



# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

DECEMBER, 1969



## Fruit Basket For Johannes

Police Commissioner Johannes F. Spreen, right, receives an attractive fruit basket from AFD officials William Bennett, left, and Phil Lauri, in behalf of AFD members, in appreciation for his exceptional dedication to the community. The presentation followed a meeting where the association presented various programs of merchant-police cooperation.



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THE FOOD DEALER  
DECEMBER, 1969



Associated Food Dealers officers meet with Commissioner Spreen to map out anti-crime programs. Pictured above,

from left, William Bennett, President Harvey Weisberg, Spreen, Ed Deeb, Phil Lauri and Allen Verbrugge.

## ***AFD Meets With Detroit Police To Map Programs***

Officials of the Associated Food Dealers met with Detroit Police Commissioner Johannes F. Spreen during a two-hour luncheon meeting to discuss ways the food industry and the police can work more closely together while reducing crime and developing new programs. In addition, the AFD proposed an advisory council of businessmen representing individuals from the various industries. The council idea met with a warm reception.

In addition to Commissioner Spreen, and Inspector Richard Boutin, present at the luncheon meeting were AFD president Harvey Weisberg, vice-president Allen Verbrugge and William Bennett, trustee Phil Lauri and executive director Ed Deeb. The AFD called for stepped

up efforts of the Counter Crime Clinic with the food industry, and increased surveillance of the highly successful Vanguard Patrol, both of which were jointly inaugurated last fall in cooperation with the Chamber of Commerce and the AFD following a rash of crimes affecting driver-salesmen and vendors.

The police in turn called for an extensive effort to clean up store doors and windows, while clearing clutter so police or passers-by may see in while going past the store. The commissioner also urged merchants to install better lighting both inside and outside the store to discourage potential robbers and thieves, following the murder of four Detroit grocers recently.

## **AFD Presses State For ID Cards To Curb Losses**

The Associated Food Dealers has asked the State of Michigan Treasurer and officials of the State Social Services Department to accept a four-point program of the association designed to help curb the growing problem of stolen or fraudulent ADC and welfare checks, during a meeting held last Wednesday in Lansing. Presently, over 125 forged checks are cashed in Michigan alone each month. At an average of \$110 per check, this amounts to losses of \$12,500 monthly, or over \$125,000 per year to merchants, bankers and taxpayers alike, the AFD told state officials.

The following steps were presented to the state officials for adoption by AFD:

- 1—Begin issuing identification (ID) card with photo attached to all ADC and welfare check recipients;
- 2—Require that the ID card be shown by recipient when check is being cashed. Otherwise, merchants and bankers would be instructed not to cash the checks;
- 3—Require that all recipients secure a Federal Social Security (SS) card and number (if they do not already have one) and that recipients SS number appear on all checks issued and on all ID cards.
- 4—Hold check recipients responsible for their lost checks. Delay issuance of "second checks" to all recipients until either an investigation has been made, or until the first check has cleared the bank, allowing for a 30- to 60-day time lapse. (Presently, a second check is issued 48 hours after it is reported lost.)

Appearing in behalf of the AFD were officials Allen Verbrugge and Thomas Joseph, in addition to Ed Deeb who made the formal presentation.

# THE FOOD DEALER

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# The Sounding Board

To the AFD:

May I take this occasion to thank your membership for their wonderful support given our recent "Buck Up Your Police" project. Our recent meeting was certainly "fruitful" and our discussion over lunch with officers of your organization was most enjoyable and enlightening.

Whatever the future may hold for both Mrs. Spreen and myself, we will long remember our pleasant association with the members of the Associated Food Dealers. Thanks again for all the many courtesies you have extended both of us.

Johannes F. Spreen

Commissioner

Detroit Police Department

Congratulations for a job well done. The membership of the Associated Food Dealers should indeed be proud of the efforts of Ed Deeb and his tenacity for seeing through to success the waiver of the 500 foot law.

David Anbender

Great Scott Super Markets

Thank you for the great article you published in your magazine recently. I hope your readers found interest in it. It is also wonderful to learn of the interest in art by members of your association and the food field.

Mrs. Louise Magnuson

Bloomfield Hills

When I was back in Detroit recently, I happened to catch Ed Deeb's comments on a late television newscast. Our many friends in Detroit are fortunate indeed to have someone who can transform many little voices into a thunderous one that can be heard by the city fathers and the entire populace as well.

Without reservation, Ed has done so much to enlighten the citizens of Detroit (and Michigan) to the many complexities and dangers involved with our people serving the people. It is my sincere desire that Ed and the AFD continue to be commanding collective spokesmen and when it becomes necessary, tell it like it is.

Leon Hearndon

Frito-Lay, Inc.

Hinsdale, Illinois



## Around the State

**LANSING**—An attractive woman lawyer who likes to fix things around the house has been named executive director of the Michigan Consumers Council. Miss Dianne McKaig says "Consumer materials developed in too many of our programs never reach the consumer." She says she will launch an educational campaign while establishing the council as an action organization.

**GRAND RAPIDS**—Pretty Nancy Tutler, 19, of rural Pentwater, Mich., was recently named the 1970 Apple Queen. The contest is sponsored by the Michigan Apple Commission and the Michigan Horticultural Society. As part of her reign, Miss Tutler will soon visit New York City.

**FREMONT**—Dan F. Gerber, chairman of the board and chief executive officer of Gerber Products Co. here, has been named chairman of the newly organized advisory council of the Michigan Children's Aid Society (MCAS). The announcement was made by Charles D. Malloch, president of the MCAS state board of trustees. The council comprised of business leaders, will advise society on its programming.

**TRAVERSE CITY**—How would you like to host 10,000 persons for dinner some night? Gerald Oleson, operator of Oleson's Markets, here, and his wife did recently. The Olesons provided 13,000 beef steaks, two tons of potato salad, 3,500 pounds of baked beans, 500 pounds of cheese, 25,000 pickles, carrots and assorted relishes, 12,000 servings of cherry ice cream, 96 pounds of coffee and 1,000 bottles of pop for the big dinner. The occasion was the 14th Annual Northwestern Michigan College Barbecue held on the NMC campus, something they have done for the past 13 years in succession.

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## Annual AFD Trade Dinner Feb. 17 at Raleigh House

The Associated Food Dealers will hold its 54th Annual Food Trade Dinner and Installation Tuesday evening, Feb. 17, at the Raleigh House, Southfield, it was announced by the association's president, Harvey L. Weisberg. It is the first time in five years the annual event, which draws nearly 1,000 persons, will not be held at Cobo Hall.

The event is again the highlight of the AFD's 5th Annual "Grocers Week in Michigan" celebration, being held Feb. 15-21, sponsored in behalf of the state's 9,000 food merchants. Chairman of the 1970 promotion is vice-president Bill Bennett of Quik-Pik Stores. All retailers and suppliers are urged to tie-in with this big week for the food industry.

Reservations for the banquet can be made by contacting the AFD office, 434 W. Eight Mile Rd., Detroit, Mich. 48220; or by phoning 542-9550. Or, they may be purchased from any AFD director. More detailed information on "Grocers Week" can be obtained from the AFD, or Mr. Bennett at 896-6180.



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ED DEEB

## **OFF THE DEEB END**

# Farewell, Johannes

Next January, Detroit will have a new Police Commissioner who will succeed Johannes F. Spreen, a man who indeed has left his notable mark not only on the food industry, but Detroit, and police administration techniques as well.

In a very brief period of less than 16 months, the members of the food and beverage industries through the Associated Food Dealers came to know and love John Spreen, as his friends called him. Although big in size, and stature, he was ever so gentle and understanding to the needs of a community that walked the streets in fear of crime on the increase.

He was also understanding to the needs of his department who are brave and dedicated men who wanted to do a job — and even risked their lives doing it — only to have various segments of society attempt to ridicule them for trying to create a peaceful atmosphere and harmonious conditions for all. These men continue to do a job while braving ugly criticisms and their critics who attempt to make a mockery and shambles out of a fine Democratic system.

Various segments of our industry will remember Mr. Spreen as the inaugurator of the Vanguard Patrol, following a rash of crimes involving vendors and driver-salesmen last winter, with the help of the AFD. Also, as the innovator of the Counter Crime Clinic, to help train businessmen in the art of how to prevent crimes. And, finally, he is working on a program to establish a Businessmen's Advisory Council, made up of individuals from various segments of the business community, at the request of our association.

His humor, understanding, and firmness when needed, were appreciated during his time as Commissioner. He instilled pride and confidence in the minds of Detroit's bewildered and frustrated citizens at a time when it was needed.

We do not know what Commissioner Spreen will do when he leaves his post, although he informed us at a recent meeting he may accept a professorship at M.S.U. while working on his doctor's degree.

Whatever, we wish him farewell in whatever he chooses to do. We'll miss him.

## 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 1969. The report was compiled by AFD president Harvey Weisberg and executive director Ed Deeb.

### JAN.-FEB.

The year began with plans of the **United Farm Workers** Organizing Committee to boycott the **Union Produce Terminal** in Detroit, the Associated Food Dealers learned. The UFW are supporters of the now infamous boycott of California grapes. President-elect **Richard Nixon** sent his special holiday seasons best wishes to the AFD. (He is a former grocer whose family is still in the business.) **Harvey Weisberg of Chatham Super Markets** was elected the new 1969 president of the AFD. The following new directors were elected: Nate Fink, Jack Hamady, F. A. Kennedy, John Sfire and Tom Violante.

Business and labor representatives met in an effort to curtail armed robberies of deliverymen in Detroit. The ad hoc coordinating committee consisted of the Greater Detroit Chamber of Commerce, Associated Food Dealers, AFL-CIO, Michigan Brewers Association, Teamsters Local 337, and the Detroit Police Dept. At the same time **Vanguard Patrol** was inaugurated in cooperation with the DPD and this committee. Robert Swanson was elected the new president of the **Detroit Food Brokers Association** (he's with Peterson & Vaughan brokerage, Detroit). **Richard Luth** of Perry & Oudman, Grand Rapids, was elected chairman of the **National Food Brokers Association**.

Conducted the Associated Food Dealers' 4th Annual "**Grocers Week in Michigan**," a statewide promotion sponsored by the AFD in behalf of the state's 9,000 food merchants. **Gov. Milliken** issued a proclamation to that affect in behalf of the people of Michigan. Highlight of the week-long celebration was AFD's 53rd **Annual Food Trade Dinner** and installation, held Feb. 11 at Cobo Hall, with over 900 persons attending. Featured entertainment was the popular **Glen Miller Orchestra**. Installing the officers was new **Detroit Police Commissioner Johannes F. Spreen**, who

promised programs of mutual cooperation between his department and the AFD. In his inaugural acceptance address, **new AFD president Weisberg**, spoke of the "**Challenge of Change**" confronting both our industry and society as well.

**DAGMR** held its annual Installation at the Latin Quarter, as **Al Hoppe of Paul Inman Associates** was charged with the duties of the new president. **James Vlisides**, 28, manager of a Farmer Jack Market on W. Seven Mile, Detroit, was shot and killed during this period. The **Federal Trade Commission** begins steps to revise its laws concerning cooperative advertising for more "acceptable and realistic guidelines."

The Associated Food Dealers again took the initiative to sponsor and re-introduce a **bill to waive the 500 foot law** as it pertains to beer, wine and liquor licensees. With the introduction of this bill (Senate Bill 126 or House Bill 3372) the AFD urged Gov. Milliken to support this measure, unlike Gov. Romney, who vetoed the same measure a year ago. AFD executive director **Ed Deeb** called for **food industry unity** for 1969 to counter industry critics from without, and prophets of gloom from within, during this year of increasing consumerism. AFD's award-winning magazine, *The Food Dealer*, published a most interesting report on "**Leisure in America Today and Tomorrow**," in cooperation with Merrill, Lynch, Pierce, Fenner & Smith stock brokerage.

### MARCH

The AFD board begins work to outline an association project to find **summer jobs for teenagers**. The Michigan Food Trades Council hosted 20 Senators and Representatives in Lansing, March 24, for dinner at The City Club in Lansing; the evening was called "**A Night With the Legislators**." The AFD directors formally outlined four basic categories all action programs will fall into, in order of importance: Member programs, Industry programs, Consumer programs and Community programs. AFD director **Jack Hamady**, president of **Hamady Bros. Food Stores**, Flint, announced his firm will open and operate stores in Lansing. **Stan Molesky** of P. F. Pfeister Co. was elected president of

the **Saginaw Valley Food Brokers Assn.** AFD officers met with representatives of the **Detroit Food Brokers Assn.** and **Wayne State University** to outline a possible food course at the school to be sponsored by the AFD.

### APRIL

Led by such giants as Procter & Gamble, Lever Bros., etc., companies began raising coupon handling fees a penny to three cents, something the AFD had been urging for five years. The Associated Food Dealers launched its "**Buck Up Your Police**" campaign to help raise funds to purchase needed police equipment. Eventually, over \$200 was raised and presented to the Detroit Police. **President Nixon** appoints **Mrs Virginia Knauer** as his advisor on consumer affairs. She succeeded the controversial **Betty Furness**. The Detroit Police's **Vanguard Patrol** begins calling on retailers in addition to driver-salesmen and vendors, in cooperation with AFD members.

The AFD board endorsed one bill, opposed four at the April board meeting. It supported HB 3372 to waive the 500 foot law; opposed the following: (1) bill to require wholesalers to charge refundable deposit for beverages in glass containers; (2) bill prohibiting brewers and other wholesalers from using no-deposit glass containers; (3) bill to prohibit use of non-returnable bottles and refusing a 5¢ refundable deposit; and (4) bill prohibiting brewers and soft drink bottlers from using non-returnable bottles, unless consumed on premises where purchased.

**Gene Peterson** of Peterson & Vaughan was elected the new president of the **Detroit Chamber of Commerce's Food Council**, succeeding **Bill Hagenmeyer**. UAW leaders urged its 600,000 members to boycott purchases of California table grapes. The Michigan Legislature even got into the act: Sen. Craig (D-Dearborn) supported the boycott, while **Sen. Lorraine Beebe** (R-Dearborn) opposed the boycott on grounds it was illegal and deprived housewives a freedom of choice—in agreement with the AFD position. The Associated Food Dealers issued a directive to its membership urging retailers to take steps to curb

(Continued on Page 8)

## AFD PROGRAMS

(Continued from Page 7)

the rash of back-door robberies in a new style crime wave. The association urged all owners and store managers to increase their security precautions, following 20 such holdups within a month, all occurring around 7:30 a.m.

### MAY

Gohs Inventory team proved to be the winner of the AFD Bowling League championship. The Bakers team was second, and Pitts Packing team, third. Once again, the AFD participated in the annual "Michigan Week" campaign. AFD's Ed Deeb was chairman of the promotional materials committee, which set a new record. Gerber Products Co. won the 10th annual award for Michigan's Product of the Year award in conjunction with the promotion. It's product, Modilac, is an infant ready-to-feed formula. *The Food Dealer*, AFD's award-winning magazine published an interesting

story on the USDA Food Stamp Program and how it operates.

Wholesale and retail meat prices zoomed to the highest inflationary level in over 17 years with many firms paying up to 60¢ per pound for meat. The AFD launched its 5th Annual Bascart Campaign to alert the public to keep carts within a store's parking lot area. According to an AFD survey, over \$1 million worth of bascart were stolen or lost in Michigan—a total of over 30,000—with about 65% lost in the Detroit area alone. The annual campaign was co-sponsored by the Food Industry Council.

A bill calling for a 22% minimum mark-up on beer, introduced by Rep. William Fitzgerald of Detroit, was formally supported by the AFD. The Association also submitted a report to the U. S. Senate Subcommittee on Investigations, at its request, on the aftermath of the 1967 riot in Detroit, which affected 381 of AFD's members. A personal appearance before

the subcommittee was postponed. The AFD reiterated its opposition to the boycott of California grapes in Flint, following reports of increased boycott efforts and harassment in that city.

### JUNE

The Federal Trade Commission final revisions of advertising guidelines were approved, which amended sections 2d and 2e of the Clayton Act, as a result of the Supreme Court's decision in the Fred Meyer Super Markets (Oregon) case. It provided that a seller or manufacturer who provides advertising and promotional allowances must insure they are provided to all on proportionately equal terms, whether the firm deals direct with buyer, or indirect through its wholesaler. The Associated Food Dealers finalized plans to hold a Food Distribution Course beginning in the fall at Wayne State University in cooperation with the school's college of Business Administration and Urban Extension division.

Both Michigan Gov. William Milliken and Detroit Mayor Jerome Cavanagh praised the AFD's Summer Jobs for Teens project. H.B. 3372 (the 500 foot bill) passed the House, as did H.B. 3181 to guarantee a minimum mark-up of 22% on beer. Dearborn Sen. Lorraine Beebe calls for a "peaceful counterattack" against the grape boycott by the women of America. Led by AFD's Ed Deeb and Wolf's Ted Stawick, the association's Legislative Committee journeyed to Lansing to discuss legislative matters with state officials. During this month NARGUS held its convention in Detroit's Cobo Hall.

### JULY

The Truth-In-Lending Act took effect July 1. The annual "Summertime Picnic Section" again appeared

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in *The Food Dealer*. H.B. 3181 to provide a minimum markup on beer was tabled by the Legislature to a future session. **California grape growers** filed a \$75 million anti-trust suit against the United Farm Workers to halt the grape boycott. **Hamady Bros. Super Markets**, an AFD member, Flint, were awarded the national grand prize in the dairy promotion contest sponsored by the American Dairy Association.

Some grocery manufacturers **discontinued co-op advertising allowances** as a result of the FTC's newly adopted guidelines. **AFD questioned Wayne County Prosecutor William Cahalan** as to why an assistant prosecutor refused to prosecute grape boycott supporters when clergymen walked off with groceries from a Kroger store. In a strongly worded letter, the AFD said: "To be just when judging a crime is one thing, but to turn one's back on crime itself is another." This was also the month that two **American astronauts landed on the moon**. AFD president Harvey Weisberg offered retailers food for thought in his July column in *The Food Dealer* magazine on **Monday closings** in anticipation of shorter work weeks in the future, which was picked up by *Chain Store Age*.

#### AUGUST

A strike closed **American Bakeries and Continental Bakeries** plants, following a work stoppage Aug. 3, which eventually lasted seven weeks. **J. Lyle Littlefield**, chief of the food inspection division of the Michigan Department of Agriculture, retired Aug. 29 after many years with the department. (He has since accepted a position with Gerber Products Co., Fremont.) The newly built **Auburn-Orchard Super Market**, which was to-

tally destroyed by fire last year, was reopened by AFD chairman Mike Giacotti and his partner Gene Pini.

**Gar McDade** succeeded Robert Longacre as Detroit division manager of **A&P Food Stores**. Chatham Super Markets filed with the Securities Exchange Commission for an initial stock offering of 385,000 shares in an effort to go public. An editorial in *The Food Dealer* called for merchants to again **begin charging 10¢ for cashing checks**, like most other retail businesses.

**Mike Giacotti**, immediate past president of the AFD, was elected the new president of the **National Association of Independent Food Retailers (NAIFR)**, succeeding Don LaRose. It was the first time in NAIFR's 84-year-history that back-to-back presidents came from the same state. Michiganders re-elected as directors were Alex

Bell, Jay Welch and LaRose. Newly elected a director was Al Verbrugge.

#### SEPTEMBER

**AFD Bowling League** president Walt Dudek of Quaker Foods announced the league was ready to kick-off its 1969-70 season at Parkside Recreation. The U.S. Dept. of Agriculture decreed at this time that so-called "all meat" **hot dogs can now contain up to 15% chicken meat**. Consumers will have to read the fine print listing the ingredients to find out what they're buying. Packers must conspicuously mark products "frankfurters with chicken" if content exceeds 15%.

The AFD's **5th Annual Awards Banquet** was held Sept. 16 at the Warren Chateau. Pat Fox, Mitchell Warminski, Robert Zakoor, Michael George and William Ritter were pre-

(Continued on Page 10)

## Now . . . New From White Star



Your customers have long known about White Star's famous, tasty line of sour cream, chip dips, farmer cheeses, dry hoop cheese, and cottage cheese, among our many other items to choose from.

Now, consumers are craving our newest addition to our family of fine dairy products. We're talking about White Star's new Imitation Sour Cream—the low calorie product your customers will soon insist to be a part of their regular diet. Call today for immediate delivery.

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## AFD PROGRAMS

(Continued from Page 9)

sented with "Salesmen of the Year" plaques. Accountant and attorney Moe Miller was presented a Distinguished Service Citation for his work with the AFD and members as a tax consultant. Wayne County Probate Judge George N. Bashara Jr. was the evening's featured speaker.

Mobile van selling food stamps began appearing in Wayne County for the first time. (Normally, the stamps are distributed through USDA offices.) AFD's Ed Deeb met before a hearing of the Joint House-Senate Liquor Committee regarding the 500 foot law and other laws which need updating.

### OCTOBER

An AFD editorial in *The Food Dealer* praised officials of the City of Pontiac for offering \$1,000 to citizens for information leading to arrest of persons involved in crimes. Detroit Mayoral candidates Roman Gribbs and Richard Austin appeared before the Associated Food Dealers' general membership meeting, Oct. 14 at Hamtown Foods Company, host for the meeting. Both men expounded their reasons why each should be elected mayor of the nation's fifth largest city, which saw Gribbs the eventual winner in a close vote.

Ban of cyclamates jolts food and beverage industries, following an announcement by HEW Secretary Robert Finch that the artificial sweetener produces cancer in mice. N. A. "Mike" Sawall was named new head of Kroger's Detroit division, succeeding Howard Gifford who retired after 42 years with the firm. Paul Borman of Borman Stores, operator of Farmer Jack markets, among other non-food stores, was named chairman of the U.F.'s Food industry division.

Over 200 potato chip company driver-salesmen in Detroit went on strike. The members of Teamsters Local 337 walked out after failure to reach agreement on a new contract. The National Association of Independent Food Retailers asks President Nixon for standard procedures to be adopted and steps to test and approve all food products before they are placed on store shelves to prevent future cyclamate problems.

### NOVEMBER

AFD Food Distribution Course formally began with the first session Nov. 5 at Wayne State University's McGregor Memorial Center with an enrollment of 45 persons. Robert Lee

Hamady was named new president of Hamady Bros. Super Markets, succeeding Jack Hamady, an AFD director, who moved up to chairman. The AFD called for a meeting with the State of Michigan treasury and social service officials to develop steps to curtail amount of fraudulent or stolen ADC or welfare checks in the state. (Currently over 125 forged welfare checks are cashed in Michigan alone, which at \$110 each, amounts to over \$12,500 monthly or over \$125,000 annually.

Earl English of Earl English Associates was elected the 1970 president of DAGMR, succeeding Al Hoppe who was elected chairman. The AFD helped present the food industry's side of the food inspection picture in a feature article which appeared in *The Detroit News*, along with officials of individual food chains and the Michigan Dept. of Agriculture. Four grocers were killed within a week of each other in an unusual crime spree against grocers and party store operators. They were: Hosmer Masters of Master's Market, John Theodorou of Nick's Family Market, Edward Olszewski of Son's Market and Roy Oliver of Nor-town Party Store.

AFD officials meet with Police Commissioner Johannes F. Spreen at a luncheon meeting and discussed programs of mutual cooperation including establishment of a Businessmen's Advisory Council to the DPD. AFD officials attending were president Harvey Weisberg, Allen Verbrugge, William Bennett, Phil Lauri and Ed Deeb. The AFD presented the commissioner with a check for Buck Up Police campaign, and a fruit basket in appreciation to services rendered while commissioner. (Mayor-Elect Roman Gribbs picked Patrick Murphy of Washington, D.C. to replace Spreen who was accepting another position, possibly with a university.)

### DECEMBER

The Nixon Administration considers a proposal to reduce the minimum wage for teen-agers to about \$1.25 an hour, from the present \$1.60 federal scale that applies to adults. Deadline on cyclamate ban for food products was extended to Sept. 1, 1970 from the original Feb. 1 date by HEW Secretary Finch. He indicated a possibility that cyclamate may be permitted in food and beverage products on a limited scale. The cyclamate ban on beverage products remained at Jan. 1, 1970.

Detroit meat packers offer \$1,000 reward through its association for any

information leading to the arrest of persons stealing or hijacking meat from its trucks. The AFD offered to assist the packers in a meeting with the packers' attorney, Stanley Gelfund. H.B. 3372 to eliminate the "500 foot law" as it pertains to beer, wine and package liquor retailers, passed both House and Senate and sent the AFD-sponsored bill to Gov. Milliken on Dec. 10.

AFD meets with State officials from the Treasury and Social Services Departments to discuss the problem of stolen and forged ADC and welfare checks. Representing the AFD were Al Verbrugge, Tom Joseph and Ed Deeb, who made the formal presentation. The association called for a four-point program to (1) begin issuing ID cards with photo attached to all welfare aid recipients; (2) require that ID card be shown when check is cashed, otherwise merchant or bank would not cash check; (3) require that all recipients secure Federal Social Security card and that the number appear on all checks and ID cards; and (4) hold issuance of second check until the first check has cleared the bank, and hold recipients responsible for their own checks.

NAIFR proposes National Food Council in cooperation with the National Alliance of Businessmen, headed by Pepsico's Donald Kendall, and the major national food associations. NAIFR president Giancotti and AFD's Ed Deeb journeyed to Washington to help set up the JOBS program for the food industry. While in the nation's capitol, the AFD met with Sen. Robert Griffin to report on progress being made in various areas.

Finally, the year came to a happy end when Gov. Milliken signed HB 3372 into law Dec. 12, just two days after he received the measure on his desk. The AFD-sponsored measure to waive the 500 foot law takes immediate effect and is considered a major breakthrough for merchants in an attempt to help update antiquated and discriminatory laws. The AFD expressed its delight and pleasure in the action by both chambers of the Legislature and with Gov. Milliken who signed the bill, unlike his predecessor Romney who vetoed it. The law allows SDM licensees to locate anywhere it chooses and, of course, within 500 feet of a church or school. All SDD liquor licensees can locate within 500 feet of a church or school, only "at the discretion of the Liquor Commission."

# SEASON'S GREETINGS

From These Fine

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## Associated Food Dealers — The Food Dealer

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## THE BELL RINGER

# We Pay, When Uncle Sam Subsidizes Chickens Abroad

By ALEX BELL

Ho-ho-ho and Merry Christmas, Happy New Year and a belated Happy Hanukkah (or is it Chanukah?). So now we are up to date, and this will be the last time you will have to suffer my column this year.

Well, Thanksgiving 1969 is over and nearly everyone agrees that there is a crisis in retail turkey prices. No unanimity exists, however, as to just what should be about it. The roots of the problem are not complex: the food industry's merchandising advances have been out-paced by the little boy thinking of "they can't sell turkeys cheaper than we can."



Mr. Bell

So come on boys, try and be nice for Christmas. No one suggests that the effort will be easy, but at least it's worth a try. We have maintained for many years that if your customers want turkeys for the holiday they will buy them if the price is half-way reasonable, and we do not mean cheaper than hamburger. Now we will throw a few facts at you: The lowest price PM's could be bought for was 31¢

B-Toms, 33½¢ plus storage costs. So why 23¢ retail? Think about it!

Tom Violante, the boy noodnick, tells us that women's fashions are now "thigh high." No wonder he became head of the Main St. Maffia. With stuff like that he may become top man in the cosa nostra. Who knows?

Our special correspondent, Sal Sarafa, tells us that he thinks that most women with strapless evening gowns look like a chest of drawers with the top drawer open. This boy is getting good too. Maybe after a while we won't have to do any writing, just quotes.

Okay, Eddie A., we will get around to you later.

Random thought: Why tell a hair-raising story to a bald headed man?

Well, Uncle Sam is at it again. The U.S. will be subsidizing chicken exports to Greece. Just for the record, U.S. started subsidizing chicken shipments to Switzerland in April 1968 and by November 1968, you, my dear taxpayer, had come up with \$3 million, six hundred thousand dollars to pay for this caper. So cheap chickens for foreigners can be expensive for the U.S. taxpayers. And that ain't no chicken joke!

We understand that Eddie Acho asked one of his checkers if she knew the difference between a paper clip and a screw. So she answered sweetly: "I don't know; I've never been paper-clipped."

We see that Frito-Lay is back on the streets. At least they had the guts to stand up for their principles. Go get 'em boys!

February 17, 1970 is the big night and the Raleigh House the place. We're talking about the food industry's big night of the year out. This is a must if you are in the food business, and should be the best yet. Yes, it's the Associated Food Dealer's Annual Food Dinner, which is the highlight of AFD's annual "Grocers Week in Michigan" promotion, staged in behalf of the state's 9,000 food merchants.

Eddie Acho is our new Treasurer, succeeding Dick (Jerry) Przybylski who was elevated to third vice-president. I would like to suggest a daily audit of the books beginning when he takes over.

Well, it first was California grapes. Now it's G.E. appliances. Where is it all going to end?

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

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## THE PRESIDENT'S CORNER

# Legislature Passes 500 Foot Law, Milliken Signs It!

By HARVEY L. WEISBERG

It is difficult to single out any particular day as being overly hectic or momentous. But Dec. 12, 1969 does have some special meaning to the state's over 9,000 food and beverage retailers.

As everyone in our industry knows, the Associated Food Dealers has been working on a bill to waive the "500 foot law" restrictions for two years now, on the grounds that it, among other liquor laws, is discriminatory and/or antiquated.

A well organized campaign last year got the measure through both the House and Senate, but it was ultimately vetoed by Gov. Romney, despite a plea by the AFD that the law, when passed in 1945, was not to affect package beer, wine and liquor retailers. It was only to affect bars and taverns. But somehow through the years retailers were included and therein lies the background of this now infamous law.

Although dismayed by the action, the AFD decided that such an unfair, nuisance and discriminatory law simply was not in the best interest for food and beverage retailers, and the State of Michigan as well, for that matter. So, led by the association's Legislative Committees under the direction of Ed Deeb, and including such stalwarts as Al Verbrugge, Bill Bennett, Sid Hiller of the AFD, and others, as Abner Wolf's Ted Stawick, a similar bill was again introduced early this year.

After making the usual rounds, the bill was eventually stalled in a joint House-Senate Conference Committee, after which, we are happy to report, it was passed by both chambers of the Legislature, only with a slight amendment.

The bill allows an SDM retailer selling beer and wine, to locate within 500 feet of a church or school. It permits SDD retailers selling distilled spirits and various package liquor to locate within 500 feet of a church or school "at the discretion of the Liquor Control Commission, pending no objection from a church or school."

As I said earlier in this article Dec. 12, 1969 will go down as a momentous day for the food and beverage industry, and for the AFD, who sponsored the bill. It is the day that Gov. Milliken signed the bill into law, two days after it reached his desk, despite the pessimists who said he would not sign it. The bill takes immediate effect.



WEISBERG

The AFD wishes to publicly thank the members of the Michigan Senate and House of Representatives, as well as Gov. William Milliken, for their efforts in behalf of our industry. It was a job well done, and most appreciated.

With that kind of Christmas present, I personally wish to take this opportunity to wish everyone a most Happy Holiday season, and extend best wishes for a prosperous 1970!

*Holiday Greetings*

From the AFD Staff

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## **TAX TOPICS**

# ***What You Should Know About The Gift Tax***

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

The gift tax applies generally to all gratuitous transfers of property, or interest in property by an individual. However, even though a particular transfer may be subject to a tax, there may actually be no tax to pay because of various exclusion, deductions and exemptions allowed by law.

### **\$30,000 LIFETIME EXEMPTION**

Every individual is entitled to an exemption from tax of gifts totalling \$30,000 made during his lifetime.

### **\$3,000 ANNUAL EXCLUSION**

Every year an individual may give away to each donee up to \$3,000 free of gift tax. This exclusion is in addition to the \$30,000 lifetime exemption. Married couples may split their gifts. That is, they may treat a gift made by one of them to a third person as made by one-half by each. In other words, a husband and wife can make combined annual gifts of \$6,000 free of a gift tax.

### **MARITAL DEDUCTION**

One-half of the value of gifts made by a husband to his wife, or by a wife to her husband, may be deducted in computing the amount of gifts subject to tax. This in effect frees half of all intramarital gifts from the gift tax.



MILLER

### **JOINT OWNERSHIP OF REAL ESTATE**

Married couples can create joint ownership in real estate free of gift tax. This concession of the law actually provides that the creation of joint ownership is not treated as a gift, unless the couple specifically chooses gift tax treatment. Example: If the husband should at a later date sell the building he owns as Tenancy by the entireties with his wife, and divides the proceeds equally with his wife, he will be charged with a gift tax at that time, if none was previously paid.

Whenever persons other than married couples transfer separately owned property to joint ownership or buy property in joint names, there is usually a gift from one to the other. Example: If a Father buys property with his own funds for \$30,000 and takes title in joint Ten-

ancy with his son, he has made a gift of \$15,000 to his son.

### **CONCLUSION**

If a husband and wife own real estate as Tenants by the entirety, the surviving spouse acquires the entire property on the death of the other. To the extent that the property is included in the deceased's gross estate, this transfer qualifies for the estate tax marital deduction. The marital deduction cannot exceed 50 percent of the gross estate.

A common misconception about joint ownership is that it is preferable to sole ownership because it saves estate taxes. Nothing could be further from the Truth. Joint ownership does not save estate taxes.

In Michigan jointly owned property is not subject to state death tax, but do not confuse state death taxes with the federal estate tax.

On behalf of myself and my associates, I would like to extend to you and your family a Healthy and Happy New Year!

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J & S Inventory Service	924-7070
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
Grocers Baking Co. (Oven-Fresh)	537-2747
Hekman Supreme Bakers	KE 5-4660
Independent Biscuit Co.	584-1110
Koeppinger'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

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Steve Conn & Associates	547-6900
Continental Food Brokerage	533-2055
Christensen Sales Agency	838-4474
Harris Crane & Company	538-5151
DeCrick & Maurer	822-5385
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Maurice Elkin & Son	353-8877
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Graubner & Associates	444-8400
John Huettnerman & Son	886-8800
Paul Inman Associates, Inc.	626-8300
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Maloney Brokerage Co.	TU 5-3653
Harry E. Mayers Associates	864-6068
McMahon & MacDonald Co.	BR 2-2150
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Arnold J. Rodin Assoc. (Commodities)	843-1788
Sosin Sales Co.	WO 3-8585
Stark & Company	358-3800
Stiles Brokerage Company	965-7124
Sullivan Sales	KE 1-4484
James K. Tamakian Co.	863-0202
United Brokerage	BR 2-5401
Mort Weisman Associates	835-5232

## DAIRY PRODUCTS

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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
Najor's Dairy Co.	353-8164
Risdon Bros., Inc.	825-1480
Sealtest Dairy	TI 6-5700
Stroh's Ice Cream	961-5840
Trombly Sales	925-9505
United Dairies, Inc.	UN 1-2800
White Star Dairy	868-8655
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.)	893-5549

## 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	463-3484

## GARDEN SUPPLIES

Fredonia Seed Company	427-8153
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## 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 Food	357-7330
Boyle Midway Company	543-3404
Diamond Crystal Salt Company	872-3317
Kraft Foods	TA 5-0955
Mario's Food Products	923-3606
Morton Salt Company	VI 3-6173
C. F. Mueller Company	543-8853
Prince-Vivison Macaroni Co.	775-0900
Roman Cleanser Company	TW 1-0700
Schmidt Noodle Company	921-2053
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
Feldman Brothers	WO 3-2291
Frederick Packing Company	832-6080
Glendale Foods, Inc.	962-5973
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Herrud & Company	962-0430
Johann Packing Co.	TW 1-9011
Kent Packing Company	843-4900
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Mickelberry's Food Products	894-6600
Oak Packing Company	961-2160
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 3-7335
Popp's Packing Company	365-8020
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 7-9080
Wolverine Packing Co.	WO 5-0153

## MEDIA

Detroit Free Press	222-6400
The Detroit News	222-2000

## NON-FOOD DISTRIBUTORS

Arkin Distributing Co.	WE 1-0700
Cal-Chemical & Mfg. Co.	567-6330
Hartz Mountain Pet Pds.	894-6300 or 923-4550
Super Toy, Inc.	923-4550
Perfect Plus Inc.	961-6381
Toys Unlimited	852-3798
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
Krunchee Potato Chips	DI 1-1010
Superior Potato Chips	834-0800
Vita-Boy Potato Chips	LY 7-5550

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## RENDERERS

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## SERVICES

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Clayton's Flowers	LI 1-6098
Comp-U-Check, Inc.	255-2800
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## SPICES AND EXTRACTS

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## STORE SUPPLIES AND EQUIPMENT

Almor Corporation	JE 9-0650
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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
Scan-A-Scope	823-6600
Shaw & Slavsky, Inc.	TE 4-3990
Store Equipment Sales Co.	861-1270
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 Whole. Food Service	WO 1-6561
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Spartan Stores, Inc.	455-1400
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