose said the NAIFR program would concentrate

basically on increased governmental bureaucracy; mounting consumer pressures and unfair criticism; stepping up public and community relations with leaders, the press and legislators; and establishing a new "professional" image for the businessman to help inspire youth to business careers.

Other facets of the program include taking steps to help reduce the problem of growing crime involving businessmen (retailers in particular) across the nation; the problem of unavailability of insurance in urban areas which helps discourage individuals from entering business knowing his property is not protected; and setting up more government-business and consumer business dialogues.

"Our country was made by people who worked hard to produce things other people needed, not by people who sat around and did nothing but criticize," LaRose said.

"What this country needs today is more self-made businessmen who are willing to start on the forgotten shoe string and through hard work and offering products and services properly and fairly priced, become a big success."

Instead of citing outstanding success examples, LaRose continued, it appears that today successful businessmen are being criticized as "cheats" and price-gougers." Nothing however is said of how hard a man had to work to become the success he is, or the number of persons he employs, LaRose said.

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Around The Town

The new owner of **Frankway Market**, an AFD member is **John Yasso**, who takes over from **Andy Kattouah** who is going to venture into the real estate business.

* * *

AFD director **Sidney Brent** and his wife of **Kenilworth Market** are off on a month's vacation to Lake Geneva, Wisconsin. Sid says that following his trip there he will join the AFD contingent in San Juan, Puerto Rico for the NAIFR convention.

* * *

Jay Welch, head of the 3-store **Hollywood Super Markets**, and an AFD director who heads our executive committee, is planning to build his fourth store soon. Although he wouldn't reveal where, a good guess is that it will be somewhere in the Royal Oak area, give or take a few miles.

* * *

Grant Hamady, son of Jack Hamady, the head of the 24-store Hamady Bros. Super Market chain, was recently married. He and his wife, Dolly, will soon be back from a honeymoon and reside in Flint.

* * *

Robert and Tony Bombach, operators of **Van Dyke Super Market, Detroit**, have reopened their store again, following a fire which destroyed the market earlier this year. The Bombachs have been long-time members of the AFD.

* * *

James Sophiea, AFD insurance advisor and coordinator, is the general chairman of the 11th annual **Eastern Orthodox Festival**, to be held Sunday, July 21, at the Michigan State Fairgrounds. This is the 10th year he has headed the festival, sponsored, by the Greater Detroit Council of Eastern Orthodox Churches.

* * *

Mr. and Mrs. George Verdonckt, he's the operator of **Verdonckt's Bakeries** in Grosse Pointe, and longtime AFD member, just returned from a three week trip to Europe. As far as George is concerned, "That's really the life!" (For those who don't know it, he is a councilman in Grosse Pointe Park.)

* * *

The merger of **DeCrick & Maurer**, an AFD broker member, and **Seaway Food Brokers** has been jointly announced by William DeCrick and Robert LaBine. The merger took place July 1. Headquarters of the firm will be at 13015 E. Warren Ave.; phone is 822-5385.

* * *

Another merger of food broker firms saw the combination of the **E. A. Sander Company** with **Interstate Marketing Corporation**, an AFD member. Only recently, two brokers, Dillworth Inc., and Thompson-Jackson Associ-

(Continued on Page 14)



According to reliable estimates, as high as 75% of the total retail sales in the United States, last year, were paid for by check. You are losing out on your share of this substantial business if you

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Now you can encourage those good customers—and protect yourself from the bad ones—with Comp-U-Check.

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ED DEEB

OFF THE DEEB END

The Silent Americans

There's an old adage that goes thusly: "The loudest squeak gets the most oil." Today, more than ever, the saying holds true.

At no time in our history has America experienced more internal turmoil, mass confusion, frustration and commotion. Although the mass communications media has brought our nation's people closer to one another, our society is more complex.

It appears the only thing constant today is change. Some argue that change is a must. In cases involving equality and justice it is indeed.

We could be appropriately called today "the isolated Americans," for individuals would just as soon be confined to their homes with locked doors, than to walk the streets and risk the chance of being criminally assaulted, or even murdered. The downtown streets of Manhattan, Chicago and Detroit are deserted after 7 p.m.

It is however "The Silent Americans" that bother me. There was a time when people were not afraid of expressing their views or attending meetings to sound-off on issues, or even casting their ballots for someone who would bring fair and decent government with him to office.

Whatever became of those persons who used to write letters expressing concern over immoral or overly violent movies, books or television programs; or to legislators and congressmen in favor or opposition to a bill, letters which keep people upright and fair?

It seems that apathy, or should we say silence, has encompassed the American people. This coupled with the fact that there are only a mere handful of politicians in every state, and the nation, who govern the 200 million persons, who supposedly decide on what is best for their constituents. In many cases he makes decisions without knowing what the people really want because they have chosen to remain silent.

If people continue to remain silent, they will forsake their voice in the building of a stronger, more united and stable America.

In some cases, people consider silence as golden, but at the same time, remember, the rusty loudest squeak gets the most oil.

***All Retailers Are Herewith Cordially
Invited to attend the Second Annual***

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Thanksgiving • Christmas Merchandise

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HOURS: Sunday, 1 p.m. to 9 p.m. — Mon., Tues. 2 p.m. to 10 p.m.

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THE PRESIDENT'S CORNER

The AFD - Where the Action Really Is

By MIKE GIANCOTTI

Food distributors are sometimes an unusual breed, particularly the retailers. When a program is undertaken for the mutual benefit of an entire industry, as the AFD is constantly involved in, there are those who could literally care less. But when a rumor begins floating around, my, my how this same individual prides himself on knowing and spreading the rumor, which may be unfounded.

The Associated Food Dealers has been involved in many major projects to bring unity to our industry as never before has ever been accomplished. If you will, we have borrowed the successful strategy sessions and guidelines of the major professional organizations, as the Bar Association, and the Medical Association.

The irony of the thinking of many individuals is that they really want to see a project succeed, as passage of a



GIANCOTTI

legislative bill for example, but they are not interested contributing their fair share of time, effort or even nances to see that the job is done.

Today, the Associated Food Dealers will leave is stone unturned in order to investigate various channel through which food distributors will get a fair shake, it among community pressure groups, the government level or what have you.

Today, the AFD has grown to where it is the largest food distribution association in Michigan, and one of the largest state organizations in the nation, if not THE largest. This is truly where the action is!

More and more individuals who have a vested interest to protect — namely their businesses — should be come more interested and involved in our association Surely it can do no one any harm.

As the established voice of the industry, the community cation and information center, or clearing house, it behooves everyone to become more aware of the problem

We make
4-BUN PACKS
because there's such a big
4-BUN MARKET!



KOEPLINGER'S 4-BUN PACK is just the right quantity for so many small families. And there are a lot of them, made up of young marrieds whose families are yet to come, and older couples whose children are grown and gone. Hamburgers and frankfurters are big items in their diets, and so are the buns to go with them when they are avail-

able in the right-sized packages.

If KOEPLINGER'S 4-BUN PACKS aren't on your display racks now, tell your Koeplinger man to leave some tomorrow. And don't forget to watch how fast they move out . . . and your profits move up.

ALSO AVAILABLE IN 8-BUN PACKS



KOEPLINGER'S BAKERY INC.
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confronting them as businessmen through the AFD. There's no getting around it.

In order to accomplish the many goals and successes, the AFD has gone more and more into community to inform individuals of our important industry and the role of food distributors. If this wasn't done, more and more individuals would be critical and skeptical of our industry as I am sure you would all attest.

Then too, an individual may have a particular problem for which he needs help or assistance. Be they member or not, the AFD does not refuse to assist anyone.

If you are not yet a member, it is time you joined and supported the noble efforts of the AFD. If you are presently already a member, then the time has come for you to become more aware and involved in the problems confronting our industry through your association.

In unity there is strength. How about adding your strength to the more than 1,900 members who already are members of the AFD.

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Advertisement

Memo from Faygo

by
MORTON FEIGENSON
President



A considerable number of readers have reacted skeptically to our use of the word SYNERGISTIC (*"working together, as a group of muscles, for production of movement"*) to describe what happens when Faygo and private label flavors occupy shelf space together in "rainbowings of colors." Obviously, many buyers hold a pre-conceived conviction that Faygo can only cut into private label sales.

Just as obviously, we need greater buyer-level awareness that only Faygo and private label lines offer consumers a broad selection of flavors; and therefore, Faygo advertising—which constantly emphasizes flavors—works to help rather than hinder private label sales.

However, the Indiana division of a national supermarket chain and two Detroit independent chains, which had been among the most steadfast doubters, requested Faygo to establish SYNERGISTIC displays in their beverage departments.

To remaining doubters, we offer this challenge: Drop us a note at FAYGO, 3579 Gratiot, Detroit 48207. We will arrange, at our expense, for you to witness with your own eyes ample proof that displaying Faygo and private or controlled label flavors alongside each other does, indeed, create a SYNERGISTIC sales atmosphere.

* * * * *

Research findings which preceded development of a 99% caffeine-free Faygo Cola indicated American food consumption attitudes are, to say the least, often paradoxical. The new cola recognizes that millions of adults are highly "caffeine-conscious." For example, a decaffeinated type is the third largest selling brand of coffee in the U.S.

Meantime, other facts of life are: 1) Adult advocates of decaffeinated coffee are also likely to be regular drinkers of standard colas which, in a 12-ounce serving, will contain about double the caffeine in a normal cup of standard coffee; and, 2) Parents generally approve of children drinking standard colas, the caffeine-content of which is often reclaimed from de-caffeinated coffee.



THE BELL RINGER

Hey Judge: Here Come Da Grocers!

By ALEX BELL

We will now go into a state of euphoria and belt out another one, column that is. (No dear, euphoria is not a broad.)

* * *

It looks like Jerome P. and his Irish mafia is getting smart. We think that by passing the stop-and-frisk law, he is giving the cops a little of the muscle that was taken away from them a few years ago.

* * *

We heard about a farmer who lived on the Israeli-Jordanian border. He called himself Sheik Cohen.

* * *

Our good friend Leo Green, the Smiling Mohican from Yonkers, came in for a fast weekend a short time ago and was telling us that food stores in New York closed at 6 p.m. every night except Friday. On Friday they stayed open till 9 p.m. What is the matter with Detroit? Come on fellows, get off the dime.

* * *

We like to go to a drive-in bank once in a while so that our car can see it's owner.

* * *

Dear Old Uncle Sam is paying farmers \$3.1 billion dollars for not raising crops this year. Maybe we should start a lobby in Washington to get subsidies for not selling food. (Oh, oh, heah come da judge.)

* * *

Members of the National Association will be saddened to learn that E. Gerald Horn, better known as "Tiny," past president of NAIFFR was killed in a plane crash recently in Oregon.



Mr. Bell

We see that the national chains' net is down 3% from last year despite an increase in sales. Some day we will start making a profit on what we sell. Mrs. Consumer in this town has had it so good for so many years that we think the honeymoon should be over. So, instead of discounting, perhaps it should be "we are going to make a buck."

* * *

Note to Salim Sarafa: We are still working with Joe Solaka of Gulliver's Travels to get you to the moon. Keep the faith buddy, eventually we will get you there. We are trying to include B.M. Eddie Acho in the deal so he will keep you awake with conversation.

* * *

Sid (Hiller, that is), we bought all that Cutty Sark and you didn't even take a drink. Shame on you.

* * *

Note to Deeb: I think I finally found a use for this page, but we would like a softer texture. (Edeebnote: We know what you mean, Alex. Those summer colds are a different animal.)

* * *

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



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Three Appointments At Wolf

Abner A. Wolf, Inc., an AFD member, has announced three personnel changes and promotions within the Detroit-based wholesale grocery company.

Wolf vice-president and general manager Ben Wettenstein named Mike Ahmad to the firm's non-foods rack jobbing staff. Prior to the appointment, Ahmad was employed at Wolf's cash-and-carry branch on W. Warren in Dearborn. He has been with the firm since 1965.

Wettenstein also announced that Leonard Werner was appointed field supervisor of the non-foods operation. He was formerly employed at Dixfield Super Markets for 17 years. Wolf's rack jobbing service now accounts for

about half of the firm's non-foods sales, according to Wettenstein.

Robert Sieja, formerly manager of Wolf's cash-and-carry on Gratiot in East Detroit, has been promoted to the firm's merchandising staff, it was also announced.

Standard Brands Announces Changes

Hugh Jordan is the new Detroit district manager for Standard Brands, succeeding Ken Clum, who was named to field sales management for the firm's Pittsburgh, Cincinnati and Detroit districts. Jordan comes to Detroit from Chicago where he was assistant district manager there.

Richard Coppens has been transferred to Standard Brands' Los Angeles office as sales manager. Gordon Koster succeeds Coppens as sales manager for Detroit. At the same time, Paul Knopp was promoted to new assistant sales manager for the firm in Detroit, where he's been employed for some time.

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

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FOR SPEEDY SERVICE PHONE 963-6677

Schoolboy Seeks Grocery Position

Schoolboy, age 15, with three years experience working in grocery store, seeks position with grocer or supermarket. Father recently died, and must now help support large family. Full or parttime. Phone Daniel Stewart at 875-2811.

Excellent Retail Opportunity

1,800 square-feet of space with beer and wine permit is available in new apartment-residential complex in Ann Arbor for grocery-party store operation. Just Southwest of I-23 and Plymouth Road. Call 353-0970, Mr. Boes.

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when you are injured and unable to work.

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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 INSURANCE COMPANY
Life Insurance Affiliate: United of Omaha

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

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PRODUCTS COMPANY

1525 WANDA, FERNDALE, MICHIGAN 48220
Phone JOrdan 4-6990



AROUND THE TOWN

(Continued from Page 4)

ates merged to form Interstate Marketing. The address of the merged firms is 16151 James Couzens; telephone is 341-5905.

* * *

Congratulations are in order for Wendell Smith of The Kroger Company, Detroit division, on having been elected to the national presidency of the Jaycees. He is the first Michigander to hold the national office since Paul Bagwell held it in 1948. Good luck, Wendell!

* * *

Recently, Rev. Ray Shoulders appeared before the AFD board to outline his program should he succeed in winning a seat on Detroit's Common Council. Following his talk on good government, law and order, and restoration of confidence with the citizenry, the board gave him an endorsement for the council position.

* * *

The AFD herewith extends our appreciation and gratitude to Ted Stawick of Abner A. Wolf, Inc. Stawick serves on the AFD Legislative Committee and has been working hard to seek passage of the bill to exempt retailers from the "500 foot law," along with AFD executive director Ed Deeb.

* * *

Great Scott Super Markets, an AFD member with 38 stores and two under construction, has announced plans to build a new warehouse in suburban Romulus.

* * *

E. W. Newman has been elected vice-president of Continental Food Brokerage, Detroit, and AFD member. Mr. Newman was formerly an account manager.

The Sausage with the Second Helping Flavor . . .



QUALITY PLUS!

Peschke Packing Co.

2600 EAST GRAND BLVD.

TRinity 5-6710

SUSTAINING MEMBER

Albert L. Vermette was recently promoted to the position of plant manager for American Bakeries' Detroit bread plant, according to an announcement by E. W. Houck, regional manager.

* * *

Not many people know it, but the Associated Food Dealers was largely responsible for keeping the 1969 NARGUS convention scheduled for Detroit. The Detroit Convention Bureau and the Civic Center Commission had asked our assistance to write letters to Frank Register and Don Taylor, urging them to keep the convention in Detroit, after the MFDA board had considered cancelling the convention due to recent civil disturbances here. We're pleased to learn the convention will stay in Detroit for 1969.

* * *

Retail Grocery Inventory Service, an AFD member, has moved into new and larger offices at 28157 Dequindre in Madison Heights. For years, the firm had been located on Kelly Road in Detroit.

* * *

Reliable sources have revealed that Abner A. Wolf, founder and former president of the wholesale company bearing his name, is building a huge shopping center and mobile home complex near Miami. Included in the 100-acre project will be a school, nursery, service station, grocery store, and general department store.

Wayneco Wholesale Co., an AFD member, is holding a "Seasonal Merchandise Fair," August 4-6 at Howard Johnson's New Center Motor Lodge. All retailers are invited to attend.

* * *

Reuben Cottler, general manager of the Dexter-Davison Super Markets, and an AFD director, is looking slimmer and trimmer lately as you may have noticed. The reason? Cottler has lost 70 pounds (!) as a result of a strict diet through the assistance of willpower and the Weight Watchers group. Keep it up "Akalamakala!"

Bak Named Kowalski V. P.

George Bak, the oldest employee in years of service with the Kowalski Sausage Company, an AFD member, has been named vice-president of purchasing and an officer of the company. The announcement was made by Stephen Z. Kowalski, president. Well-known in Michigan meat packing circles, Bak, 76, began working for Kowalski's 45 years ago as a driver-salesman, working his way through the sales department. Prior to his promotion, he had been head purchasing agent.

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TAX TOPICS

Highlight Of The New Income Tax Surcharge

By MOE R. MILLER**Tax Attorney and Accountant**

The new 10% income tax surcharge is actually 10% or less, depending on the taxable year in question. This figure varies because the surcharge applies during the period January 1, 1968 through June 30, 1969 for corporations, and from April 1, 1968 to June 30, 1969 for individuals.

Individual Taxpayers

The 10% surcharge is retroactive to April 1, 1968, so that when computing for a full year 1968, the surcharge will be equal to 7½% of the income tax due on your form 1040. Example: If the income tax due amounts to \$1,000 the additional tax for the year 1968 would be \$75.00.

For the calendar year 1969, the surcharge will be only 5% of the tax computed under the regular rates, since as noted above the surcharge will terminate on June 30, 1969.

Fiscal-year individuals must pro-rate the 10% surcharge according to the number of days in the fiscal year that are within the surcharge period.

**MILLER****Corporate Taxpayers**

Calendar year corporations must pay a full 10% surcharge for the year 1968, since the new law, for corporations only, is retroactive to January 1, 1968. Thus,

if your corporate income tax for the period ending December 31, 1968 amounts to \$1,000 the additional surcharge will be \$100.

For the calendar year, the 1969 surcharge rates will be 5%, since this new increased rate will terminate on June 30, 1969.

Fiscal year corporations pro-rate the tax surcharge depending on how many days of their taxable year falls within the surcharge period.

Where returns subject to surcharge have already been filed and the surcharge not included, the surcharge has to be paid separately. The taxpayer has until September 16, 1968 to pay the surcharge. For example: If the corporate fiscal year ends January 31, 1968, you would owe surcharge for month of January at the rate of .85%.

General Information

- 1—The surcharge applies to capital gains.
- 2—The surcharge does not apply to recaptured investment credit.
- 3—The surcharge applies to the income tax, before the allowance of the investment credit.

(Continued on Page 18)

Detroit Veal & Lamb, Inc.

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U.S. Government Inspection
Veal — Lamb — Mutton
All Primal Cuts



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Support These AFD Supplier Members

ACCOUNTING, INSURANCE

Bank, Earl A. (Insurance)	962-7150
Chas. Inventory Service	VE 8-4767
Center J. Kiron Agency	Chicago
Loe Miller Accounting	547-6620
Retail Grocery Inventory Service	399-0450

BAKERIES

Archway Cookies	532-2427
Lawrey Bakeries	TY 6-5700
Monnie Bakers	893-3260
Arm Crest Bakeries	TR 5-6145
Brennan Cook Book Cakes	TA 5-1900
Lehman Supreme Bakers	KE 5-4660
Independent Biscuit Co.	584-1110
Coeplinger's Bakery, Inc.	JO 4-5737
Lebanon Baking Co.	825-9702
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
Laystee 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
Faygo Beverages	WA 5-1600
Home Juice Company	925-9070
Leone & Son	925-0500
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

Acme Detroit Food Brokerage	581-0410
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	822-5385
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
Maloney Brokerage Co.	TU 5-3653
Harry E. Mayers Associates	864-6068
McMahon & MacDonald Co.	BR 2-2150
Marks & Goergens, Inc.	DI 1-8080
Peppler & Vibbert	838-6768
Peterson & Vaughan, Inc.	VE 8-8300
P. F. Pfeister Company	BR 2-2000
Rodin-Hollowell (Commodities)	843-1788
Sosin Sales Co.	WO 3-8585
Stiles Brokerage Company	965-7124
Sullivan Sales	KE 1-4484
James K. Tamakian Co.	963-0202
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	271-0410
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
Vlasic Food. Co.	868-9800
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

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	357-4555
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
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
Kowalski Sausage Co., Inc.	TR 3-8200
L. K. L. Packing Co., Inc.	TE 3-1590
Peet Packing Co. (Yosilanti)	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
Wayne Packing Co.	WO 1-5060
Weeks & Sons (Richmond)	RA 7-2525
Winter Sausage Manufacturers	PR 7-9080
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
Edmont-Wilson (gloves)	421-8071
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	444-1195
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

Atlantic Service Company	965-1295
Beneker Travel Service	PR 1-3232
Clayton's Flowers	LI 1-6098
Comp-U-Check, Inc.	255-2800
Gulliver's Travel Agency	963-3261
Pittsburg-Erie Saw	835-0913
Zablocki Electric	LA 6-4864

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
Diebold, Inc.	DI 1-8620
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
Night Guard Alarm	838-6365
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

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



ROOSEVELT HOLLINS, left, merchandising assistant for the Bi-Lo Super Market on E. Jefferson, proudly stands beside the eye-stopper display of the new Stroh 16-ounce 6-packs. Next to him is William J. Armstrong, of Stroh's city sales staff.

Pepsi Dedicates New Plant

Pepsi-Cola Bottling Company, an AFD member, has dedicated the firm's new bottling plant in Flint, Michigan. The plant, equal in capacity to its three sister operations throughout the state, employs 150 persons and packages 4.8 million bottles and cans annually. It is Pepsi's sole canning plant, and one of the few soft drink canning operations in Michigan, supplying three other bordering states.

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VI 2-6000

DETROIT 17, MICH.

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TAX TOPICS

(Continued from Page 16)

4—Individuals who are already paying estimated tax for 1968 may have to file amended declarations and raise their estimated tax payments for 1968 by adjusting the estimated tax for the quarter due September 16, 1968.

5—The new law requires many additional corporations, for the first time, to pay estimated tax. The surcharge will thus increase, the amount of estimated tax payments due.

6—The new tax surcharge for '68 and '69 calls for a review of your income and in what manner can you cushion the impact of the increased tax burden. In my next article I will review some of the highlights for shifting income and some of the possibilities for tax saving.

A word of caution, the new Circular E, Employers Tax Guide, which incorporates the new 10% surcharge must be used to compute the tax withheld.

Social Security taxes now apply to the first \$7,800 of wages paid by an employer to each employee instead of \$6,600 as formerly was required.

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Five Fun-Packed Days

Four Fabulous Nights!

August 18-22

Americana Hotel

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Aug. 18—Sunday, Cocktail Reception and Dinner.

Aug. 19—Brunch, T-Bone Club Dinner.

Aug. 20—Brunch, LaFiesta Buffet Dinner.

Aug. 21—Bruch, Dinner Show at LaCopa Supper Club.

Aug. 22—Breakfast, NAIFR Board Meeting.

IN ADDITION: Business Sessions, Speakers, activities for Ladies, Sunshine Club programs, and many other surprises.

Entire convention package costs \$299 per person, and in addition to the above, includes round-trip jet air transportation via Eastern Air Lines. Rooms consist of deluxe twin-beds and each room with a private balcony with magnificent view, all taxes and gratuities, and registration fee. Fresh whole-cup pineapple in each room.



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Please reserve complete NAIFR Convention PACKAGE RESERVATION as outlined herein.

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ADDRESS _____

CITY _____ Zip Code _____

NOTE: Reservations must be in immediately.

- \$25 deposit required with each reservation.
- Make reservations early to secure best accommodations.

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Retailers, you now have the opportunity to choose or nominate your candidates for representatives of the year. This is not a popularity contest. We want you to select those representatives who you think best deserve the titles ... Broker, Wholesaler, Manufacturers' and Driver-Salesmen representatives of the year. The four chosen will be honored at the Associated Food Dealers "President's Awards Banquet," to be held September 17, 1968 at the New Raleigh House in Southfield.

Broker Rep. of Year _____

Company _____

Wholesaler Rep. of Year _____

Company _____

Manufacturers Rep. of the Year _____

Company _____

Driver-Salesman of the Year _____

Company _____

Signed _____ Store _____

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