

THE FOOD DEALER

"The Magazine for the Michigan Food Market"

SEPTEMBER, 1971

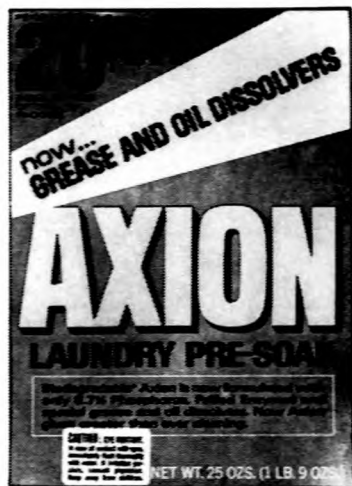


Silver Salmon Spectacular

The annual silver salmon promotion for Michigan held recently was a big success. On hand for festivities were, from left, above, Ed Finsilver of Fin Brokerage Co.; Gar McDade, vice-president and general manager A & P Food Stores, Detroit; Albert Tivy, west coast fish processor; William Dixon, Northwest Orient Airlines, transporter; and Harry Mulligan, A & P.

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AWARD WINNERS — The recipients of the 1971 Distinguished Service Awards presented by the Associated Food Dealers are pictured above. Seated, left to right, Patrick Allen of Paul Inman Associates; Evelyn Cairns, for Mellus Newspapers; and Alfred Warczak, Butcher Boy Meats, Inc.; Stand-

ing, from left, Edward Shatter, Tip Top division of Ward Foods; Eugene Balice, Liberty Paper & Bag Company; Herman Polk, Faygo Beverages, Inc.; and Wayne County Probate Judge George N. Bashara Jr., who was guest speaker at the AFD event.

Six Receive AFD Distinguished Service Awards

Five food firm representatives and one area weekly newspaper, have been cited by the Associated Food Dealers (AFD) for "distinguished and extraordinary service" to the food industry of Michigan.

The occasion was the seventh Annual Awards Banquet. The state's largest food distribution association, with over 2,200 members, presented the citations for outstanding service.

Recipients of the Distinguished Service honors were Edward Shatter of Ward Baking Company, bakers; Patrick Allen of Paul Inman Associates, food brokers; Herman Polk of Faygo Beverages, Inc., soft drink manufacturer; Alfred Warczak, president of Butcher Boy Meats, Inc., meat packers and distributors; and Eugene Balice, of Liberty Paper & Bag Company, supplier.

Mellus Newspapers, founded in 1918 and publisher of seven neighborhood weekly newspapers, was cited for "fair, accurate and outstanding edi-

torial coverage of events pertaining to the food industry in particular, and the business community generally."

Wayne County Probate Judge George N. Bashara Jr. was the guest speaker at the association's awards ceremonies. His talk centered around community commitment and involvement at all levels, including politics, urging businessmen to speak out on the issues of the day.

Presenting the 1971 awards in behalf of the food organization were AFD's Michael Giancotti and executive director Edward Deeb. Over 600 persons attended the annual event.

Purpose of the AFD awards is to give due recognition to those individuals who have performed extraordinary service to their employers, food retailers, the total food industry and the community, in the spirit of inter-food industry cooperation and the free enterprise system, Deeb said.

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THOMAS VIOLANTE—Holiday Super Market Royal Oak

JERRY YONO—Imperial Quality Market Detroit

The Sounding Board

To the AFD:

I would like to commend Ed Deeb and the members of the Associated Food Dealers for your efforts in promoting a higher degree of citizen participation in our electoral process. This country was founded on the principles of democracy in which all citizens have a voice and a vote in the selection and operation of their government. It is through efforts such as yours that the American system of government is greatly strengthened.

William G. Milliken
Governor of Michigan

I have just learned of the efforts of the Associated Food Dealers to promote contributions to political parties. May I offer my sincerest congratulations and thank you for your efforts. Our great system of democracy is built on strong, healthy political parties. The parties remain strong only as long as all Americans remain interested in and participate in their activities. Your splendid efforts will help to keep our parties strong and our system healthy.

William McLaughlin
Chairman
Republican State Central Committee

How do you say "Thank You" to a bunch of swell guys who collectively and individually have been so kind, so thoughtful and gracious to me during and ever since my heart surgery and convalescence? By a very wonderful fruit basket so beautifully put together for the Association by one of our members, by flowers, cards, telephone and personal inquiries. You have all been just grand to me. God bless you all.

I am happy to advise all of you that I am coming along just fine and gradually getting stronger. The ordeal I went through was complicated by an unexpected "staph" infection. But that, too has been overcome, and I hope to be back among you soon.

George Bashara, Sr.
Bashara & Bashara
AFD Legal Counsel

I would like to thank the officers and members of the Associated Food Dealers for the lovely flowers. They did wonders to brighten up the room during my convalescence following surgery. As you know by now, the operation was a success, and I am happily back on the job. Thanks so much.

Allen L. Verbrugge
Verbrugge's Market
(AFD Vice-President)

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ED DEEB

OFF THE DEEB END

STRESSing A Point

It is very interesting to note that, recently it seems whenever the police, who have been under criticism of late, come up with a good idea, immediately various organized forces tend to play down the idea.

I am referring this time to the Detroit Police Department's newly created STRESS division, which, simply means Stop the Robberies and Enjoy Safe Streets. It's an offshoot of the former successful Vanguard Patrol. Now why would anyone be against something which will benefit our society?

When you stop to think about it, curbing one thing will indeed have a direct affect on the other. Usually robberies are committed with the use of one type of weapon or another. If we can reduce the number of robberies, and in turn, reduce the number of weapons, then we can safely assume the number of violent weapon-related crimes will be reduced also.

The chief argument being made by opponents of the STRESS units, is that policemen assigned to these units work in ordinary plain work clothes, drive unmarked cars and trucks, and are difficult to notice. These persons say that to nab a criminal or potential criminal under these circumstances is "entrapment."

As was the case with Vanguard, the beauty of the STRESS team is that the boys in blue are doing their jobs *without* the hoodlums, bandits or thieves knowing they are around. Obviously, sooner or late the mere concept of the STRESS team will deter crime even more.

And that's the name of the game — to deter and reduce crime. Businessmen, and senior citizens, especially helpless old ladies, of all races, have praised STRESS as a step in the right direction.

It's time that society as a whole stopped the petty bickering and got down to business of helping to improve our way of life.

It's also about time that we gave our police a vote of confidence. Let's Stop The Robberies and Enjoy Safe Streets.

1971 NAFR Resolutions

The following are the 1971 resolutions submitted and approved during the 86th annual convention of the National Association of Food Retailers, which met last month in Las Vegas.

1—**Wage Hour Freeze.** Whereas members of the National Association of Food Retailers (NAFR) have been confronted with many drastic price increases on wholesale purchases, and extremely higher labor costs which have resulted in higher prices to consumers, especially since retailers have no control over prices charged by wholesale suppliers; and Whereas food retailers recognize that consumers have been penalized by many strikes, high unemployment rates, increased property taxes, higher social security taxes, increased welfare expenditures, with higher taxes as a result, along with many other economic factors which have reduced the consumer's net income; Therefore, be it resolved by NAFR during its 1971 annual convention in Las Vegas, Nevada, to commend President Nixon for establishing wage and price controls under power delegated to him by the U.S. Congress, and urged our members to communicate with their Legislators to urge their cooperation in President Nixon's efforts concerning wage and price controls.

2—**The Term "Discount".** Whereas many companies and retailers are more and more relying on the word "discount" to promote their products or services; and whereas the Federal Trade Commission is currently investigating fraudulent uses of the word "discount" in all of its derivations; Therefore, be it resolved by NAFR to encourage the FTC to seek a clear definition as to what is meant by "discount" or "discount prices" (as discounted from what?), and urge that a more thorough meaning be established for the use of the word "discount" so as not to mislead the consumers of the U.S.

3—**Standardized Food Packages.** Whereas a large number of consumers or consumer organizations have proposed that all retail stores provide for unit-pricing of merchandising indicating the price-per-measure (unit, ounce, pound, dozen, etc.) in order to make shopping simpler and more meaningful for consumers; Therefore, be it resolved by NAFR to urge manufacturers to create and establish among themselves more uniform packaging, which will end unneeded duplication; and permit more retail food merchants to stock less variations of package sizes, thereby hopefully reducing costs which will be passed on to consumers in the form of lower prices.

4—**The Metric System.** Whereas, the U.S. Department of Commerce has been seriously surveying the need for the United States to adopt the metric system of weights and measures, aside from our current system of ounces, pounds, inches and feet; Be it resolved by the NAFR that we encourage the Department in its efforts to implement the system; Be it further resolved, that U.S. food and non-food manufacturers be encouraged to imprint both systems of weights and measures on their packages, as many food manufacturers have already begun.

5—**Opposition to Unit Pricing Laws.** Whereas consumers have been calling for unit (or dual) pricing on merchandise sold in retail stores; and Whereas establishment of the system is quite costly, and requires use of computers; and Whereas smaller independent merchants do not have access to computers, and therefore would be handicapped to use the system of unit or dual pricing; and Whereas we feel the real answer to the situation lies through more use of standardized packaging (as explained in resolution No. 3) to eliminate consumer confusion, in normal size progressions; and Whereby we do not oppose voluntary use of unit pricing systems by companies; and Whereby a bill is currently being considered by the U.S. Congress; Therefore, be it resolved that the National Association of Food Retailers to oppose the bill in Congress as being unnecessary and discriminatory.

6—**Uniform Food Inspection Standards.** Whereas merchants are subjected to food and equipment inspections by various governmental agencies at the local, county, state and Federal levels

(Continued on Page 13)



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THE PRESIDENT'S CORNER

Congratulations to the AFD Award Winners

By WILLIAM BENNETT

In behalf of the members of the Associated Food Dealers, at this time I wish to thank all those who attended our recent 7th Annual Awards Banquet at Club Venetian in Madison Heights.

Although I personally was unable to attend this year (I was at the National Association of Convenience Stores convention), it was gratifying to learn of the wonderful turnout (over 620 attendees) of industry people for our annual awards presentations.

Purpose of the awards is to give due recognition to those individuals who have excelled in service to their employers, food retailers and the total food and beverage industries, in the spirit of progress and inter-industry cooperation.

In addition it is the time when we present citations for distinguished service to those persons or companies in behalf of the Michigan food distribution industry for service to the trade, while helping make others aware of the job we are doing collectively.

The banquet and the awards is an opportunity for retailers to pay tribute to other segments of the food industry and the news media for their assistance. We usually all have a tendency to take some things for granted; to accept some services without taking time to express our appreciation for them.

We may not always say it, but we know that as



BENNETT

retailers, we are only one link in the chain of distribution required to get food moved efficiently from the farm to the consumer's kitchen table. We are only one part of the system and we recognize the essential part played by the manufacturers, brokers and wholesalers.

The AFD is also hopeful that our awards program will promote greater unity within our industry and encourage each segment to cooperate more effectively to keep the public better informed of our contributions to modern society and to prevent some of the present efforts of consumer groups or legislators to make scapegoats out of food retailers or any other segment of our industry.

Like every other industry, we realize there is room for improvement and we in AFD, and we're sure in all other groups, are committed to working for such improvement, as our chairman Harvey Weisberg often says. (We were saddened to learn that, at the very last minute, Harv and Peter Weisberg couldn't be with us at the banquet, due to the untimely passing of his niece, Diane Weisberg, 14, daughter of Mr. and Mrs. Harold Weisberg.)

Some 137 nominations were submitted by our members, and screened by the AFD Awards Committee. Although only a few individuals can be cited each year, it should be noted that the AFD is indeed appreciative of the work being done by ALL salesmen and companies in the food field.

The Associated Food Dealers has long paved the way at bringing unity to our industry, and has done more good for the total industry than any other association in recent years. In performing various vital services, the AFD has grown to where today we enjoy a fine reputation as the largest and most active food distribution association in Michigan, by far.

We have achieved this stature by genuinely concerning ourselves with legitimate problems by not fearing to "get involved" in our industry, as well as in the various communities around the state. Efforts of the AFD have brought our great industry closer together in the cause of justice and fair play both within and without the field, like never before accomplished.

At this time, I think it appropriate to reiterate the words of our past-president Mike Giancotti: "Unfortunately," he said, "when the AFD, like a college football team, ranks No. 1, all the guns are after you. We have no intentions however, of relinquishing our No. 1 position."

Meanwhile, our congratulations to Herman Polk of Faygo Beverages, Inc.; Patrick Allen of Paul Inman Associates; Alfred Warczak of Butcher Boy Meats; Edward Shatter of Ward Foods; and Gene Balice of Liberty Paper and Bag Co.

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AFD Member

Two New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food distribution and service organization, representing over 2,200 members, wishes to welcome aboard two new supplier members to the association. Their names, addresses and phone numbers are as follows:

TAMAREN BEEF CO., INC., processors and distributors of meat products, 1515 E. Kirby, Detroit, Mich. 48211; Phone (313) 871-6210.

TOM'S TOASTED PEANUTS, distributor of var-

Trail, Dearborn Heights, Mich. 48127; phone (313) 276-2292.

These new members and all AFD supplier 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.

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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more than
trees.**



CONGRATULATIONS are in order to two Flint area food dealers. They are Rep. Theodore Mansour, whose family operates Mansour's Super Markets, and Sam Farah, president of Central Grocery Company, Flint. Mansour was cited for his involve-



ment in government, while Farah received the humanitarian of the year award by the Michigan Federation of American Syrian-Lebanese Clubs recently at a dinner in Lansing.

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State _____ ZIP _____	
MUTUAL OF OMAHA The Company that pays Life Insurance Affiliate: United of Omaha MUTUAL OF OMAHA INSURANCE COMPANY HOME OFFICE OMAHA, NEBRASKA	
FILL OUT AND MAIL TODAY	

THE BELL RINGER

In Vegas, Refrain From Broads, Booze, Spicy Food

By ALEX BELL

Let's begin by taking the National Association of Food Retailers convention in Las Vegas from the top. Our charter flight took off from Detroit on time. A delicious breakfast was served, and there were only a few boozers on board. But coming back from Vegas, boy did we have a plane full of boozers and losers except Gambling Rose who did Okay.

Ed Wimmer of the National Federation of Independent Business did his usual exceptional job of getting the convention to a good start with his theme of "Independence With Independents." Ed has written a great column which appears on Page 14. Read it for your own good.



Mr. Bell

Is it true that, freely translated, Khalil Gibran means Charley Brown? (Edeebnote: Well, almost, Alex.)

In our last column we mentioned that our first wife let us go to Las Vegas alone, after hearing the advice our faith healer (known as Jerry the Plumber) gave us, that we should refrain from broads, booze, and spicy foods and get to bed early. Well, if you imagine going to bed three nights at 9 p.m. and two nights at 11 p.m. in Las Vegas, migod, it is like committing adultery. Of course we didn't dare misbehave because our first wife's undercover agent Pat Giancotti, was on the trip. Do we get a gold star, Pat?

We have it on good authority that Pat is an avid ice fisherwoman. Yes, she fishes through the ice to get the olives.

We cannot say enough about the Frontier Hotel in Vegas. It is the finest. Our special thanks to Steve Waldman, Jay Roberts, Cathy Sager and Beverly Langman of the Frontier staff for helping us to keep the convention running smoothly. Also, our Detroit coordinators Ernie Anastas and Emory Volpe. Again, thank you.

Our friend Glen Price from Milton-Freewater, Oregon (it is really the name), tells us that since

they passed the cash for trash bill in Oregon, he has had to build a warehouse at a cost of \$20,000 to save the trash. So watch your Michigan Legislators. They get some crazy ideas sometimes.

Everybody had a good time and nobody wanted their room changed. So, enough already.

Bev Walch tells us that every time she steps off a plane in Las Vegas she is as nervous as a June bride that lost her can opener.

We received a belated get-well card from St. Francis of Arlington Heights. It was entitled, "Ode to the bed pan." We would like to reproduce it here, but, after all, this is a family-type magazine.

After our sojourn in the hospital, our faith healer told me I could eat anything I wanted — and
(Continued on Page 15)

The Test Of Time . . .

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Dearborn, Michigan

AFD MEMBER

NAFR Resolutions

(Continued from Page 7)

through such agencies as local, county and state food inspectors and health department; and federally through Food and Drug Administration and the Department of Agriculture; and Whereas the standards used during various food and equipment inspection visits, are not uniform between these agencies; Therefore be it resolved that the National Association of Food Retailers seek the establishment of local, state and Federal food inspection and equipment standards (as is currently being inaugurated in the State of Michigan); and Be it further resolved that NAFR recommend the establishment of a National Food Council involving U.S. Department of Agriculture, Food and Drug Administration, and the Federal Trade Commission, and representatives from various segment of the food industry and the various states to meet regularly to discuss and disseminate these standards, which will ultimately save U.S. taxpayers money by eliminating duplication and triplication of inspections; Be it further resolved we wish to go on record as not opposing food and equipment inspections; and we do not care who is doing it; but we do feel the time it here for uniform inspections between all agencies at all levels, which we feel will end condemnation of honest companies and merchants by allegation, half-truth and innuendo, and eliminate the possibility, as is being done today in many cases, of unfair public trail of merchants through the news media.

7—Overtime Provisions of Wage-Hour Law. Whereas the NAFR wishes to clarify various rulings of the Wage and Hour Division of the U.S. Department of Labor, regarding those individuals who are considered supervisory employees or department heads, particularly those governing overtime work to perform the functions and duties of a specific job category; Therefore, be it resolved that NAFR request the Wage and Hour Division, U.S. Department of Labor, to exempt supervisory employees in retail markets who have charge of a department and who employ one or more clerks; these supervisory employees exempted must receive a minimum salary of \$850.00 per month.

8—Federal Food Stamp Program. Whereas it is the desire of the National Association of Food Retailers to give the U.S. Department of Agriculture a vote of confidence in its efforts to administer and expand the Federal Food Stamp Program, which we endorse as the most efficient system for helping to alleviate hunger and malnutrition in America, especially among the low-income groups; and Whereas NAFR opposes commodity distribution of surplus foods except in special emergencies, in favor of Federal Food Stamps, which gives consumers a choice as to which foods to be purchased, and at which establishment; Therefore be it resolved that the President and the Congress be encouraged to maintain the Federal Food Stamp Program in its present form and be encouraged to expand it to every city, town or village in the United States.

9—Greater Enforcement of 1923 Packers Decree. Whereas NAFR believes the intent of the 1923 Packers Consent Decree was established to prevent the then meat packers from vertical and/or horizontal expansion which may be detrimental to the food industry and which may lessen competition; Therefore, be it resolved by NAFR to reactivate enforcement of this Decree, and to have it include not only wholesale packers, but retailers as well, who may be, or become, in a position to reduce competition by absorbing various companies into its parent corporation, which would not be in the best interest of the industry or the consuming public.

10—ID Cards With Photos For Recipients. Whereas the National Association of Food Retailers has been calling for identification cards for welfare-aid recipients to (1) make it easier for recipients to cash their checks; and (2) to protect merchants and bankers from fraudulent passing and cashing of these government checks; Therefore, be it resolved, that NAFR reaffirm its interest and intent on having the Department of Health, Education and Welfare and/or the various State or County agencies establish a policy of issuing ID cards with photos to ADC, Social Security



GREETING each other during the 86th annual convention of the National Association of Food Retailers were from left, president Michael Giancotti, Raymond Lloyd of the Federal Trade Commission, treasurer Louis Gallowitz and featured speaker Ed Wimmer.



TIME FOR SOCIALIZING — NAFR convention chairman Alex Bell, left to right, chats with noted trumpeter Harry James, as Carl Mannone of Carl's Market, striped shirt, and Ernest Anastas look on.



MEETING THE STARS was one of the highlights of the convention trip to Las Vegas. Flanking singer Frank Sinatra Jr., who was appearing at the Frontier Hotel, are Alex Bell, left, and Ed Deeb.

and other public welfare-aid recipients to help discourage fraud; Be it further resolved that, excepting Social Security recipients, that these persons seek to find jobs; Be it further resolved, that distribution of government checks be considered via pick-up by recipients themselves at various banks or branches of the U.S. Post Office.

—NATIONAL ASSOCIATION
OF FOOD RETAILERS

GUEST EDITORIAL

Independents Must Improve To Remain Successful

By ED WIMMER

National Federation of Independent Business

It was great being with the members of the National Association of Independent Food Retailers in Las Vegas, and having an opportunity to address another of your national conventions. It was another opportunity to do a selling job on "Independence with Independents" as the last best hope of putting the "free" back in "free enterprise."

The sessions I attended were all good, and the Convention opened on the wave of confusion and consternation caused by the "bomb" dropped by the President the night before.

Developments since seem to have supported my keynote analysis that the Administration had to do something to halt the drain of our gold, and the wild foreign speculation with our 33-cent dollars.

President Nixon was also in a bind on the import issue. He had to do something to stall the revenue sharing proposal because you can't share deficits and not have more deficits, and the push on the guaranteed annual wage (Family Assistance Plan) called for some postponement from the Congress.

After that was the apparent need of excise tax and investment credit reform which, all together,

had to be put over behind some kind of magic curtain or emergency that was safeguarded for the moment by a degree of popular support; so, what better plan than a temporary freeze of wages and prices?

A question of whether such action will or will not come up to expectations, of course, is far, far from important when considered in light of the real causes behind all these emergencies: the concentration of power in agriculture, industry, finance, labor and government, which concentration and loss of independence by millions of family farmers, small businessmen, local bankers, and, yes, the 'working' population, plus the unrest of our cities and our youth, and the exodus of nearly 20 million people from rural to urban America in the last two decades.

Add CONSUMERISM and NADERISM — 150 bills in Congress to harness business, most of the inflationary pressure and federalism on an unparalleled scale, and you, in my opinion, have only part of the price we are paying for letting the big chains and combines monopolize our economy, bring a "sickness of absenteeism" to our towns and cities, leaving the whole country, in fact, at the mercy, whim and decision of the few.

It is true, that far too many of our independents refuse to join any organization set up to minimize these conditions. They don't know or care how they treat customers. They operate run-down, dirty stores, and are constantly out of everyday items sought by the homemakers. They just don't care what happens to their communities or to their country, and they hurt those around them who do care.

They are the best friends the chain stores ever had, wherever they spread their web, as a look at Detroit or any other city will prove.

Conventions like the one you had in Las Vegas, while small in comparative size, was big in issues. It was timely, and those who came were there to learn and to later apply what they learned; so, who knows where all the good of such affairs really begins and ends.

We are glad we had a part in it. We know that you all know the challenge that faces each and every independent, and the opportunity that now exists for him to write some history.

Virgil said: "If the gods on high will not move, I will set all hell in an uproar," and in these words there is the restless spirit that will either move Congress and the people to do the right thing, or create an uproar that all hell wouldn't have.—E.W

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THE BELL RINGER

(Continued from Page 12)

gave me a list of what I wanted; a real cutie pie.

* * *

Special for Tom McMaster of Allied: Years ago there used to be a story around in the food business, as follows: A merchant was buying cigarettes for \$1 a carton and selling them for 90¢. He told everybody that he was going to make money on volume. The moral of the story is you have to make a profit, to sell shares.

* * *

Eat your heart out, Alcibiades Moustakas. So what's new Charlie Manos?

* * *

Dear John, that's all she wrote.—ACB

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Lester Howe of Philadelphia Elected New NAFR President

Lester Howe, operator of Lester's Food Market, Philadelphia, and longtime member and director of the National Association of Food Retailers (NAFR), was elected the new president of the organization at the group's recent annual convention in Las Vegas.

Howe, 50, succeeds Michael Giancotti, operator of the Auburn-Orchard Super Markets in Michigan, as the new NAFR head. Giancotti remains a director of the organization.

NAFR represents 18,000 food dealers and local and state food trade associations in some 36 states.

Elected vice-president of the retail food association were Julius Palen, of Palen's Markets, Brooklyn, N.Y.; Glen Price, of Price's IGA Market, Milton-Freewater, Oregon; and John (Jay) Welch, of Hollywood Super Markets, Royal Oak, Mich.

Re-elected to their posts were treasurer Louis Gallowitz, of Variety Meat Markets, Cleveland; and executive secretary Edward Deeb of Detroit. (Deeb also serves as executive director of the Associated Food Dealers of Michigan.)

Newly elected to the board of directors were Phillip Saverino, of Phil's Quality Market, Detroit; Henry Crouch of Hartwell Market, Cincinnati; Richard Jordan, of Portage Market, Cleveland; and Gerv Handorf, of H & G Market, also of Cincinnati.

(Mr. Handorf and Mr. Crouch succeed NAFR past-presidents and directors Fred Unger and George Goodpaster, both of Cincinnati, who died earlier this year.)

Newly elected board chairman was Leo Green, of Greenfield's Market, Yonkers, New York, who has served as a director for several years.

Harold Carlson, secretary of the Oregon Independent Food Dealers Association was re-elected West-

ern Region secretary. David Deerson, secretary of the New York-Bronx Retail Food Dealers Association, was re-elected Eastern Region secretary.

Other NAFR directors include: Alex Bell, of Village Food Market, Grosse Pointe, Mich.; Pat Kenny, Jr., Kenny's Food Store, St. Louis, Mo.; William Kunz, Bill's Food Store, Glendale, N.Y.

In addition, Arthur Miller of Ridgewood, N.Y. (he's secretary of the Eastern New York Food Dealers Assn.); Edward Shorf, Acme Quality Meats, Cleveland; William H. Sherry, Jr., Philadelphia (he's secretary of the Philadelphia Meatstor Association); Donald LaRose, Food Giant Super Markets, Detroit; and Allen Verbrugge, Verbrugge's Market, Grosse Pointe, Mich.

Saverino was also elected the new president of NAFR's National



Lester Howe

T-Bone Club, succeeding Howe, the new association president.

Howe and his wife Rose, operate Lester's Food Market, 6808 Frankfort Avenue, Philadelphia. They have been in the food business 18 years. He is also a member of the local Philadelphia Meatstors Association. They have two grown children, a son, Daniel, 21, and a daughter, Leslie, 17.

NAFR this year is celebrating its 86th anniversary.



HIGHLAND PARK Mayor Robert Blackburn, center, is shown ready to cut the ribbon of the new store opening for Belair Super Market in that city. To the right of Mayor Blackburn is co-store owner Sabah Yaldoo, George Zechmeister and James Kunstel of Abner A. Wolf, Inc., and Adil Yaldoo. Zuhair Yaldoo is at the left, with two customers looking on.

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TAX TOPICS

A Checklist of Employment Expense Deductions

By MOE R. MILLER
Accountant and Tax Attorney

Executives and other employees are entitled to deduct many different kinds of business related expenses in addition to deductions for interest, taxes, medical expenses, etc. This checklist will help flag certain deductions when preparing an Income Tax Return.

Employees have a valuable tax-saving opportunity since certain employee expenses are deducted in arriving at adjusted gross income. This can increase the amount of deductible medical and dental deductions. The reasoning behind this theory is that medical expenses are reduced by specified percentages of adjusted gross income (1% for drugs, and 3% for all medical expenses).



MILLER

All employees can deduct the following types of expenses in addition to the standard deduction:

- 1—Transportation Expenses—with certain limitations.
- 2—Away from home travel expenses.
- 3—Employment Agency Fees.
- 4—Reimbursed Expenses—If deductions exceeds reimbursement, all reimbursements are reported as income and all expenses are deducted.

The following checklist, with certain limitations, covers various types of expenses relating to employment which can qualify for deduction by employees as business expenses:

- 1—Air Fares—Business travel.
- 2—Auto Club Membership—Business travel.
- 3—Auto Expenses—Instead of deducting actual auto expenses and depreciation, a flat mileage reduction is allowed, if certain requirements are met. A standard mileage rate of 12¢ a mile for the first 15,000 miles of business use and 9¢ a mile for each succeeding mile.
- 4—Books—The cost of professional, technical books necessary for use in your work.
- 5—Cleaning Costs—The cost of having clothes cleaned and pressed while traveling away from home on business is deductible.
- 6—Commuting Costs—The cost of traveling between your home and place of business is generally not deductible.
- 7—Convention Trips—If his attendances advances his own employment.
- 8—Depreciation—Property used in connection with his employment.
- 9—Dues—Club dues are deductible to the extent directly related to the employees business, provided the Club is used primarily for business purposes.
- 10—Union Labor Dues or Association (AFD) dues are deductible.
- 11—Educational Expenses—Deductibility of educational expenses is allowed but is hedged by extensive Treasury rules.
- 12—Entertainment Expenses—can be deducted if incurred in the course of employment, if they meet certain tests, and are properly substantiated.
- 13—Work clothes and uniforms—deductible.
- 14—Gifts—by an employee to customers are deductible up to \$25 per year for each recipient.
- 15—Home Expenses—An employee can deduct a pro rata portion of the expenses of maintenance and depreciation of his home if his employment requires him to keep an office or other space at home to do his work. Some court decisions have allowed a deduction, if the employer did not require an office at home.



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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
Holiday Delight Cheese Cake 894-6011
Independent Biscuit Co. 584-1110
Keebler Company 535-4660
Koeppinger's Bakery, Inc. JO 4-5737
Magnuson Foods (Bays Muffins) 491-8200
Fred Sanders Company 868-5700
Schafer Bakeries 293-5320
Tastee 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 Wine Co. 871-5200
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, REPS

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 255-5880
Harris Crane & Company 538-5151
DeCrick Company 884-4140
W. H. Edgar & Son, Inc. 964-0008
Maurice Elkin & Son 353-8877
Fin Brokerage Company 352-8061
Earl English Associates 546-5100
Food Marketers, Inc. 342-5531
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
Latimer & Ziegler Associates 353-7850
Harry E. Mayers Associates 352-8228
McMahon & McDonald 477-7182
Marks & Goergens, Inc. DI 1-0080
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
Sherman & Company 557-9191
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 Welsman 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
Ciamaritaro 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

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 343-3404
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
Mangiapane 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
Fitts Packing Co. WA 3-7355
Popp's Packing Company 365-8020
Regal Packing Co. 875-6777
Ruoff, Eugene Co. WO 3-2430
Sam & Walter Provision Co. TW 1-1200
Spencer, Inc. 931-6060
Tamaren Beef Company, Inc. 871-6210
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
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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
Tom's Toasted Peanuts 276-2292
Vita-Boy Potato Chips TY 7-5550

PROMOTION

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Holden Red Stamps 255-3350
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Frank Tea & Spice Co. 833-0025

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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
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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
National Cash Register Co. 873-5500
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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
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