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.
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 constricted.

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.
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 Kennilworth 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 Bakeeries 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 Associate.

(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 have a "no check cashing" policy. But you can change that. Because now the big objection to offering this important customer service has been eliminated.

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

Comp-U-Check is a new computerized check verification service that offers you low-cost, easy-to-use help in making check cashing decisions. Comp-U-Check makes it possible for you to cash checks—and still be free of worry about NSF's, forged checks, stolen checks, and forged identification.

Comp-U-Check enables you to verify checks instantly, confidentially, as easily as making a phone call.

If you knew which check passer had a record of NSF's or was wanted for forgery or was showing you false identification or was trying to cash a stolen or forged check, you would have no problem. This is the information our computer has on file to help you make your check-cashing decisions. Derogatory information pooled from subscribers, public agencies, banks, business associations and other reliable sources. You simply dial a Comp-U-Check operator on your regular phone. In seconds you have access to this large pool of information about bad checks and bad check passers.

Comp-U-Check service is available for as low as $4 a month.

For $48 a year (for 120 inquiries) Comp-U-Check information service is available to you. And, of course, if you require more inquiries, Comp-U-Check can handle them. There is a Comp-U-Check plan to fit any size retail store or service.

Isn't it time you ripped down the NO CHECK CASHING sign and opened the door to increased business? Do it NOW!

Every day, throughout most of Wayne, Oakland, Macomb and Washtenaw counties, retailers both large and small are subscribing to this valuable new service. Let the Comp-U-Check emblem on your door invite the good check cashing customers inside and act as a warning to the bad ones.

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Rush me all the facts on Comp-U-Check.

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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 WAYNECO WHOLESALE "Seasonal Merchandise Fair"

Featuring Back-To-School • Halloween Thanksgiving • Christmas Merchandise

ALSO: Housewares, Notions, Brooms, Soft goods, Toys, Stationary, Pet Supplies, Store Supplies, Paper Products, Picnic Supplies and many other items.

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The House of Non-Foods
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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 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 legislative bill for example, but they are not interested contributing their fair share of time, effort or even names 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 be hooves everyone to become more aware of the problem
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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The AFD Is The Largest and Most Active Food Trade Association in Michigan.
Are You On The Team?
If Not, Phone 542-9550

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KAPLAN'S
WHOLESALE FOOD SERVICE

Oscar Mayer Spare Ribs (all sizes)
Tennessee Frozen Vegetables
Distributor of Kraft Products
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DAILY DELIVERY
Call us or stop in and pick your own
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(On the Eastern Market)

---

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.
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 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 its 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 NAIFR was killed in a plane crash recently in Oregon.

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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Display These Picnic Items For Added Sales, Profits
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 Nettenstein 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.

Nettenstein 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 Nettenstein.

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.

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 1-23 and Plymouth Road. Call 353-0970, Mr. Boes.

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Detroit's Premiere Paper Supplier to Food Merchants
Top-Quality Merchandise at the Right Prices
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Pays up to $500.00 a Month for Life
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.
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- 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; childbirth, pregnancy or resulting complications.

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

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Michigan's Largest
Food Trade
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MEET NEW
Kars
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Alpena • Ann Arbor • Bay City • Charlevoix • Flint
Grand Rapids • Jackson • Kalamazoo • Lansing
Manistee • Monroe • Muskegon • Pontiac • Port Huron • Sault Ste. Marie • Traverse City

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 restora­
tion of confidence with the citizenry, the board gave him
an endorsement for the council position.

The AFD herewith extends our appreciation and gra­
titude 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 re­
tailers from the “500 foot law,” along with AFD execu­
tive 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 . . .
Peschke's
SAUSAGE
QUALITY PLUS!
Peschke Packing Co.
2600 EAST GRAND BLVD.
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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.
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 7 1/2% 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.

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)
Support These AFD Supplier Members

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- rink, Earl A. (Insurance) 962-7150
- ohs, Inventory Service VE 8-4767
- etter J. Kiron Agency Chicago
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- etal Grocery Inventory Service 399-0450

**AHERIES**
- archway Cookies 532-2427
- averey Bakeries TY 6-5700
- annie Bakers 892-3560
- arm Crest Bakeries TR 5-6145
- Jerman Cook Book Cakes TA 5-1900
- lekman Supreme Bakers KE 5-4660
- dependent Biscuit Co. 584-1110
- yepplinger's Bakery, Inc. JO 4-5737
- alebaron Baking Co. 825-9702
- ingnusen Foods (Bays Muffins) FA 1-0100
- even King Co. PR 5-4225
- fred Sanders Company 868-5700
- Schaefer Bakeries 293-5320
- Silvercup Bakery LO 7-1000
- yastee Bread TY 6-3400
- Top Bread TA 6-4700
- arrendale Baking Co. 271-0303
- oder Bred WO 3-2330

**BEVERAGES**
- Associated Breweries 925-0300
- anada Dry Corp. 868-5002
- Cask Wines 849-2202
- Coca-Cola Bottling Co. 998-1900
- Faygo Beverages WA 5-1600
- Home Juice Company 925-9070
- lane & Son 925-0500
- Mavis Beverages DI 1-6500
- National Brewing Co. WA 1-0410
- pepsi-Cola Bottling Co. 366-5040
- frob Brewery Company 226-5840
- Squirt Bottling Company JO 6-6240
- Verno's RC Cola TE 3-8500

**BROKERS**
- ene Detroit Food Brokerage 581-0410
- E. Glenn & Associates 547-6900
- ontinental Food Brokerage 502-2225
- A. J. Copeland Co. 342-4330
- Harris Crane & Company 538-1511
- E. A. Danielson Co. 839-9111
- DeCrick & Maurer 232-8335
- Maurice Elkin & Son 353-8877
- Food Marketers, Inc. 342-5533
- Gruehn & Associates, Inc. TA 6-3100
- John Huettman & Son TA 6-0639
- Paul Inman Associates, Inc. 626-8300
- Interstate Marketing Corp. 341-3905
- Neil-Weitman Co. 273-4400
- Maloney Brokerage Co. TA 5-3653
- Harry E. Mays Associates 864-0608
- McMahon & MacDonald Co. BR 2-2150
- Marks & Geraghty, Inc. DI 1-8080
- Peplow & Vihbert 808-6768
- Peterson & Vaughan, Inc. VE 8-8300
- P. F. Pfeister Company BR 2-7000
- Rodin-Hollowell (Commodities) BR 2-3788
- Stolten Soles Co. 386-5855
- Stiles Brokerage Company 965-7215
- Sullivan Sales KE 1-4484
- James K. Tamaskin Co. 965-0020
- United Brokerage BR 2-5401

**DAIRY PRODUCTS**
- The Borden Co. 564-5300
- Detroit Dairy Inc. TO 8-5511
- Fairmont Foods Co. TR 4-0200
- Gunn Dairy, Inc. TU 5-7500
- Hays Ice Cream TR 2-0410
- Land O'Lakes Creameries TE 4-1400
- Melody Dairy Dist. Co. 345-4700
- Sealtest Dairy TI 6-5720
- Tromby Sales 925-9505
- United Dairy, Inc. UN 1-2800
- Weyler's Quaker Maid, Inc. Y 5-6000
- Viatic Food Co. 868-9800
- Weyler's Quaker Maid, Inc. 883-6550

**DELICATESSEN**
- Hallway Foods Co. (Del.) PO 6-6220
- McKinney Museum Bros. TR 1-0100
- Napoleon Eggs 365-6330
- Orleans Poultry Co. TE 3-1847
- Page & Cox Eggs 638-6644
- Fresh Produce 963-0742
- Baladama (Bananals) LA 6-7070
- Baladama Bros. Produce Co. 921-3440
- Baladama Produce WA 5-0969
- H. C. Engel & Sons 832-2050
- North Star Produce WA 2-9472
- Sparguolo & Son Produce 527-1226

**EGGS AND POULTRY**
- Eastern Poultry Producers WO 1-0707
- H. C. Engel & Sons 832-2050
- North Star Produce WA 2-9472
- Sparguolo & Son Produce 527-1226

**FRESH PRODUCE**
- Joes. Bucillato Produce LA 6-7070
- Cusumano Bros. Produce Co. 921-3440
- Gelardi Produce WA 5-0969
- H. C. Engel & Sons 832-2050
- North Star Produce WA 2-9472
- Sparguolo & Son Produce 527-1226

**INSECT CONTROL**
- Key Exterminators EL 8-8922
- Eastern Exterminating Co. TE 4-9300
- United Exterminating Co. WO 1-0508
- Vogel-Ritt Pest Control TE 4-6900

**LINEN SERVICE**
- Economy Linen Service 843-7300
- Marathon Linen Service, Inc. WA 1-2727
- Reliable Linen Service 266-7700

**MANUFACTURERS**
- Aunt Jane's Foods 581-3240
- Boyle Midway Company 543-3404
- Diamond Crystal Salt Company 872-3317
- Kraft Foods TA 5-0995
- Morton Salt Company VB 3-6173
- Crown Packing Co. 357-4555
- E. F. Mueller Company 725-0900
- Prince-Vivian Macaroni Co. TW 1-0700
- Roman Cleanser Company 638-3038
- Society Dog Food (Koch & Co.) TO 8-5200
- Sheldon-Burroughs Foods, Inc. 251-0970

**MEAT PRODUCTS, PACKERS**
- Alexander Provision Co. 962-4001
- Cadilla Packing Co. 962-4444
- Crown Packing Co. TR 2-2900
- Detroit Veal & Lamb, Inc. WO 5-0077
- Great Marksworthy Packing 302-2299
- Guzzardero Wholesale Meats, Inc. FA 1-1703
- Herrnd & Company 962-0430
- Johanns Packing Co. TR 1-0901
- Kent Packing Company 843-4900
- Kowalski Sausage Co., Inc. TR 3-8200
- K. L. Packing Co., Inc. TE 1-5900
- Peck Packing Co. (Yoselanti) 274-3132
- Peters Sausage Co. KR 5-5710
- Peter Ecknh & Sons, Inc. KE 1-4466

**PROMOTION**
- Bows & Biscuits Display (spgs.) CR 6-6288
- Coleman's Whsle. Food Service WO 1-6561
- Bows & Biscuits Display (spgs.) CR 6-6288
- Coleman's Whsle. Food Service WO 1-6561
- Bows & Biscuits Display (spgs.) CR 6-6288
- Coleman's Whsle. Food Service WO 1-6561

**SERVICES**
- Atlantic Service Company 963-1293
- Beneke Travel Service 134-8777
- Clavington's Flowers LI 1-6098
- Comp-U-Check, Inc. 255-2800
- Gulliver's Travel Agency 963-3261
- Imperial Tire & Wheel WA 1-2345
- Zalabek Electric WA 6-4646

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

**STORE SUPPLIES AND EQUIPMENT**
- Almon Corporation JE 9-0650
- Butcher & Baker Supply Co. WO 1-1325
- Dickeyold, Inc. DI 1-8620
- Hussman Refrigeration, Inc. 341-3947
- Globe Slicing Co. (Biro) LI 5-1651
- Hockart Mfg Co. FA 1-0977
- Liberty Paper & Bag Co. WA 1-3400
- Master Butcher Supply Co. WO 1-5656
- Midwest Refrigeration Co. JO 6-3431
- National Market Equipment Co. 5-0900
- Night Guard Alarm 839-3365
- Scan-A-Scope 833-6600
- Sentry Security System 341-9080
- Shaw & Slasky, Inc. TE 4-9900
- Square Deal Heating & Cooling WO 1-2345

**WHOLESALES, FOOD DISTRIBUTORS**
- Grosse Pointe Quality Foods TR 1-4000
- C. B. Geymann Company WO 3-8691
- Kaplan's White Food Service WO 1-5651
- Raskin Food Company 865-1556
- Spartan Stores, Inc. 455-1400
- Super Food Services, Inc. 341-9080
- United Wholesale Grocery 834-0140
- 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.

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.

Office Suites, any size,
laid out to your specifications.
All utilities included in rent.
Located at 32300 Schoolcraft,
corner of Hubbard, in Livonia.
This places you within two
minutes of all food warehouses
in Livonia. For Further
information, call G. H. Pastor
at 261-4870.
Join The National Caravan to the...

The sky's the limit on hospitality at the spectacular Americana of San Juan where Monte Carlo meets the Caribbean — and Lady Luck is your constant companion throughout this fabulous holiday!

83rd. Annual Convention of the
NATIONAL ASSN. of INDEPENDENT FOOD RETAILERS
Five Fun-Packed Days • Four Fabulous Nights!
August 18-22 Americana Hotel San Juan, Puerto Rico

Aug. 18—Sunday, Cocktail Reception and Dinner.
Aug. 19—Brunch, T-Bone Club Dinner.
Aug. 20—Brunch, LaFiesta Buffet Dinner.
Aug. 21—Brunch, 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.

Fill in the attached Reservation Blank and mail NOW! or Call . . . Alex Bell at TU 2-2530, or the A.F.D. Office at 542-9550.

NAME_____________________________________
ADDRESS __________________________________________________
CITY __________________________________________ Zip Code _________

NOTE: Reservations must be in immediately.
- $25 deposit required with each reservation.
- Make reservations early to secure best accommodations.
WHO'S YOUR CHOICE
FOR SALESMEN OF THE YEAR?

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.