



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

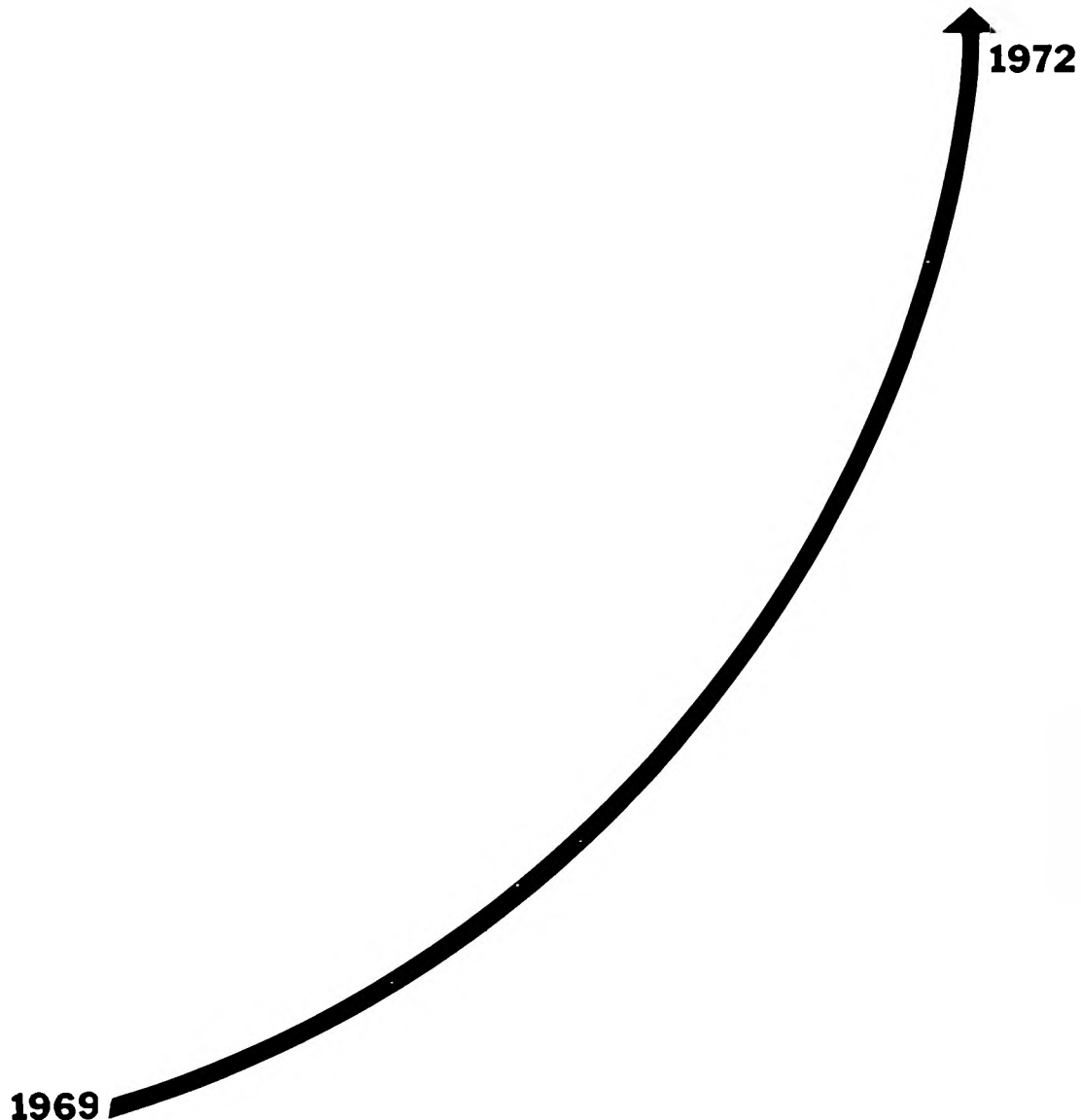
AUG-SEPT, 1972



Nostalgia at State Fair

The kick-off parade of the 1972 Michigan State Fair provided for some reminiscing for fair-goers. Pictured above before the United Dairies horse-drawn milk wagon providing fair attenders with some nostalgia, from left, are George Kayes, executive vice-president and Gerald Neff, general manager of the firm.

This is a picture of people enjoying Stroh's beer.



This picture tells a special kind of story. It says that if you line up all of the new friends we've made over the last 3 years, the line will go way up. And that's the kind of story a sales picture ought to tell.

From one beer lover to another.

THE STROH BREWERY COMPANY DETROIT MICHIGAN 48226



THE FOOD DEALER

Aug.-Sept., 1972

Americans Will Only Spend 12% on Food in 2000

By the year 2000, Americans will spend only 12.5 percent of their disposable personal income for food, compared with 16 percent today, according to Dr. Roy M. Kottman, Dean of the College of Agriculture and Home Economics, Ohio State University.

"Higher incomes will permit consumers to continue to choose more animal products," Dr. Kottman told representatives of the nation's livestock and meat industry attending the 50th Anniversary Meeting of the National Live Stock and Meat Board in Chicago, recently. Speaking on "Future Prospects for U.S. Animal Agriculture," he based his projections on a three-year long-range planning project, "Life 2000," conducted by faculty members in the institutions which he heads.

Dr. Kottman predicted that each U.S. citizen will consume an average of 667 pounds (retail weight equivalent) of animal products in the year 2000, compared with an average of 634 pounds for the year 1967-9.

"Consumption of beef and veal will increase to 140 pounds per person per year, compared with 115 pounds today," he said, "and pork consumption will climb to 75 pounds, 15 percent above present levels, reflecting favorable public reaction to dramatic improvements in pork quality along with more aggressive marketing and promotion of pork products. Lamb and mutton consumption may decline slightly, however.

"This means that by the year 2000, U.S. farmers will need to produce 70 percent more beef and pork, and the same amount of lamb and mutton as at present," Dr. Kottman said, adding that his projections were based on a U.S. population of 280 million in the year 2000.

"Much of the publicity today about high food prices fails to recognize that U.S. families were spending 25 percent of their income for food 20 years ago, compared with 16 percent today," Dr. Kottman said. Continually increasing livestock production efficiency will help hold down relative costs, he said, explaining that "despite recurrent conjecture that U.S. animal agriculture has reached plateaus in production efficiency, genetic variation in today's livestock indicate that the biological potential for efficiency improvement and cost reduction is tremendous."

Dr. Kottman said that studies which are frequently cited to show that a given quantity of protein from plant sources costs considerably less to produce than an equal quantity of protein from animal sources "do not give sufficient attention to several significant factors," such as:

*"The current retail cost of protein from soy-based analogs may well be higher than the cost of protein from red meats and poultry, because the process of texturizing and shaping soy flour into a form that caters to the preferences of U.S. consumers is costly"; and

*"Food consumption projections based solely on comparative cost ignore the fact that few people who have sufficient income to eat as they choose select their diets on the basis of the lowest cost per unit of nutrient or food energy. Instead, they choose foods that satisfy physiological, psychological, and social needs."

Besides the question of comparative costs, Dr. Kottman said that there are three other major challenges which the animal industry will face in the future: the alleged relationship between animal fats and heart disease, pollution from livestock waste and the adequacy of land and other resources to support a continually growing livestock industry.

Pinna New Hamady's Pres.

Raymond J. Pinna, former vice-president and general manager has been named president of Hamady Bros. Food Markets, Flint, succeeding Robert L. Hamady who served as president of the food stores division in addition to heading Hamady Bros., Inc., the parent corporation. Mr. Hamady remains president and chief executive officer of Hamady Bros., Inc.

At the same time, Theodore M. Hamady was named chairman of Hamady Bros. Food Markets. Jack A. Hamady, an AFD director, was chairman for both firms and continues as chairman of Hamady Bros., and secretary-treasurer of the food stores division.

Unit Pricing at Wrigley

Wrigley Super Markets became the fourth major Michigan food chain to offer unit pricing to its customers. The firm followed the lead of Chatham Super Markets, Meijer Super Markets and Farmer Jack Super Markets to offer unit pricing. In addition, several independent operators around Michigan also offer unit pricing.

Called Accu-Price, the system will provide a cost breakdown per item per measure, as by ounces, pounds, etc., and will cost the chain about \$2,000 per store during the first year according to Robert Cassetta, Wrigley pricing manager.

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The Sounding Board

To the AFD:

We wish to take this opportunity to thank the Associated Food Dealers for its wonderful support in our recent fund raising drive. Your efforts went a long way in helping us maintain the programs for the Boys' Club of Royal Oak.

John L. Salter
 Executive Director
 Boys' Club of Royal Oak

I and the International Freedom Festival Committee wish to publicly thank the many food and beverage firms that contributed to the success of the Old-Fashioned Picnic in Downtown Detroit last July 4. Because of their generosity, the picnic which featured beer, pop and hot dogs for a dime -- drew 50,000 people into downtown Detroit and a good time was had by all.

Thomas P. Banas, coordinator
 Old-Fashioned Picnic
 Freedom Festival



SPARTAN STORES, INC. announced recently a new baling program which will process some 280 tons of cardboard per week, or 15,000 tons a year. Pictured above is the new 100,000-pound baler in Spartan's warehouse which already has 53 retailers participating.

Four New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food distribution association and service organization, representing over 2,300 members, wishes to welcome aboard four new supplier members to the Association. Their names, addresses and phone numbers are as follows:

SHEFFER'S LUCIOUS CHEESE, INC., producers and distributors of a wide variety of cheese products, P.O. Box 186, Allegan, Mich. 49010; phone (616) 673-2639.

ED BARNES PROVISIONS, wholesale meat distributor, 2602 Orleans, Detroit, Mich. 48207; phone (313) 963-7337

ITEMS GALORE, INC., distributor of a variety of health and beauty aids and non-food items, 5633 E. Thirteen Mile Rd., Warren, Mich. 48092; phone (313) 939-7910.

HI-LO TOBACCO COMPANY, wholesale tobacco distributor and jobber, 18633 John R., Detroit, Mich. 48203; phone (313) 893-5970.

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*, and post near your phone.

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Memo from Faygo

by
MORTON FEIGENSON
President



"No doubt about it. Faygo and our controlled line of Sunglow flavors work exceptionally well together on the shelf.

"Together, they bring in more than 2 percent of our total sales income. This share for warehouse soft drinks, before we took on Faygo, never topped 0.5 percent."

So told us Ted Hamady, third-generation member of one of America's most successful food industry families and now director of grocery sales for Hamady Bros. Food Markets Inc., Flint, Michigan.

Hamady's 23 stores are ranked the No. 1 food chain in Flint and surrounding Genesee and Lapeer counties.



**TED HAMADY, DIRECTOR OF GROCERY SALES,
HAMADY BROS. FOOD MARKETS INC., FLINT, MICHIGAN**

Marketing philosophy at Hamady has traditionally emphasized product pricing and variety, store environment and store personnel contact with customers.

"But obviously," noted Ted Hamady, "coping with competition these days demands more than fundamentals. So, along with other management efficiency tools, we rely heavily on space allocation studies to know which lines do best in our stores."

He continued:

"Our latest space study ranked Faygo amongst our fastest turning and most profitable lines. In fact, the findings gave Faygo a substantial space increase, effective last April.

"Faygo now has 25 percent of the space in each of our stores' soft drink sections, and is generating 30 percent of our total soft drink profits.

We position Faygo in our soft drink departments so it confronts the shoppers first. Right above Faygo is Sunglow. Their combined turnover is something better than 30 times a year."

The family-owned enterprise now doing multi-million-dollar-a-year volumes was started in 1911 as a one-store operation in Flint by the late Michael Hamady.

My grandfather brought from Lebanon a love for the food business and he also had the determination and endurance to work the long hours it took to make a store successful in those days," said Ted Hamady.

Our parting query asked Ted Hamady for an appraisal of Faygo's promotability. It evoked this reply:

"We pre-ship to our stores well in advance of Faygo promotions, because we know from experience that their impact will draw exceptionally heavy store traffic.

"But, more significantly, a Faygo promotion generates more profit dollars, even at reduced prices. I say 'more significantly' because there are few product lines that offer such combination impact these days."



EDWARD DEEB

OFF THE DEEB END

Help for Crime's Victims

A few years ago, I wrote on this page that our society is so concerned with rehabilitating criminals, nothing is being done to aid the victims of crime.

It was pleasing to learn quite recently that the U.S. Senate passed a bill to compensate victims of violent crime by up to \$50,000 and make it a federal offense to kill a policeman or fireman.

The federal bill, now before the House, also proposes to compensate "Good Samaritans" who suffered injuries or death in trying to stop another crime.

Under the present proposal, disbursement of the payments would be handled by an independent board which would decide how much each victim should get.

For those of you who attended our annual food trade dinner last February, you first heard publicly where something was being considered when our guest speaker, U.S. Senator Robert Griffin, in his address to the AFD, called for aid to crime's victims when he announced he was co-sponsoring the "Victims of Crime Act of 1972" with Senator John J. McClellan (D-Ark.).

Personally, I think the bill is a step in the right direction, and should pass the House without too much difficulty. It is pleasing because finally we are concerned about the good guy, the innocent bystander who is gunned down without cause, and the Good Samaritan who cared enough to get involved and help his fellow man.

Just possibly our society is getting back on the right track to help those solid, decent citizens who are the backbone of our nation. Amen to that.

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THE PRESIDENT'S CORNER

Many Think They are 'Living High on the Hog'

By ALLEN VERBRUGGE

During this election year, as it is with all election years, the food industry has been once again the target of much unjustified criticism. And it appears that some governmental agencies and consumer representatives don't want the real truth revealed to the public at-large.

An editorial titled "Living High on the Hog," which appeared in the Omaha (Nebraska) World-Herald newspaper ran across my desk recently, which I want to pass along to you. It appeared Aug. 9, 1972.



"Food prices generate so much emotion that it is difficult to get many people to think about the fact that the cost of food has gone up less than the general cost of living in the past 10 years and that increases in wages have been substantially higher than increases in food prices.

VERBRUGGE

"Yet the figures are indisputable. In last Sunday's World-Herald Ellen Ellick quoted three key Bureau of Labor Statistics showing the increases between June 1962 and June 1972:

- Overall cost of living up 38.1 percent.
- Food prices up 37 percent.
- Wages up 63 percent.

"These are average increases. It is true that people on low, fixed incomes or incomes which lag behind the average are hurt by the increased cost of other necessities.

"But these people are the exception, not the rule. Average wage earners are making considerably more money and their groceries should be costing them proportionately less than they did 10 years ago.

"But millions of families are not living at their standard of 10 years ago. Literally and figuratively they are living higher on the hog. They are eating more bacon, pork chops and canned hams instead of sausage and pig's knuckles. They can afford better

cuts of meat, more convenience foods, luxury items other than food – and then complaining because there seems to be so little money left when they get to the supermarket checkout counter.

"It is therefore unfair and inaccurate to say that the price of food has gone up at a rate the average American cannot afford to pay.

"Too many of us are using grocery and meat prices as a target for our displeasure. Too few of us stop to think about the fact that the average man's income has kept several paces ahead of food prices."

All I can add to this is "Amen."

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AFD MEMBER

QUIK-PIK STORES EXPANDING INTO OUTSTATE MICHIGAN

Quik-Pik Food Stores, an AFD member, recently announced it was planning to open 10 new convenience store outlets in the Lansing area, according to William Bennett, executive vice-president of the Detroit-based firm.

The outstate division, as it is called, will be under the supervision of Dennis M. Hines, former supervisor of stores for Quik-Pik in Detroit. The first store is located at 2815 Grand River in Lansing Twp., and is already open for business. It is the furthest area away from Detroit the firm has ventured. Five new outlets are planned for East Lansing, Okemos and greater Lansing.

The convenience store chain already operates some 38 stores, with a total of 25 new stores planned for the next year.

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THE BELL RINGER

Food Field Fable: Dog Eat Dog World?

By ALEX BELL

A fable with a moral: Once upon a time in a large kingdom there lived five big dogs. (Remember, dear reader, this is a fable, and we do not wish you to think we have any ulterior motives.)

Now, these dogs were running around looking for something to eat on account of they were getting very thin. In fact, they were getting so thin that some of them were down to four pounds and some were five pounds.



BELL

In the twelve hours that they were hunting, they gobbled up a few small dogs. When suddenly one of the very thin dogs decided to get around 24 hours a day. So he had an edge. Ho, ho, ho said the other dogs. Let's get after his tail, and they all got into the act hunting for anywhere from 15 to 24 hours a day. So the dogs are all trying to get fat.

Now the fable ends right here because there ain't no happy ending in sight. It may take a dog catcher to get all of the dogs in one place and straighten them out. The moral of this fable is: "It's a dog eat dog world."

* * *

Incidentally, the big dog called WEO has no long term obligations; \$75 million in cash, \$25 million in negotiable securities, and that means \$100 million to play with. So watch your "tokus." (Sorry Sol, I spelled it phonetically. Please don't excommunicate me.)

* * *

Great Atlantic & Pacific Tea Co. expects to sign a three-year revolving credit agreement, which will enable it to borrow up to \$100 million.

* * *

I would like to point out one of the basic laws of economics: $MV=PT$. If you are rusty in economics, it means the money spent (M), on the velocity of purchases (V). The answer is equal to the average pound of flesh (P) you can get per transaction (T).

* * *

Just something to think about. In 1929 the per capita consumption of beef was 49 pounds; in 1971 it was 113.3 pounds, and that is a helluva jump. So where can prices go and how much can be produced???

* * *

We had a dream. It was weird, but anyhow, we will tell you about it. All the wheels in the food business got together to discuss the item of how much food is consumed in Detroit. So one said "no more 24 hours," another one said, "let's make it five days."

Well, with that we woke up screaming, but I wonder if one day the wheels won't get smart and get the food buck the easy way.

* * *

Well dear reader, if you have waded through all this heavy stuff, it is time to come up with a little levity.

* * *

We attended the open house party at Eastern Poultry Company courtesy of Handsome Harold, the honest chicken man. Now that is a pretty good looking plant. At the party we ran into old friends Joe Klein the ex-Wayne Packing Co. man and Sam Feldman of Feldman Bros. Incidentally, Joe is now an attorney (and Joe there is no charge for this plug.)

* * *

Denny who???

* * *

We have been kibitzing with Sol Shaye for quite a spell and lo and behold we find that Sol is the editor of "The 5700 Club News" of Miami Beach, and here I am just a lowly columnist. Sol sent us a copy of his sheet with the admonition that we could "steal" anything we wanted from it. Well, Sol, the following is what we liked the best:

THE INDISPENSABLE MAN?

Sometime when you're feeling important,
Sometime when your ego's in bloom,
Sometime when you take it for granted
You're the best qualified in the room.
Sometime when you feel that you're going
Would leave an unfillable hole,
Just follow these simple instructions,
And see how they humble your soul.
Take a bucket and fill it with water
Put your hand in it, up to the wrist,
Pull it out and the hole that remaining
Is a measure of how you'll be missed!
You can splash all you wish as you enter
the waters galore

But stop, and you'll find in no time,
It looks quite the same as before!
The moral in this quaint example:
IS — DO JUST THE BEST THAT YOU CAN,
BE PROUD OF YOURSELF, BUT REMEMBER
THERE IS NO INDISPENSIBLE MAN!!!

Respectfully,
SOL C. SHAYE

Thank you, Sol. Incidentally pal, how do you get a bank to sponsor the paper?

* * *

The Price Commission permitted numerous retailers qualifying as "low profit" companies to raise prices. Among the companies and the amounts to which they are allowed to raise their profit margins

(Continued on Page 12)

New Social Security Rate Means Increase in Taxes

For both employers and employees, the new social security law means steep tax increases. This year the Social Security tax rate on annual earnings up to \$9,000 for both employer and employee is 5.2 percent for each.

In 1972, under the new law, the rate will be 5.5 percent on earnings up to \$10,800. In 1974, the taxable earnings base is further increased to \$12,000.

The new law also provides for open-ended increases in the taxable earnings base tied to automatic increases in social security benefits depending on rises in the cost of living. Thus, under the new law, as increases in benefits become effective following cost of living adjustments, the earnings base for calculating the tax must also jump. The taxable earnings base could go to \$20,000 or more in ten years or fifteen years if persistent inflation trends continue as they have in the last decade.

Under the new law, both employers and employees face automatic social security tax increases that do not require further congressional approval and take effect depending on cost of living increases in the

years to come. The idea of automatic tax escalation has been thought of before but never adopted by federal law. If this principal spreads to other forms of taxes, the consequences can be more far reaching than readily imagined.

In dollars and cents terms, an employee with \$12,000 earnings and his employer now each pay annual social security taxes of \$478. The tax on employer and employees each increases to \$594 in 1973 and to \$660 in 1974; a 40% increase in two years. By mid 1980's, under the new law just approved, the annual tax could reach \$1,120 and possibly higher.

The key points to remember: Social Security tax and benefits now tied by law to increases in

cost of living; Congressional approval for increases no longer necessary; Built-in escalator to progressively raise taxable wage base; social security costs are going up in big jumps over next two years, and progressively thereafter.



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THE CARLING RECYCLING PROGRAM

Around the Town

Iggy Galante, sales manager with Prince Macaroni of Michigan, is back on the job and doing well, following recent surgery

Ben Jacobs, formerly with Frito-Lay, Inc., has joined New Era Foods, Inc., as its sales manager.

Joseph D. Mossok has been named vice-president in charge of route operations for Superior Potato Chips, a wholly owned subsidiary of Ward Foods, Inc. Making the announcement was Superior president Jack Grifo.

Benjamin S. Wettstein has joined Paul Kaye Associates brokerage company as a vice-president and account executive. He was formerly president of the Abner A. Wolf Co. division of Allied Supermarkets.

Roy Troha, who joined Great Scott Supermarkets in 1966 as office manager, was promoted to director of accounting and office administration according to an announcement by Nathan Fink, president.

James L. Hutton of Steve Conn Associates and current president of the Detroit Food Brokers Assn., was elected a regional representative recently of the National Food Brokers Association.

S. William Takai has joined Chatham Super Markets as manager of the firm's marketing and economic planning section, according to an announcement made recently by Harvey L. Weisberg executive vice-president of Chatham.

(Continued on Page 15)

THE BELL RINGER

(Continued from Page 10)

per dollar of sales are Allied Supermarkets, Inc., 2%. Hope it shows in the P & L statement, and don't forget, Allied is number one in stores open 24 hours. A dubious honor.

Good vacation advice: Every time you feel the need of exercise, lie down, and rest until the feeling goes away.

Don LaRose of Food Giant tells us that when it comes to picking up dirt, the vacuum cleaner doesn't compare with the telephone.

Boycott Pot and Sex: Eat lettuce and grapes.

On our recent convention trip to Nassau with our female friend, we got off the plane and our first wife quipped, "The pilot must have flown too low. This must be the place I tell you to go to once in a while."

You see, Chauncey, it was hotter than hades.

Pat Giancotti tells us that the only trouble with mornings is that they come at such an ungodly hour. Pat, if you hadn't spent so much time at Paradise Island, the mornings could have been much brighter.

Our grandson's idea of a balanced meal is a piece of cake in each hand.

Jay Welch of Hollywood Markets tells us that in his correspondence he never uses an exclamation point, because nobody is surprised at anything anymore.

Jerry Yono tells us about the two old maids out on a drunk. They refused to get off.

Dean Duerst of Hormel's tells us that his luck is all bad. He had two goldfish that tarnished. It has got to get better Dean. Also, your contributions to this column better get better too or else.

Hey Charley, when you give us a mention in your column be sure that we are in town so that we can have the pleasure of reading it in person. Eat your heart out Charley Manos!

Dear John, that's all she wrote.

-ACB



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HEALTH - SAFETY LAW

Safety Tips for Employers from OSHA Standards

The following list of safety regulations is taken from the Federal Occupational Safety and Health Standards. To determine which ones you must comply with, you'll need to check your premises with these standards in mind. It is the obligation of all employers to familiarize themselves with the standards that apply to them and put them into effect as soon as possible.

Because this list is far from complete, we recommend you contact the Regional Office of the Occupational Safety and Health Administration nearest you to get a copy of the complete standards if you don't already have one. These excerpts are from the Federal Register, Volume 36 Number 105 Part 2, Department of Labor, OSHA. (Don't forget the record-keeping requirements. The booklet explaining rules and regulations can be secured from the source noted above.)

1. **Housekeeping** shall be good in all places of employment. Floors, work areas aisles and passageways, warehouse storage, service rooms, and saw areas must be free of waste, protruding nails, splinters, holes or loose boards or wire bands or any obstruction that could create a hazard.
2. **Guards** shall be provided for every floor stairway floor opening, every ladderway floor opening or platform, every hatchway and chute floor opening, every skylight floor opening and hole, every pit and trapdoor floor opening, every manhole floor opening, and every floor hole into which a person can accidentally walk.
3. **Guards** shall be provided for every wall opening, every chute wall opening, every temporary wall opening, every open-sided floor or platform, every open-sided runway, and every window wall opening at a stairway landing, floor, platform, or balcony, from which there is a drop of more than 4 feet.
4. **Guards** shall be provided regardless of height, for open sided floors, walkways, platforms, or runways above or adjacent to dangerous equipment, degreasing units, and similar hazards.
5. **Stair railing** (on open stairway) or **handrail** (on enclosed stairway) shall be on every flight of stairs having four or more risers. In most instances, steps with less than four risers should have a proper guard.
6. According to the Standards, a **railing (guard)** shall consist of a top rail, intermediate rail, and posts, and shall have a vertical height of 42 inches. A **Standards stair railing** shall be of similar construction, but vertical height shall not be more than 34 inches nor less than 30 inches. A **Standards handrail** shall consist of a lengthwise member mounted directly on a wall or partition by means of brackets which provides a smooth surface along the top. The height is the same as a Standards stair railing.
7. A **Standards toeboard** shall be 4 inches high installed securely, with not more than 1/4 inch clearance, along the outer edge of the floor, platform, scaffold, runway, or ramp. Should the toeboard not provide adequate protection from falling materials, tools, etc., then other protection shall be provided.
8. **Portable metal and wood ladders** shall be of sound and proper construction with proper care and usage under normal conditions. Must be free of splinters, sharp edges, etc. Non-slip bases shall be securely bolted or attached to the side rails.
9. **Fixed metal and wood ladders** shall be designed to meet maximum live load requirements.
10. **Scaffolds** shall be furnished and safely erected only when the work cannot be done safely from the ground or from solid construction. They shall have guardrails and toeboards on all open sides and ends of platforms more than ten feet above ground, except scaffolding wholly within the interior of a building and covering the entire floor area of any room therein and not having any side exposed to a hoistway, elevator shaft, stairwell, or other floor opening, or to machinery.
11. **Manlifts** covered by the Standards consist of platforms or brackets and accompanying handholds mounted on, or attached to an endless belt, operating vertically in one direction only and being supported by, and driven through pulleys, at the top and bottom. These manlifts are intended for conveyance of only personnel trained and authorized by the employer in their use.
12. **Every building or structure**, new or old, designed for human occupancy shall be provided with sufficient exits in case of fire or other emergency.
13. **Exposures by inhalation**, ingestion, skin absorption or contact to any toxic material or substance shall be promptly checked by a competent industrial hygienist or other technically qualified person.
14. **Protection** against the effects of noise exposure shall be provided when the sound level exceeds a safe area as measured by a qualified source.
15. The in-plant transfer, handling, storage, and utilization of all compressed gases in cylinders, etc. shall be in accordance with Compressed Gas Association pamphlet P-1-1965. Compressed gases in cylinders, etc. shall have pressure relief devices installed and maintained.
16. Each employer shall determine that compressed gas cylinders under his control are in a safe condition to the extent that this can be determined by visual and other inspection required by this section.
17. **Compressed gas cylinders** shall be legibly marked, for the purpose of identifying the gas content, with either the chemical or the trade name of the gas. Cylinders shall be kept away from radiators and other sources of heat. Assigned storage spaces shall be located where cylinders will not be knocked over or damaged by passing or falling objects, or subject to tampering by unauthorized persons.
- 18.
18. **Protective equipment** for eyes, face, head, and extremities, protective clothing, respiratory devices, and protective shield and barriers, shall be provided, used, and maintained in a sanitary and reliable condition whenever it is necessary by reason of hazards of processing or environment.
19. Employees shall be protected by **suitable face shields or goggles** in any operation such as chipping, drilling, the transferring of acid, riveting, grinding, and the use of torch and welding equipment, in which the eye hazard of flying particles, molten equipment, or liquid chemicals exists.
20. **Helmets** (hard hats) shall be worn for the protection of heads of employees from falling or flying objects and from limited electric shock and burns.
21. **Safety-toe footwear** shall be worn by employees exposed to falling materials, tools, etc.
22. **Rubber protective equipment** for electrical workers shall conform to the requirements established as follows: Rubber insulating gloves; rubber matting for use around electric apparatus; rubber insulating blankets; rubber insulating hoods; rubber insulating line hose; rubber insulating sleeves.

(Continued on Page 15)

THE WAYNE SOAP COMPANY



**Growing Thru Giving
Good Service**

**BUYERS OF BONES
FAT, TALLOW &
RESTAURANT GREASE**

842-6000

DETROIT, MICH. 48217

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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 \$800.00 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 \$50,000.00 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	
INSURANCE GROUP DEPT. Associated Food Dealers 434 W. Eight Mile Road Detroit, Michigan 48220	
Please rush full details on the insurance plans available to me as an AFD member. I am interested in:	
<input type="checkbox"/> Both Plans	<input type="checkbox"/> Income Protection <input type="checkbox"/> Life Insurance
Name _____	
Address _____	
City _____	
State _____ ZIP _____	
FILL OUT AND MAIL TODAY	

UNDERWRITTEN BY

Mutual of Omaha

The Company that pays

Life Insurance Affiliate: United of Omaha

MUTUAL OF OMAHA INSURANCE COMPANY
MEMBER OF THE OMAHA GROUP

Safety Tips from OSHA

(Continued from Page 13)

23. **Proper toilet facilities** shall be provided for each sex. Drinking water should be made available within 200 feet of any location where employees are regularly engaged.
24. **The Safety Color Code** shall be used for marking physical hazards. Red shall be the basic color for the identification of fire protection equipment and apparatus such as fire extinguishers, fire exits, containers of flammable liquids having a flash point at or below 80 degrees F, emergency stop bars on hazardous machines, for lights at barricades, temporary obstructions, etc. The other colors are orange, yellow, green, blue, purple, black, white or combination of black and white.
25. **These specifications** apply to the design, application, and use of signs or symbols intended to indicate, and, insofar as possible, to define specific hazards of a nature such that failure to designate them may lead to accidental injury to workers, or the public, or both, or to property damage.
26. **Employer shall insure the ready availability** of medical personnel for advice and consultation on matters of plant health. In the absence of an infirmary, clinic or hospital in near proximity to workplace, a person shall be adequately trained to render first aid. First aid supplies approved by a physician shall be readily available.
27. **Portable fire suppression equipment** shall be available properly maintained and accessible for emergency use. Extinguishers having a gross weight of 40 pounds or less shall be mounted so the top is not more than 5 feet above the floor. Extinguishers exceeding 40 pounds shall be mounted so the top is not more than 3½ feet above the floor. They shall be serviced annually and tagged showing the date of service.
28. **Automatic Sprinkler Systems** when provided shall meet design requirements of the National Fire Protection Association's Standard for the installation of Sprinkler Systems.
29. There shall be a **relief safety valve** on air-compressors, and a regular check made to determine if in good operating condition.
30. **Storage of materials** shall not create a hazard. Bags, containers, bundles, etc., stored in tiers shall be stacked, blocked, interlocked and limited in height so that they are stable and secure against sliding or collapse.
31. **Only trained and authorized operators** shall be permitted to operate a powered industrial truck. A complete program for proper training is provided. Fork lifts for handling materials shall have an overhead guard and ample safe work aisles provided.
32. **Derail and/or bumper blocks** shall be provided on spur railroad tracks where a rolling car could contact other cars being worked. The **brakes of highway trucks** shall be set and wheel chocks placed under the rear wheels to prevent the trucks from rolling while they are being boarded with powered industrial trucks.
33. **Overhead and gantry cranes.** New and existing equipment shall meet the design specifications of the American National Safety Code for overhead and Gantry Cranes.
34. **All machinery and power equipment** with exposed pulley and belts shall have proper guards and be grounded.
35. **All power saws and woodworking machines and equipment** shall have proper guards and be grounded.
36. **When the outer edge of a fan** is less than seven feet above the floor or working level, the blades shall be guarded. The guard shall have openings no larger than one half inch.
37. **Machines designed for a fixed location** shall be securely anchored to prevent walking or moving.
38. **Machines whose point of operation** exposes an employee to injury, shall be guarded. The guarding device shall be in conformity with any appropriate standard, therefore, or, in the absence of applicable specific standards, shall be so designed and constructed as to prevent the operator from having any part of his body in the danger zone during the operating cycle.
39. **When employees use hand and portable powered tools and equipment,** each employee shall be responsible for their safe condition, including tools and equipment which may be furnished by employees. All portable and hand powered tools and equipment shall be properly guarded and grounded.
40. **Compressed air** shall not be used for cleaning purposes except where reduced to less than 30 P.S.I. and then only with effective chip guarding and personal protective equipment.

Around The Town

(Continued from Page 12)

THE Pfesiter Company recently elected two new members to its board of directors. They are Thomas Williams, and Richard Wise. Williams has been with the firm for 10 years, Wise for 14 years.

* * *

Faygo Beverages Inc., an AFD member, has announced the election of Howard N. Weiner to its board of directors. Mr. Weiner is a member of the Honigman, Miller, Schwartz & Cohn law firms, Detroit.

* * *

Food Marketers Inc., an AFD member, has announced the appointment of David H. Rubin to head its marketing services subsidiary, FMI Associates.

* * *

Allied Supermarkets, Inc. has announced the appointment of Sumner Hatch to fill the position of vice-president of general merchandise, according to president Arnold L. Foster. Prior to joining Allied, Hatch was connected with Stop & Shop, Boston, and The Kroger Co.

* * *

Acme Detroit Food Brokerage, an AFD member, has announced the appointments of Thomas E. Sneider as branch manager of its new Toledo, O. branch, and Michael Hessen as assistant food service sales manager.

* * *

Gerard J. Scholz has been named sales administrator, a new position, of the Goebel Brewing Company, which has been announced by Edward F. Rohlin, vice-president of marketing of The Stroh Brewery Company, owner of Goebel.

**ADVERTISING IN 'THE FOOD DEALER'
REACHES YOUR IMPORTANT
RETAIL CUSTOMERS**

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in Michigan.
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If Not, Phone 542-9550**

**Affiliated with the
NATIONAL ASSOCIATION
OF FOOD RETAILERS**

Merchandising

The Pfeister Company, an AFD member, has been appointed representative for the Poloroid film company for eastern Michigan and the Toledo area.

* * *

The Sperry and Hutchinson Co., an AFD member, has opened its new S & H Headquarters Building on Nine Mile Rd. and Evergreen, Southfield.

* * *

Harry E. Mayers Associates, an AFD member, has been named broker for Creative Bakers, Inc. for southeastern Michigan, it was announced recently.

* * *

Acme Detroit Food Brokerage, an AFD member, has been named representative for Prospect Farms, Inc., controlled chicken items, and for Nord Firelogs, a cartoned pressed wood log, both for Michigan, and the Toledo area.

* * *

The Detroit News, an AFD member, has created a handy pocket media cost-per-thousand calculator which was developed by its research department. The calculator can be used for any medium provided the advertising cost and the coverage are known.

* * *

Peet Packing Company, an AFD member, has newly introduced all-meat Playtime Franks to its line of packaged meat products. The new product contains no fillers or additives, the company said.

* * *

American Dairy Association is sponsoring its annual "Cheese Can Make You a Hero This Weekend," featuring cheese products while showcasing a hero sandwich with a happy face. The

promotion will run in October, and tie-in with over 12,000 food stores around the nation.

* * *

The 1972 Shurfine Carnival, being conducted for two weeks beginning Oct. 23, will feature a one-hour TV special titled, "John Davidson. With Love," and guest starring Barbara McNair, comedian George Gobel and others.

Allied Honored by Alpo

Key representatives of Allied Supermarkets' Wrigley and Abner A. Wolf divisions, Detroit, were presented with Million Dollar Mark medals at a dinner hosted recently by Alpo Pet Foods Company of Allentown, Pa. Medals are awarded by the firm to those food retailers whose sales for the firm's products exceed a million dollars or more in a 12-month period.

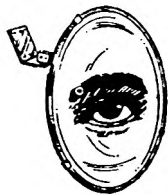
Leonard Levitt and Donald Thomas received the Alpo awards from Allied's corporate headquarters; James Kunstel, Robert Emmens, James Romano and Peter DeAthos from the Wolf division; and Arnold Krause, James Gregory and John Ryder from the Wrigley division. At the same time Alpo's broker, the James K. Tamakian Company, was also cited by the firm.

Promotions at Farm Crest

Farm Crest Bakeries, Inc., an AFD member, has announced four promotions affecting its management and sales staff. Dee St. Dennis has been named general sales manager for the firm. He is succeeded by John McAllister as sales manager. In addition, Don Meyer has been named state sales manager, while Frank Zammitt was promoted to city sales manager for Farm Crest.

CONVEX SEE-ALL MIRRORS

Keep An Eye On Your Hard-Earned Profits



- Clear, wide-angle view of aisles, corners, blind spots
- Psychological deterrent to theft
- Helps apprehend shoplifters
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... if it's worth pricing or labeling

- One-finger trigger action for speed
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PHONE: 352-8228

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FOR EXTRA SALES
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RED PELICAN MUSTARD

MADE FRESH
DAILY
IN DETROIT

SELL THIS
POPULAR
LINE



RED PELICAN FOOD PRODUCTS
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PICNIC PARTNERS HAMTOWN'S

Potato Salad, Macaroni Salad



Pizza Pies
Baked Beans
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WARD FOODS, INC.
TA 5-6470

**Display These Picnic Items
For Added Sales, Profits**

TAX TOPICS

Law Regarding Employment of Minors in Michigan

By MOE R. MILLER
Accountant and Tax Attorney

The state law is called the Hittle Juvenile Employment Act number 157 Public Act of 1957. This law applies to all minors age 14 through 17 who are permitted to work in any occupation.

The minimum age for legal employment is 14 years; 17 year old high school graduates who have received a diploma are exempt from all legal requirements of the act. Minors employed in the following occupations are exempt from the legal requirements of the law:

- 1 — Distributing or selling newspapers.
- 2 — Domestic and farm work.
- 3 — Business owned and operated by a parent.
- 4 — Employment by any academy or college as part of an educational program.

The law establishes average eight hour day, six day week, with a maximum combined school and work week of 48 hours. The following represents the legal hours of employment:

- A—14-15 year old minors 7 a.m. and 9 p.m.
- B—16-17 year old minors 6 a.m. and 10:30 p.m.
- C—16-17 year old minors may work until 11:30 p.m. when not regularly attending school.
- D—Female minors in manufacturing plants between 6 a.m. and 6 p.m.

Employees shall keep an adequate time record which shall state the number of hours worked by said minor each day of the week. The employer shall keep such record on file for at least one year.

The occupations in which minors under 18 years of age are employed shall be approved by the Department of Labor and the following steps must be followed to legally employ minors:

- 1—Obtain application form L-52, must be mailed in duplicate.
- 2—Upon completion and signing, send application to the labor office serving his county. Generally, it is mailed to Michigan Department of Labor, Bureau of Safety and Regulation, 7310 Woodward Avenue, Detroit 48202; or Lewis Cass Building, Lansing 48913.
- 3—One copy of the approved application is returned to the employer and said employer is authorized to hire within the limitation of his approval as many minors that are necessary.
- 4—Employer sends minors to local school authority for issuance of a work permit.

5—Approval expires annually December 31st and new application must be made.

The employer is required to have working permits and approval of occupation on file at the location where minor is employed and available to inspectors of the Department of Labor.

This approval does not authorize employment of minors contrary to the child labor provisions of the Fair Labor Standards Act or the Walsh-Healy Public Contracts Act.

Employment of minors on other than work described in application form L-52 invokes penalties of:

- 1—Revocation of permits
- 2—Prosecution under statute
- 3—Double compensation in case of injury

If further information is desired write to: The Bureau of Safety and Regulation, 300 E. Michigan Avenue, Lansing, Michigan 48913.



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ACCOUNTING, INSURANCE

Approved Inventory Specialists Company	571-7155
Brink, Earl B. (Insurance)	358-4000
Gobs 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	875-6145
Grennan Cook Book Cakes	825-1900
Grocers Baking Company (Oven-Fresh)	537-2747
Holiday Delight Cheese Cake	894-6011
Independent Biscuit Company	584-1110
Keebler Company	535-4660
Koeppinger's Bakery, Inc.	564-5737
Magnuson Foods (Bays Muffins)	491-8200
Oven King Cookies	775-4225
Fred Sanders Company	868-5700
Schafer Bakeries	293-5320
Taystee Bread	896-3400
Tip Top Bread	825-6470
Wonder Bread	963-2330

BEVERAGES

Anheuser-Busch, Inc.	886-8709
Associated Breweries	925-0300
Canada Dry Corporation	868-5007
Carling Brewing Company	834-7170
Cask Wines	849-0220
Coca-Cola Bottling Company	898-1900
J. Lewis Cooper Company	499-8700
Faygo Beverages	925-1600
General Wine & Liquor Company	823-1166
Greater Macomb Beer & Wine Dist.	468-0950
Theo. Hamm Brewing Co.	477-9608 or 427-8301
Home Juice Company	925-9070
International Wine & Liquor Company	843-3700
Kozak Distributors, Inc.	871-8066
Leone & Son Wine Company	871-5200
L & L Wine Corporation	491-2828
Mavis Beverages	341-6500
National Brewing Company (Altes)	921-0440
O'Donnell Importing Company	386-7600
Pepsi-Cola Bottling Company	366-5040
Seven-Up Bottling Company	537-7100
Stroh Brewery Company	961-5840
Squirt-Detroit Bottling Company	566-6360
H. J. Van Hollenbeck Distributors	293-8120
Vernor's-RC Cola	833-8500
Wayne Distributing Company	274-3100
Vic Wertz Distributing Company	293-8282

BROKERS, REPRESENTATIVES

Acme Detroit Food Brokerage	581-0410
Allstate Sales-Marketing, Inc.	535-2070
Apollo Brokerage Company	292-3636
R. F. Brown Sea Food Company	(517) 484-5428
Steve Conn & Associates	547-6900
Continental Food Brokerage	255-5880
Embassy Distributing	642-6912
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.	353-6800
Graubner & Associates	444-8400
John Huettner & Son	886-8800
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corporation	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.	354-1600
Northland Food Brokers	342-4330
Peterson & Vaughan, Inc.	838-8300
P. F. Pfeister Company	491-2000
Sahakian & Salm	962-3533
Sherman & Company	557-9191
Sosin Sales Company	963-8585
Stark & Company	358-3800
Stiles Brokerage Company	965-7124
Sullivan Sales	531-4484
James K. Tamakian Company	352-3500
Ned Weitzman Associates	272-3700
United Brokerage	272-5401
Mort Weisman Associates	557-1350

DAIRY PRODUCTS

The Bordon Company	583-9193
Detroit City Dairy, Inc.	868-5511
Detroit Pure Milk (Farm Maid)	837-6000

Fairmont Foods Company	874-0300
Grocer's Dairy Company	(616) 254-2104
Gunn Dairies, Inc.	885-7500
Land O'Lakes Creameries	834-1400
McDonald Dairy Company	(313) 232-9193
Melody Dairy Company	557-3800
Najor's Dairy Company	353-8164
Risdon Bros., Inc.	825-1480
Louis Sarver & Company-Milk-O-Mat	864-0550
Sealtest Dairy	846-5700
Sheffer's Lucious Cheese	(616) 673-2639
Stroh's Ice Cream	961-5840
Trombly Sales	925-9505
Twin Pines Farm Dairy	834-1100
United Dairies, Inc.	861-2800
Vroman Foods, Inc.	(419) 479-2261
White Star Dairy	868-8655
Wesley's Quaker Maid, Inc.	883-6550
W. A. Wilson & Son Dairy	895-6000

COUPON REDEMPTION CENTER

Associated Food Dealers	(313) 542-9550
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DELICATESSEN

Detroit City Dairy, Inc.	868-5511
Home Style Foods Company	874-3250
Leon's Home Made Foods	(517) 489-3766
Quaker Food Products, Inc.	874-0550
Specialty Foods Company	893-5594

EGGS AND POULTRY

Detroit Live Poultry Company	831-4300
Eastern Poultry Company	961-0707
Farm Pride, Inc.	272-7360
Linwood Egg Company	345-8225
McCully Egg Company	455-4480
Orleans Poultry Company	833-1847
Page & Cox Eggs	838-6664
Water Wonderland Egg Corporation	789-8700

FISH AND SEAFOOD

Hamilton Fish Company	963-7855
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FRESH PRODUCE

Andrews Bros. of Detroit	841-7400
Caramitaro Bros.	963-9064
Cusumano Bros. Produce Company	921-3430
Gelardi Produce	925-0969
North Star Produce	463-3484
Ted Spagnuolo Produce	884-0696
T-P Produce	573-6875

INSECT CONTROL

Key Exterminators	356-8823
Rose Exterminating Company	834-9300
Vogel-Ritt Pest Control	834-6900

LINEN SERVICE

Economy Linen Service	843-7300
Marathon Linen Service, Inc.	921-2727
Reliable Linen Service	366-7700

MANUFACTURERS

Aunt Jane's Foods	352-7330
Boyle Midway Company	543-3404
Del Monte Foods	564-6977
Diamond Crystal Salt Company	399-7373
Kraft Foods	946-5300
Mario's Food Products	923-3606
Morton Salt Company	843-6173
C. F. Mueller Company	543-8853
Prince Macaroni of Michigan	372-9100
Ralston Purina Company	477-5805
Red Pelican Food Products, Inc.	921-2500
Roman Cleaners Company	891-0700
Rosenthal Cleans-Quick Corp.	261-2100
Schmidt Noodle Company	521-2053
Shedd-Bartush Foods, Inc.	868-5810
Velvet Food Products	937-0600

MEAT PRODUCTS, PACKERS

Ed Barnes Provisions	963-7337
Clover Meat Company	833-9050
Crown Packing Company	832-2900
Detroit Veal & Lamb, Inc.	962-8444
Bob Evans Farms, Inc.	422-8000
Feldman Brothers	963-2291
Flint Sausage Works (Salays)	(1) 239-3179
Frederick Packing Company	832-6080
Glendale Foods, Inc.	962-5973
Gordon Sausage Co.	826-6145
Guzzardo Wholesale Meats, Inc.	321-1703
Herrud & Company	962-0430
Hygrade Food Products Corp.	464-2400
Kent Packing Company	843-4900
Kirby Packing Company	873-8200
Kowalski Sausage Company, Inc.	921-8830
Mangiapane Meats	837-5744
Oscar Mayer Company	961-2160
Oak Packing Company	274-3132
Peet Packing Co. (Ypsilanti)	

Peschke Sausage Company	368-3310
Peter Eckrich & Sons, Inc.	531-4466
Peters Sausage Company	826-3030
Pitts Packing Company	923-7355
Popp's Packing Company	365-8020
Regal Packing Company	875-6777
Ruoff, Eugene Company	963-2430
Tamaren Beef Company, Inc.	871-6210
Van Dyke Steak Company	875-0766
Weeks & Sons (Richmond)	727-2523
Wehby Meats, Inc.	832-3350
Winter Sausage Manufacturers	777-9080
Wolverine Packing Company	965-0153

MEDIA

Detroit Free Press	222-6400
The Detroit News	222-2000
The Oakland Press	332-8181
WWJ AM-FM-TV	222-2588

NON-FOOD DISTRIBUTORS

Arkin Distributing Company	931-0700
C mden Basket Company, Inc.	(517) 368-5211
Continental Paper & Supply Company	894-6300
Hartz Mountain Pet Products	931-0700 or 682-1400
Household Products, Inc.	682-1400
Items Galore, Inc.	939-7910
Ludington News Company	925-7600
Rust Craft Greeting Cards	534-4464
Super Toy, Inc.	923-4550
Perfect Plus Inc.	961-6381

POTATO CHIPS AND NUTS

Better Made Potato Chips	925-4774
Frito-Lay, Inc.	271-3000
Ker Nut Products Company	541-4180
Krun-Chee Potato Chips	341-1010
Rocky Peanut Company	962-5925
Superior Potato Chips	834-0800
Tom's Toasted Peanuts	271-2292
Vita-Boy Potato Chips	897-5550

PROMOTION

Action Adv. Distg. & Mailing Company	964-4600
Bowling Display Company (signs)	278-6288
Green Advertising, Inc.	255-7170
Sperry & Hutchinson Company	474-3124
Stanley's Adv. & Distributing Company	961-7177
Louis Stephen Company (Printers)	371-5670

RENDERERS

Darling & Company	928-7400
Detroit Rendering Company	571-2500
Wayne Soap Company	842-6000

SERVICES

Atlantic Saw Service Company	965-1295
Comp-U-Check, Inc.	255-2800
Detroit Warehouse Company	491-1500
Gulliver's Travel Agency	963-3261
Keene Pittsburgh-Erie Saw	835-0913

SPICES AND EXTRACTS

Frank Foods, Inc.	833-0025
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STORE SUPPLIES AND EQUIPMENT

Almor Corporation	539-0650
Bra-Con Industrial Balers	851-6265
Butcher & Packer Supply Company	961-1250
C & J Barbeque Sales (Oven King)	838-3701
Carrier Basket Service	866-1081
Central Alarm Company	838-6365
Detroit Mini-Safe Company	372-9815
Double Check Distributing Company	352-8228
Hussmann Refrigeration, Inc.	398-3232
Globe Slicing Company (Biro)	545-1855
Hobart Manufacturing Company	542-5938
Lepire Paper & Twine Company	921-2834
Liberty Paper & Bag Company	921-3400
Master Butcher Supply Company	961-5656
Midwest Refrigeration Company	566-6341
National Cash Register Company	873-5500
Pappas Cutlery & Grinding	965-3872
Scan-O-Scope	823-6600
Square Deal Heating & Cooling	921-2345

WHOLESALE, FOOD DISTRIBUTORS

Central Grocery Company	(1) 235-0605
Continental Paper & Supply Company	894-6300
Glacier Frozen Foods	864-9005
Grosse Pointe Quality Foods	871-4000
Hi-Lo Tobacco Company	893-5970
Kaplan's Wholesale Food Service	961-6561
Raskin Food Company	865-1566
The Relish Shop	925-5979
Spartan Stores, Inc.	455-1400
Super Food Services, Inc.	(517) 823-2511
Viking Food Stores	(616) 722-3151
Abner A. Wolf, Inc.	584-0600

THE FOOD DEALER
434 W. Eight Mile Rd.
Detroit, Mich. 48220

BULK RATE
U. S. POSTAGE
PAID
Detroit, Mich.
PERMIT No. 4475

Return Requested



Group Blue Cross - Blue Shield Available To All AFD Members 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 2,300 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 ☐

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 represent 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 you about them. Or, clip out the application and mail to:

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