



# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

AUG.-SEPT., 1973



## Pepsi-Cola Cites Retailers

The Pepsi-Cola Metropolitan Bottling Company, recently honored some 60 food and beverage merchants at a dinner in their honor. Pictured above at the event, from left, Tom Regina, Pepsi vice-president, Jay Welch, Louis Vescio, Tom Noxon of Pepsi, and Michael Giancotti. Pepsi presented the retailers with special service citations.

**About Labor Unions — Page 3**

# Cold cash.



If you're a beer drinker, you want it ice cold. But if you're a beer seller, you want it red hot. Because a red hot seller is the kind of item that makes a man a success in the beer business. In the last 4 years Stroh's sales are up over 60%. At that rate, it's one of the hottest cold beers around.

**From one beer lover to another.**

## GUEST EDITORIAL

# What To Do If Union Organizers Come Around

By **EDWIN RICKER**

**PLRS Management Consultants**

Due to the many supermarket units that are being closed by such national firms as A & P, Kroger, and National Tea, many unions in the retail field find themselves having reduced income in the form of initiation fees and union dues. Consequently, they are becoming more aggressive in their organizational activities to replace the stores that have closed down that were formerly organized. We can expect much greater activity than we have ever witnessed in the past because of this fact.

The unions are also becoming more sophisticated and have learned much from management in establishing goals and incentives whereby their organizers are motivated to a greater degree, which has led to increased organizing success.



**RICKER**

This article will deal briefly with what you should do if you find yourself being organized by a union organizer. My suggestion is that on the first signs of any union organizational activity, you contact a labor relations counselor or a labor relations attorney and review the special ground rules that are now in effect, so that you will not commit any unfair labor charges which will make it easier for the organizer to obtain bargaining rights for your employees.

I basically subscribe to two methods of informing your employees what is going on when an organizer comes around—that is by a letter that is mailed to the homes of all employees briefly indicating what activity is taking place concerning unions, and explaining to them the dimensions of authori-

zation cards that the organizer is asking to be signed. An authorization card is easy to get signed by organizers and in 90% of the cases, most employees are not truly aware of what significance the signing of an authorization card happens to be. Therefore, it is very important that you communicate at the first signs of union activity about authorization cards.

The second method that I feel is very beneficial and is the better of the two, is to call a meeting of all employees and explain to them, again, what is taking place as far as a union is concerned, what methods they are using to get their authorization cards signed, and explain the process of union organizing activity. It is also important to inform them that they have the right to join or not to join a labor organization to be decided in a secret federal government election.

At this time, I would now wait and see what transpires as to further developments. Now, if the union organizer has been working sometime without your knowledge, he may or may not have obtained more than 30% of your employees

in authorization cards. If he does, he may take them to the Labor Board and ask for an election which would be normally granted.

Most unions try to obtain more than 50% of the employee's signatures on cards knowing that with more than 50% they can make somewhat of a pass at management hoping that the management would recognize them on the basis of the cards by themselves. So, at this point, we will assume that the organizer has more than 50% of the cards signed even though the union would not represent a majority of the employees as to their true feelings. Now, when an organizer approaches you and asks you about recognizing them, here are some suggestions as what you should do:

1—You should take it easy. You are not the first one to face this problem. If you show anger or fear, the organizer has the advantage.

2—You should also be polite. The organizer may be looking for trouble. Courtesy and calmness truly disarm them.

3—Make sure that introductions are understood as to your name and

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## About Edwin Ricker

Edwin D. Ricker is president of PLRS, a management consulting firm concentrating in providing services on Labor Relations to both union and non-union people. PLRS is also involved in organizational development, manpower assessment and training, communications, wage and salary data, and conducting management seminars as well. Prior to forming his own consulting company, Mr. Ricker was employed as director of personnel at Hamady Bros. Food Markets, Flint. He also held the same position at Marsh Supermarkets, Yorktown, Indiana, and Meijer Supermarkets and Thrifty Acres Stores, Grand Rapids. He was also supervisor of employee services for The Kroger Co., Cincinnati, Ohio.

Mr. Ricker received a BS and MS degree from Miami University in Oxford, Ohio, and received additional personnel and labor relations training at the University of Cincinnati. He is a member of the American Management Association, American Society for Personnel Administrators, American Society for Training and Development and National Association of Manufacturers.

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## The Sounding Board

To the AFD:

The President has asked me to respond to your recent letter in which your organization suggested that the Administration should impose export controls on certain agricultural products.

No one shares your concern with higher food prices more than the President. It was on the basis of that concern that he imposed the price freeze on June 15 and that he has taken other actions such as the export restrictions on soybeans and certain other products. Nevertheless, it must be realized that export controls impose long lasting costs on the economy as commercial relationships are shattered and our reputation as a supplier nation is substantially diminished. So long as the American people want the freedom to import freely, we must maximize our exports. As you know, this means that we cannot unreasonably restrict agricultural exports since they form a large part of our total exports.

In the context of these competing domestic rationales—the desire for reasonably priced food stuffs in the United States and the desire to export agricultural products in order to pay for the imports we want—the President and his advisors must look with the greatest of care at all available data before making any decision which would lead to the establishment of new export controls. Such a review is now proceeding on a virtually continuous basis. I am sure that you have followed the crop report announcements which give us reason to be cautiously optimistic about total production of critical crops this year. We also have indications of improved crops in other countries which were hit by bad weather a year ago. Furthermore, we have undertaken conversations with representatives of a number of countries which buy our agricultural commodities to exchange information and to encourage action to avoid stockpiling in those countries.

It is our present belief that if our Fall harvests are as large as they now appear to be and if we are successful in dampening unnecessary speculative demand from abroad, we can avoid domestic shortages without export controls. While we expect the continuing tight demand-supply situation to produce some further food cost increases, we do not expect that these increases would be substantially affected by the imposition or non-imposition of export controls.

Peter M. Flanagan  
Assistant to the President  
for International Economic Affairs

On behalf of the Boys' Club of Royal Oak, we wish to thank the Associated Food Dealers for your assistance in helping us raise \$1,471 this year. During the years of 1971 and 1972 you helped us raise a total of \$2,815.69.

(Continued on next Page)



This money helps us provide athletic, educational and recreational programs for 1,100 boys in south Oakland County. We are doing our best to live up to the trust you place in us and are proud that, because of our programs, we have won an Award for Program Excellence from Boys' Clubs of America in both 1971 and 1972.

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

## Four New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food association and service organization, representing over 2,500 members, wishes to welcome aboard four new supplier members to the Association. Their names, addresses and phone numbers are as follows:

**REGAL PACKING COMPANY**, wholesale meat packer and distributor, 1445 E. Kirby, Detroit, Mich. 48211; phone (313) 875-6777.

**CLEANWAY PRODUCTS, INC.**, producers and distributors of disinfectants, rug shampoos and window cleaners, 8804 Fenkell Ave., Detroit, Mich. 48238; phone (313) 341-4363.

**CASEY ASSOCIATES, INC.**, real estate agents and developers, 26111 Evergreen Rd., Suite 306, Southfield, Mich. 48076; phone (313) 357-3210.

**PANCO, INC.**, producers, distributors and merchandisers of various ice products; 1800 Grindlty Park, Dearborn, Mich. 48124; phone (313) 531-6617.

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

## Shapiro Joins Hollywood Mkts.

Emanuel (Mannie) Shapiro has joined Hollywood Super Markets, an AFD member, as produce merchandiser, according to an announcement made by William Welch, executive vice-president. Shapiro had been produce merchandiser at Abner A. Wolf, Inc., division of Allied Supermarkets for 13 years. Prior to joining Wolf, he had also been connected with Chatham Super Markets.

## Tips On House Cleaning Before OSHA Man Calls

After studying occupational safety and health inspections in various parts of the country, the National Safety Council has come up with a list of violations that OSHA inspectors most often find and cite. Many of these are relatively minor and easily corrected yet despite this, the council found, plant personnel tend to overlook them. OSHA's Minneapolis Acting Director, Don Siebert, has also compiled a list of frequent violations, in this case ones that his inspectors often find. Taken together, they provide a handy guide for employees that have trouble "seeing" needed corrections.

**Electrical wiring.** Look for frayed wires, loose conduit connections, bare wiring that might produce shock or fire, broken or damaged switchplates, missing plates, wet sawdust around electrical outlets, and circuit breakers not marked to show function and purpose.

**Open function boxes,** electrical outlets without proper grounds and broken ground plugs are also frequently cited.

**Fan guarding.** All fans within seven feet of the floor must be guarded; openings should be no greater than 1/2-inch width.

(Continued on Page 8)

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EDWARD DEEB

## **OFF THE DEEB END**

# Time For Youth

Recently, George Lindrup, general manager of Viking Food Stores, Muskegon, announced that his retailer-owned wholesale company acquired nine Kroger stores. The story by itself was a routine one.

The interesting thing about this story however, was that Viking purchased the stores to "encourage young men to enter the retail food business," since the firm indicated that youthful, interested businessmen would get the first opportunity to acquire and manage the stores.

At about the same time, Thomas Quinn, vice-president of Spartan Stores, Inc., Grand Rapids, sent a letter to every principal of every elementary, junior high, and high school in Michigan and northern Indiana.

Although the letter emphasized and explained rising food prices and inflation in behalf of Spartan, the hope was that the principals would see to it that various teachers of appropriate courses in the schools would discuss the subject with the students.

Again, another emphasis on youth, in hopes of providing knowledge and information on our industry at the very earliest ages.

Personally, I feel Viking and Spartan should be commended for taking food retailing or the food industry generally, to the young people. We have found that unless we talk to the youth ourselves, no one else will do it for us.

For one reason or another, the food industry generally has been reluctant to encourage young people to our industry, especially at key management positions. Oh sure, many companies work with the two food distribution schools (Western Michigan and Michigan State Universities), participating in the classes, or sponsoring students through school. But more must be done.

We should study the progress being made by the women's apparel shops and pharmacy stores, who place top priority on hiring young men and women to train, then manage, their stores.

For the betterment of our industry, and to tune us in with the youthful times, the main emphasis of our industry should be to attract and keep young people to our industry. It's time we gave them a major piece of the action.



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## THE PRESIDENT'S CORNER

# Adopting Uniform Meat Cuts Is Good Business

By RAY MARTYNIAK

Recently, the National Livestock and Meat Board (NLMB) proposed new standards to bring about uniform meat cuts and labeling for the food industry. The goal was to cut down the over 1,000 different names given to similar meat cuts to less than 300.

Initial reaction by store operators was that it, the new uniform names, would take away a competitive advantage of a special name for a meat cut they were using for years, and which their customers have come to recognize. They appeared to be against the NLMB proposals.

The intent of the uniformity proposals however, was not to take away a competitive advantage, so retailers who worried about that can rest their fears.



MARTYNIAK

The NLMB proposals can, for retailers, tell the buyer what part of the animal the cut came from, and exactly what kind of meat it was—in addition to the name now being used. This means that retailers can still call the cut by any special store name, but the recommendation is that he also label the cut by its "uniform" name and indicate which part of the steer it comes from.

One of the things which seems to aggravate Mrs. Consumer is confusion, whether it be at her food market, department store, or wherever.

By adopting the uniform meat standards and cuts proposed by the Meat Board, it would be a major step forward to eliminating consumer confusion, while being simply good public relations for all of us.

For the good of the industry, and to do something for the consumer, I recommend we all adopt the standards of the NLMB. floor must be guarded; openings should be no greater than ½-inch width.

## Safety Tips from OSHA

(Continued from Page 5)

Floor conditions. Check for rough or uneven floors and stairs which might create a tripping hazard. Loose material on the floor such as boards, metal bands, oil, water, scrap and parts could also bring an OSHA citation.

Aisle markings. There should be no doubt about the location of the aisle. Aisles should not be cluttered with materials.

Fire extinguishers always get attention. The standards are quite specific concerning their locations, heights, frequency of inspections, and accessibility, etc.

Exit signs. Lack of exit markings often brings citations. Also, inspectors will notice whether or not the routes people must follow to reach exits are open asiles are not blocked, nor materials stored in front of exit doors.

Injury recordkeeping requirements of OSHA. Records are a routine checkpoint for the inspectors. Whoever is responsible for such records should be instructed to keep them up-to-date and ready for inspection at all times.



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Third, because of Michelob's momentum, Michelob has been earning its reputation since 1896: first as a draught beer, then in bottles, then in cans.

Fourth, because Michelob is the most carefully made beer in America, it has a great taste. One which people come back to again and again and

Fifth, because of Michelob's standing among the other "super premium-priced beers." Michelob now outsells all imported beers combined.

Sixth, because Michelob is brewed by Anheuser-Busch. And when America's best brewery commits itself to brewing the best beer possible, you know it must be a consistently great beer. They have. It is.

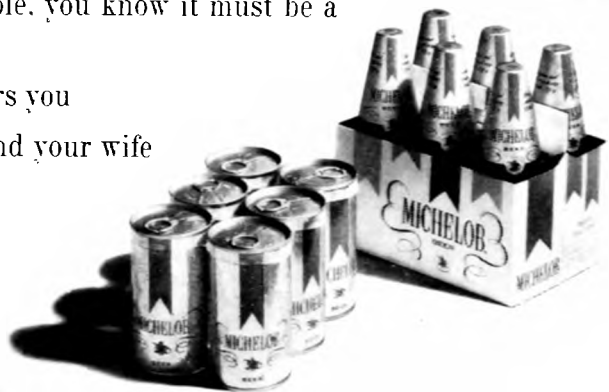
And there is something else Michelob offers you

It's when you go home after a busy day and your wife surprises you with a cold Michelob.

We don't have to talk about that, do we?

*Surprise  
people*

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## THE BELL RINGER

# They Don't Brand Cattle Today, They Engrave Them

By ALEX BELL

Watergate. Watergate. oh well. we have had enough of that crap, so we will not mention it again. honest.

Son of a gun. we didn't get on Nixon's enemy list. What bothers me is, what will I tell my grandchildren?

We are becoming convinced that Brownie of Eastern Poultry has a writer. His latest quips, "This is Brown from downtown." or "Don't frown. call Brown." (Whatinell rhymes with Bell?)



BELL

On account of the price of beef today cowboys don't brand cattle anymore: they engrave them.

Don LaRose told us about the local chain executive who carries a card that reads "I am a celebrity. In

case of accident. call a reporter." We will give you three guesses.

This is an oldie. but we still like it. The old couple who had been married for 42 years went into court to get a divorce. The judge asked the old gal, "Why get a divorce after all these years?" The old gal replied, "So enough is enough. already."

If you like to shoot crap, buy some of the local grocery chain stock for \$3 and \$4. Now that is a real crap game!

We called our Child Bride the other day and asked what she had for dinner. She replied: "Poisin." So I told her to just make it for one.

Eddie Acho has a new nickname. Just call him "meteorologist." He can look at a girl and tell whether

We will not go into a dissertation on cigarette smoking and prostitution. We all know about the warning on cigarette packages from the surgeon general. Yet, smoking cigarettes is legal. By the same token prostitution is illegal. Now I never heard of anyone getting cancer from a hooker, or as they say in polite circles, "purveyors of horizontal refreshment." (Edecbnote: Careful Alex, and remember our family-type readership.)

Jay Welch tells about one of his younger employees who was out on a date with a pretty young thing. so he took her to a high class joint for dinner. The young thing was studying the menu and in answer to a question. her escort replied: "Filet mignon? It's pickled goat liver. Why?"

Josephine. our gal at Hermel's, says getting up in the morning is simple—just a question of mind over mattress.

Ray Martyniak, El Presidente, tells us about a high class restaurant he was dining in. At the next table. two matrons were discussing their offspring and one of them said: "I always wanted a child with long blonde curls—but I had hoped it would be a girl."

Denny Who?

Gene Matti was going with a girl, and one night her father told Gene, "Young man, we turn the lights out in this house at 10:30." So Gene replied, "Gee, that's nice of you."

He who laughs, lasts! (Get it?)

(Continued on Page 14)

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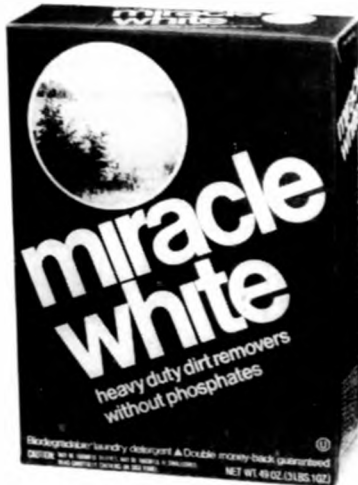
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**WWJ AM-FM-TV MEMBER** Associated Food Dealers of Michigan

# About Union Organizing

(Continued from Page 3)

title and get the organizer's name and title—write it down and get his or her card.

4—Be a good listener. Allow the organizer to talk and to you only. Make notes, if that is at all possible or appropriate.

5—After the organizer relates to you that he wants to start negotiating with you because of the basis of more than 50% of your employees are on cards, you should then state your position. You can briefly state that you have a good faith doubt that his union truly represents a majority of your employees. Advise him that this issue should be resolved in accordance with the National Labor Relations Act.

It is important that you do not start talking or reviewing present wages, benefits, or working conditions, because this could implicate you that you did informally recognize the union because of a brief interlude into negotiations of these areas.

The next approach the organizer may take is to ask you whether or not you would enter into a consent election. At this time, you tell the organizer that due to the technical aspects of the law, you will want to discuss this conversation with your counsel and that he should proceed with the due process of law by going to the Labor Board.

Now, the organizer may want to prove to you that he represents a majority of your employees by merely producing authorization cards that are signed, copies of authorization cards, or even a list of employees that have signed cards. It is important that you not nor any other member of your management, look at these cards in any way shape, or form! Again, you should make comments to the organizer that you are not interested in looking at anything, and that he should take his cards to the NLRB as you still have a "good faith doubt" that he represents a majority of your employees.

At this point, should this take place, you should advise your employees of the union involved, that they have demanded recognition and that you have refused on the basis that you have a good faith doubt that the union represents a majority of the employees. Further indicate to the employees that you will protect their rights by insisting on following the law up to and including, a secret ballot election conducted by the NLRB where the employees can truly decide.

I would then strongly recommend that you send a registered letter, return receipt requested, to the union organizer involved, again

stating that as a result of your conversation with him, you are refusing to recognize him because you have a good faith doubt that he truly represents a majority of the employees and that you are willing to have the issue decided by the due process of law as provided in the National Labor Relations Act.

If you have not yet held a meeting with your employees, it is most important that you do so at this time. You can obtain much information about the union that has demanded recognition and relate to them some facts and figures about what is going on, why they are trying to organize the company and permit questions to be asked. It is important that this meeting be conducted by someone knowledgeable with the law as during this period of time, management cannot interfere in any way in the employee's right to organize.

This means that management cannot make any promises of any dimensions, cannot make any threats of any dimension, or can-

(Continued on Page 16)

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## Around the Town

Lou Rundell of Velvet Food Products, an AFD member, recently returned from a memorable trip to Cheyenne, Wyoming which was 31 years in the making. When stationed there during his army career, he vowed he would go back to see the "greatest Rodeo" and rodeo parade of all. He and his wife just returned from the trip. Lou even made the front page of the Wyoming State Tribune newspaper.

\* \* \*

Multi Refrigeration Corporation, an AFD member, has announced it has relocated to new offices and warehouse at 830 E. Nine Mile Rd., Hazel Park, according to its president William Everett.

\* \* \*

Wolverine Packing Company, an AFD member, has announced it has expanded its offices, and added a fourth processing plant specializing in high protein ground beef with soya, according to president Al Banahoom. The new plant is located at 2426 Scotten, Detroit.

Raymond Hentschel has succeeded Sid Miller as the new local representative for the Theo. Hamm Brewing Co., an AFD member. Miller has joined Tom Ryan Distributing Co., Flint.

\* \* \*

H. S. Perin & Son has announced the relocation of their offices to 23455 Northwestern Hwy., Southfield, Mich. 48075.

\* \* \*

Former AFD director Steve Tizneff, now of Phoenix, Arizona, has informed us that his sons Steve Jr., Dan and Ed now operate a wholesale specialty company in that sun city.

## THE BELL RINGER

*(Continued from Page 10)*

Whatever became of Faro Fanny and Boot Hill Betty?

\* \* \*

Dean Duerst told us about a sign on a garbage truck: "Used food purveyor."

\* \* \*

At this point in time, we would like to ask Charley Manos if he needed a dirty old man for next year's "Hot Pants Day." If you do, Charley, I am available.

\* \* \*

We understand that homicides are getting so bad in Detroit that they will be listed on the sports pages in the local papers.

\* \* \*

Poetry Corner—The men of old were brave and bold, and bared their necks to axes. The men today do as they are told, and meekly pay their taxes.

\* \* \*

At the recent NAFR convention in Las Vegas, Gene Matti fell in love—87½ times by actual count and we counted every one of them. Gene is also a handy man with a Bloody Mary. He always has three going at a time.

\* \* \*

Bev Welch was feeling sorry for herself one day, and came up with this gem: "The only way to get lucky in Vegas, is for your plane not to land."

\* \* \*

Lou Vescio ruined a perfectly good sports jacket on the trip coming back from L.V. Lou, how does it feel to carry all those quarters in your pockets?

\* \* \*

Ask Dean Duerst who is the best Wrangler salesman that Hormel has, and then listen to his pitch.

\* \* \*

*Dear John, that's all she wrote.*

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# About Union Organizing

(Continued from Page 12)

not interrogate employees about their union activities. This last area is more encompassing than what is stated above. For example, management cannot take one employee at a time into his or her office and discuss other things hoping to lead up to a union discussion. However, if an employee is in a normal work area and he brings up the union, you certainly are free to discuss it with him and advise the employee your views about unions and that particular union.

Chances are that if a union has attempted a demand of recognition through a showing of cards, they will immediately proceed to the

NLRB and petition for an election through that federal agency. It is important now that all the management of your firm review the special ground rules now in effect. This is best done by calling a meeting and passing out information that has been prepared just for this situation. At this meeting an initial plan should be developed and then a final plan developed which covers basically the four weeks prior to the day of the election. It is most important to call for assistance as soon as you are aware of any union organization activity.

It is my opinion that communications about the issues concerned is the most important activity that can be done to effectively protect

the rights of the employees and the rights of the management.

Listed below are "Do's and Don'ts" that should be followed during this period of in regards to union organizers. First, the Do's:

1—You must permit organizers to shop around on the sales floor as any other customer.

2—Show them common courtesy.

3—See that organizers do not interfere with customer service. If they do, politely advise them that they are and indicate to them that you'd appreciate it and I'm sure the employees would too, that they stop the practice.

4—Urge them to discuss their union outside of the store.

5—Have a responsible member of management stay with the union organizer as long as he or she is in the store.

6—When any outsider seeks information concerning employees, payroll, policies, or any other practices, refuse, and advise top management immediately.

7—Courteously, but firmly, tell organizers that they have the privilege of discussing matters with employees outside the store during non-working hours.

8—Provide close supervision of employees for business reasons only.

9—Keep your cool—if you find yourself becoming emotionally involved, it's best to excuse yourself, go in the back room, gain your composure, and return and proceed from there.

Here are some of the Don'ts:

1—Do not permit organizers to talk to your employees during working hours.

2—Don't forcibly eject organizers from your store.

3—Don't permit organizers to upset the morale of your store.

4—Don't allow organizers or any outsiders to question employees while working.

5—Don't accept any statement on the part of the organizer as being true.

6—Don't discuss the pros and cons of unions with an organizer.

7—Don't talk about what you will not do.

8—Most important, do not let union organizers take away your leadership from your workforce.

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## TAX TOPICS

# Medical Reimbursement Plans Gain As Incentives

By MOE MILLER

Accountant and Tax Attorney

Medical reimbursement plans limited to stockholder-officers are winning approval in the latest Tax Court cases on the ground that the plans are geared to the employee, rather than the stockholder relationships..

The Code doesn't require such plans to be non-discriminatory. A medical reimbursement plan can, therefore, discriminate in favor of any top employee or employees.

But the Tax Court created what was in effect its own non-discrimination test. The Code requires medical reimbursement plans to be "for employees" in order to produce the tax breaks. The court says this means that plans set for stockholders don't qualify. Because a stockholder-employee falls into both categories, it's difficult even on a case-by-case basis to decide whether a particular plan covers him as a stockholder or as an employee.

The Tax Court had earlier barred these stockholder-officers-only plans where set up for tax saving purposes. More recent cases upheld such plans even though motivated by tax saving, as long as they weren't geared to stockholdings.

The latest Tax Court case upholds a tax saving plan that covered only the stockholder-officers of a pseudo-corporation (Sub S). As an alternative to an increase in salary, their accountant suggested "... that the officers take the increase in some form of non-taxable fringe benefit since, because of their income tax bracket, most of any direct salary increase would be paid in income taxes." They adopted "... a medical reimbursement plan under which the officers and their dependents would be reimbursed by the Corporation for medical expenses." This covered only the four corporate officers and their dependents. The five or six other employees, office clerks, warehouse porters and mechanics weren't covered.

The Treasury said that the payments under the plan weren't exempt because the plan was for the benefit of stockholders rather than employees. But the court disagreed. Officers' salaries were not in proportion to their stock. The four officers composed a separate group with respect to duties as well as compensation. They found a class of employees which

could be segregated from the other employees using a criterion other than shareholding. Thus the medical plan was for employees.

### POLITICAL CONTRIBUTIONS:

Beginning in 1972, individuals who made certain political contributions to candidates or committees can claim (1) a credit up to \$25 on a joint return, \$12.50 on a separate return, or (2) a deduction up to \$100 on a joint return, \$50 on a separate one.

Being able to prove that a particular contribution qualifies for the credit or deduction has just been made easy by the Treasury. It says that the contributor's check will, in most cases, be accepted as proof. But for those contributors who want 100% assurance that their contribution is deductible, the Treasury has prepared samples of receipts that should be given by the candidate or committee to the contributor.



MILLER

### HAVE ANY TAX QUESTIONS?

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

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J & S Inventory Service	924-7070
Moe R. Miller & Co.	557-5255
Mid-America Associates	557-8410
Receivable Management Associates	564-6334
Reed, Roberts Associates	559-5480
Retail Grocery Inventory Service	778-3530
Washington Inventory Service	577-1272

## BAKERIES

Archway Cookies	532-2427
Awrey Bakeries	522-1100
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
Koeplinger'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.	264-5751
Home Juice Company	925-9070
International Wine & Liquor Company	843-3700
Kozak Distributors, Inc.	871-8066
Leone & Son Wine Company	871-5200
I. & L. Wine Corporation	491-2828
Mavis Beverages	341-6500
Miller Brewing Company	465-2866
National Brewing Company (Altes)	921-0440
O'Donnell Importing Company	386-7600
Pepsi-Cola Bottling Company	366-5040
Jos. Schlitz Brewing Co.	522-1568
Seagram Distillers Co.	354-5350
Seven-Up Bottling Company	537-7100
St. Julian Wine Company	961-5900
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	582-4360
Allstate Sales-Marketing, Inc.	535-2070
Apollo Brokerage Company	453-5300
R. F. Brown Sea Food Company	(517) 484-5428
Steve Conn & Associates	547-6900
Continental Food Brokerage	255-5880
Derthick & Associates	352-4074
Embassy Distributing	642-6912
Mid-America Food Brokers	342-4080
W. H. Edgar & Son, Inc.	964-0008
Maurice Elkin & Son	353-8877
Fin Brokerage Company	352-8061
Earl English Associates	546-5100
Harold M. Lincoln Co.	553-6800
Graubner & Associates	444-8400
John Huettnerman & Son	886-8800
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corporation	341-5905
Paul Kaye Associates	354-2070
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
New Port Food Co. (imported meats)	561-2200
Gene Nielsen and Assoc. (Institutional)	646-3074
Northland Food Brokers	342-4330
Peterson & Vaughan, Inc.	838-8300
The Pfeister Company	355-3400
Sahakian & Salm	962-3533
Sherman & Company	557-9191
Sosin Sales Company	963-8585
Stark & Company	358-3800
Stiles-DeCrick Company	884-4140
James K. Tomkian Company	352-3500
Jack Tindall Distg. Co. (G&W pizza)	863-9022
Ned Weitzman Associates	272-3700
United Brokerage	477-1800
Mort Weisman Associates	557-1350

## DAIRY PRODUCTS

The Bordon Company	583-9191
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
Louis Sarver & Company-Milk-O-Mat	864-0550
Sheffer's Lucious Cheese	(616) 673-2639
Stroh's Ice Cream	961-5840
Twin Pines Farm Dairy	584-7900
United Dairies, Inc.	584-7900
Vroman Foods, Inc.	(419) 479-2261
Wesley's Quaker Maid, Inc.	883-6550
Ira Wilson & Son Dairy	895-6000

## COUPON REDEMPTION CENTER

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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
Dudek Deli Foods (Quaker)	891-5226
Specialty Foods Company	893-5594

## EGGS AND POULTRY

Detroit Live Poultry Company	831-4100
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
Water Wonderland Egg Corporation	789-8700

## FISH AND SEAFOOD

Hamilton Fish Company	963-7855
United Fish Distributors	962-6355

## FRESH PRODUCE

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

## ICE PRODUCTS

PanCo, Inc.	531-6617
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## INSECT CONTROL

Rose Exterminating Company	834-9300
Vogel-Ritt Pest Control	834-6900

## LINEN SERVICE

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

## MANUFACTURERS

Boyle Midway Company	543-3404
Cleanway Products, Inc.	341-4363
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	921-2053
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.	826-6600
Guzzardo Wholesale Meats, Inc.	321-1703
Hartig Meats	832-2080
Herrud & Company	962-0430
Hygrade Food Products Corp.	464-2400
Kirby Packing Company	831-1350
Kowalski Sausage Company, Inc.	873-8200
Mangiapane Meats	921-8830
Oscar Mayer Company	837-5744
Oak Packing Company	961-2160
Pett Packing Co. (Ypsilanti)	274-3132

Peschke Sausage Company	368-3310
Peter Eckrich & Sons, Inc.	531-4466
Peters Sausage Company	271-8400
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)	727-2525
Webby 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 Macomb Daily	463-1501
The Oakland Press	332-8181
WWJ AM-FM-TV	222-2588

## NON-FOOD DISTRIBUTORS

Arkin Distributing Company	931-0700
Camden Basket Company, Inc.	(517) 368-5211
Continental Paper & Supply Company	894-6300
Hartz Mountain Pet Products	931-0700 or 682-7588
Household Products, Inc.	682-1400
Items Galore, Inc.	939-7910
Ludington News Company	925-7600
Rust Craft Greeting Cards	534-4464
Perfect Plus Inc.	961-6381

## POTATO CHIPS AND NUTS

Better Made Potato Chips	925-4774
Frito-Lay, Inc.	271-3000
Kar Nut Products Company	541-4180
Krun-Chee Potato Chips	341-1010
Rocky Peanut Company	962-5925
Superior Potato Chips	834-0800
Tom's Toasted Products	562-6660
Vita-Bay Potato Chips	897-5550

## PROMOTION

Action Adv. Distg. & Mailing Company	964-4600
Bowlus Display Company (signs)	278-6288
Green Giant Graphics	864-7900
Sperry & Hutchinson Company	474-3124
Stanley's Adv. & Distributing Company	961-7177

## REAL ESTATE

Casey Associates, Inc.	357-3210
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## RENDERERS

Darling & Company	928-7400
Detroit Rendering Company	571-2500
Wayne Soap Company	842-6002

## SERVICES

Atlantic Saw Service Company	965-1295
Comp-U-Check, Inc.	255-2800
Detroit Warehouse Company	491-1500
Gulliver's Travel Agency	963-3261
Identical of Detroit	526-9800
Keene Pittsburgh-Erie Saw	835-0913

## SPICES AND EXTRACTS

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

Akers Refrigeration	557-3262
Almor Corporation	539-0650
Butcher & Packer Supply Company	961-1250
C & J Barbeque Sales (Oven King)	838-3701
Detroit Mini-Safe Company	372-9835
Double Check Distributing Company	352-8228
Droshine Manufacturing Co.	852-1880
Husmann 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
Mul-Ti Refrigeration Inc.	399-3100
National Cash Register Company	871-2000
Pappas Cutlery & Grinding	965-3872
Scan-O-Scope Cameras	521-1960
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
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