



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

JUNE, 1971



AFD Legislative Dinner

The Associated Food Dealers recently held its Annual Get-Acquainted Dinner with members of the State Legislature. Above, various State Senators, Representatives and officials from the executive department, exchange social chitter-chatter with members of the AFD. (See Photos, Page 12)



OLD FASHIONED QUALITY
SINCE 1919



AFD Cities Need For Inspection, Equipment Guides

(The following is the text of the Associated Food Dealers statement before a joint meeting of the AFD and officials of Governor Milliken's Staff and the Michigan Department of Agriculture. Representing the AFD were president William Bennett, vice-president Omer Gagne, and executive director Ed Deeb.)

In behalf of the Associated Food Dealers, Michigan's largest food distribution association, representing over 2,100 independent grocers, local supermarket chains, wholesalers, manufacturers and allied distributors, we wish to thank you for the opportunity of being with you today to discuss various problems and hopeful solutions in the area of food inspection.

We especially wish to discuss the need for uniformity concerning food inspection and food equipment standards at all levels, and to hopefully resolve the problem, which will help eliminate both governmental and business inefficiency and waste, while helping save taxpayers money.

The problem is not new, as you know. We met with MAD officials and Gov. Romney's aides over five years ago to indicate the seriousness and scope of the problem, and our recommendations for resolving the problem way back then. Unfortunately however, hardly any of our recommendations have been acted upon, and very little, if anything, has been done to improve the situation since.

Ethics. Gentlemen, the vast majority of retail and wholesale food distributors in Michigan, are ethical businessmen. They believe as you do, there are 16 ounces to the pound, and are doing everything humanly and technically possible to assure that consumers are truly getting what they are entitled to—wholesome, quality products at reasonable prices and accurate weights.

We feel the food industry is more sensitive to the needs of the consumer than any other industry, because food

is basic. We are in the "Age of Consumer Protection" while at the same time in the "Era of Modern Merchandising." In the majority of cases, consumers today are receiving on an overall basis more than 16 ounces to the pound because of the additional tare allowances included in foods to account for any shrinkage of natural juices and moisture. But admittedly, we do have some bad apples.

We would like to suggest ways food inspectors and food distributors can work together for the betterment of our industry and the consuming public.

Rules and/or Laws Differ Widely between governmental food inspection agencies at the city, county, state and federal levels. Foodmen therefore are in a dilemma. One agency approves of something, while another disapproves. Some quick examples are as follows:

Some agencies permit use of sawdust, while some do not. Should a retailer use a single, double or triple-basin sink; and should it be steel, porcelain, or cement? Rules pertaining to open-air fruit stands may differ from a regularly enclosed store yet both sell the same foods. The same is true with gas station operators, restaurants, and drugstores who sell food. Therefore, a retailer complies by a request of one inspector, only to be reprimanded by another inspector from another agency.

Gentlemen, this is a very costly proposition, especially today at a time of depressed sales and profits. Uniformity of rules and regulations would eliminate the headaches and the problem. They could and should be tied in with remodeling or construction of new stores.

Equipment Standards also widely differ for such things as hot water heaters, floors, ceilings, and paneled walls (wood, metal, etc.). One agency states all lights must be flush with the ceiling, or that a shield must be placed over fluorescent tubes, while others

disagree. One agency encourages the use of hard hats while working, others do not. Should all equipment be NSF-approved, or not? Inspection agencies can help by providing regular educational meetings and develop and distribute an approved list of equipment to eliminate gray and hazy areas, and again, bring about needed uniformity. Many merchants are reluctant to change equipment because standards differ between agencies and, they may even fear "reprisals"

Sample sizes used for inspection inadequate. Together, food inspectors and distributors need to develop background and statistics through research as to what an adequate sample should be, based on each type of food and/or various cuts of meat. How many packages of hams or frozen turkeys, for example, should be weighed to determine the intent of food distributors. Inspection of one package is not enough. If that one package is short-weight by a fraction of an ounce, the merchant is labeled a "cheat" and considered violating the law. If however, ten packages are weighed and inspected, and eight of nine of the 10 are over-weight, obviously the intent of the retailer is not to cheat or defraud his customers or the public. Put in another way, a student in school received his final grades based on a full term's work, not on one day's or one week's performance. The same approach should be true for food distributors.

At the same time, let's analyze the characteristics when inspecting hamburger, as one example. Meat blending samples taken by inspectors for testing may differ. Although a merchant not to exceed 25 to 28 percent fat content (but allowed 30%) one sample of the hamburger may be leaner, another may show more fat. Merchants on the whole do their best in trying to mix a standard batch of hamburger. Several of our members

(Continued on Page 5)

The Sounding Board

To the AFD:

We wish to thank AFD executive director Ed Deeb for taking time out of his very busy schedule in order to participate in our Environmental Health Educational Staff Meeting on June 11.

He contributed very much to the overall success of the program and his comments certainly reaffirmed the necessity of open communications between local agencies in the food industry. I am sure his comments also stimulated the staff's thinking on the essentialness of working with food management for overall effectiveness, both from the food operator's standpoint and the health department's.

Edward P. O'Rourke
Associate Director
Environmental Health Division
Oakland County Dept. of Health

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AFD MEMBER

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Uniform Food Standards

(Continued from Page 3)

are working regularly with such noted institutions as Super Market Institute to develop industry standards on a national level. Therefore, it is more reasonable and fair, to judge the merchant on several samples rather than just one.

Natural Juices and Shrinkage. One of the big questions concerning food inspection in Michigan and throughout the country are the terms "weight when food is packed" and/or "weight when sold." A merchant pays for food products and the products include natural moisture or juices. Merchants weighed and paid for the products at the time of delivery. Yet, we are penalized after we purchase the products. I wish to cite poultry and steaks as typical examples of products which are known to shrink, and for which merchants include shrinkage allowances. All states are not in agreement as to whether products should be labeled and sold as "weight when packaged" or "weight when sold" (Ohio, I believe, permits "weight when packed.") In addition, most food inspectors disregard the moisture when they weigh a meat product for example.

The time has come for inspection agencies to develop shrinkage standards and guides to help better cope with the problem of shrinkage or loss of natural juices. We feel the Michigan Department of Agriculture is in a position to take a leadership position on this. In most cases consumers are receiving more product than the stated weight, but very little is said about this. Other factors also affect shrinkage, as temperature of room, season of year, type of commodity, temperature of refrigerator cases, etc. Research and testing should begin to develop needed guides and shrinkage percentages. This would be a big help.

Penalties. An accepted and clear system of penalties should be developed at all levels, uniformly. Inspectors should not take an honest retailer to court during the first, or even the second violation. Criminal intent

must involve a series of warnings and fines before taking a merchant to court. And all food distributors should be informed of the system and how it works. Criminal intent is one thing; an honest error is quite another.

Publicizing Convictions. When we appeared before this honorable assembly some five years ago, we protested the Department's policy of issuing news releases. Since all courts and agencies do not issue special pub-

licity releases on these violations, we do feel the publicity division of Michigan Department of Agriculture should not publicize convictions until such time that various standards have been developed, as outlined above, coupled with the recommendation for warnings and fines. If after repeated warnings and fines (which have been duly recorded or registered), a food distributor continues unacceptable practices, he may be taken to court at this time, (Continued on Page 9)

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ED DEEB

OFF THE DEEB END

Be Positive

I once wrote on this page that if you think big, you'll be big. Or, if you set limits, automatically you are limited.

Having a positive, confident mental attitude that one can succeed, and do so successfully, is the name of the game, especially in our industry. For whatever the reason, too often businessmen are enveloped in the hum-drum of life's road, and too easily develop a ho-hum attitude.

Of course what I am saying is not new by a long shot. Dr. Norman Vincent Peale stated it in an interesting, complete book called "The Power of Positive Thinking."

Too often individuals, be they at home, work or play, do not take advantage of the mind's amazing powers. If a company executive or manager can generate a positive approach to running his firm or store, it seems almost automatically things run far more smoothly and successfully.

And imagine if all employees had the same positive attitude of wanting to get a job done, and get it done right, with a pleasant attitude, the place has got to vibrate with personality and generate confidence in the minds of customers.

It's like listening to a symphony of professional musical artists, each doing his part, that the end result is a beautiful masterpiece. Anyone of the individual musicians would be a joy to hear playing a solo, but imagine the soloists with the various artists backing him with just the right accompaniment. What a difference!

Getting your store or company to run like a symphony orchestra is not as easy as it sounds. It takes work; a lot of hard work. But when you have everyone working together in unison, efficiently and harmoniously doing his job, you've arrived in the business world.

Think about it. The power of being positive can overcome most any obstacle. Be positive and see for yourself!

Seven New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food distribution and service organization, representing over 2,100 members wishes to welcome aboard seven new supplier members to the association. Their names, addresses and phone numbers are as follows:

CAMDEN BASKET COMPANY, INC., distributor of a wide variety of straw products and baskets throughout Michigan, 102 S. Main St., Camden, Mich. 49232; phone (517) 368-5211.

DETROIT PURE MILK COMPANY, producer and distributor of Farm Maid milk and dairy products, 18940 Weaver Ave., Detroit, Mich. 48228; phone 837-6000.

GROCER'S DAIRY COMPANY, producer and distributor of Country Fresh milk and dairy products, 2555 Buchanan Ave., SW, Grand Rapids, Mich. 49508; phone (616) 254-2104.

HERRUD & COMPANY, meat processor and distributor, 2000 Oak Industrial Drive, Grand Rapids, Mich. 49505; phone (616) 456-7235.

HYGRADE FOOD PRODUCTS CORP., meat processor and distributor, 38200 Plymouth Rd., Livonia, Mich. 48150; phone 464-2400.

MANGIAPANE MEATS, meat processor and distributor of the new Hammy Wammys product, 7425 Gratiot Ave., Detroit, Mich. 48213; phone 921-8830.

McDONALD DAIRY COMPANY, producer and distributor of Quality Chekd milk, ice cream and dairy products, P.O. Box 469, Flint, Mich. 48501; phone (313) 232-9193.

These new members and all AFD suppliers and service members deserve your support and patronage. Refer to the AFD Suppliers' Directory on Page 19 often. In fact, clip it out of *The Food Dealer* magazine, and post near your phone.

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Advertisement

Memo from Faygo

by
MORTON FEIGENSON
 President



"When your broker told us what Faygo could do, we couldn't believe all he said. But Faygo is coming through for us 100 percent — and, the 100 percent is all plus sales. Our private label sales are as good as ever. It's unbelievable."

So responded William J. Kemper, vice president — grocery procurement for Fox Grocery Co., largest wholesaler in the Pittsburgh market where Faygo flavors debuted in stores only nine weeks ago and are already moving across checkout counters at a rate of two million cases annually.

Our visit with him was to pinpoint the reasons he sees for Faygo's overnight success in Pittsburgh. Fox Grocery supplies 175 supermarkets and superettes in the area and all of them have taken on Faygo.

"My guess," said Mr. Kemper, "is that Faygo has simply brought a combination of the right products, the right prices and the right gross margins into this market. And, of course, our customers realize that warehouse distributed soft drinks offer cleaner profit margins than store-door delivery."



William J. Kemper, Vice President, Fox Grocery Co., Pittsburgh

Keenly responsive to retailers' profitability needs, Fox Grocery stays constantly alert to opportunities for supplanting store-door vendors.

"Wholesale prices for direct store-door delivered items, especially beverages," Mr. Kemper pointed out, "are loaded with prohibitive distribution and handling costs."

"With Faygo, Fox Grocery is able to put a quality line of advertised soft drinks into all our customers' stores at far more competitive distribution costs and at far more competitive prices on which they make greater gross profits."

"Direct delivery costs can add as much as 50 cents to the wholesale price of a case of pop. Then the price gets blown up more because store personnel has to open back doors and supervise deliveries. This becomes very significant when you consider that pop accounts for about 4 percent of the average supermarket's total sales."

 Founded in 1919, Fox Grocery was doing only about \$12 million in sales as recently as 1954. Since then, however, growth has been astounding. Volumes now exceed \$200 million annually.

Mr. Kemper graduated from Denison University in 1934, just as the Great Depression was ending. While "looking for a job harder than a job was looking for me," he decided to join Fox Grocery. He started out unloading freight cars and has been with the venerable wholesaler organization ever since.

We asked Mr. Kemper if he thinks Pittsburgh now has another dominant brand name line of soft drinks in Faygo.

"Fox Grocery," he replied, "operates out of more than 600,000 square feet of warehouse facilities. But we have no room for slow moving merchandise. So, watching the velocity with which Faygo moves to retail levels, I would say, yes, Faygo has found a home in the Pittsburgh market."

THE PRESIDENT'S CORNER

AFD Membership Is A Privilege

By WILLIAM BENNETT

In this year 1971, when the Associated Food Dealers is celebrating our 55th anniversary, we are striving to make our current Membership campaign one of the most successful and rewarding in our history. Of course, to do so will require the participation of every AFD member.

Being the largest and leading food distribution association in Michigan carries with it tremendous responsibility. We cannot rest on our many past, successful laurels and allow ourselves to grow stagnant. Sound, planned growth in any great organization depends upon a continual influx of new, dedicated members with new ideas and enthusiasm to want to get the job done!

Your membership in the AFD, now over 2,100-strong, is a priceless possession, one which should bring you a deep sense of satisfaction and fulfillment. In fact, we have always felt, it doesn't cost to belong to our organization, it pays! By your taking part in our annual membership promotion is your way of helping us further the goals of our organization. By inviting, encouraging or welcoming eligible new stores or companies to join AFD, you assure our continued growth and success.

The spirit of enthusiasm which you can and do generate is contagious. It can spread throughout the membership providing even added enthusiasm for the good of our association, and in turn, the good and welfare of our industry. It can also spread to non-member friends and associations; many of whom may be the type who would make good members.

An alert, vigorous Membership Committee is an essential part of any recruitment and retention program. Working closely with the board of directors, this committee encourages and facilitates the bringing in of new members, as well as helping to retain or reinstate veteran members. Preventing needless dropouts and bringing back men and companies of quality and integrity who may have cancelled their memberships is as important as adding new members.

You can help your membership committee by acting as a kind of talent scout and submitting to the committee (through the AFD office) the names of all those who may be qualified to join the AFD.



BENNETT

Any member in good standing may sponsor a prospective new member. Doing so can be one of the more satisfying contributions you can make to your Association. It is also a compliment to the member you sponsor, since the door of AFD is opened by invitation only, to people of character and good moral standing in the food distribution industry and the community as well.

Our efforts to gain members must not be limited to one or two months, but must be carried on throughout the year — a campaign for all seasons. Help keep the AFD strong and No. 1 in Michigan by sharing the privilege of membership with others.

We are proud to serve as The Voice of our industry at all levels of our communities, with government officials and agencies, etc. But we need your help; and everyone's help.

If you are interested in becoming an AFD member, or if already a member and have a recommendation, contact the AFD, 434 W. Eight Mile Rd., Detroit, Mich. 48220; or phone (313) 542-9550.

Remember, in unity there is strength. Indeed there is . . . your strength combined with everyone else's!

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Uniform Inspection Standards

(Continued from Page 5)

and then, and only then, should he be included on the general release you send out covering food violations.

Uniform Packaging Too. Although the AFD is a firm believer in wide varieties of goods and consumer freedom of choice, greater standardization of product sizes by voluntary means can help bring about better values to consumers. We are not advocating compulsory standardization (required by law) in any form. We are merely suggesting that while studying uniformity of food inspection, and equipment standards, perhaps we should also make recommendation for various packaging standards. As examples, we wish to cite the uniformity of coffee and butter packages and sizes. Coffee comes in one, two and three-pound containers. Butter comes both in one pound bulk

size, and individual quarter-pound sizes, which make it simple for the consumer to figure out weights and measures. Obviously, odd sizes make consumer decisions more difficult.

Education and Information. Finally the Michigan food inspectors, and all food inspection agencies, can be of help to food distributors through a systematic approach to providing education and information. This will require a positive and cooperative attitude by both inspectors and food distributors.

We are not at all against food inspection; in fact we encourage inspection. Much more emphasis however should be placed on education rather than enforcement. A merchant and inspector should know the difference between store housekeeping and sanitation. Explanations should be provided to merchants as to why an in-

spector is making recommendations, or citing a rule, or a law.

Food Inspection Council should be established by the Governor or voluntarily by industry and governmental agencies to work with each other and develop the standards or knowledge needed, so that problems can be discussed and intelligent decisions made in advance of setting a rule or passing a law. We encourage such a council involving agencies at all levels—federal, state, county, and city.

We feel this positive educational approach is the answer. We of the Associated Food Dealers stand ready to serve your agency, and all food inspection agencies at all levels in an effort to provide our state's consumers with the finest, most wholesome products available. Thank you.

Signed

ASSOCIATED FOOD DEALERS
434 W. Eight Mile Rd.
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Smart Retailers Are Stocking Up on this New Meat Treat!

There's a new meat treat in town, and smart retailers are stocking up on this new item. We're talking about the tasty new Hammy Wammys. Your customers will love this new and different breakfast meat. They're also delicious for snacks or a quick lunch, with a delicate smoked flavor and aroma. Retailers will love the new sales and profits this zesty new item will generate. Have you placed your order yet? If not, call us today.



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***Photos — Annual DAGMR
Spring Golf Outing
Glen Oaks Golf Club***





WHO'S YOUR CHOICE FOR SALESMEN OF THE YEAR?

You now have the opportunity to choose or nominate your 1971 candidate 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-Salesman representatives of the year. The four chosen will be honored at the Associated Food Dealers "Annual Awards Banquet," to be held in September.

Broker Rep. of Year _____

Company _____

Wholesaler Rep. of Year _____

Company _____

Manufacturers Rep. of the Year _____

Company _____

Driver-Salesman of the Year _____

Company _____

Reasons for Nomination _____

Signed _____ Phone _____

Store or Firm _____ City _____

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

AFD Legislative Dinner



AFD directors met recently with State Senators, Representatives and executive department officials at the association's Annual Get-Acquainted Dinner, held in East Lansing at the new quarters of the Michigan Automobile Dealers Assn.



AFD's Mike Giancotti, left, chats with Rep. Frank Wierzbicki, center, and James Karoub.



AFD's Dick Przybylski, left, and Omer Gagne, go over association programs and projects with Rep. James Smith.



POSING for The Food Dealer photographer are, from left, AFD's Sabah Najor, Omer Gagne, Rep. James Bradley, AFD's Jerry Yono, Rep. Stephen Stopczynski, and Rep. David S. Holmes, Jr.

Spartan Stores Increase Sales Despite Strike

Sales for Spartan Stores, Inc., an AFD member, for the fiscal year ended March 27 amounted to \$215,670,731 as against sales of \$215,334,173 for the previous year, it was announced by Joseph G. Foy, president, at the recent annual meeting of stockholders in Grand Rapids. This increase of over \$340,000 was achieved in spite of a 68-day strike on the part of warehouse and transportation employees during the peak summer period of 1970.

Total returns to members during the past year were \$5.24 million which amounted to 2.6 percent of member purchases and 70% of member investment. Inventory turnover in groceries was 21.3 times and net mark-up in groceries was 2.42 percent, according to Foy.

Sharron W. Burnham of Cutler-ville, and Glen Catt of Gaylord were re-elected to the Spartan board, while Philip O. Williams of Hillsdale was newly elected to the board. Catt will serve as board chairman, while Richard Feldpausch will serve as vice-chairman of the board.

Rose Exterminator Opens Metro-West

A complete full-service branch sales and service office of Rose Exterminator Co., an AFD member, has been opened at 1571 Middlebelt Road, it was recently announced by H. William Ives, president. In announcing the expansion of facilities, Ives stated that the new office will enable Rose to keep pace with the rapid growth and increased business in the metro Detroit area. The branch manager is Sylvester H. Land, who has been with the firm 15 years.

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The AFD's Income Protection Plan covers you on or off the job, in or out of the hospital, and pays in addition to any other insurance you may have. What's more, your plan pays \$1,000.00 for accidental death and pays up to \$23,000.00 for accidental loss of limbs, sight, speech or hearing, on a scheduled basis.

You can afford the AFD's plan! The wide selection of monthly benefit amounts lets you tailor your plan to fit both your budget and your insurance needs. This, combined with liberal benefits and valuable extras—all at low Association Group rates—means you get **more coverage for your money!**

ALSO AVAILABLE — UP TO \$20,000.00 LIFE INSURANCE! Provide more financial security for your family with the AFD's Life Insurance Plan. It's the ideal, low-cost way to increase your present life insurance estate to meet today's inflated security needs.

ACT NOW! Get the full details on the AFD's insurance plans—just fill out the Information Certificate below and mail it today.

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THE BELL RINGER

'Shredded Wheat: A Bagel Hit By An Atomic Blast'

By ALEX BELL

Ready or not, here comes another great work of literature which will not wind up in the Smithsonian Institute. Alas.

We have heard of nuts in our lifetime, but we think the greatest is Tom Solaka of Gulliver's Travel Agency, one of our good members. He took off for Beirut recently via Moscow. That, if you don't know, is the long way to Beirut. Brother Joe slipped us this cutie. He says, "show me a man that will walk a mile for a camel and I will show you a sex-starved Arab."



BELL

Our first wife recently received an epistle from our very lax contributor, St. Francis of Arlington Heights. And we think it bears repeating, so here goes:

"Just in case you are wondering what the Sweet Old Boy was doing in Chicago a few weeks ago, I think it only right you should know, I met him for lunch at O'Hare Inn. As I came through the door he clasped his hand and said, "Oh my God here comes that SOB (Saint of Belfast). I never knew he could pray like that. Well anyway, we had to wait for another free-loader George Nepil, or something like that, from Berwyn who runs a combination food and part-time undertaking parlor. The way he handled the Mogen David, he also must be a defrocked preacher. He got lost and was headed for Indian Country about sixty miles north of Chicago. That's the old Wells Fargo Trail. Alex said that guy would get lost in a round house.

"The lunch was wonderful and guess who picked up the ticket? The money came out of an envelope marked for deposit to the National Bank of Detroit. So if the books don't balance this month, Lee, ask the head butcher how come? On second thought maybe you blew the rest of the deposit this week yourself at Vegas? You surely didn't buy any casino with what was left. Al, keep your thumb off that scale and your baby blue eyes on your number one wife.

—St. Francis of Arlington Heights

"P.S.—I dropped them off at a Chinese Gym. They said they were going to take a Ping-Pong lesson.

"P.P.S.—Two Spinsters and a cat lived in this old house and none of them ever went outdoors, including the cat. Well, one of them got married and left on her honeymoon and four days later she sent a

telegram home to her sister. It contained just four words: Let the cat out! (Apology to Tennessee Ernie Ford.)"

Hey St. Francis: Since you got your Japanese typewriter fixed, it is coming out with better English!

Detroit's solution for less pollution should be to confiscate Eddie Acho's cigars.

On a recent trip to Las Vegas, our first wife played a new game called "22." She was playing 22, but unfortunately the house was playing "21." One morning she came into the room at 7:30 a.m. stating she won a few bucks. We think she must have been mugging drunks in the hallways.

On our return trip we stopped off in New York for Leo Green's party at the Copacabana. It was quite a bash. Leo describes shredded wheat as a bagel that had been hit by an atomic blast. Our description of 7th Ave. between 51st St. and 57th: Hookers in hot pants and hokum in the movie houses.

As Noah said: "Who is going to paper-train the animals?"

We always get left at the post. We had 400 pages of the great American novel written. It was to be called "How to be a Sensuous Dirty Old Man" by Mr. B. So some character with the nom-de-plume Dr. A. hits the market with a book with the same title. Oh well, as our pappy used to say, "You can't win them all, son."

Dean Duerst, the new honcho at Hormel's, comes up with this one. He says if you go into a book store it is very simple to locate the clean books. The ones that aren't dirty are dusty. This is strictly Iowa humor!

Our peripatetic pundit and compatriot Kay Adams just returned from Scotland and called us to say that one of the nicest things about old age was that you could whistle while brushing your teeth. Kay, how did you know the choppers were phony?

Don LaRose tells us that acrimony in matrimony is better than nothing.

One of our readers asked Ed Deeb how many times we have been married on account of we always

(Continued on Page 16)



**Join The National
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86th Annual Convention of the NATIONAL ASSOCIATION OF INDEPENDENT FOOD RETAILERS

Five Fun-Packed Days



Four Fabulous Nights!

August 15-19



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IN ADDITION: Business Sessions, Speakers, activities for Ladies, Sunshine Club programs, T-Bone Club Meetings, and many other surprises. Dinner and Show schedules as follows:

Aug. 15—Sunday, Cocktail Reception and Dinner.
Aug. 16—Brunch; Dinner Show
Aug. 17—Brunch; Dinner Show
Aug. 18—Brunch; Dinner Show
Aug. 19—Breakfast; NAIFR Board Meeting

**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.**

ALEX BELL
Nat'l. Assn. of Independent Food Retailers
434 W. Eight Mile Road
Detroit, Michigan 48220

Please reserve complete NAIFR Convention PACKAGE RESERVATION as outlined herein.

NAME _____

ADDRESS _____

CITY _____ Zip Code _____

NOTE: Reservations must be in immediately!

- \$50 deposit required with each reservation.
- Make reservations early to secure best accommodations.

THE BELL RINGER

(Continued from Page 14)

referred to our "child bride" as our first wife. Well, to set the record straight, she is our first wife and she recently celebrated (?) 34 years of being married to God's gift to women! We will repeat one that we used many years ago. By calling our child bride our first wife it sure keeps her on her toes.

* * *

While on the first wife kick, we might as well let you in on this one: She got in on the current trend of buying a water bed. We went home one night and found a guy standing next to the water bed in his shorts. She introduced me to our new lifeguard. Our first wife tells us that the only really happy people are married women and single men. After that one we will give the old girl a day off!

* * *

We don't particularly like Ethnic jokes but a member of a particular ethnic group went into a Pizza Parlor and ordered a pizza. The pizza tosser asked if he should cut it into four or eight pieces. The customer replied, "You better cut it into four pieces, I can't eat eight."

* * *

"Inflation Buster Specials; We will not be under-sold; 200% guarantee; Lift'em with confidence; Get fast service, a discount means more; etc, etc. When a reader of today's food ads cries aloud for facts and cannot find a single, solitary, undisputed, indubitable, inescapable, and undebatable fact gleaming like a lost needle in a haystack of windy rhetoric, she is likely to be overcome by remorse for not shopping at the store with the largest quota of plain old bull.

* * *

We are learning to speak Italian. When you are short of cash in Italian, it is one word: *Mafunzalo!*

* * *

Jay Welch is not too keen about flying on the new 747. He heard about a guy being mugged on the way to the john.

* * *

Jerry Yono tells us about the food man's wife who has gone on a diet to lose four pounds a week. She should be gone in about eight months.

* * *

What two guys are the Abbot and Costello of the AFD?

* * *

Phil Saverino tells about the two guys that met at a Lions Club meeting. "Haven't seen you in years," said one. "Where have you been?" When the other answered "Vietnam," the first said: "Really? When's your trial coming up?"

* * *

Eat your heart out Charley Manos . . .

* * *

Dear John, that's all she wrote.—ACB

Merchandising

Graubner Associates, an AFD broker member, has been appointed sales representative for the processed potato division of **Carnation Company** for Michigan and northwest Ohio, it was announced by Sheridan S. Snell, Graubner president.

* * *

Acme Detroit Food Brokerage, an AFD member, has been appointed broker for **Mangiapane's Meats**, processor of new **Hammy Wammys**, a frozen meat product just introduced.

* * *

Gordon E. Jacobson, a 40-year veteran and Detroit sales manager for **General Mills**, has announced his retirement from the company. Succeeding Jacobson as regional manager is **Robert C. Cosgrove**, who will be returning to Michigan from the firm's Minneapolis headquarters.

* * *

Don E. Gover, a former Muskegon resident, has been appointed Michigan regional manager for **Peter Eckrich and Sons**, an AFD member, according to an announcement by **Harold L. Stoner**, division sales manager for the firm.

* * *

Sullivan Sales, an AFD broker member, has been named sales representative for **Peak anti-freeze** for the Detroit area by **Northern Petrochemical Company**, it was announced by president John Sullivan.

* * *

Vincent L. Allee has been named sales director of **Godiva Chocolatier, Inc.**, a subsidiary of **Campbell Soup Company**. Formerly, he was division supervisor of special products, central division. In 1967, Allee was promoted to **Campbell account supervisor** for food service products, Detroit.

Invitation to Manufacturers, Brokers

All manufacturers and brokers are cordially invited to submit new products and merchandising ideas for publication in **The Food Dealer**. And remember, low cost, hard-hitting advertising in **The Food Dealer** reaches your important Michigan independent grocers, food chains, and beverage store operators. For advertising information and rates, phone (313) 542-9550.

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TAX TOPICS

The Duties and Responsibility of Estate Executor

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

Failure to meet the many and complex tax requirements for administering a decedent's estate can penalize the estate and even result in personal liability for the executor. These requirements become even more complicated because different rules now apply for decedents who died before 1971 and those dying after 1970.

The executor must file an estate tax return for the estate of a decedent if the gross estate exceeds \$60,000 in value at the date of the decedent's death. The return is due within nine (9) months after the decedent's death.

Instead of valuing the gross estate for tax purposes as of the date of decedent's death, executor can elect to use the alternate valuation date. This permits the estate to be valued as of six (6) months after death, with property distributed, sold or otherwise disposed of within that six (6) month period valued as of the date of disposition.

Election of the alternate valuation date must be made on the estate tax return and can be made only if the return is filed within nine (9) months after death.

Estates of decedents who died before 1971, the alternate valuation date is one year after date or earlier date of sale, distribution, etc. The due date for the return is fifteen (15) months after death.

An executor can obtain early discharge from personal liability for the estate tax by filing a written application with the Treasury; no special form is prescribed. If the executor make an application, the Treasury must notify him of the amount of his liability, or that he is not liable, by the time the executor is discharged from personal liability or six months after the application is made, whichever is later.

The full amount of estate tax is due nine months after death and must be paid within that period in order to avoid the running of interest and possible penalties for late payment.

Extension of time for payment of up to 12 months can be granted for reasonable cause; the extension may be up to 10 years if payment would result in undue hardship to the estate. Interest at six percent is charged on unpaid taxes for the first 12 months, and at four percent during the hardship extension period of up to 10 years.

The estate of decedent dying after 1970 will realize

long-term capital gain or loss from the sale of capital assets. A special holding period rule treats such assets as held by the estate for more than six months.

If the estate holds corporate stock which will be redeemed, the proceeds up to the amount of death taxes, and funeral and administration expenses escape dividend treatment. But to qualify, the redemption must generally take place within three years plus 90 days after the estate tax return is filed.

A surviving spouse can elect to file a joint return covering the final tax year of the decedent if no executor was appointed by the due date of the return or the date the return was actually filed.

If the value of a decedent's closely held business interest is more than either 35 percent of the gross estate or 50 percent of the taxable estate and other tests are met, all of the estate tax attributable to the business interest can qualify for a 10 installment deferred payment privilege. Interest on unpaid taxes run at four per cent.

The tax benefits of a pseudo-corporation election can be lost following the death of a shareholder, unless the estate as a new shareholder files a consent within 30 days after the executor qualifies.



MILLER

HAVE ANY TAX QUESTIONS?

If you have any questions concerning taxes or related problems, drop a note to Mr. Miller care of The Food Dealer, 434 W Eight Mile Rd., Detroit, Michigan 48220.

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Brink, Earl B. (Insurance)	358-4000
Gohs, Inventory Service	557-4130
J & S Inventory Service	924-7070
Moe R. Miller & Co.	557-5255
Mid-America Associates	557-8410
Receivable Management Associates	564-6334
Retail Grocery Inventory Service	399-0450

BAKERIES

Archway Cookies	532-2427
Awrey Bakeries	522-1100
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
Holiday Delight Cheese Cake	894-6011
Independent Biscuit Co.	584-1110
Koeplinger's Bakery, Inc.	JO 4-5737
Magnuson Foods (Bays Muffins)	FA 1-0100
Fred Sanders Company	868-5700
Schafer Bakeries	293-5320
Taystee Bread	TY 6-3400
Tip Top Bread	TA 5-6470
Warrendale Baking Co.	271-0330
Wonder Bread	WO 3-2330

BEVERAGES

Anheuser-Busch, Inc.	886-8709
Associated Breweries	925-0300
Canada Dry Corp.	868-5007
Carling Brewing Company	834-7170
Cask Wines	849-0220
Coca-Cola Bottling Co.	898-1900
J. Lewis Cooper Co.	499-8700
Faygo Beverages	WA 5-1600
Greater Macomb Beer & Wine Dist.	468-0950
Home Juice Company	925-9070
Leone & Son	925-0500
L & L Wine Corp.	491-2828
Mavis Beverages	DI 1-6500
National Brewing Co. (Altes)	921-0440
O'Donnell Importing Company	386-7600
Pepsi-Cola Bottling Co.	366-5040
Seven-Up Bottling Co.	537-7100
Stroh Brewery Company	961-5840
Squirt Bottling Company	JO 6-6360
H. J. Van Hollenbeck Dist.	293-8120
Vernor's-RC Cola	TE 3-8500

BROKERS

Acme Detroit Food Brokerage	581-0410
Allstate Sales-Marketing, Inc.	535-2070
R. F. Brown Sea Food Co.	(517) 484-5428
Steve Conn & Associates	547-6900
Continental Food Brokerage	533-2055
Harris Crane & Company	538-5151
DeCrick Company	822-5385
W. H. Edgar & Son, Inc.	964-0008
Maurice Elkin & Son	353-8877
Fin Brokerage Company	342-3535
Earl English Associates	546-5100
Food Marketers, Inc.	342-5533
Graubner & Associates	444-8400
John Huetteman & Son	886-8800
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corp.	341-5905
Paul Kaye Associates	864-7000
George Keil Associates	273-4400
Charles Mascari & Associates	585-6145
Harry E. Mayers Associates	352-8228
McMahon & McDonald	477-7182
Marks & Goergens, Inc.	DI 1-8080
Northland Food Brokers	342-4330
Perraut, Ricker, Rooney & Co.	341-9033
Peterson & Vaughan, Inc.	VE 8-8300
P. F. Pfeister Company	491-2000
L. F. Rothschild & Co. (stocks)	(212) 425-3300
Sahakian & Salm	962-3533
Sosin Sales Co.	WO 3-8585
Stark & Company	358-3800
Stiles Brokerage Company	965-7124
Sullivan Sales	KE 1-4484
James K. Tamakian Co.	352-3500
Ned Weitzman Associates	272-3700
United Brokerage	BR 2-5401
Mort Weisman Associates	354-1350

DAIRY PRODUCTS

The Borden Co.	564-5300
Detroit City Dairy, Inc.	TO 8-5511
Detroit Pure Milk (Farm Maid)	837-6000
Fairmont Foods Co.	TR 4-0300
Grocer's Dairy Company	(616) 254-2104
Gunn Dairies, Inc.	TU 5-7500
Land O'Lakes Creameries	TE 4-1400
McDonald Dairy Company	(313) 232-9193
Melody Dairy Company	557-3800
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
Vroman Foods, Inc.	(419) 479-2261
White Star Dairy	868-8655
Wesley's Quaker Maid, Inc.	883-6550
Ira Wilson & Son Dairy	TY 5-6000

DELICATESSEN

Home Style Foods Co. (Deli.)	874-3250
Leon's Home Made Foods	(517) 489-3766
Quaker Food Products, Inc.	874-0550
Specialty Foods (Deli.)	893-5594

EGGS AND POULTRY

Detroit Live Poultry Co.	831-4300
Eastern Poultry Co.	WO 1-0707
Orleans Poultry Co.	TE 3-1847
Page & Cox Eggs	838-6664
Water Wonderland Egg Corp.	789-8700

FRESH PRODUCE

Andrews Bros. of Detroit	841-7400
Badalament (bananas)	963-0746
Ciaramitaro Bros.	963-9064
Cusumano Bros. Produce Co.	921-3430
Gelardi Produce	WA 5-0969
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
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	352-7330
Boyle Midway Company	543-3404
Diamond Crystal Salt Company	399-7373
Kraft Foods	946-5300
Lorillard Corporation	532-4768
Mario's Food Products	923-3606
Morton Salt Company	VI 3-6173
C. F. Mueller Company	543-8853
Prince Macaroni of Michigan	372-9100
Red Pelican Food Products, Inc.	921-2500
The Relish Shop	925-5979
Roman Cleanser Company	TW 1-0700
Rosenthal Cleans-Quick Corp.	261-2100
Schmidt Noodle Company	921-2053
Shedd-Bartush Foods, Inc.	TO 8-5810
Velvet Food Products	937-0600
Vlasic Food Products	557-2020

MEAT PRODUCTS, PACKERS

AAA Meat Buying Service	382-7700
Cadillac Packing Co.	961-6262
Crown Packing Co.	TE 2-2900
Detroit Veal & Lamb, Inc.	962-8444
Bob Evans Farms, Inc.	422-8000
Feldman Brothers	WO 3-2291
Flint Sausage Works (Salays)	(1) 239-3179
Frederick Packing Company	832-6080
Glendale Foods, Inc.	962-5973
Gordon Sausage Co.	826-6145
Great Markwestern Packing	321-1288
Guzzardo Wholesale Meats, Inc.	FA 1-1703
Herrud & Company	962-0430
Hygrade Food Products Corp.	464-2400
Johann Packing Co.	TW 1-9011
Kent Packing Company	843-4900
Kirby Packing Company	831-1350
Kowalski Sausage Co., Inc.	TR 3-8200
Mangiapanne Meats	921-8830

L K L Packing Co., Inc.	TE 3-1590
Oak Packing Company	961-2160
Peet Packing Co. (Ypsilanti)	274-3132
Peschke Sausage Co.	368-3310
Peter Eckrich & Sons, Inc.	KE 1-4466
Peters Sausage Co.	TA 6-5030
Pitts Packing Co.	WA 3-7355
Popp's Packing Company	365-8020
Sam & Walter Provision Co.	TW 1-1200
Spencer, Inc.	931-6060
Regal Packing Co.	875-6777
Ruoff, Eugene Co.	WO 3-2430
Van Dyke Steak Company	875-0766
Wayne Packing Co.	WO 1-5060
Weeks & Sons (Richmond)	RA 7-2525
Wehby Meats, Inc.	832-3350
Winter Sausage Manufacturers	PR 7-9080
Wolverine Packing Co.	WO 5-0153

MEDIA

Detroit Free Press	222-6400
The Detroit News	222-2000
The Pontiac Press	332-8181

NON-FOOD DISTRIBUTORS

Arkin Distributing Co.	WE 1-0700
Camden Basket Company, Inc.	(517) 368-5211
Hartz Mountain Pet Pds.	894-6300 or 923-4550
Ludington News Company	925-7600
Super Toy, Inc.	923-4550
Perfect Plus Inc.	961-6381
Wayneco 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

Action Adv. Distg. & Mailing Co.	964-4600
Bowlus Display Co. (signs)	CR 8-6288
Holden Red Stamps	255-3350
Reliable-Accurate Mailing Co.	831-4480
Stanley's Adv. & Distributing Co.	961-7177
Louis Stephen Company (Printers)	371-5670

RENDERERS

Darling & Company	WA 8-7400
Detroit Rendering Company	571-2500
Wayne Soap Company	842-6000

SERVICES

Atlantic Saw Service Co.	954-1295
Comp-U-Check, Inc.	255-2800
Gulliver's Travel Agency	963-3261
Pittsburgh-Erie Saw	835-0913

SPICES AND EXTRACTS

Frank Tea & Spice Co.	833-0025
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STORE SUPPLIES AND EQUIPMENT

Almor Corporation	JE 9-0650
Bra-Con Industrial Balers	851-6265
Butcher & Packer Supply Co.	WO 1-1250
C & J Barbeque Sales (Oven King)	838-3701
Carrier Basket Service	866-1081
Central Alarm Co.	838-6365
Detroit Mini-Safe Company	372-9835
Hussman Refrigeration, Inc.	341-3994
Globe Slicing Co. (Biro)	LI 5-1855
Hobart Mfg. Co.	542-5938
Lepire Paper & Twine Co.	WA 1-2834
Liberty Paper & Bag Co.	921-3400
Master Butcher Supply Co.	WO 1-5656
Midwest Refrigeration Co.	JO 6-6341
Pappas Cutlery & Grinding	965-3872
Scan-A-Scope	823-6600
Square Deal Heating & Cooling	WA 1-2345

WHOLESALE, FOOD DISTRIBUTORS

Central Grocery Company	(1) 235-0605
Detroit Warehouse Company	491-1500
Glacier Frozen Foods	864-9005
Grosse Pointe Quality Foods	TR 1-4000
Kaplan's Whlse. Food Service	WO 1-6561
Raskin Food Company	865-1566
Spartan Stores, Inc.	455-1400
Super Food Services, Inc.	546-5590
Viking Food Stores	(616) 722-3151
Wayneco Wholesale Co.	894-6300
Abner A. Wolf, Inc.	584-0600

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Name of Firm

Address

City

Owner's Name

Check One: Retailer ☐ Supplier ☐

If retailer, Do you wish Blue Cross Coverage?

Yes ☐ No ☐

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Through membership in the Associated Food Dealers, you can enjoy wide benefits designed to bring recognition to our industry in your community. In addition, such services as Blue Cross and all types of general insurance, coupon redemption program, weekly newsletter, and a wide variety of other services are available. Call and let us tell about them. Or, clip out the application and mail to:

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