"Free Enterprise Resists Monopoly"
AFD ASSOCIATED FOOD DEALERS
The Grocers' Association

THE FOOD DEALER

"The Magazine for the Michigan Food Market"
APRIL, 1974

Jack Grifo Wins Mark IV

That's an $8,500 smile on the face of Jack Grifo, center, upon learning he was the winner of the Mark IV auto during AFD's recent Scholarship Dinner-Raffle. Grifo, who heads Superior Potato Chips, is shown being congratulated by, from left, Alex Keurijian, Ed Deeb, Carl Leonhard, Bill Welch, Tom Violante and Bob Lannen. (See story, Page 3)

Peppermint People - Page 6

See you at the party!

You are cordially invited to the biggest Stroh-a-Party we've ever thrown.

The last two were great, remember? But like all good parties, they seemed to end too soon.

So this year we're extending Stroh-a-Party right on through July 4.

And just to make sure everybody knows about it, we're giving full media support with television, radio and outdoor.

Where's the party? Your place, of course.

Because that's where we're telling all our beer lovers to look for the Stroh-a-Party display featuring our Stay-Cold 12 pack.

With a party like this, now's the time for you to get ready. So stock up early.

And we'll see you at the party!

STROH·A·PARTY

From one beer lover to another.

THE STROH BREWERY COMPANY, DETROIT, MICHIGAN 48226

Superior's Jack Grifo Wins Mark IV at AFD's Recent Scholarship Dinner-Raffle

The general manager of Superior Potato Chips, Jack Grifo, was the grand prize winner of the Mark IV auto at AFD's recent "Dollars For Scholars" dinner-raffle which benefitted the association's Scholarship Fund.

Michael George of Melody Dairy Company was awarded the second place prize of $100; Ed Budde of The Pfeister Company, was the recipient of the third place $50 cash prize; and Ivan Ludington, Jr. of Ludington News Company was the recipient of the fourth place $50 prize. Messrs. George, Budde and Ludington all donated their cash prizes to the Scholarship Fund, as did hundreds of other cash prize winners. In fact, some $875 in cash prizes were donated back by the winners to the fund.

For those of you who did not attend, it was quite an exciting evening, especially when it got down to the 10 finalists.

As a result of the dinner-raffle, some $3,300 was netted for the fund, bringing the total to around $5,000 to be given out in scholarships.

The scholarship fund has been set up to assist sons and daughters of AFD members attending accredited colleges and universities, no matter what their field of study. Also, it is designed to assist food distribution students at Western Michigan University and Michigan State University.

Thomas Violante of Holiday Food Center, Royal Oak and an AFD director is chairman of the AFD scholarship committee. He was pleased with the event, and said it would be repeated again next year.

He said the next event's grand prize winner will be getting a choice of either the Mark IV, his-and-hers compact autos, or the equivalent in cash. Also, the second prize will be greatly expanded, and several other major prizes will be awarded.

Violante publicly thanked his committee for spending considerable time planning the event. They included Alex Keurejian of Stroh Brewery Company; Robert Lannen, The Pfeister Company; Carl Leonhard, Detroit News (and DAGMR President); Fred Thomas, Pepsi-Cola Company; William Welch, Hollywood Super Markets; James Kunstel, Abner A. Wolf, Inc., Michael George, Melody Dairy Company; Jack Grifo, Superior Potato Chips; and Edward Deeb, AFD executive director.

THE TEN FINALISTS awaiting the countdown and drawings leading to the grand prize of the Mark IV.

THE TWO FINALISTS, Jack Grifo, left, and Mike George, extend good luck to each other before the final drawing.

THE MAN with the astonished look and smile is Jack Grifo, the grand prize winner, as he is congratulated by Mike Giancotti and other well-wishers.

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THE NATURAL BREAD!

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Around the Town

Sabah Najor, former owner of the **Lucky Strike Market**, Detroit, is now affiliated with City Office Supply & Product Co., Detroit.

* * *

AFD member **George Kappaz**, owner of the **Shores Big Boy** on E. Jefferson and Nine Mile, St. Clair Shores, is now rated the 9th largest Big Boy in Michigan. Congratulations, George.

* * *

WWJ–TV, an AFD member, has won a coveted program excellence award at the 1974 convention of the National Association of Television Program Executives. The program: "For Kids Only: New Children's Hospital of Michigan."

* * *

Barbara Ann Giancotti, daughter of AFD director Mike Giancotti, was married recently to **Robert B. Dutcheshen.**

* * *

Michael Robinson has been named assistant to the director of community relations for **Stroh Brewery Company**, an AFD member, according to an announcement by Laurence B. Bleach, the director.

* * *

Professor George Borgstrom of Michigan State University, who has spent three decades advocating a global approach to food production and utilization, was recognized by Sweden's King Carl XVI Gustaf in Stockholm, who presented Borgstrom with the Wahlberg Gold Medal.

* * *

Fred Falle has been appointed a key account marketing manager of **Bob Jones Company's** Detroit office, according to an announcement by Jack Kearney. Prior to joining the firm, Falle was with Douglas Chemical Company. He is presently a DAGMR vice-president.

* * *

Edwin Finsilver of Fin Brokerage Company, and **Lew Davis** of United Fish Distributors, both AFD members, were elected directors of the National Fisheries Council, representing Michigan and the Great Lakes Fisheries Council of Detroit.

* * *

AFD extends condolances to **Gene Peare of Squirt-Detroit Bottling Company**, an AFD member, on the recent passing of his father, Ralph Peare, who was 82.

* * *

The appointment of **Armand Dion** to the staff of PLRS **Management Consultants**, Grand Blanc, has been announced by president Edwin Ricker.

* * *

Frederick & Herrud, Inc., Michigan-based meat processor, announced consolidated net sales of $169,608,788 for the 40-week period ending March 8, compared with $116,744,218 for the same period a year ago. Net earnings were $1,851,901 as compared with $1,481,381 for the prior period.

* * *

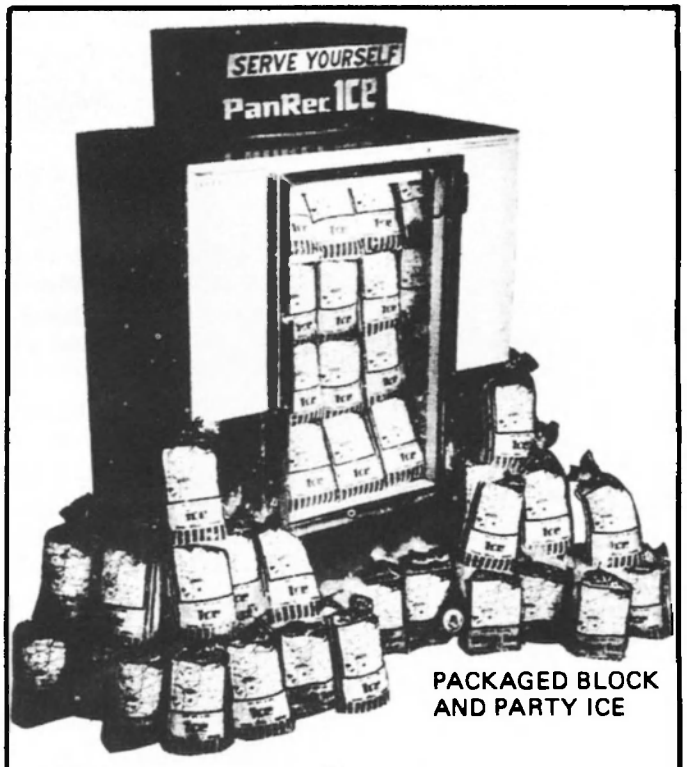
Meijer, Inc. of Grand Rapids, operator of Meijer Thrifty Acres and Meijer Super Markets, recently received approval from the City of Troy to build a new Thrifty Acres there. Also, the firm appointed **Bill Hildreth** as manager of its unit in Plymouth.

* * *

Allied Supermarkets recently named **Arnold Krause** as acting general manager of the firm's 87-store Wrigley division, following the resignation of **Howard Ferguson.**

* * *

Advertising in The Food Dealer Means Communicating with Your Important Retail Customers!



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OFF THE DEEB END

Peppermint People

The interesting thing about our society or communities is that it is comprised of a wide variety of people, in all sizes, shapes, colors and interests.

There are those who command attention because they are interesting and stimulate the thought process. These I choose to call the "peppermint people."

By the same token, there are those who are less interesting or bland about life and other things, and who prefer to blend into the wallpaper of life. These I choose to call the "vanilla people." .

And so it is in the business world, including our colorful food distribution industry, be you part of a manufacturing, wholesaling, retailing or brokerage team. We indeed have our share of peppermint people as well as vanilla people.

It is interesting to note that peppermint people generally take more of an interest in what they are doing, their business, and their customers. They seem to desire the need to be part of the action, if you will. They are creative and always willing to try something new . . . never being opposed to change and new attitudes.

On the other hand, the vanilla people seem to be content with the status quo, more often subdued in their personalities, lacking the flair of imagination of their peppermint counterparts.

Obviously there are exceptions to the differing stereotypes, since people are human and made from different molds.

The difference between the peppermint people and the vanilla people are usually in their business establishments as well. And when you are dealing with service, especially personal service, or the desire to be different and imaginative, it shows in the office, warehouse or store.

It obviously takes more effort to be a peppermint person. It usually translates into more store atmosphere, personality and more sales volume.

Yet at the same time, some people prefer to keep things as they are without ruffling the waters, so to speak. This is perfectly alright if this is your desire, as the vanilla person.

As was said at the beginning, that's what makes life so interesting. It is the variety of people with different interests.

Which variety are you . . . peppermint or vanilla?

PEPSICO PRESIDENT Andrall E. Pearson, center, chats with Harry Allen of Allen's Super Market, Ferndale, right, about the effectiveness of the firm's new "maximizer" rack display created to alleviate high out-of-stock conditions for the 48 ounce containers. Pearson and a contingent of top Pepsi executives from the firm's home offices made a tour recently of the Grand Rapids and Detroit area food trade. On hand to meet them at Allen's Wyoming and Eight Mile store was Detroit territorial manager Bob Bobitt.

THE S&G GROCER COMPANY, a Detroit-based institutional wholesaler, has been presented with the Key Distributor Award of Merit by Libby, McNeill & Libby in "appreciation of marketing performance" for 1973. Receiving the award for S&G, left, is president Philip Shammas, and making the presentation is Walter Barry, vice-president of Libby's. The presentation was made April 9.

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THE 7400
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LCC Modifies Beer Breakage Rule

Stanley Theyer, chairman of the Michigan Liquor Control Commission, revealed recently at a hearing that the commission had passed a motion which permits distributors and brewers to voluntarily replace damaged beer containers "to the extent of less than one full case in any month, but not more than the aggregate of three cases in any one calendar year without prior Commission approval."

It was made clear beer exchanges are to be for legitimate breakage or spoiled items, and on an item per item basis.

The new ruling was made public at a formal hearing of the commission where the Associated Food Dealers and other groups had questioned the original rule which prevented damaged product exchange.

The AFD argued that the rule was contrary to the laws or rules of several governmental agencies requiring companies to stand behind their products. The AFD also said the rule was costly in that it permitted retailers to exchange products from consumers, but did not permit reimbursement for legitimate breakage from brewers and distributors.

The association also pointed out that any beer items found short-weight or less than stated weight was in violation of the rules and laws of the Michigan Department of Agriculture.

STATE HOUSE PASSES LIQUOR MARK—UP BILL

The Michigan House Appropriations Committee voted House Bill 4891 out of committee recently and passed it to the total House of Representatives, which also voted to approve the measure. As of this writing the bill is awaiting action by the Senate.

H. B. 4891 Would increase the retail liquor mark-up to retail licensees from 11½ to 15 percent. The AFD is strongly supporting the bill, which, if passed, would mark the first increase on markups in eight years.

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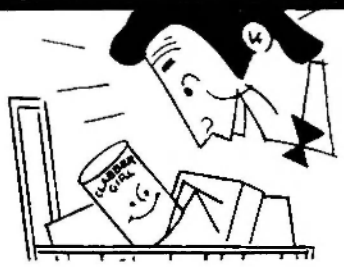

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...Exclusively known as the baking powder with the Balanced Double Action!

THE PRESIDENT'S CORNER

Cleaning Up The State Is Everybody's Job!

By PHIL LAURI

As most of our members know, the Associated Food Dealers has gone on record several times in opposing Michigan House Bill 4926 as it is currently written.

We of the AFD do not feel however, that our reasons for opposing this bill have been made clear in behalf of food merchants and supermarket operators.

LAURI

Let me begin by stating that, like all good citizens, we of the food industry also agree with the need to clean our countryside, cities and state of litter We have never opposed this need. It is sorrowful however to know that the laws governing litter are rarely ever enforced.

There are some specific matters which must be considered in obtaining the goals of a clean Michigan and America.

First, HB 4926 specifically states that the grocers and all food retailers will act as the collection agents to accomplish this goal. We feel the intent of the law was not to have the grocer act as a collection agent, in addition to his other responsibilities of handling food products.

From a practical point of view, we feel the State itself, working with county and local governments, should establish redemption centers for all items, be they made of glass, metal or plastic. Obviously the machinery is already in existence through local departments of public works, and/or rubbish collection firms.

Next, there is a specific health and sanitation problem which must be considered, if grocers were to be the sole collectors of containers, as defined in proposed HB 4926.

On one hand, studies have shown there are real health problems involved with food dealers handling returnable containers, which would subject employees to rodent, insect and mold-infested conditions. This would infringe on the high health and sanitary standards which have already been established in our industry in Michigan, through both regulations and rules of such public agencies and the Michigan Department of Agriculture, Michigan Department of Health, and the Federal Occupational Safety and Health Act (OSHA).

On the other hand, these health and food inspection agencies have been increasing their surveillance recently of all food establishments. Any move to lower these health standards would be in conflict with these department goals and/or Michigan laws.

You can readily see that grocers, supermarkets and restaurants are caught in the middle – between the goals of the very same State government.

If retailers are forced to be the sole collection agents, as HB 4926 states, then consideration must be given to rising prices and higher inflation. Sure, it may create a new job function at the retail level, but it will also increase retailers' cost not only for labor, but to the consumer as well for the increased cost of products. At the same time, it will mean the loss of jobs at the manufacturers' level.

Obviously, in this era of inflation, rising prices and unemployment, this simply does not make sense.

It is the recommendation of the AFD therefore, to establish stricter health and sanitation enforcement

(Continued on Page 10)

DETROIT RENDERING COMPANY

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"First We Render Service"

AFD MEMBER

THE PRESIDENT'S CORNER

Continued from Page 9)

by state and local governments, to that of lesser standards we would create by acting as collection agents.

Finally, it has been estimated that it costs the State some $200 million in litter collection costs. If such redemption centers were established by the state as we recommend, these funds could go instead to the actual establishment of these centers.

As I mentioned at the outset, we are for a cleaner countryside and efforts to Keep Michigan and America Beautiful. We merely oppose the attempt to have grocers and supermarket operators be collection agents, which would force us to lower the currently high sanitation and health standards in our stores.

At the same time, we do not feel it fair for the food dealers alone to bear the burden of keeping our communities clean. We should not be expected to bear the brunt of the job alone . . . because keeping our communities clean is everybody's job!

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Merchandising

James K. Tamakian Company, an AFD member, has been appointed broker for **Candelita** brand imported Spanish olives. Headquarter office for Cadesa Corporation is in Fort Lee, N. J., and is a subsidiary of Cadesa in Spain.

* * *

The Bank Company has been appointed broker and sales representative for **Universal Imports Company**, Philadelphia, importers of fancy Holland hams of all sizes and packs, according to an announcement by Oscar Bank, president.

* * *

Technibilt Corporation announced the appointment of **Merit Sales Corp.**, an AFD member, as its representative for shopping carts, warehouse and back room handling equipment for Michigan and Toledo, O

* * *

At the same time, **Merit Sales Corporation** has announced its relocation to new and larger offices according to president Ben Mandell. The new address is 20441 James Couzens, Detroit 48235.

* * *

Is there such a thing as **"Passion Fruit?"** Yes, according to **Faygo Beverages, Inc.**, which is marketing a new soft drink brand by the name made from an imported Hawaiian source. The irony of the real fruit is that it is one of the ugliest of all fruits, and resembles an over-sized puckered lime.

* * *

Stroh Brewery Company, an AFD member, has announced the promotion of **Robert B. Hetrick** as marketing director of the company. Hetrick had been director of marketing services for Stroh's, prior to the promotion, which was announced by **Edward F. Rohlin**, vice-president of marketing.

* * *

Peet Packing Company, an AFD member, has announced the appointment of **Arthur H. Bornak** as general sales manager of the company, according to an announcement by **Millis L. Peet**, president of the 88-year old meat packing firm. Bornak formerly was product manager with the Wilson-Sinclair Co., Logansport, Ind.

* * *

Norbert A. Stoegbauer has been appointed general manager of the **Ann Arbor Coca Cola Bottling Company**. The announcement was made by W. C. Hugli, Jr., president of Detroit Coca-Cola Bottling Co., of which the Ann Arbor plant is a division.

* * *

Campbell Soup Company has announced the appointment of **Gerald L. Engleson** as district manager of the Michigan canned foods district for the firm. He has been with the firm since 1959, and will reside in Grand Rapids with his family.

* * *

Faygo Beverages, Inc., an AFD member, is aiming a broader lineup of sugar-free diet flavors, new 48-ounce bottle packaging and heavy advertising and promotional outlays at getting a bigger share of the greater Cleveland pop market in 1974, according to an announcement by Morton Feigenson, president.

Highlights of New Minimum Wage Law

The new federal minimum wage law ups the hourly minimum to $2. It is increased to $1.90 for retailer enterprises with total annual sales of $250,000 up to $1 million. Ordinarily, unless a retailer has previously applied for and received a special certificate from the Secretary of Labor allowing him to employ full-time students at less than the regular applicable minimum wage, such students must be paid $2 an hour or $1.90, whichever applies.

The following are rules for student certificates.

1. The employer must show that a student working under a special certificate receives instruction as a full-tim student.

2. Students cannot work at sub-minimum wages more than 8 hours a day, nor more than 20 hours a week when school is in session, nor more than 40 hours a week when not in session. Minimum age is 14. As an employer you may be required to furnish proof of age of any employee.

3. If you employ more than 4 students at less than minimum wage under the special certificate, the hours of employment for such students employed in each store are limited to either (A) 10 percent of total hours of employment of all employees, or (B) the highest proportion for any corresponding month before May 1, 1974, of student hours worked in the store.

4. If you employ 4 or less students, the above restrictions do not apply.

5. Certificates are granted on a store-by store basis for one year only.

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.

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Company_____
New Address_____
City_____
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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 .....

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Yes ☐ No ☐

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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
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Detroit, Mich. 48220 — Phone: 542-9550

TAX TOPICS

Checklist to Review Employment Expenses

By MOE R. MILLER
Accountant and Tax Attorney

Employees are entitled to deduct many different kinds of business related expenses in addition to deductions for interest, taxes, medical expenses, contributions, etc.

MILLER

There is a decided advantage and tax-saving that certain employee expenses are deducted in arriving at adjusted gross income:

(1) You may still have the benefit of using the standard deduction which cannot exceed $2,000 in addition to the employee expenses.

(2) The lower the adjusted gross income can also increase the amount of deductible and dental expense deductions. Since prescriptions and medical expenses are reduced by specified percentages of adjusted gross income (1% for medicine and 3% for drugs).

The following expenses are deductible in addition to standard deductions:

Auto Expenses – Deductible expenses include the cost of gasoline, oil, repairs, inspection fees, garage rent, insurance and depreciation to the extent these items are allocable to transportation and travel in connection with employment. Instead of deducting actual auto expenses and depreciation, a flat mileage deduction is allowed if certain requirements are met. This is based on a standard mileage rate of 12 cents a mile for the first 15,000 miles of business use and 9 cents a mile for each succeeding mile of business use.

Books – The cost of professional, technical and similar books necessary for use in your work is fully deductible if the books have a "short" useful life (generally considered to be one year or less).

Casualty Losses – to auto and other property of employee (subject to $100 floor for losses to personal use property).

Cleaning Costs – The cost of having clothes cleaned and pressed while traveling away from home on business is deductible. Cost of cleaning work clothes and uniforms may be deductible.

Commuting Costs – The cost of traveling between your home and place of business is generally NOT deductible.

Convention trips – An employee can deduct his expenses of attending a convention or similar meeting if his attendance advances his own employment. And the fact that he attends as a delegate does not necessarily bar the deduction.

Dues – Athletic, social and sporting club dues are deductible to the extent "directly related" to the employee's business, provided the club is used "primarily" for business purposes.

Educational Expenses – Deductibility of educational expenses relating to employment is hedged about by extensive Treasury rules. You can generally deduct educational expenses incurred as an employee if the education:

(1) Maintains or improves skills required in your present employment, or

(2) Meets the express requirement of your employer, or of law or regulations, for keeping your salary, status or employment.

Entertainment Expenses – Employees can deduct qualifying entertainment expenses paid or incurred in the course of employment, if they are properly substantiated. A salaried employee must be prepared to show that his employer required or expected him to incur entertainment expenses in connection with his work. To be deductible, entertainment expenses must meet certain tests. All such expenses must be "ordinary and necessary" expenses of employment. Many expenses must also meet a more stringent test of being "directly related" to the employee's work, or "associated with" his work as an employee.

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INFORMATION CERTIFICATE

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Detroit, Michigan 48220

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☐ Both Plans. ☐ Income Protection. ☐ Life Insurance.

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Mid-America Associates 557-8410
Reed, Roberts Associates 559-5480
Retail Grocery Inventory Service 778-3530
Washington Inventory Service 577-1272

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Archway Cookies 532-2427
Awrey Bakeries 522-1100
Farm Crest Bakeries 875-6545
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Grocers Baking Co. (Oven-Fresh) 537-2747
Holiday Delight Cheese Cake 894-6011
Independent Biscuit Company 584-1110
Koepplinger's Bakery, Inc 564-5737
Fred Sanders Company 868-5700
Schafer Bakeries 293-5320
Taystee Bread 896-3400
Tip Top Bread 825-6470
Wonder Bread 963-2330

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Canada Dry Corporation 868-5007
Carling Brewing Company
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 Company 491-2828
Mavis Beverages 341-6500
Miller Brewing Company 465-2866
National Brewing Company (Altes) 921-0440
O'Donnell Importing Company 386-7600
Pabst Brewing Company 871-8066
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 Viviano Wine Importers
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 352-4243
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 Huetteman & Son 886-8800
Paul Inman Associates, Inc 626-8300
Interstate Marketing Corporation 341-5905
Paul Kaye Associates 354-2070
George Keil Associates 273-4400
Harry E. Mayers Associates 352-8228
McMahon & McDonald 477-7182
Marks & Goergens, Inc 354-1600
New Port Food Co. (imported meats) ... 561-2200
Gene Nielens and Assoc. (Institutional). 646-3074
Northland Food Brokers 342-4330
Peterson & Vaughan, Inc 838-8300
The Pfeister Company 355-3400
Sahakian & Salm 962-3533
Sosin Sales Company 963-8585
Stark & Company 358-3800
Stiles-DeCrick Company 884-4140
James K. Tamakian Company 352-3500
Jack Tindall Distg. Co. (G&W pizza) 863-9022
Ned Weitzman Associates 272-3700
United Brokerage Co 477-1800
Mort Weisman Associates 557-1350

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The Borden Company 583-9191
Detroit City Dairy, Inc 868-5511
Detroit Pure Milk (Farm Maid) 837-6000
Grocer's Dairy Company (616)254-2104
Gunn Dairies, Inc 885-7500
Land O'Lakes Creameries 834-1400
McDonald Dairy Company (312)232-9193
Melody Dairy Company 557-3800
Sani-Seal Dairies (517)892-4581
Louis Sarver & Company-Milk-O-Mat 864-0550
Sheffer's Lucious Cheese (616)673-2639
Stroh's Ice Cream 961-5840
Twin Pines Farm Dairy 584-7900
United Dairies, Inc 584-7900
Vroman Foods, Inc (419)479-2261
Wesley's Quaker Maid, Inc 883-6550
Ira Wilson & Sons Dairy 895-6000

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Associated Food Dealers (313)542-9550

DELICATESSEN
Detroit City Dairy, Inc 868-5511
Home Style Foods Company 874-3250
Dudek Deli Foods (Quaker) 891-5226
Specialty Foods Company 893-5594

EGGS AND POULTRY
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
Cusumano Bros. Produce Company 921-3430
Jarson & Ramboff, Inc 841-1535
North Star Produce 463-3484
Ted Spagnuolo Produce 884-0696
T-P Produce 573-6875

ICE PRODUCTS
Detroit City Ice 921-3003
PanCo, Inc 531-6617

INSECT CONTROL
Rose Exterminating Company 834-9300
Vogel-Ritt Pest Control 834-6900
883-1600

MANUFACTURERS
Baker/Beech-Nut Corp (216)825-6584
Boyle Midway Company 543-3404
Cleanway Products, Inc 341-4363
Del Monte Foods 564-6977
Diamond Crystal Salt Company 399-7373
General Mills, Inc 354-6140
Kraft Foods 964-5300
Mario's Food Products 923-3606
Morton Salt Company 843-6173
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
Greenfield Sausage, Inc. ....- 962-3313
Guzzardo Wholesale Meats, Inc 321-1703
Hartig Meats 832-2080
Herrud & Company (616)456-7235
Hygrade Food Products Corp 464-2400
Kirby Packing Company 831-1350
Kowalski Sausage Company, Inc 873-8200
L-K-L Packing Company 833-1590
Oak Packing Company 961-2160
Peet Packing Co. (Ypsilanti) 274-3132
Peschke Sausage Company 368-3310
Peter Eckrich & Sons, Inc 531-4466
Peters Sausage Company 271-8400
Popp's Packing Company 365-8020
Regal Packing Company. 875-6777
Ruoff, Eugene Company 963-2430
Van Dyke Steak Company 875-0766
Weeks & Sons (Richmond) 727-2525
Winter Sausage Manufacturers 777-9080
Wolverine Packing Company 965-0153

MEDIA
The Daily Tribune, Royal Oak 541-3000
Detroit Free Press 222-6400
The Detroit News 222-2000
The Macomb Daily 463-1501
The Oakland Press 332-8181
Port Huron Times Herald (1)985-7171
WWJ AM-FM-TV 222-2588

NON-FOOD DISTRIBUTORS
Arkin Distributing Company 349-9300
Camden Basket Company, Inc (517)368-5211
Continental Paper & Supply Company... 894-6300
Hartz Mountain Pet Products 349-9300 - 682-7588
Household Products, Inc 682-1400
Items Galore, Inc 939-7910
Ludington News Company 925-7600
Rust Craft Greeting Cards 534-4464

POTATO CHIPS AND NUTS
Better Made Potato Chips 925-4774
Duchene (New Era Chips). 893-4393
Frito-Lay, Inc 271-3000
Kar Nut Products Company 541-4180
Krun-Chee Potato Chips 341-1010
Rocky Peanut Company 962-5925
Superior Potato Chips 834-0800
Tom's Toasted Products 562-6660

PROMOTION
Action Advg. Dist. & 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
Top Value Enterprises 352-9550

REAL ESTATE
Casey Associates, Inc 357-3210

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

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Akers Refrigeration 557-3262
Atlantic Saw Service Company 965-1295
Detroit Warehouse Company 491-1500
Gulliver's Travel Agency 963-3261
Identiseal of Detroit 526-9800
Keene Pittsburgh-Erie Saw 835-0913

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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
Merit Sales Corporation 835-5970
Midwest Refrigeration Company 566-6341
Multi 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

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Continental Paper & Supply Company ...894-6300
Glacier Frozen Foods 584-7900
Grosse Pointe Quality Foods 871-4000
Kaplan's Wholesale Food Service 961-6561
M & B Distributing Co (1)239-7689
Raskin Food Company 865-1566
The Relish Shop 925-5979
Sabre Specialties Co 366-5430
Spartan Stores, Inc 455-1400
Super Food Services, Inc (517)823-2511
United Wholesale Grocery Co (616)534-5438
Viking Food Stores (616)722-3151
Abner A. Wolf, Inc 584-0600