



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

NOVEMBER, 1973



Our Woman of the Year

Anna Koeplinger, president of Koeplinger's Bakery, center, is shown accepting her "man" of the year plaque and bouquet of roses at AFD's Annual Awards Banquet. Flanking her on the left is AFD's Harvey Weisberg of Chatham Super Markets, and AFD's Edward Deeb.

(See Story, Page 3)

Energy Crisis – Page 18

there are over thirty
good reasons
to say "Cask"
when you
order wine.

RHINE □ SAUTERNE □ VIN ROSÉ □ BURGUNDY
□ SWEET RED □ PORT □ WHITE PORT □
MUSCATEL □ SHERRY □ PALE DRY SHERRY □
COOKING SHERRY □ KING SOLOMON KOSHER
WINE □ STRAWBERRY □ CHERRY □ BLACKBERRY
□ PLUM □ RED CURRENT □ CRANBERRY RED
□ CREAM SHERRY □ COLD TURKEY □ EXTRA
DRY WHITE CHAMPAGNE □ PINK CHAMPAGNE
□ SPARKLING BURGUNDY □ COLD DUCK □
CHABLIS □ PINK CHABLIS □ MOUNTAIN WHITE.
RED AND ROSÉ. AND MANY. MANY OTHERS.

They'll wear this label.



Warner Vineyards. Paw Paw, Michigan





AWARD WINNERS – The recipients of the 1973 Distinguished Service Awards presented by the Associated Food Dealers are pictured above. From left, Frank Endres, McMahon & McDonald; Rudy Fazio, The Daily Tribune; Richard King, Hiram Walker, Inc.; Commissioner Thomas

Van Tiem; Eugene Czajka, Kowalski Sausage Co.; AFD's Harvey Weisberg, Chatham Super Markets; Mrs. Anna Koeplinger, Koeplinger Bakery; Ray Martyniak, AFD president; Edward Deeb, AFD executive director; Benjamin Bagdade, Grosse Pointe Foods; and Ben Shwedel, United-Twin Pines Dairies.

8 Receive AFD Distinguished Service Awards

Anna Koeplinger, co-founder and president of Koeplinger's Bakery, Inc., was the recipient of Michigan's food industry 1973 Man of the Year Award by the Associated Food Dealers during the association's recent 9th Annual Awards Banquet. It is the state food industry's highest honor.

Thomas Van Tiem, a State Liquor Control Commissioner, received a special citation for "distinguished and extraordinary service."

In addition, the AFD presented a Distinguished Service Citation to *The Daily Tribune*, a daily newspaper in Royal Oak, "for providing fair and accurate news and editorial coverage to the food field specifically, and business generally."

Five food and beverage firm representatives were honored by the AFD and named Salesmen of the Year in their respective categories.

They are:

Ben Shwedel, United-Twin Pines Dairies; Benjamin Bagdade, Grosse Pointe Quality Foods; Frank Endres, McMahon & McDonald, Inc.; Richard L. King, Hiram Walker, Inc.; and Eugene Czajka, Kowalski Sausage Company.

Michigan Court of Appeals Judge George Bashara, Jr., addressed the AFD audience, numbering about 700 persons, John Kimball, president of the Detroit Food Brokers Association, also addressed the group,

saying that the AFD awards program served to unite the industry, while providing incentives to broker and manufacturer representatives.

Presenting the 1973 awards were association officials Raymond Martyniak, Harvey Weisberg and Edward Deeb.

The AFD wishes to acknowledge and thank the following companies for assisting in making the banquet the big success it was.

Coca-Cola Bottling Companies of Michigan, for co-sponsoring the cocktail hour; Better Made Potato Chips and United-Twin Pines Dairies for providing the snacks and chip dips; The Detroit News for printing the program; Bowlus Sign Company for the attractive signs, and the following companies for their support: Leone & Son Wine Company, American Distilling Co., Anheuser-Busch, Ben Burke Distillers Brown & Foreman, Canada Dry Corp., Carling-Tuborg Brewing Co., Crown Sales Co., Faygo Beverages, Hamm Brewing Co., Home Juice Co., Mohawk Liqueur Corp., Miller Brewing Co., National Brewing Co., O'Donnell Importing Co., Pepsi-Cola Co., Publicker Distillers, Seagram Distillers Co., Schenley Affiliates, Schlitz Brewing Co., Seven-Up Bottling Co., Squirt-Detroit Bottling Co., Stroh Brewery Co., Universal Wine & Liquor Co., Verner's, Inc., Jack Flannery and Hiram Walker, Inc., and to all companies who permitted their representatives and their wives to be with us. Thank you so much.

THE FOOD DEALER

Volume 47 — No. 5

Copyright, 1973

Official Publication of

THE ASSOCIATED FOOD DEALERS

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

EDWARD DEEB, *Editor*

SUANNE TAGG, *Office Secretary*

KAREN HARDESTY, *Insurance Secretary*

Officers—1973

RAY MARTYNIAK, *President*

Ray's Prime Meat Stores Trenton

*ALLEN VERBRUGGE, *Chairman*

Verbrugge's Food Market Grosse Pointe

PHIL LAURI, *Vice President*

Lauri Bros. Super Market Detroit

LOUIS VESCIO, *Vice President*

Vescio Super Markets Saginaw

PHIL SAVERINO, *Vice President*

Phil's Quality Market Detroit

EDWARD ACHO, *Treasurer*

J-A Super Market Detroit

EDWARD DEEB, *Executive Director*

GEORGE BASHARA, *Legal Advisor*

Directors

STAN ALBUS — Stan's Super Markets Detroit
LAFAYETTE ALLEN, JR. — Allen's Supermarkets Inkster
*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 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
JAMES 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 Stores Detroit
WILLIAM WELCH — Hollywood Super Markets Troy
*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



The Sounding Board

To the AFD:

I wish to thank all of you from the bottom of my heart for selecting me for your Member of the Year Award. My only regret is that my late husband, Karl, was not able to share this honor with me. He would have been as proud and pleased with this coveted award as I.

The Assistance and cooperation of your members when we were in our infancy, contributed greatly to the success of Koepplinger's Bakery.

Anna Koepplinger
President
Koepplinger's Bakery, Inc.

I would like to thank all of the AFD members for naming me Salesman of the Year at your Awards Banquet. The food industry has been in such a state of rapid change for the past few years that we all tend to become rather cynical in our everyday jobs wrapped up trying to make a profit in our highly competitive industry.

The annual awards of the AFD serve as a reminder that we do not operate in a vacuum, that our colleagues, customers, competitors and associates recognize our efforts, and we still take time to value the worth of an individual and his achievements. I accepted the award with pride knowing full well that I was representing some of the finest salesmen in the food industry.

Ben Shwedel
United-Twin Pine Dairies

I was very surprised and thrilled to receive the Salesman of the Year award at your recent Awards Banquet. After working in the food business for more than 40 years, I have developed great respect and admiration for the hard working grocers of the Detroit area. Thus, I was particularly honored that you would choose to confer upon me an award for distinguished service. Thanks. I shall cherish and remember this honor for years to come.

Benjamin Bagdade
Grosse Pointe Quality Foods

I would like to express my sincere appreciation to all of the members of the Associated Food Dealers for honoring me with the Driver-Salesman of the Year award. This will be cherished dearly in the succeeding years, and I will always endeavor to exemplify only the highest standards it represents.

Eugene S. Czajka
Kowalski Sausage Co., Inc.

The Daily Tribune is gratified to be recognized for completeness and accuracy in our reporting on the problems of the food industry. Those are not abstract goals for us; we view such qualities as an essential part of our day-to-day obligation as a newspaper.

Such recognition, especially from a group which has experienced such difficulty as yours has, reinforces our belief that our citizens want the truth, and can be trusted to act accordingly. We are honored by your award, and you can be sure we're just a little bit reinvigorated as we seek to publish the news.

Richard P. Miller
Publisher
The Daily Tribune

It is with great humility that I wish to thank you and the Awards Committee for honoring me at your recent banquet. It was indeed a pleasure and an event I shall always remember.

I can truly say that was my shining night and it shall forever remain in my memory. Please extend my thanks to all of the AFD members.

Richard L. King
Hiram Walker, Inc.

Three 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 three new supplier members to the Association. Their names, addresses and phone numbers are as follows:

JARSON & RAMBOFF, INC., produce distributor, 7201 W. Fort St., Detroit, Mich. 48209; phone (313)-841-1535.

MERIT SALES CORPORATION, a direct manufacturer's representative, specializing in supplies and equipment, 15871 Shaefer Rd., Detroit, Mich. 48227; phone: (313) 835-5970.

SABRE SPECIALTIES COMPANY, wholesale distributor, 720 W. Seven Mile Rd., Mich. 48203; phone (313) 366-5430.

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 23 often. In fact, clip it out of *The Food Dealer*, and post near your phone.

Memo from Faygo

by
MORTON FEIGENSON
President



"Why Faygo moves for us in such big volumes is no mystery to me," said Ed Hulscher, general manager of Abner A. Wolf Co.'s Cash & Carry Division.

"What it boils down to," said Hulscher, "is that if our 5,000 retailer customers had to depend solely on store-door lines, many of them might be starving for lack of soft drink profits."

He added:

"Since early 1969, however, they've been coming to us and buying Faygo for much lower wholesale prices than they have to pay for store-door lines, and their margins with Faygo are nearly twice as great."

"I'd say our cash & carry customers are very much aware that by substituting their labor for that of the route salesman they improve their profit margins. A small retailer can make as much as 44 percent on Faygo. The major store-door lines limit him to a 13 to 27 percent range."



**EDWARD HULSCHER, GENERAL MANAGER,
CASH & CARRY DIVISION, ABNER A. WOLF CO., DETROIT**

Born and educated in Europe, Hulscher came to the U.S. in 1957 at the age of 26. He found his first food industry job with Spartan Stores Inc. in Grand Rapids.

He was supervisor of four Spartan cash & carry outlets when he was offered his present Abner Wolf assignment. That was in 1969.

Abner Wolf, optimistic about the cash & carry field, opened its first branch in 1963 to serve retailers who could not meet the \$500 minimum order requirement then being posted by large wholesalers.

The minimum has since climbed to \$2,000 and there are now eight Abner Wolf cash & carries—three in Metropolitan Detroit and one each in Pontiac, Flint, Saginaw and Jackson, Mich., and Toledo, O. Their annual volume is estimated at better than \$14 million.

"Our purpose," Hulscher said, "is to provide the strongest possible 'distribution lifeline' to smaller retailers. When you realize that store-door pop deals are tailored for large supermarkets, Faygo becomes even more important to our customers. Every retailer needs promo allowances to survive these days."

He continued:

"Minimum requirements for store-door pop deals are 25, 50 or 100 cases. Those minimums shut out small retailers, due to their lack of cash on hand at any given time."

"By contrast, Abner Wolf passes along every Faygo deal, without any minimum order requirement. From us, a retailer can buy as few or as many cases of Faygo as he may choose and his price will be the car-load price."

"Also, that same retailer can buy Faygo from us anytime he may need to—six days a week. Our cash & carry customers like this. Over the years they've become more loyal to Faygo than any other soft drink brand."



EDWARD DEEB

OFF THE DEEB END

Success: A Journey

Success means different things to different people. But no matter how you cut it, Success is a journey, not a destination. The key ingredient for success however is a burning desire to put together something better than your competitor, coupled with the ability to properly motivate, communicate and top notch management.

Establishing high goals and priorities is one thing. Successfully accomplishing these goals is quite another. The goals must be tied in with enthusiasm and verve a strong positive feeling that the goals will indeed be accomplished. The successful journey is no place for the wishful thinkers.

MOTIVATION is the initial stage, getting together those team members who can help you accomplish your goals. Probably the key to motivation is setting high, but realistic goals, permitting your team to set its sights on later stages of the successful journey

COMMUNICATIONS is essential in order to assure that the team is correctly tuned in to its various duties, responsibilities, procedures and functions. Too often, even successful men fail to successfully communicate the goals of the team or corporation to all of the people involved.

MANAGEMENT is the element which supervises the game plan, assuring that the blueprint of the successful journey is precisely executed at the right time. You can have the team, and the game plan, but without the proper management, one may only realize partial or half-success.

No matter what your goals, and no matter whether you represent a small or large organization, it's putting together the ingredients of motivation, communications and management which can realize that "extra effort," or "second wind" which results in a successful, continuous journey.

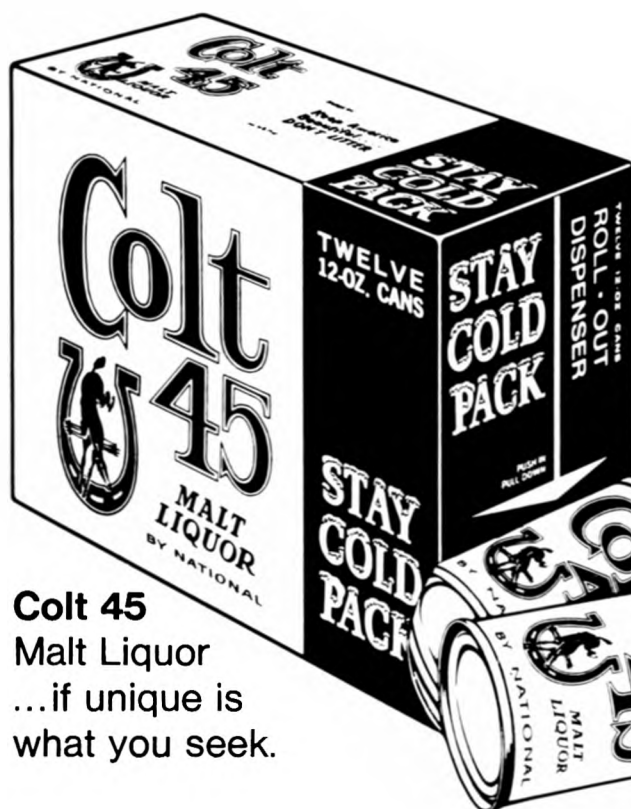
The successful journey, in conclusion, also means that limits should not be placed on your goals. By setting limits, you are, automatically, limited. Chances are if you think big, you'll be big.

It's that positive, optimistic framework, coupled with the perfect execution, of the above ingredients which will launch you off into that successful journey.



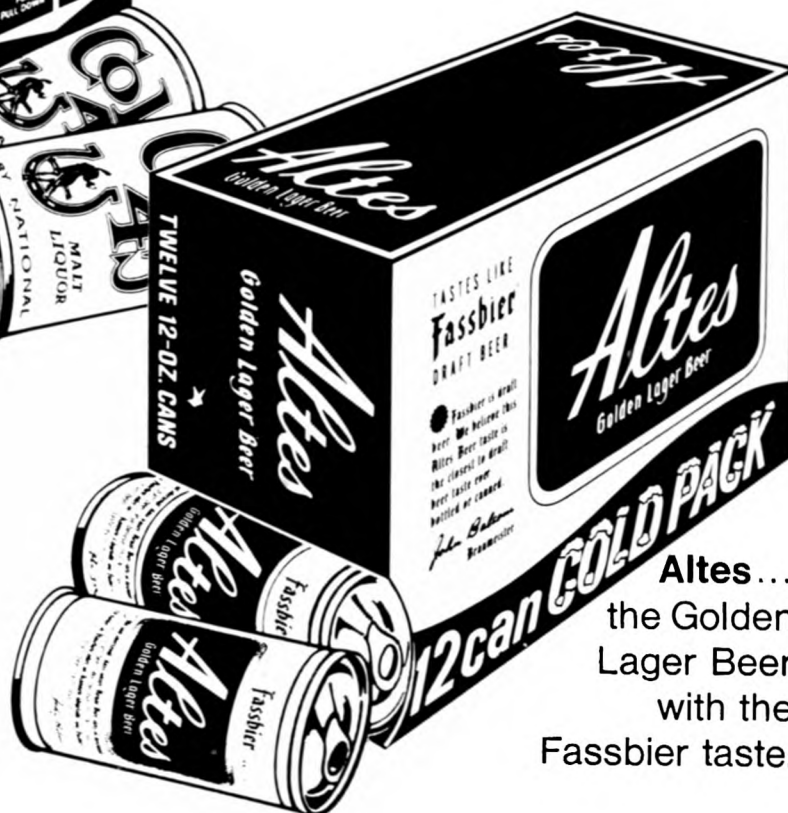
GOLD FACTS

Twelve Pack Cold Packs



Colt 45
Malt Liquor
...if unique is
what you seek.

- Easy-to-carry
- Easy-to-open
- Keeps cooler, longer
- Aluminum foil carton



Altes...
the Golden
Lager Beer
with the
Fassbier taste.

SOFT DRINKS AND MIXERS



SQUIRT — the premium quality soft drink that moonlights as a mixer. Made with real grapefruit fresh off the tree.

HIRES — the honest root beer, famous since 1876.

NESBITT'S — made from the juice of real oranges.

UPTOWN — lemon lime at its best.

SCHWEPES — the quality mixer line.

Your customers think they're all great with their favorite nuts (opposite page).

SQUIRT-DETROIT

BOTTLING COMPANY
PHONE: JO. 6-6360

Around the Town

Congratulations to **John Warchock** of **Peterson & Vaughan, Inc.**, an AFD member, on his recent promotion to vice-president of retail operations. John is a past recipient of AFD's salesmen of the year honors.

* * *

I. E. (Izzy) Malin has joined **Identiseal of Detroit**, an AFD member, as sales manager for the firm. Izzy is no stranger to the field, having been with **Abner A. Wolf**, **Grosse Pointe Foods** and **General Tobacco**.

* * *

Chatham Super Markets recently opened a new store on **Opdyke Rd.**, **Bloomfield Twp.** It is said to be one of the largest and most complete units in the Chatham chain.

* * *

Robert Beavis, formerly with **The Kroger Company**, **Detroit**, has joined **Hamady Bros. Super Markets**, **Flint**.

* * *

Larry Kozel, formerly with **Beech-Nut**, and later **United Brokerage**, has joined **Allstate Sales-Marketing** food brokerage, according to an announcement by **Don Winston**, President.

* * *

The **Detroit Free Press** recently introduced to its readers **Captain Market**, a take-off on the famed comic book hero, **Captain Marvel**. Objective of **Captain Market**, who appears in the food section of the paper, is to combat rising prices, while offering readers tips for economizing when buying or preparing foods.

* * *

Gabriel Dalloo is the new owner of **Birmingham Community Market**. He takes over from the **Caputo** family who had been in it for 44 years. **Arthur Caputo** has been running the store, since his father's retirement.

* * *

The **Kellogg Company** recently announced several top-level management changes, which include: **Joe E. Loning** to chairman of the board, succeeding **Lyle C. Roll**, who stepped down to vice-chairman. Appointed president and chief operating officer was **William E. Mothe**, who succeeds **Loning**.

* * *

Bob Reeves Association has announced the relocation of its offices to 1035 **Oakwood Blvd.**, **Dearborn, Mich.** 48124. The new phone is 563-1200.

* * *

The AFD extends our congratulations to **Peter A. Kizer** of **WWJ AM-FM-TV**, an AFD member, who was elected president of the **Michigan Association of Broadcasters** during the group's recent convention.

Vescio Super Markets, has acquired the former Kroger store at 290 W. Genesee, Saginaw in the Pere Marquette Shopping Center, according to an announcement by Nicholas Vescio, president. The store brings to 44 the number of markets operated by Vescio's in Michigan.

The announcement of the election of three new officers for Great Lakes Packing Company, an AFD member, has been announced by president Henry Ross. New vice-presidents are James L. Richardson and Alexander G. Miros. Donald J. Vlcek was elected vice-president and secretary.

Allied Supermarkets, Inc. has announced the promotion of Charles Brazik to corporate training administration manager, and Roger Biernat to director of corporate accounting.

AFD Scholarship Dinner, Raffle Re-Set For Jan. 15

Thomas Violante, chairman of the Associated Food Dealers Scholarship Committee, has announced that the fund-raising dinner raffle of the Mark IV auto has been postponed to Jan. 15, 1974. Reason for the move, according to Violante, was to avoid the holiday rush period and "give us something to look forward to after the holidays."

He said there are still some tickets available. Cost for each ticket is \$100, and entitles the holder to two dinners Jan. 15 at Club Venetian in Madison Heights, each ticket holder is also guaranteed a minimum prize of \$5. In addition to the Mark IV, one \$100 prize, eight \$50 prizes, twenty-five \$25 prizes, and 165-\$5 prizes will be given away. Contact the AFD office (313) 542-9550 by phone, or write 434 W. Eight Mile, Detroit, Mich. 48220 for your ticket.

Ilona Jackson New State Soft Drink Assn. Head

Mrs. Ilona Jackson of Great Lakes Coca-Cola Company, St. Joseph, is the new president of the Michigan Soft Drink Association.

Others elected to office are Jack Shanker, Canada Dry Corp. of Lansing, vice-president; Robert B. Healy of Detroit Coca-Cola Co., vice-president; Heimo A. Mattson of Hancock Coca-Cola Co., vice-president and Clare Cralle of Squirt-Detroit Bottling Co., secretary-treasurer.

Those elected directors of the MSDA were Dale Alexander of Coca-Cola Bottlers of Michigan, Grand Rapids; Thomas Bogan of Vernor's Inc., Detroit; Joseph Brophy of Canada Dry, Detroit; Wilfred Carroll of Seven-Up, Flint; Albert Coughlin, Seven-Up, Detroit; Donald Dossin, Mavis Beverages, Detroit; James Hallan of Brooks Products, Holland; James Kreger of Wyandotte Coca-Cola; Harlan Marshall of Nehi Beverage Co., Lansing; and John Workman of Pepsi-Cola Co. Grand Rapids.

FRESH NUTS



A complete line of the freshest nuts. Huge variety, salted and cooking variety right at the shoppers fingertips. Quality Value. Fast service to you. Customers will be back for more, you'll be back for more. They're the perfect go-togethers with their favorite soft drinks (opposite page). Hint: we're all in business together

KAR-NUT

PRODUCTS COMPANY
PHONE: 564-6990

How to Prevent Costly Store Fires

The Associated Food Dealers encourages each retailer and supplier company to make a genuine effort to eliminate fire hazards on your premises. We suggest also that you get your various department heads into the act, too. Ask each one to assist you with the inspection in his or her respective department.

You may even want to ask your local fire department to visit your store to make an inspection and become familiar with the layout of it. During these surveys, firemen take note of stairways, basements,

mezzanines, sprinkler risers and other factors important to their fire fighting plans.

The following is a list of practices you should consider implementing to prevent fires in your business establishments:

1. Policy and Procedures — Establish policy, rules and procedures, and then assure that every employee follows them. An important policy would be to limit smoking by employees and vendors to a specific place in the store.

2. Assign Responsibility — Let every employee know he is responsible for keeping his work area free of trash and for following the smoking policy and other fire prevention rules.

3. Inspections — Conduct fire prevention inspections in your store every week and then act quickly to eliminate hazardous conditions.

4. Training — Make sure every employee knows the locations of your fire extinguishers. Make certain every employee has at least the basic knowledge needed to operate a fire extinguisher. Be sure to alert them to the hazard involved in discharging water and soda-acid extinguishers on electrical equipment.

5. Housekeeping — Keep a clean store. Don't let trash accumulate near electrical panels or near heat sealing equipment.

6. Maintenance — Make certain your electrical system isn't overloaded. If electrical panels feel hot to your touch, or if your circuit breakers switch off frequently, your system may be overloaded. Have your heating system checked during the first week of operation in the fall months. Check the belts on pulley-driven equipment to assure the belts aren't slipping.

7. Fire Plan — Post the telephone numbers of your fire and police departments at every out-dialing telephone. Give your employees the authority to call the fire department in your absence.

Discuss with your department heads the importance of getting all customers and employees out of the store and the methods for doing so before you experience a fast-spreading fire.

Is a fire prevention plan worth all the time and effort it takes to initiate and maintain it? That's a question only you can answer.

KAPLAN'S Wholesale Food Service

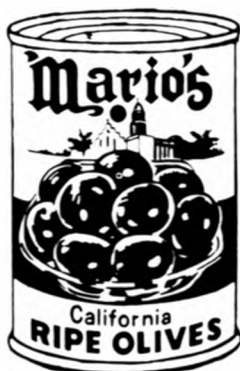
- FROZEN FOODS
- KRAFT PRODUCTS
- CHEESE SPECIALTIES
- PILLSBURY BISCUITS
- BUTTER and OLEO
- EGGS
- SPARE RIBS
- BEEF SIDES and CUTS
- FRESH LOCAL PORK
- LUNCHMEATS & SAUSAGES
- SMOKED HAM and BACON
- SALT PORK
- CHITTERLINGS
- HOG MAWS

DAILY DELIVERY

Call us or stop in and pick your own!

2630 Riopelle • Detroit • WO 1-6561

(In the Eastern Market)



Mario's THE OLIVE PEOPLE

Contact your Mario's Representative
for complete details on our
TOTAL OLIVE PROGRAM



BREAK AWAY



FROM THE HIGH COST OF SERVICE!

TEAMWORK WILL DO IT! LETS GET OUR SIGNALS STRAIGHT... WHOLESALER AND GROCERS TOGETHER... PUSHING TOWARD THE SAME GOAL: BETTER PROFITS FOR EVERYONE. DOLLAR FOR DOLLAR WE JUST CAN'T BE BEATEN... BECAUSE WE'RE COMMITTED TO GIVING YOU THE BEST SERVICE AT LOWEST COSTS. WE'VE SORTED, SIFTED AND SEARCHED TO FIND THE THINGS YOU AND YOUR OPERATION NEED FOR AN ECONOMICAL FUTURE. ITS YOUR TURN NOW TO CARRY THE BALL... CALL MR. BOB LISTON, RETAIL DEVELOPMENT MANAGER TODAY. WITH TEAMWORK, WE CAN WIN...

HERE ARE A FEW OF OUR SERVICES AVAILABLE:

- Meats Produced by our own fabricating facility.
- Complete Produce Programs.
- Complete Non-Food Programs.
- Complete Frozen and Dairy Programs from our Own Plants.
- Ice Cream, Milk and Bread.
- Advertising And Promotion Plans.
- Pre-Planned Merchandising Packages.
- Retail Store Supervision Provided.
- Retail Pricing and Electronic Ordering.



- Case Labeling.
- Unit Pricing.
- New Store Development.
- Remodeling Assistance.
- Equipment Purchasing.
- Modern Delivery Fleet.

**CALL
US...**

• AMERICA'S MOST PROGRESSIVE FOOD DISTRIBUTOR •



ABNER A. WOLF

SERVING MICHIGAN, OHIO, INDIANA, ILLINOIS AND KENTUCKY

8211 DECATUR

DETROIT, MICHIGAN

PHONE 313-584-0600



UNITED BROKERAGE COMPANY, an AFD member, recently held an open house party for members of the food trade, taking time out to chat at the party, pictured above from left, AFD's Harvey Weisberg of Chatham Super Markets, and United's Al Tivy and Lou Piscopo.



NEW RETAIL SHOP—Al Cyback, right, and Bruno Moser, vice-presidents of EverFresh Juice Co., an AFD member, inspect the new retail shop adjacent to the company's plant in Detroit. The shop carries a full line of the 15 varieties of the company's fruit and drink products.

The Test Of Time . . .

90 Years
Of
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

These men may be America's best known inventory professionals...



Robert Goodwin
Southwest



Ernest L. Fox
Los Angeles



Floyd Parker
Northern California



Larry Fisher
Northwest



Russell S. Henry, Jr.
Mid-States/Eastern



John Eberhart
Northeast

They're Area Managers for our 19 offices, coast to coast, ready to prepare your inventory using specially developed techniques, the most advanced equipment, expertly trained men—and all at a fair price. Call us today—for an appointment tomorrow!



**WASHINGTON
INVENTORY
SERVICE**

Since 1953

General Offices:
7150 El Cajon Blvd.
San Diego, Calif.
(714) 461-8111

Offices located in: ATLANTA, DALLAS, DENVER, DETROIT, HAYWARD, HOUSTON, KANSAS CITY, LOS ANGELES (3), PHOENIX, PORTLAND, SACRAMENTO, SAN DIEGO, SANTA CLARA, SEATTLE, SPOKANE, ST. LOUIS and WASHINGTON, D.C.

**AN
IMPORTANT
NOTICE FROM
PEPSI-COLA METROPOLITAN
BOTTLING CO., INC.**

Pepsi-Cola Metropolitan Bottling Company, Inc. periodically offers advertising, merchandising and display programs, within its franchise areas, to all retailers regardless of size, on proportionately equal terms. For complete details, contact or write to the following franchise area office:

**EASTERN MICHIGAN
20021 Exeter
Detroit, Mich. 48203
Phone (313) 366-5040**



© Pepsi-Cola and Pepsi are registered trademarks of PepsiCo, Inc.

THE PRESIDENT'S CORNER

We Congratulate the AFD Award Winners

By RAY MARTYNIAK

In behalf of the members of the Associated Food Dealers, at this time I wish to thank all those who attended our recent 9th Annual Awards Banquet at Imperial House in Fraser, which was some 700 persons.

As most of you know, 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.

It is our way of paying tribute to those individuals, companies or the news 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 to them.



MARTYNIAK

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

Since retailers are only one segment of the system, the awards gives us a chance to express our appreciation and importance to the manufacturers, brokers and wholesalers.

Our awards program hopefully promotes greater effectiveness among each of us, so we may cooperate to the fullest. It is one way of helping to keep the general public better informed of our industry's contributions to society and to place our best foot forward to help prevent various groups and government officials from making us a scapegoat when the going gets rough.

This year some 135 nominations were received by our AFD Awards Committee. As always, although only a few are honored, we are most appreciative of the work being done by ALL individuals and companies in the field.

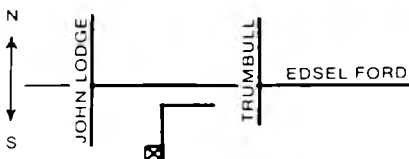
In modern times, your association has been deeply

TO ALL OUR FRIENDS AND CUSTOMERS LEONE and SON WINE COMPANY

Announces a New Location with Larger
Facilities, Designed to Provide You with . . .

- A MUCH LARGER SELECTION OF WINES
- PROMPT SHIPMENTS
- CENTRALIZED LOCATION FOR QUICK PICK-UP SERVICE
- 24 HOUR ORDER TAKING

If we have failed to contact you. Please fill out the coupon and mail or give us a call. We will have a salesman out to see you that day. Let him assist you in selecting your wines.



Please contact me at:

Name _____

Address _____

City _____ Zip _____

Phone _____

OR

5805 LINCOLN
DETROIT, MICH. 48208

ONE CALL DOES IT ALL
871-5200

involved in the issues confronting our industry. We sit right on the firing line. We will not permit anyone or any group to make unfair and unjustified attacks on our industry. Although space does not permit me at this time to spell out our involvement, we are confident you are aware of what we are doing.

In conclusion, I would like to extend our congratulation to Ben Shwedel, Ben Bagdade, Frank Endres, Richard King and Eugene Czajka, for a job well done, in addition to Anna Koeplinger, and Tom Van Tiem.

**PEEL 'N STICK
COLD TEMP
MEAT
BAKERY
SHRINK PAK
PRICE
GUMMED
PACKAGING**

LABELS
CALL
KE 5-5440
AND SAVE

SEAL-AD TAPE & LABEL CO.
20426 JOY RD. DETROIT 48228



In Eastern Michigan



Member
Great Lakes
Marketing
Associates
Inc

Serving the Detroit Marketing Area for **36** Years with Consumer, Institutional, and Industrial Products.

THE BELL RINGER

'Been Long Time Since I Went to Sunday School'

By ALEX BELL

With all of the monkey business going on in Washington, whoinell is running the country?

With all of the credibility gaps in Washington, how about a new national anthem, like: "It Ain't Necessarily So."

So Mr. GOP, President Nixon, fired Archibald Cox, but I do believe old Harry Truman fired Gen. Mac-Arthur. So the furor will die down.



BELL

Maybe if all of the polititians in Washington would remember the biblical quotation: "Let he who is without sin cast the first stone." Man, everyone down there would be tossing rocks at one another. So maybe I screwed up the quote, but it has been a long time since I went to Sunday School.

Well, that is enough on politics for this time.

Recession Note: A seat on the New York Stock Exchange recently sold for \$120,000. That was down \$20,000. Just thought I would throw that in to fill up white space.

Columns I wish I had written: Pete Waldmeir's on

THE WAYNE SOAP COMPANY



*Growing Thru Giving
Good Service*

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

842-6000

DETROIT, MICH 48217

AFD Member

what to do with the hour that we gained when we got back onto E. S. T. One thing about Pete, he tells it like it is. You may not agree with him, but he dues have guts, oops. I mean intestinal fortitude.

Don't worry Charley. I still read your column too!

Spiro Who?

What well-known football fan buys his tickets in June and his wife's Christmas present on Dec. 24?

Dean Duerst tells us that the reason it is called take-home pay is because there is no other place you can afford to go with it.

Phil Saverino says one way to prevent fires is to take the chip off your shoulder.

Wonder what ever happened to Hacksaw Harriet and Wagon Train Tillie? How about Rocking Chair Helen?

In my opinion, trying to take the sales tax off is a real bummer, as far as the retailer is concerned. I believe this opinion is shared by several other retailers too.

Sen. Sam Ervin is getting more laughs than a top night club comic. Wonder how he would go in Las Vegas? In my opinion, he would be a real bomb.

Mike Giancotti gives us the definition of a born loser: It is a broad that puts her bra on backwards, and it fits. Built like a brick pagoda, no doubt Mike.

Heard about a new drink they serve in all the high bistros. It is vodka and prune juice. Just ask for a "Hurry Mary."

The in-crowd in Washington now refers to Mr. Nixon as "an impeachable source in the White House."

As you reach for the candy, remember the immortal words of Josephine Shieb: "Pimples mean youth."

Dear John, that's all she wrote. —ACB

Merchandising

Jack Hurt, former district sales manager for **Canada Dry Corporation**, Detroit, has joined Beverage Management in Cleveland. His new company is the parent firm for Seven-Up.

* * *

Detroit Coca-Cola Bottling Company has announced the appointment of **Chester F. Gerbensky** as vice-president of operations, a new position, according to **Wilfred C. Hugli, Jr.**, president of the firm. Gerbensky was formerly with Miller Brewing of Milwaukee. The firm also announced that **G. Alan Van Why** has been appointed director of sales.

* * *

The merger of **Apollo Brokerage Company** into **Acme Food Brokerage** has been announced. The Apollo sales staff will join the Acme firm in management capacities, and represent the Staley product line and Wagner drinks.

* * *

Hamtown Foods Company has announced the appointment of **Murray-Bernardi Associates** to handle the firm's advertising and public relations programs

for Hamtown and its subsidiaries, Specialty Foods Company, and Hamtown Home Products Co., according to **Chester W. Kowalski**, chairman of the board.

* * *

Stroh Brewery Company has announced the promotion of **Glenn G. Grady** to director of distributor services, according to an announcement by **John P. Leahan**, vice-president of administration.

* * *

Sunny Time Foods, Inc. of Iowa has announced the appointment of **The Bank Company**, Detroit, as its sales representative for Michigan and northern Ohio. The firm produces table-ready egg products for both retail and food service accounts.

* * *

Faygo Beverages, Inc., an AFD member, has named **John F. Blazin** its first national sales manager. Blazin was formerly national sales manager for the A. E. Staley Corp. The firm also announced the appointment of **Charles J. Frame** as general manager for U. S. manufacturing and distribution operations, and the appointment of **Ronald S. Roman** as director of transportation for Faygo.

* * *

Harold M. Lincoln Companies, an AFD member, has announced the appointment of **James R. Scoggin** as vice-president of administration, according to **Harold M. Lincoln**, president. Scoggin will relocate

(Continued on Page 20)

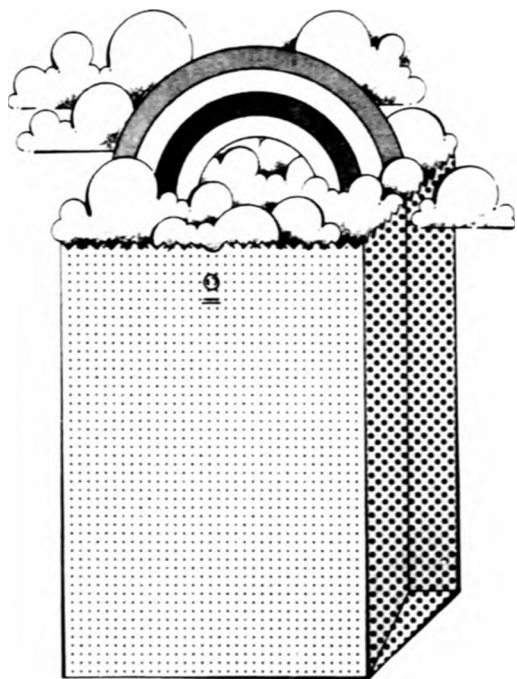
United States Cold Storage

Cold and Dry Storage Warehousing

1448 Wabash Avenue — Detroit, Mich.
21700 Trolley Industrial Drive — Taylor, Mich.

Phone (313) 962-4730

In 55 years we've never performed a miracle!



We've been given a lot of credit for getting things done, however, and we're proud of our record. Particularly the fact that we get the products properly placed and priced on your shelves.

In any store, there's a great deal of work that has to be done and we've concentrated our efforts on helping — being of service in the stores — with such assistance as product maintenance, rotating stock, giving a hand with shelf resets, out-of-stock reporting, product information, new item distribution and a great deal more.

We do these things with our experienced, dedicated staff of more than 60 professionals and our philosophy of "overservice" that's aimed at performance sales.

Who knows? Some day we may perform a miracle — but in the meantime we believe in working to make things happen.



THE PFEISTER COMPANY

21415 CIVIC CENTER DRIVE • SOUTHFIELD, MICHIGAN 48076
BRANCH OFFICES: Saginaw, Grand Rapids and Toledo.

Energy Crisis May Create Food Shortages, Delay Shipments

The energy crisis as it affects the food industry may create shortages of some food products, delay food stocks to stores, and create some inconveniences for homemakers, according to the Associated Food Dealers (AFD) in a special statement issued on the energy crisis and how it relates to the food distribution industry.

Edward Deeb, executive director of the food organization, said as a result of the fuel shortage and slower speed limits, fruits and vegetables being shipped to Michigan and other parts of the midwest from the West Coast are taking one extra day on the average for delivery, and two extra days to reach the East Coast.

"When dealing with perishable products as meats and produce, time delays do not improve the quality of the product," Deeb said. "Also higher Freight costs loom on the horizon, and shorter shelf-life of products may add costs to food dealers and consumers as well."

The food association added that shortage of crude oils will create shortages of products utilizing petrochemicals as plastics, film wrapping for meat and various other packaging materials.

The AFD said the food industry expected shortages of meat wraps and trays, anything involving styrofoam, trash bags, anything made from plastics not only for packaging but for shipping containers as well, and paper products, for which there is already a shortage.

"Don't be too surprised if many of the food products which presently are sold in convenient packages, come in new forms — things as cottage cheese, gallon containers of milk, delicatessen products and so on," Deeb added.

"This may cause us and our customers some inconveniences, since it may mean scarcity of some items, and possible product shortages, pointing to the need to develop new types of packaging. And we all must accept the new innovations which are developed."

With fuel allocation and possible rationing, the AFD insisted that the food industry be given a top priority rating, "since people must eat before they can do anything else."

What is the food industry doing about the energy crisis?

The AFD has already recommended that all food stores reduce store opening hours, and even consider closing one day per week. Several supermarkets have already begun closing earlier on weekdays.

Many stores have already begun curtailing advertising signs to conserve electrical energy, as well as parking lot lights. (The food dealers did not recommend curtailing parking lot lights in high crime areas

(Continued on Page 20)



BONNIE MAID SIZZLES — Dan Poulos of Wolverine-Bonnie Maid, right, presents the Highest Merit Award to Kroger officials Joe Winkler, left, and Warren Figulski, both of the Pittsburgh division, in recognition of unprecedented sales achievement of one item in one store for a special three-day demonstration. Over 1,800 packages of the firm's new Beef Sizzlers were sold in the test.

RETAILERS WHY FUSS?

**LET THE A.F.D. PROCESS ALL YOUR COUPONS
THRU OUR COUPON REDEMPTION CENTER**

COUPONS MEAN CASH!

WE EMPLOY THE HANDICAPPED

Drop Them Off or Mail To:

Associated Food Dealers

434 W. Eight Mile Rd.

Detroit, Mich. 48220

MOVING?

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..... Zip.....



**Birth
Defects
are
forever
...unless
you help**

**Give
to the
March
of Dimes**

THIS SPACE CONTRIBUTED BY THE PUBLISHER

Energy Crisis Will Create Industry Problems

(Continued from Page 18)

in deference to customer safety.)

Stores have already begun turning down thermostats to 65 degrees during shopping hours, and lower when stores are closed.

Food store operators and wholesale distributors are beginning to carry full instead of partial truckloads of merchandise to save fuel.

Many firms are also attempting to increase their storage facilities, to combat potential product shortages.

At the same time the AFD strongly recommended that a central clearing house on energy conservation and any potential crisis be established to provide specific guidelines, coordinate efforts or propose legislation.

"Presently, despite attempts by Federal and State governments to deal with the problem there is no clear-cut system devised to which suggestions, guidelines or laws can be funneled," Deeb said. "The effort in this direction should be uniform for maximum efficiency, which would also save taxpayer dollars in managing such a massive program over the years."

Despite the problems of the energy crisis, the AFD said the food industry is prepared to deal with it in any possible manner to continue to provide our state's consumers with the finest food distribution system of any in the world.

Merchandising

(Continued from Page 17)

to the firm's new corporate offices in Toledo. At the same time, Joseph H. Caruso was named vice-president of the firm's Detroit division. Caruso joins Lincoln following recent service with Marks & Goergens, Inc.

* * *

Yaffe Stone August, Inc., advertising agency, has entered into an agreement with Borman's, Inc. to manage Borman's wholly-owned subsidiary, Northgate Advertising Company, effective immediately, according to a joint announcement made by Paul Borman, president of Borman's and Fred Yaffe, president of YSA.

* * *

Lloyd S. Jackman, who left Allied Supermarkets two years ago to become marketing director for Awrey Bakeries, has rejoined Allied as corporate health and beauty aids manager.

* * *

Peter Eckrich and Sons, an AFD member, has begun placing an explanation statement about the firm's product package freshness date on its sausage, frankfurter and luncheon meat packages. The firm stated it was the first firm in the meat industry to print such an explanation on its packages.

NEW TIP TOP



THE NATURAL BREAD!

**TIP TOP DIVISION
OF WARD FOODS, INC.**

**3600 Toledo Ave. • Detroit
Phone 825-6470**

**Let United Dairies Service Your
Dairy and Ice Cream Departments**



United Dairies

8145 Greenfield • Detroit 48228

Phone 584-7900



This is America's fastest-growing beer.

(Now, let's talk about what's in it for you.)

Basically, profits are in it for you.

First, because Michelob moves. In fact, Michelob is America's fastest-growing beer. Which is to say people know a good thing when they drink it.

Second, because Michelob offers the opportunity for one of the highest margins in the beer business. If not *the* highest.

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.

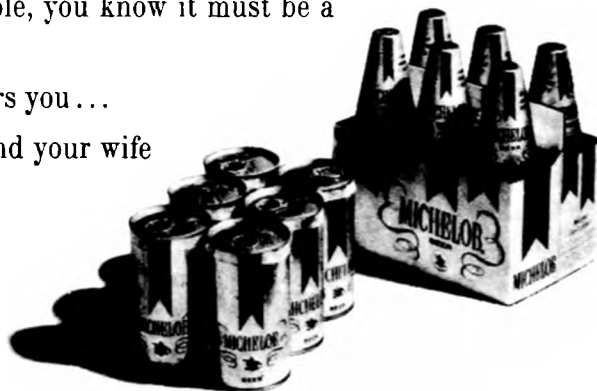
Sixth, because Michelob is brewed by Anheuser-Busch. And when America's best brewery commits itself to brewing the best beer possible, you know it must be a consistently great beer. They have. It is.

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 / Stock more
MICHELOB.



TAX TOPICS

What to Do About Your Stocks Before Dec. 31

By MOE R. MILLER
Accountant and Tax Attorney

Taxwise and apart from any other consideration the taxpayer's main objective in selling his securities are two fold:

- 1 — To pay the lowest possible tax on any profits.
- 2 — To receive the maximum tax reductions from any losses.

The first \$50,000 of net long-term capital gain is taxed at no more than 25%, but the amount of capital gain in excess of 50,000 is taxed at 35%.

The 50% untaxed portion of an individual's long-term capital constitutes a tax preference which can be taxed by the 10% minimum tax on preferences if they exceed \$30,000.

The capital gains and losses for the year 1973 is fixed, but for the year 1974, the tax consequences remain uncertain. Let us assume the following examples:

Short Term Gains Only

You have sold securities held for six months or less, you are taxed in full on any profit realized.

In this area, it is to your tax advantage to realize any losses you are carrying on paper, the loss will offset the gain saving you taxes at the rate which applies to ordinary income.

Long-Term Gains Only

Since short-term capital losses can be deducted on a \$1 for \$1 basis, and is more profitable than long-term capital losses, which are deducted on a \$2 for \$1 basis, it is advisable if you have a long-term capital gain to take any available long-term capital losses in 1973, and defer any available short-term capital losses until 1974.

If both short-term and long-term capital gains are realized in 1973, then taking long-term paper losses in 1973 will reduce short-term capital gain which is taxed as ordinary income.

The formula is as follows: The long-term capital losses are first offset against long-term capital gains, if there is an excess capital loss over a long-term capital gain, this excess long-term loss is then applied to the short-term capital gains.

Short-Term Losses Only

The amount of your loss, up to \$1000 can be used to reduce your ordinary income this year and any

excess may be carried forward as a short loss deductible in 1974 and future years.

Long-Term Capital Loss Only

Since long-term capital losses can only be used against ordinary income on a \$2 for \$1 basis, it may pay to realize short-term capital gains. In effect this will be using up the long-term capital losses on an \$1 for \$1 basis against short-term gains which would otherwise be taxable in full.

Conclusion

Individuals in rate brackets over 50% should consider spreading the realization of long-term gains, where possible between 1973 and 1974 to take maximum advantage of the annual 25% effective rate on the first \$50,000, since the excess over \$50,000 long-term capital gain is taxed at 35%. Somewhat similar benefits from spreading capital gains are available to lower bracket individuals.



MILLER

DETROIT RENDERING COMPANY

SINCE 1850

SUPERIOR SERVICE — TOP MARKET VALUES

1923 Frederick • Detroit

571-2500

"First We Render Service"

AFD MEMBER

Support These AFD Supplier Members

ACCOUNTING, INSURANCE

Approved Inventory Specialists Company	571-7155
Brink, Earl B. (Insurance)	358-4000
Gohs Inventory Service	353-5033
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
L & 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.	353-6800
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's 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
Vromam Foods, Inc.	(419) 479-2261
Wesley's Quaker Maid, Inc.	883-6550
Ira Wilson & Son Dairy	895-6000

COUPON REDEMPTION CENTER

Associated Food Dealers	(313) 542-9550
-------------------------	----------------

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	831-4300
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
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
Charamitaro 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
-------------	----------

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.	341-4563
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 Cleanser 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.	864-2400
Kirby Packing Company	831-1350
Kowalski Sausage Company, Inc.	873-8200
Mangiapani Meats	921-8830
Oscar Mayer Company	837-5744
Oak Packing Company	961-2160
Peet Packing Co. (Ypsiland)	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
Kruon-Chee Potato Chips	341-1010
Rocky Peanut Company	962-5925
Superior Potato Chips	834-0800
Tom's Toasted Products	562-6660
Vita-Boy Potato Chips	897-5550

PROMOTION

Action Advg. 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
------------------------	----------

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
-------------------	----------

STORE SUPPLIES AND EQUIPMENT

Akers Refrigeration	557-3262
Almor Corporation	539-0650
Butcher & Packer Supply Company	961-1250
C & J Berbeque Sales (Oven King)	838-3701
Detroit Mini-Safe Company	372-9835
Double Check Distributing Company	352-8228
Droshine Manufacturing Co.	852-1880
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
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
Grosche Pointe Quality Foods	871-4000
Hi-Lo Tobacco Company	893-5970
Kaplan's Wholesale Food Service	961-6561
Ruskin 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

Return Requested

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

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

Symbol of Excellence



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