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 1910
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, 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 saw-dust, 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 flourescent 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.

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

The Test Of Time...

88 Years Of Successful Service

To Slaughter Houses, Wholesale & Retail Markets and Locker Plants

Whatever Your Problems May Be, Call
Darling & Company

3350 Greenfield Road
Melvindale, Michigan

AFD MEMBER
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 publicity 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)
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.


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 Cheked 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.

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 I was looking for," 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."

Retailers Why Fuss?

Let the A.F.D. Process All Your Coupons for You Thru Our Coupon Redemption Center! COUPONS MEAN CASH! We Employ the Handicapped.

Drop Them Off or Mail to:
Associated Food Dealers
434 W. Eight Mile Road
Detroit, Michigan 48220

Advertisement
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.

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!
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 inspector 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.
Detroit, Michigan 48220

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 Wammies. 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.

Mangiapane’s Meats

7425 Gratiot Avenue • Detroit, Michigan 48213 • Phone 921-8830

Represented by Acme Detroit Food Brokerage
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.

<table>
<thead>
<tr>
<th>Category</th>
<th>Name</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broker Rep. of Year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wholesaler Rep. of Year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturers Rep. of the Year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Driver-Salesman of the Year</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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 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.

AFD Legislative Dinner

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 $215,344,173 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 65-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. Burgham of Cutlerville, 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.
WHEN
YOU'RE DISABLED AND CAN'T WORK...

YOU CAN COUNT ON THE AFD'S
INCOME PROTECTION PLAN
FOR EMERGENCY CASH
TO LIVE ON!

When a disability strikes, you face this cold, hard fact — your regular income will be cut off! Protect yourself now against such a financial disaster with the official Income Protection Insurance Plan available to you as a member of the Associated Food Dealers.

PAYS YOU UP TO $500.00 A MONTH when you're sick or hurt and can't work.

These benefits are tax free, paid directly to you to use as you see fit — for food, your home, car payments — even to help pay extra hospital and doctor bills that accompany a serious disability.

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.

INFORMATION CERTIFICATE

Please rush full details on the insurance plans available to me as an AFD member I am interested in.

☐ Both Plans
☐ Income Protection
☐ Life Insurance

Name ____________________________
Address ____________________________
City ____________________________ State ____________ Zip ____________

FILL OUT AND MAIL TODAY
THE BEAU 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."

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 sure didn't buy any casino with what was left. Ah, 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 Caravan to Las Vegas!

86th Annual Convention of the
NATIONAL ASSOCIATION OF INDEPENDENT FOOD RETAILERS

Five Fun-Packed Days • Four Fabulous Nights!
August 15-19 - Frontier Hotel - Las Vegas

An Attractive Package!

THE ENTIRE 86th annual convention package costs only $275 per person (based on double occupancy) and includes round-trip direct jet plane transportation, departing Aug. 15 at 10 a.m., returning Aug. 19, p.m. In addition, the package includes the finest Deluxe accommodations, three big Dinner Shows at various hotels on the Strip featuring big name entertainment; also includes transportation to and from the airport, and baggage; free golf, free tennis; free pool lounges. Also includes convention registration fee, and open bar and gourmet meal on flights to and from Las Vegas!

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; NAFR 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.

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 one 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 undersold; 200% guarantee; Liftem 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 undeniable fact gleaning 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.

Vincel 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.
Summertime Is Picnic Time!

ORANGE JUICE
A Product of Home Juice Co.
Phone 925-9070

PETER ECKRICH and SON, Inc.
The House of Fine Meat Specialties
KE 1-4466

FOR EXTRA SALES
AND EXTRA PROFITS
DISPLAY

The
COOK-OUT FOIL

RED PELICAN
MUSTARD
MADE FRESH
DAILY
IN DETROIT
SELL THIS
POPULAR
LINE

RED PELICAN FOOD PRODUCTS
Walnut 1-2500 — Detroit

PICNIC PARTNERS
HAMTOWN’S
Potato Salad, Macaroni Salad
Pizza Pies
Baked Beans
Deli Dills
Cole Slaw
Jell-O
For Prompt Service Call
SPECIALTY FOODS CO. — 893-5594

TIP TOP
Enriched
HAMBURGER
& HOT DOG ROLLS

WARD FOODS, INC.
TA 5-6470

Display These Picnic Items
For Added Sales, Profits
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 percent.

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.

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.
Group Blue Cross - Blue Shield
Available To All Member Stores And Their Employees

For those food and beverage merchants who are not aware, Blue Cross-Blue Shield hospitalization insurance at low GROUP rates is available to all retail members of the Associated Food Dealers. The AFD is the only retail food association in Michigan which offers the comprehensive Blue Cross program.

For those members who are not on our Blue Cross hospital insurance plan, call the AFD office so we can explain how you can participate. Retailers who are not yet members of the Associated Food Dealers, call our office at (313) 542-9550 to join our association (now over 2,100 members strong) and be eligible for our many programs and services.

MEMBERSHIP APPLICATION

Name of Firm _______________________________________
Address ___________________________________________
City ________________________________________________
Owner's Name _______________________________________
Check One: Retailer □ Supplier □
If retailer, Do you wish Blue Cross Coverage?
   Yes □ No □

An Invitation to Join A.F.D.

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:

ASSOCIATED FOOD DEALERS
434 W. Eight Mile Rd.
Detroit, Mich. 48220 — Phone: 542-9550