

THE FOOD DEALER

"The Magazine for the Michigan Food Market"



Exit Foy, Enter Dutmers

Joseph G. Foy, right, retiring chairman of Spartan Stores, Inc., is pictured with his successor, Raymond M. Dutmers, at a recent retirement party and testimonial dinner held in honor of Mr. Foy. Some 200 well-wishers were on hand to bid farewell to Mr. Foy and his family. Highlight of the night were ten toasts given to Foy in behalf of the food industry. Spartan presented Joe with a Mark IV in appreciation of his services.

Lift the Freeze — Page 6

Pepsi-Cola. When you want it fast and want it cold... get it in cans. Nothing chills that happy, thirst-quenching taste of Pepsi quicker. Go with Pepsi in cans. Take 'em along—don't leave 'em around.

Pepsi-Cola in cans. Cool it quicker:





Viking Stores Acquire Nine Kroger Units

MUSKEGON—Viking Food Stores, Inc., an AFD member and cooperative based here, have acquired nine Kroger food stores, it has been announced by George Lindrup, general manager.

The firm acquired the units to help assist young grocers in establishing themselves as independent operators. All will be known as a Viking store, however some may have their affiliation with Thriftway, Thrift-T, or as an independent unit.

The stores were purchased by General Store Development, Inc., a Viking subsidiary, established almost two years ago to encourage young men to enter the retail food business, while adding buying power to obtain better prices for its member-stores, Lindrup said.

The nine stores are all well established, and located in western and central Michigan communities.

At the same time, results of the election of officers and directors during Viking's 29th annual meeting were announced. Neil Punches of Muskegon, was reelected chairman of Viking Food Stores, formerly known as Muskegon Wholesale Co.

Others re-elected included Lindrup, president; Ed Dean of Hesperia, Vice-President; Henry Casemier, Grand Haven, secretary; and Walter Gawkowski, Muskegon, treasurer. Gerald Hazekamp of Ravenna was newly elected to the board.

Re-elected to the Viking board were Corniel De Wall, of Newaygo; Leonard Carr, Muskegon; Jack Bonser, Ludington; and Walter Gawkowski, Muskegon.

During the annual meeting, Lindrup reported "a very successful" year for the Viking warehouse and its two subsidiaries known as Muskegon Wholesale Cash & Carry, and Grand Traverse Wholesale Cash & Carry in Traverse City

Viking Stores, founded in 1926 by 23 local independent operators, utilizes 40 trucks to deliver merchandize to its 182 member-stores from the southern border of Western Michigan to Traverse City on the north. hTe firm today employs over 100 persons.



LOOKING LIKE HAPPY food people and making small talk at the recent trade dinner of the Grocery Manufacturers' Representatives of Grand Rapids are, from left: Larry Kuzmin of General Mills; Larry Essakson, Spartan Stores, Inc.; John Gardner, Pillsbury Co.; Joe Davis, The Kroger Company; and Darrell Schumucker, Meijer's, Inc.



LOU THOMAS, second from left, receives an appreciation citation from Associated Food Dealers executive director Ed Deeb, following a 25-year food industry career with Wolverine Packing Company. Looking on during the presentation were Bonnie Bonahoom, center, Al Bonahoom and Sam Hada of Wolverine.

Around the Town

Sarah Helen Bublitz, daughter of Mr. and Mrs. Gus Bublitz (he's with Great Scott Super Markets). was named the salutatorian of her graduating class at Birmingham Groves High School. Miss Bublitz plans on attending the University of Michigan in the fall, where she will major in music, drama and the arts.

Mrs. Corinne Houston, who joined Wrigley Super Markets 20 years ago as a cashier in Detroit, and went on to become the firm's first black female supermarket manager, was recently honored by the firm. State Representative Jackie Vaughn III, presented Corinne with framed copies of a House Resolution on the occasion. Detroit Councilwoman Erma Henderson presented her with a Detroit resolution honoring the cashier.

United Brokerage Company, an AFD member. officially dedicated its spanking new offices with an open house celebration for its principals and customers earlier this month. The new headquarters is located at 23955 Free way Park Drive, Farmington.

Dennis Eidson, Carl Curchoe and Paul Ruesink were all awarded scholarships in food distribution at Michigan State University by the H. J. Henz Company Foundation. Presenting the awards recently was William Ehrlich, Detroit sales manager. Also on hand was MSU's Dr. John W Allen, director of the school's food systems and economics program.

Allied Supermarkets announced it will build a new corporate headquarters in Livonia, according to chairman Thomas McMaster. The headquarters will be on the same site as the firm's warehousing complex.

Great Scott Supermarkets announced the opening of a new unit to its chain in Utica. It was the 4th new outlet opened in the past couple of months, the others being in Southgate, Livonia and Southfield, according to Nathan Fink, president and board chairman.

Prof. Alvin L. Rippen, extension specialist with Michigan State University specializing in diary manufacturing, was recently presented with the Distinguished Alumni Award by the Ohio State University's Department of Food Science and Nutrition.

Jack Hamady, of Hamady Bros. Food Markets, and an AFD director, was recently named Civic Leader of the Year by the Michigan Federation if American Syrian-Lebanese Clubs. Jerry Farah of Central Wholesale Company, Flint, was named Humanitarian of the year by the same group.

Acme Detroit Food Brokerage, an AFD member, recently announced the addition of John Surprenant, Jr. to its food service sales staff. He will service Saginaw, Bay City, Flint and Lansing areas.

THE FOOD DEALER

Volume 47 — No. 4 Copyright, 1973

Official Publication of THE ASSOCIATED FOOD DEALERS

234 West Eight Mile Rd. — Detroit, Michigan 48220 Phone: 542-9550

EDWARD DEEB, Editor
SUANNE TAGG, Office Secretary
KAREN HARDESTY, Insurance Secretary

Officers - 1973

> EDWARD DEEB, Executive Director GEORGE BASHARA, Legal Advisor

Directors

STAN ALBUS — Stan's Super Markets Detroit
LAFAYETTE ALLEN, JR. — Allen's SupermarketsInkster
*ALEX BELL — Village Food Market Grosse Pointe
WILSON BOYD - King Cole Super Markets Detroit
SAM COSMA — Atlas Super Market Pontiac
PAUL FELICE — Felice's Quality Market — Pontiac
SIDNEY BRENT — Kenilworth Market Detroit
GEORGE BYRD — Byrd House of Meats Livonia
*MICHAEL GIANCOTTI — Auburn-Orchard Markets Utica
LOUIS GEORGE Crown Food Markets Utica
LOUIS GEORGE — Crown Food Markets Detroit
JACOB GRANT — Farmer Grant's Market Ann Arbor
JACK HAMADY — Hamady Super Markets Flint
DON HARRINGTON — Meat-N-Place St. Clair Shores
SID HILLER — Shopping Center Super Markets Southfield
GEORGE JERRY — C. Jerry's Super Markets — Port Huron
DANNY KNOPPER — Danny's Super Markets Detroit
*DONALD LaROSE — Food Giant Super Markets Detroit
GENE MATTI — Town Square Super Market Dearborn
MOYED NAJOR — Publix Super Market Detroit
IAMES PEABODY — Peabody's Market Birmingham
R. JERRY PRZYBYLSKI — Jerry's Butcher Shoppes — Wyandotte
RAY SHOULDERS — Shoulders' Markets — Detroit
LEONARD TAGLIAVIA — Dan-Dee Super Markets Detroit
THOMAS VIOLANTE — Holiday Super Market Royal Oak
FRED WEBER — Quik-Pik Food Steres Detroit
WILLIAM WELCH — Hollywood Super Markets
*JAY WELCH — Hollywood Super Markets Troy
*HARVEY L. WEISBERG — Chatham Super Markets Warren
GARY WING — Fisher's Food Markets Birmingham
JERRY YONO - Imperial Quality Market Detroit

Past Presidents



Five New Supplier Members Join AFD

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

AKERS REFRIGERATION, sales and service refrigeration company, 15804 W 12 Mile Rd., Southfield, Mich. 48076; phone (313) 557-3262.

UNITED FISH DISTRIBUTORS, fish and seafood distributors, 1349 Adelaide, Detroit, Mich. 48207; phone (313) 962-6355.

MILLER BREWING COMPANY, Milwaukeebased brewer and distributors, with local offices at 19386 Cheyenne Dr., Mt. Clemens, Mich. 48043; phone (313) 465-2866.

THE MACOMB DAILY, publishers of a daily newspaper in Macomb County, a Panax newspaper, 67 Cass Ave., Mt. Clemens, Mich. 48043; phone (313) 463-1501.

SCAN-O-SCOPE OF DETROIT, a division of Norris Enterprises, distributors of scanning cameras for crime prevention, 11355 E. McNichols, Detroit, Mich. 48234; phone (313) 521-1960.

These new members, and all AFD supler and service members, and advertisers, deserve your suport and patronage. Refer to the AFD Suppliers' Directory on Page 23. In fact, clip it out of The Food Dealer, and post near your phone.

THE WAYNE SOAP COMPANY



Growing Thru Giving **Good Service**

BUYERS OF BONES FAT, TALLOW & RESTAURANT GREASE

842-6000

DETROIT, MICH. 48217

AFD Member

Memo from Faygo

MORTON FEIGENSON President



"Very few products last longer in a new market than their introductory price program," observed Robert E. Hilburger, director of purchasing for F C. Tripi Company Inc.. Buffalo wholesaler.
"So Faygo," said Hilburger, "has certainly surprised us. In fact, it was inconceivable to me at the outset that Faygo could compete at retail from a Detroit plant 250 miles away."

Mark Mayle. Tripi buyer, joined in to say:
"When we first took Faygo on 16 month ago, I wouldn't have believed Faygo could take over as our only warehouse flavor line, and now we're looking at sales that are running 26 percent ahead of last year. last year.

"It's still inconceivable when you consider that there are plenty of other soft drink packers within 30 miles of our warehouse."



Mark Mayle (left), Buyer, and Robert E. Hilburger, Director of Purchasing, for F. C. Tripi Company Inc., Buffalo, N.Y.

F C. Tripi's beginnings go back to the last century and its distribution center now serves 160 stores to the east as far as Syracuse,

southward into Pennsylvania and westward to Erie, Pa.

"We concentrate on being a rural service house." said Hilburger,
"and, in most of their areas, our stores get the biggest share of

"Our everyday job," he said, "is to stay superior where others are either unable or unwilling to provide a service. We've become exceptionally oriented in this direction over the years."

Tripi Cash & Carry outlets in Buffalo and in Niagara Falls supply more than 750 delicatessen and Mom & Pop type stores.

"These stores." said Mayle, "now sell Faygo pop and they previously

sold nothing but store-door pop.

Mayle continued: "Being so dependent on 'kid sales,' they are very definitely turning away from vendor pop.

"They've discovered that a cooled can of Faygo at 15 cents makes

any kid happier than will store-door pop which must be retailed at 20 cents a can due to inflated wholesale pricing."

Nodding agreement, Hilburger added:
"It's at the \$4,000-a-week and under corner stores that you can see the store-door delivery system eroding and it may not be long until soft drink route trucks, operated by high paid drivers, won't be able to stop at either the corner stores or the larger volume supermarkets.

"We're convinced that pop is a natural warehouse item.
"Retailers are becoming increasingly concerned about the higher effects they have to post for vendor products. They are beginning to really recognize that the prices have to be higher because too many people are taking a part in the profit before the product arrives at the stores.'



EDWARD DEEB

OFF THE DEEB END

Lift The Freeze

In theory, placing a freeze on meats sounds like a noble objective, namely, to hold down rising food prices, and general inflation.

But, we would have been better off without the freeze on meats, especially beef. When I say "we" I mean everyone—farmers, livestock growers, packers, retailers and consumers.

More than any other industry, the food industry has fared well with supply-and-demand economics, and natural competition, probably because food is perishable, and distributors must find fast markets for their products. Ironic as its seems, this has brought some semblence of stability to our industry

Now take the freeze on beef prices for example. The Administration in Washington felt this would hold prices down, and when the freeze was lifted Sept. 12, would have kept our beef situation less inflationary.

In reality, just the opposite occured, simply because the consumer demand for beef remained high. Farmers and livestock growers began holding their cattle from the market, because packers and retailers could not afford to sell the meat below ceiling prices, while the raw product costs kept increasing. Growers were not about to sell at lower prices, and packers and retailers could not afford to lose money which ceiling price levels imposed.

This situation caused a shortage of beef at the consumer level, high prices not withstanding, while increasing the demand (and price) of non-beef meats as pork, lamb and polutry.

In the end, the paradox of the ceiling prices for meats actually increased the cost of meat to consumers, rather than reduce prices.

Had we stuck to supply-and-demand economics and natural competition, the situation confronting the industry and consumers would not have been as bad as it turned out.

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.

ALL MEN ARE NOT CHEATED EQUAL

Bad checks, in all denominations. are daily accepted by Banker and Retail Merchant alike. Because they have no positive defense. But. times are changing!

We can show you a simple and safe deterrent to the amateur and a method to positively identify the professional forger. For full particulars phone 526-9800 or write

Identiseal of Detroit, Inc. 15090 Houston-Whittier Detroit, Michigan 48205



An AFD Member



GEORGE BASHARA, SR., second from right, receives a distinguished service plaque from officials of the Associated Food Dealers during a dinner celebrating Bashara's 50th anniversary in the practice of law. Bashara, AFD legal counsel for over 30 years, is flanked on the left by Allen Verbrugge, AFD chairman, and Ed Deeb, executive director. At the right is his son. Judge George N. Bashara, Jr., of the Michigan Court of Appeals. Food industry people on hand included Phillip Shammas, Frank Germack, Sr., and Mrs. Millie Hamady, wife of the late Robert Hamady.

KAPLAN'S Wholesale Food Service

- FROZEN FOODS
- KRAFT PRODUCTS
- CHEESE SPECIALTIES
- BUTTER and OLEO
- EGGS
- SPARE RIBS
- BEEF SIDES and CUTS
- FRESH LOCAL PORK
- LUNCHMEATS & SAUSAGES
- SMOKED HAM and BACON
- SALT PORK
- CHITTERLINGS HOG MAWS

DAILY DELIVERY

Call us or stop in and pick your own!

2630 Riopelle

- Detroit

WO 1-6561

(In the Eastern Market)

/11	 TTI		
711	 1/ 1		
901		ט וו	67

PLEASE NOTIFY US 3 WEEKS IN ADVANCE

To Change or correct your address, send this form to:

Associated Food Dealers 434 W. 8 Mile Road Detroit, Michigan 48220

To change or correct your address

ATTACH LABEL HERE

from your latest issue

Name_____ (Please Print) Company..... New Address_____ City___ State_

GIVE YOUR CUSTOMERS A REAL DUTCH TREAT



Voortman DUTCH STYLE COOKIES



DISTRIBUTORSHIPS AVAILABLE

Voortman's has openings for distributors in a number of areas. It could be an opportunity for you to start a successful business of your own. We offer you one of the finest lines of cookies made in North America backed by 20 years experience in marketing cookies.

Exclusive cookie recipes — finest quality ingredients — Slow baked process brings out all the flavor — Tempting to look at — Delicious — Popular priced.

W. & H. VOORTMAN LTD.

1141 King Road, Burlington, Ontario, Canada 416/637-3461

THE PRESIDENT'S CORNER

Time To Send In Your Award Nominations

By RAY MARTYNIAK

It's almost that time of the year again when the Associated Food Dealers hosts its Annual Awards Banquet to honor those individuals in our industry

deserving of recognition.

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

Our Awards Banquet, this year being held in Sept., is also our way of paying tribute to those individuals, companies or news



MARTYNIAK

DETROIT RENDERING COMPANY

SINCE 1850

SUPERIOR SERVICE - TOP MARKET VALUES

1923 Frederick * Detroit

571-2500

"First We Render Service"

AFD MEMBER

media for doing an outstanding job. It is also our way of saying "thank you" because too often we tend to take some things for granted, without taking time out to express our appreciation as an industry.

It is also the AFD's way of keeping the industry working together, since, after all, we are all part of the total distribution channel, and must work together in getting products to the consumer in the fastest, most efficient manner possible.

Since we as retailers are only one segment of the system, the awards gives us a chance to express our appreciation to the important manufacturers, brokers, wholesalers, etc.

Hopefully, our awards program promotes greater effectiveness among each of us, and inspire us to do an above average job.

Presenting the awards is simple enough. It is selecting the award recipients which is a very difficult task indeed.

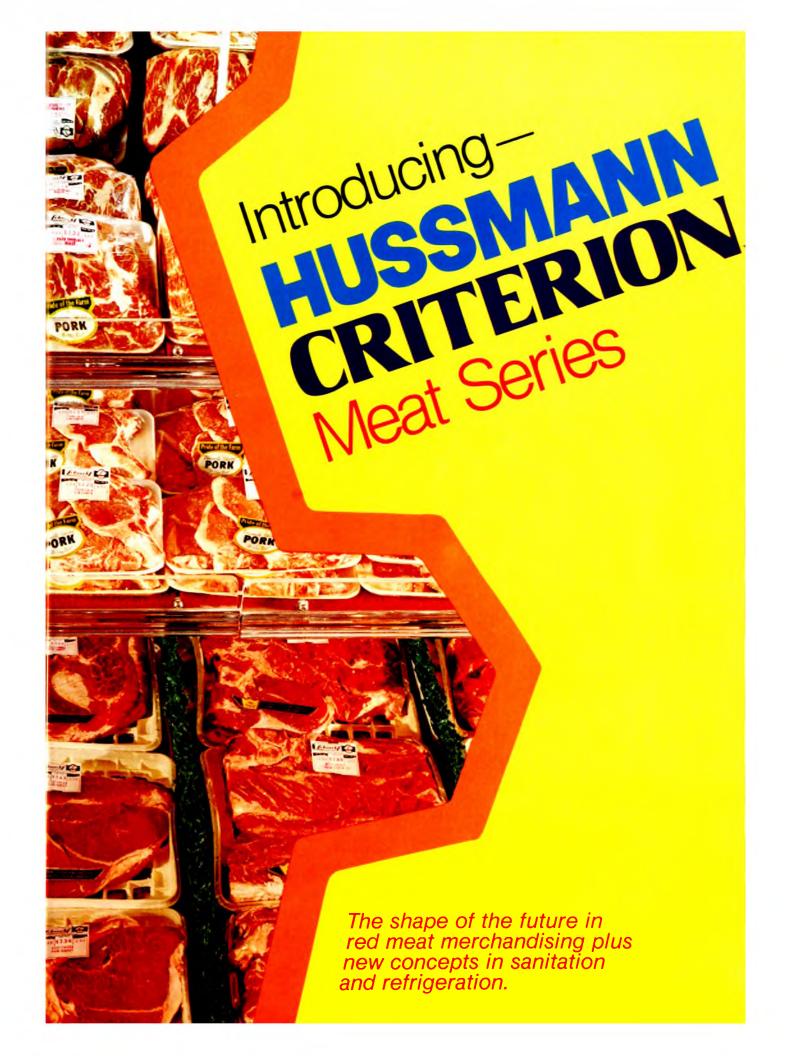
We need your help. We ask that every retailer and supplier fill out the niminations form in this issue of *The Food Dealer* and mail it to the AFD offie. We want to be sure, with your help, those deserving of recognition are listed among those being considered.

One new category we added last year is of particular importance, that being Man (or woman) of the Year. Who in our industry do you fell best deserving of this honor? Send us your nominations, and help us make the right decision. I'm sure you'll agree that Joe Foy, last year's recipient, was most worthy of the honor.

Send in your award recommendations today!



MAPPING PLANS for the Beverage Unit of the United Foundation's annual fund-raising campaign are above, seated from left. John Balconi, National Brewing Co., and John P. Leahan, Stroh Brewery Co.; and Roman Lucky of the UF staff. Standing, from left, Jack Myers, Faygo Beverages; Allan Lembitz, National Brewing; George Kresin, Stroh's; and John Blazen, Faygo.



CRITERION

The complete new line of showcases with dramatic Floating Front design and unique clean-up features.







CRITERION. The standard by which meat departments will be judged throughout the seventies.

The name is right. In every way.

Styling with a forward thrust that literally hands meat to the shoppers.

A complete meat series of 12 models. Single deck. Multideck. Glass and no-glass front. Dual-Temp single deck. Service Meat, too.

All multi-decks have display capacity far greater than previous models they replace.

Equipped as a 3-deck case, 12' of the new Criterion multidecker provides as much display space as 25' of single deck. Equipped as a 4-decker, 12' of the new case provides as much shelf space as 31' of single deck.

Lighting in the new multi-deck is all-new. A combination of fluorescent and incandescent. Lots of light on every shelf. Colors glow. Packages sparkle.

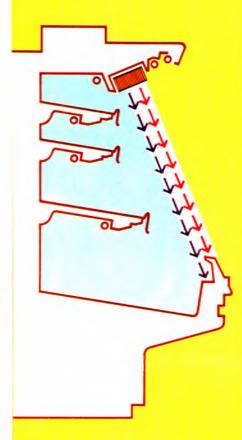
Now turn the page. We'll tell you about the new refrigeration system, the new sanitation features, and we'll show you how the multi-deck can give you unlimited display variations.

HUSSMANN

CRITERION Features of the Future

CRITERION Refrigeration

A new system. Two air curtains. The non-refrigerated outer curtain keeps warm room air out to help make the inner curtain more efficient in refrigerating the display area. Result: The total display space, from front to back and top to bottom, keeps the meat at ideal temperatures, just above the freezing point.



HUSSMANN REFRIGERATION, INC. 12900 CAPITAL AVE. OAK PARK, MICH. 48237 PHONE (313) 398-3232

The Most Sanitary Meat Cases in the Industry

Hussmann knows your needs. That's why we have designed into the Criterion the unique new features that make every model easy to clean and keep clean.



The removable panels below the display area are white plastic to prevent rust or contamination. Easier to clean.



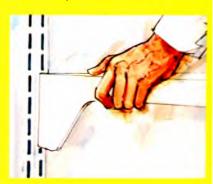
The front flue panel lifts out without tools to permit complete cleaning.



The plenum and fan assembly are hinged. Raise them and the entire bottom is clear for cleaning. Oversize drains and sealed interior mean you can flush with a high velocity hose.

Display Flexibility

The new Criterion refrigeration system lets you merchandise meats any way you want to ... any place in the display area. Rack it. Stack it. Shelve it. Hang it. As deep or shallow as you wish. Yes. The new Hussmann Criterion now offers the meat department the same opportunities for creative mass merchandising that has increased sales and profits in other departments of the store



Your choice of 14", 16" or 18" shelves!



WRITE OR CALL YOUR HUSSMANN MAN NOW.



THE BELL RINGER

On Meat Boycotts

By ALEX BELL

Dean Durst sent us this interesting sidelight on the recent meat boycott, and we thought our readers might get a kick out of it. So here goes.

Hungry, Hon? Eat Your Heart Out!

It would serve this country's whining, complaining, pennywise and pound-foolish housewives right if all the farmers started selling everything they produce to foreign countries.

The same goes for all the other food producers, processors, and distributors.

The typical modern American



urban housewife, for all of her virtues—real and imagined—is a worked their tails off to put in there for you couple of cold biscuits and a hunk of fatback to short-sighted, lazy, pampered little ingrate whose primary interests are her underarms, her hair, her hands, her hips, her overindulged and overeducated

The Test Of Time.

Years Successful Service

To Slaughter Houses, Wholesale & Retail Markets and Locker Plants

Whatever Your Problems May Be, Call

Darling & Company

3350 Greenfield Road WA 8-7400 Melvindale, Michigan

P O. Box 329 Main Post Office Dearborn, Michigan

AFD MEMBER

children, her overweight and overpaid husband and the next thrilling episode of "General Hospital" in that order.

A hard day's work in a grocery or a bakery would do her a lot of good. So would taking over the duties of a farm wife for a while. Maybe then she'd realize that these people have a right to make a decent living just as much as her union scale hus-

Whoever gave the urban housewife the idea that she's the only damned person in the world having a hard time making ends meet? When was the last time she had to send her kids off to school with a hold them until suppertime, or flopped down, boneweary after working from sunup to sundown, and worried about whether the frost was going to kill the money crop?

While milady of the suburbs is soaking in her tub in her Better Homes & Gardens bathroom, thousands of farm wives are scraping off the dirt of an honest day's toil in a galvanized laundry tub. And while Miss Citybritches is spraying on \$10 worth of deodarant, skin softener, hair spray, and assorted beauty crap, the average farm wife is counting her blessings because she was able to swing for a bottle of Cornhusker's lotion and some Absorbine Junior.

If the urban housewife would stop organizing food boycotts and shovel a little cow manure, maybe she'd learn where milk comes from and how much work is involved before she strains herself ripping open that little waxed carton.

Boycott a grocery? Not me, sister. I can still remember how many people would have starved in this country if the independent grocers hadn't carried them on credit during the Depression.

Wise up! All that pretty food and those nice cuts of meat didn't just appear in the markets in a blinding flash of sparkledust. Millions of people worked their tails off to put in there for you butchers, bakers, clerks, laborers, farmers, truck drivers, accountants, filling station attendants, and hundreds of other occupations. These people have dreams, too. They pay rent and taxes just like you do. And they deserve to make just as good a living as you do. Why single them out for destruction?

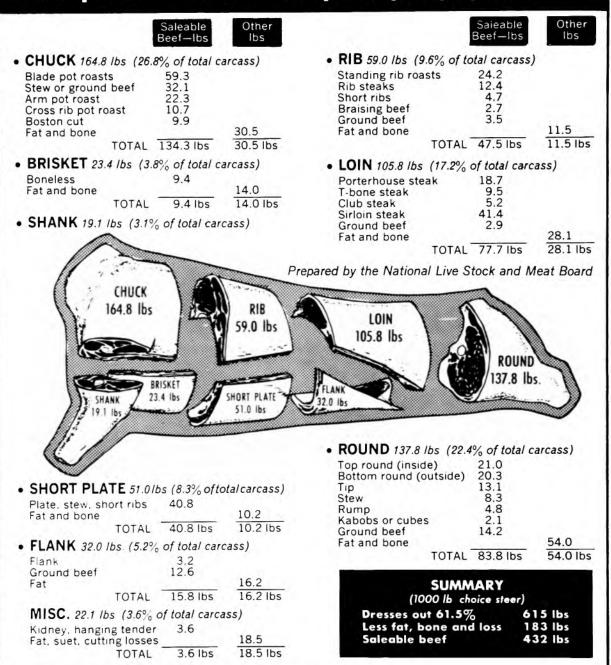
Why not your husband, the account executive? Why not your husband, the plumber? Why not your husband, the doctor? Why not your husband, the lawyer? Or why not — God help you — your husband, the newspaper writer?

You sit there in front of your color TV set, with a \$3,000 car in the garage, smelling like the Garden of Eden and looking 10 years younger than you are. You take a vacation every year. Your insurance premiums are paid up. Your husband has a good job. Your children are healthy. You don't have any chains around your ankles and the bombers won't come tonight. And you're going bananas because bread went up a penny a loaf! You make me sick.

-Bob Brumfield Cincinnati Enquirer

A STEER'S NOT ALL STEAK...

an important factor in the price you pay for beef



Supply and Demand are not the only factors in the price you pay for beef. For instance, today's modern-type 1,000 lb choice steer produces an approximate 615 lb carcass which the packer sells to a retailer who trims away 183 lbs of fat, bone and waste ending up with only 432 lbs of beef that he cuts, wraps and sells to customers.

Of that a surprisingly small amount is steak and a much larger quantity is roasts as shown in the chart above. Retail stores put a higher price on steak and a lower price on pot-roasts and ground beef so that they sell it all not end up with only less-in-demand cuts like pot-roasts and short ribs left in the cooler.

DoYou Have What She Wants?

She'll be coming to see you with Canada Dry's coupons from the Detroit News & Free Press and Weight Watcher's Thinline.

Over 2,300,000 Coupons on

Coupons on Canada Dry's 16 oz. Flavors-Diet or Sugar

Don't Disappoint her!

use this coupon for a 10% discount on your next store door delivered purchase of 16 oz. Canada Dry

10%

Valuable Coupon

Present this coupon to your Canada Dry salesman and receive a 10% discount on your next purchase of Canada Dry's store door delivered 16 oz. flavors, diet or sugar. Offer good only in the Michigan counties of Wayne, Oakland, Macomb and Washtenaw. Offer expires August 31, 1973.

10%

10%



Detroit Canada Dry Bottling Co. (313) 868-5007

10%

LIMIT ONE PER. DEALER

Merchandising

James Hodde, president if Detriit Beverage Corporation, announced the appointment of the Squirt-Detroit Bottling Co., an AFD member, as distributor of all Schweppes carbonated mixers, in Detroit's tricounty area of Wayne, Oakland and Macomb.

Peter Eckrich and Sons, Inc., an AFD member, has added another convenience feature to its revolutionary "Meatkeeper" package. The Fort Wayne-based company has designed a pull-tab for the inner protective film in the reclosable package.

Frederick & Herrud, Inc., meat processor and AFD member, recently announced a cash dividend of 13 cents per share of common payable on July 31 to stockholders of record on July 23. Since October, 1971, when it went public, the firm has paid six other quarterly dividends of 13 cents each.



TreeSweet Products Co., one of the nation's largest citrus juice marketers, presented its 1972 national Award of Merit to Ed Miesel of The Miesel Co. recently Also participating in the ceremony was Sol Kurtzman of The Pfesiter Co., TreeSweet's broker in Michigan.

Faygo Beverages, Inc., an AFD member, has upgraded its quart bottling operations to increase its speed 40 percent by adding \$500,000 in new equipment and making line modifications, it has been announced by Morton Feigenson, president.

In a realignment of responsibilities in the purchasing divison of Spartan Stores, Inc., Phillip D. Wolz has been named to the newly created position of division manager for frozen foods and dairy purchasing and merchandising, according to Spartan president Raymond M. Dutmers.

Georgina Ledoux has been promoted to grocery buyer at Allied Supermarkets, Inc., it was announced by Donald Cox, general manager of the warehouse and transportation. Ms. Ledoux, formerly in inventory management, has been with Allied 23 years, beginning as a cashier in 1950.

Pet, Inc. has announced the appointment of Acme Detroit Food Brokerage as its food service representative for frozen foods and Musselman products.

Promotions At Stroh's

Edward F. Rohlin, vice-president of marketing for The Stroh Brewery Company, an AFD member, has announced four recent promotions at the firm.

Alex G. Keurejian has been named merchandising and sales training manager, a new position. He was formerly assistant sales promotion manager, and has been with the firm nearly 20 years.

Quentin M. Shafer has been promoted to assistant sales manager, succeding Keurejian. He has been with the firm since 1965, and was formerly district manager of southern Ohio and northern Kentucky.

Morten C. Meilgaard, an experienced research scientist and brewing consultant, has been named director of research and development for Stroh's, a new position. He is a native of Copenhagen, and has been connected with several international brewries prior to joining Stroh's.

M. John MacLead has been promoted to adminisstrative assistant to the vice-president of marketing. With the firm since 1966, MacLead had been a buyer in the purchasing department.

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



WHO'S YOUR CHOICE FOR SALESMEN OF THE YEAR?

You now have the opportunity to choose or nominate your 1973 candidate for representatives of the year. This is not a popularity contest. We want you to select those representatives who you think best deserve the titles Broker, Wholesaler, Manufacturers' and Driver-Salesman representatives of the year. The men chosen will be honored at the Assiciated Food Dealers "Annual Awards Banquet," to be held in September.

Man of the Year.	
Company -	
Broker Rep. of the Year	
Company	
Wholesaler Rep. of the Year	
Company	
Manufacturers Rep of the Year	
Company	
Driver-Salesman of the Year	
Company	
Reason for Nomination	
	Phone
	City

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

Page 20 The Food Dealer • July, 1973



Do You Have A Bad Check Problem?

The Associated Food Dealers has a solution that will help you reduce bad check losses. Pictured above is Ed Acho, right, of J-A Market, going over the timely and useful monthly directory of bad checks with Tom Durack, Jr., left, of Comp-U-Check. In his first month alone, Acho saved \$700 by using the AFD Check Verification Service, and hundreds more since.

Please send someone out to my store to explain the AFD's Check Verification Service. I understand I am under no obligation.

STORE NAM	fE	* *********	 ******
ADDRESS	····		
CITY		STATE	 ZIP
OWNER'S N	NAME		

Mail to: Associated Food Dealers 434 W Eight Mile Rd. Detroit, Mich. 48220

Summertime Is Picnic Time!



ORANGE JUICE A Product of Home Juice Co.

Phone 925-9070



REYNOLDS WRAP

STILL NO. 1 BY FAR



DISPLAY REYNOLDS WRAP EVERY DAY DURING THE PEAK SELLING SEASON!

RED PELICAN MUSTARD

MADE FRESH DAILY IN DETROIT

SELL THIS POPULAR LINE



RED PELICAN FOOD PRODUCTS WAInut 1-2500 - Detroit



PICNIC PARTNERS **HAMTOWN'S**



Baked Beans Deli Dills Cole Slaw Jell-O

SPECIALTY FOODS (0. - 893-5594



TIP TOP

Enriched HAMBURGER

& HOT DOG ROLLS





WARD FOODS, INC.

TA 5-6470

Display These Picnic Items For Added Sales, Profits

TAX TOPICS

Who Are Your Heirs If You Have No Will?

By MOE R. MILLER Accountant and Tax Attorney

The property of a deceased citizen of the State of Michigan, who leaves no will, is distributed according to the laws and are subject to change at every session of the Legislature.

In each of the following examples it is assumed that property was not held as joint tenants with a right of survivorship.

1-Married Man or Woman with Child or Children

- A. Real Estate
 - 1) Wife or husband, onethird
 - 2) Child, two-thirds
 - 3) Children, two-thirds, diveded equally
- B. Other Property
 - 1) Wife or husband, one-third
 - 2) Children, two-thirds. divided equally
 - 3) If only one child, child gets one-half, wife or husband gets one-half



Let United Dairies Service Your Dairy and Ice Cream Departments





United Dairies

4055 Puritan

Detroit 48238

Phone 584-7900

4) Grandchildren take deceased parents share

Note

- 1) Widow is allowed reasonable sustenance for one year.
- 2) Widow is allowed wearing apparel, household furniture and \$200 worth of other personal property
- 3) Widow can claim Dower rights and Homestead rights; Dower is one-third of husband's real estate for life; Homestead entitles wife to remain in their home for one year rent free.

2-Married Man without Child

- A. Real Estate
 - 1) Wife, one-half
 - 2) Father and mother, one-half
- B. Other Property
 - 1) Wife, \$3,000 plus half of residue
 - 2) Father and mother, one half of residue
 - No parents; the share to brothers and sisters, divided equally.
 - 4) If no brothers and sisters, no nieces and and nephews, all property to wife.

3-Married Woman without Child

- A. Real Estate
 - 3) Husband, one-half
 - 2) Father and mother, one-half
- B. Other Preperty
 - 1) Husband, one-half
 - 2) Father and mother, one-half
 - 3) If no brothers and sisters, nieces or nephews, all property to surviving husband.

4-Widower or Widow with Child

- Real Estate—all to child or children, divided equally.
- B. All other property to child or children divided equally.

Unmarried man or woman without children; all property, real or personal to father or mother and if no parents survive, all to brothers and sisters, divided equally. Nieces and nephews take their deceased parents share.

Invitation to Manufacturers, Brokers

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

Support These AFD Supplier Members

COUNTING, INSURANCE proved Inventory Specialists Company nk, Earl B. (Insurance) so Inventory Service & S. Inventory Service		Ned Weitzman Associator		Oak Booking Company	
oroved Inventory Specialists Company nk, Earl B. (Insurance) bs Inventory Service		Neu Weitzillali Associates	272-3700	Oak Facking Company	961-2
nk, Earl B. (Insurance)	571-7155	United Brokerage	477-1800	Oak Packing Company Peet Packing Co. (Ypsilanti) Peschke Sausage Company Peter Eckrich & Sons. Inc. Peters Sausage Company Popp's Packing Company Regal Packing Company Ruoff. Eugene Company Tamaren Beef Company. Inc. Van Dyke Steak Company Weeks & Sons (Richmond) Wehby Meats, Inc. Winter Sausage Manufacturen Wolverine Packing Company	274-
hs Inventory Service & S Inventory Service	_358-4000	Mort Weisman Associates	557-1350	Peschke Sausage Company	368-
& S Inventory Service	353-5033			Peter Eckrich & Sons, Inc.	531-
	924-7070	DAIRY PRODUCTS		Peters Sausage Company	271-
e R. Miller & Co	_557-5255	The Bordon Company	583-9191	Popel Posking Company	303~\ #74
d-America Associates	557-8410	Detroit City Dairy Inc	868-5511	Puoff Fugers Company	961-
eivable Management Associates	564-6334	Detroit Pure Milk (Farm Maid)	817_6000	Tamaran Beef Company Inc	#71-
d, Roberts Associates	559-5480	Fairmont Foods Company	274_0100	Van Duke Steak Company, Inc.	874
ail Grocery Inventory Service	399-0450	Grocer's Dairy Company	(616) 254-2104	Weeks & Sons (Richmond)	727-
shington Inventory Service	577-1272	Gunn Dairies, Inc.	885-7500	Wehly Meats, Inc.	832-
		Land O'Lakes Creameries	834-1400	Winter Sausage Manufacturen	777-
KERIES		McDonald Dairy Company	(313) 232-9193	Wolverine Packing Company	965-
hway Cookies	532-2427	Melody Dairy Company	557-3800		
rey Bakeries	_522-1100	Louis Sarver & Company-Milk-O-Ma	t864-0550	MEDIA	
m Crest Bakeries	875-6145	Sheffer's Lucious Cheese	(616) 673-2639	Detroit Free Press	222-
nnan Cook Book Cakes	825-1900	Stroh's Ice Cream	961-5840	Detroit Free Press The Detroit News The Macomb Daily	222-
cers Baking Company (Oven-Fresh)	537-2747	Twin Pines Farm Dairy	584-7900	The Macomb Daily	463
iday Delight Cheese Cake	894-6011	United Dairies, Inc.	584-7900	The Oakland Press	332-
ependent Biscuit Company	584-1110	Vroman Foods, Inc.	(419) 479-2261	WWJ AM-FM-TV	222-
bler Company	535-4660	Wesley's Quaker Maid, Inc.	883-6550		
pplinger's Bakery, Inc.	564-5737	Ira Wilson & Son Dairy	895-6000	NON-FOOD DISTRIBUTORS	
nuson Foods (Bays Muffins)	491-8200			NON-FOOD DISTRIBUTORS Arkin Distributing Company Camden Basket Company, Inc	931-
n King Cookies		COUPON REDEMPTION CENTER		Camden Basket Company, Inc(51	7) 368-
d Sanders Company	868-5700	Associated Food Dealers	(313) 542-9550	Continental Paper & Supply Company	894-
afer Bakeries	293-5320	Jou Dearets		Hartz Mountain Pet Products931-0700	or 682-
stee Bread	896-3400	DELICATECCEN		Household Products, Inc.	682-
Top Bread	az5-6470	DELICATESSEN Detroit City Doing Inc	000 000	Household Products, Inc	939-
nder Bread	yo1-2330	Detroit City Dairy, Inc.	868-5511	Ludington News Company	925-
		Home Style Foods Company Leon's Home Made Foods	(517) 490 3766	Rust Craft Greeting Cards	534-
/ERAGES		Dudek Deli Foods (Quaker)	(31/) #89-3/00 201 5005	Perfect Plus Inc.	961-
neuser-Busch, Inc.	886-8709	Specialty Foods Company	803-4404		
ociated Breweries	925-0300	opening room company	4	POTATO CHIPS AND NUTS	
nada Dry Corporation	868-5007	EGGS AND BOUTEY		Better Made Potato Chips	925-
ling Brewing Company	834-7170	Detroit Live Poultry Company	011 4100	Frito-Lay. Inc.	271-
k Wines	849-0220	Detroit Live Poultry Company Eastern Poultry Company	00CP~1 Ca	Kar Nut Products Company	541-
a-Cola Bottling Company	898-1900	Farm Pride, Inc.		Krun-Chee Potato Chips	341-
Lewis Cooper Company	499-8700	Linwood Egg Company		Rocky Peanut Company	962-
go Beverages	925-1600	McCully Egg Company	455-4480	Superior Potato Chips	834-
neral Wine & Liquor Company	823-1166	McCully Egg Company Orleans Poultry Company	833-1847	Tom's Toasted Peanuts Vita-Boy Potato Chips	271-
eater Macomb Beer & Wine Dist.	468-0950	Water Wonderland Egg Corporation	789-8700	VITA-BOY Potato Chips	197-
eo. Hamm Brewing Co477-9608 o	1 427-8301				
me Juice Companyernational Wine & Liquor Company	943 3300	FISH AND SEAFOOD		PROMOTION	_
zak Distributors, Inc	043-1/U() 971-9064	Hamilton Fish Company	961-7855	Action Advg. Distg. & Mailing Company	964-
one & Son Wine Company	871_4700	United Fish Distributors		Bowlus Display Company (signs)	278-
& L Wine Corporation	401-2220			Green Giant Graphics Sperry & Hutchinson Company	864
ivis Beverages	741-4400	FRESH PRODUCE		Sperry & Hutchinson Company	474-
ller Brewing Company	465-2866	Andrews Bros. of Detroit	941-7400	Stanley's Adv. & Distributing Company	961-
tional Brewing Company (Altes)	921-0440	Ciaramitaro Bros.			
Donnell Importing Company	386-7600	Cusumano Bros. Produce Company	921-3430	RENDERERS	
psi-Cola Bottling Company	366-5040	North Star Produce	461-1484	Darling & Company	928-
. Schlitz Brewing Co	522-1568	Ted Spagnuolo Produce	884-0696	Detroit Rendering Company	571-
agram Distillers Co	354-5350	T-P Produce	573-6875	Wayne Soap Company	842
ven-Up Bottling Company	537-7100			SERVICES	
Julian Wine Company	961-5900	INSECT CONTROL		Atlantic Saw Service Company	0.00
oh Brewery Company uirt-Detroit Bottling Company	961-5840	Rose Exterminating Company	814-9100	Comp-U-Check, Inc.	965-
uirt-Detroit Hottling Company	566-6360	Vogel-Ritt Pest Control	834-6900	Detroit Warehouse Company	491
J. Van Hollenbeck Distributors	293-8120			Gulliver's Travel Agency	961.
rnor's-RC Cola ayne Distributing Company	833-8500	LINEN SERVICE		Identiseal of Detroit	526
ayne Distributing Company	201 8193	Economy Linen Service	843-7300	Keene Pittsburgh-Erie Saw	835-
Wertz Distributing Company	293-8282	Economy Linen Service	921-2727		
				SPICES AND EXTRACTS	
OKERS, REPRESENTATIVES		MANUFACTURERS		Frank Foods, Inc.	911
me Detroit Food Brokerage	581-0410	Boyle Midway Company	543_1404	THE POSSESS AND THE PROPERTY OF THE PROPERTY O	
me Detroit Food Brokerage	582-4360	Del Monte Foods	564-6977	STORE SUPPLIES AND EQUIPMENT	
ollo Brokerage Company	453-5300	Diamond Crystal Salt Company	399-7171	Akers Refrigeration	c ==
F. Brown Sea Food Company	7) 484-5428	Kraft Foods	946-5300	Akers Refrigeration	410
ve Conn & Associates	547-6900	Mario's Food Products	923-3606	Butcher & Packer Supply Company	961.
ntinental Food Brokerage	255-5880	Morton Salt Company	843-6173	C & J Barbeque Sales (Oven King)	910
rthick & Associates	332-4074	C. F. Mueller Company	543-8853	Detroit Mini-Safe Company	372-
nbassy Distributingd- d-America Food Brokers	342-40912	Prince Macaroni of Michigan	372-9100	Double Check Distributing Company	352.
H. Edgar & Son, Inc.		Raiston Purina Company Red Pelican Food Products, Inc	477-5805	Droshine Manufacturing Co.	852
urice Elkin & Son	353-8877	Red Pelican rood Products, Inc	921-2500	Hussmann Retrigeration, Inc.	398
Brokerage Company	352-8061	Roman Cleanser Company	891-0700	Globe Slicing Company (Biro)	545
rl English Associates	546-5100	Rosenthal Cleans-Quick Corp	261-2100	Hodan Manufacturing Company	542
rold M. Lincoln Co.	353-6800	Schmidt Noodle Company	921-2U53	Lepire Paper & Twine Company	921-
aubner & Associates	444-8400	Shedd-Bartush Foods, Inc. Velvet Food Products	018-846	Liberty Paper & Bag Company	921-
aubner & Associates	886-8800	TOTAL TOOL FIGURES	/-0000	master Butcher Supply Company	961
ul Inman Associates, Inc.	626-8300	MEAT BRORMETS BASSON		Midwest Refrigeration Company	566
erstate Marketing Corporation	341-5905	MEAT PRODUCTS, PACKERS		Mul-11 Refriperation, Inc	505
ul Kaye Associates	354-2070	Ed Barnes Provisions		National Cash Register Company	871
orge Keil Associates	273-4400	Clover Meat Company	833-9050	rappas Cuttery & Grinding	965
timer & Ziegler Associates	353-7850	Crown Packing Company	832-2900	Scan-O-Scope Cameras Square Deal Heating & Cooling	521
rry E. Mayers Associates	477 7100	Detroit Veal & Lamb, Inc.	962-8444	og Dear meaning & Cooning	921
Mahon & McDonald	254 1600	Bob Evans Farms, Inc.	422-8000	WHOLESALERS, FOOD DISTRIBUTORS	
arks & Goergens, Inc.	54-100U	Feldman Brothers Flint Sausage Works (Salays)	(1) 210 2170	Central Grocery Company	/1\ A
ew Port Food Co. (imported meats)	646-1074	Frederick Packing Company	927 4000	Central Grocery Company	CD 235
THE INTERES AND MASOC. (INSURDIONAL)	342-4110	Glendale Foods, Inc.	067 F077	Continental Paper & Supply Company _	894
whited Food Brokes	838-8300	Gordon Sausage Co.	826-6600	Glacier Frozen Foods Grosse Pointe Quality Foods	
orthland Food Brokers	355-3400	Guzzardo Wholesale Meats, Inc.	371-1702	Hi-Lo Tobacco Company	a/1
terson & Vaughan, Ince Pfeister Company		Hartig Meats	812-2080	Kanlan's Wholesale Food Coming	893
terson & Vaughan, Ince Pfeister Company	962-3531		052-2000	Kaplan's Wholesale Food Service	Y61
terson & Vaughan, Inc. e Pfeister Company hakian & Salm erman & Company	962-3533 557-9191	Herrud & Company	96.2-024 4H		
terson & Vaughan, Inc. te Pfeister Company hakian & Salm terman & Company sin Sales Company	962-3533 557-9191 963-8585	Herrud & Company	962-0430 464-2400	Raskin Food Company	865-
eterson & Vaughan, Inc. the Pfeister Company thakian & Salm terman & Company stin Sales Company	962-3533 557-9191 963-8585	Herrud & Company		THE REUSH SHOP	024
orthland Food Brokers eterson & Vaughan, Inc. he Pfeister Company shakian & Salm nerman & Company sain Sales Company ark & Company lies-DeCrick Company	962-3533 557-9191 963-8585 358-3800 884-4140	Kirby Packing Company	464-2400 831-1350 873-8200	Spartan Stores, Inc. Super Food Services, Inc. (6)	925- 455-
eterson & Vaughan, Inc. Pfeister Company hakian & Salm	962-3533 557-9191 963-8585 358-3800 884-4140	Kirby Packing Company	464-2400 831-1350 873-8200	Raskin Food Company The Relish Shop Spartan Stores, Inc. Super Food Services, Inc. (5' Viking Food Stores (6 Abner A. Wolf, Inc.	925- 455- 17) 823-

Return Requested

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



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	n	
Address		
City		
Owner's Nam	e	
Check One:	Retailer 🗆	Supplier
	Rlue Cross	Coverage?
Do you wish	Dide Closs	co.crago.

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