

# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

AUGUST, 1974



## Neighborhood Basketball Program

The Detroit Neighborhood Basketball Program was successfully kicked off recently. The program provides 6,000 youngsters with the chance to play summer basketball. Pictured above, from left, John May of the City of Detroit; John Harms, Detroit News; Mayor Coleman Young; Peter Kizer, WWJ AM-FM-TV; and W. C. Hugli, Jr., Detroit Coca-Cola Co. The firms are co-sponsors of the event.

**Thank you for waiting.**

**We know that you haven't always been able to get all the Stroh's beer you'd like, in all the packages and sizes you'd like.**

**If you've had that experience, we'd like to thank you for bearing with us.**

**We want you to know that we're working around the clock at the Brewery, so that Stroh's beer should soon be more plentiful in all shapes and sizes.**

**One of our problems is that the good reputation of Stroh's has spread across the heartland of America to the point where the demand for our beer has nearly doubled in the last six years. (It's a nice problem to have!)**

**This means that people are asking for more Stroh's beer these days than we can supply.**

**But regardless of how many people are asking for it, there is only one way we are going to brew Stroh's—*properly*—as long as the Stroh family owns and operates the Brewery.**

**To us, that means brewing in small batches, in copper kettles, over a direct fire. The old European method known as fire brewing. It's more expensive, but we think it has a lot to do with the smoothness and mellowness and character of Stroh's beer.**

**Be assured that every drop of it will be the same good Stroh's.**

**We would much rather lose a sale than lose a customer.**

***The Stroh Family***



THE PFEISTER COMPANY was the recent recipient of an award for outstanding sales performance from TreeSweet Products Co. Robert Lannen, left, and Ed Budd, accept the plaque in behalf of Pfeister from TreeSweet regional sales manager Joseph Schwark, right. Pfeister has been the firm's broker since 1935, believed one of the longest continuing broker-client relationships in the food industry.



RICHARD L. KING, left, a former Associated Food Dealers' award recipient, was recently honored by Hiram Walker Company, at a testimonial dinner given in his honor. Next to King is Arnold Noden, U. S. Deputy Marshall of the U. S., southeastern division, and Hiram Walker president Jack Musick, who paid tribute to Mr. King. Among the citations King received included a testimonial citation from the City of Detroit, and plaques from Optimist Club of Detroit, Plymouth United Church of Christ and the Wallace Kidney Research Foundation.

## AFD EDITORIAL

### ***To MFDA: End Distortion, Disunity Tactics***

The following editorial is in response to a recent public editorial of the Michigan Food Dealers, Lansing, criticizing the position and stand of Farmer Jack Super Markets, as well as the Associated Food Dealers on the controversy to end the four percent tax on food in Michigan.

The MFDA editorial stated: "What a pity that the two organizations will commit to the support of a campaign (the petition drive of the Michigan Citizens Lobby), without first researching the impact this type of legislation would have on the people of the State of Michigan and in particular the educational system." Further, the MFDA editorial asked: "Could this have been a grandstand play for cheap publicity?"

Regarding Farmer Jack, the AFD cannot speak for the firm itself, nor indicate its motivation for involving itself in the food sales tax issue. We do not however, deny the right of Farmer Jack or any other company to involve itself in the public issues of the day, or express a public opinion.

As for the Associated Food Dealers, we would have only desired that the MFDA do its homework and report the true AFD position, and quit its efforts to disunify our important food distribution industry once and for all. Had the MFDA called the AFD for

our position, we would have gladly explained it, or mailed a copy of it.

So far as the AFD position is concerned, and as we have reported to our membership officially in our newsletter, *The Food-A-Gram*, the AFD never got involved in the attempt by citizen groups to petition voters for signatures to place the issue on next November's ballot. We simply do not support the petition drive as it is written, because we indeed did our homework. Period.

The MFDA has confused (1) the effort to get the sales tax repeal on food and drugs on the ballot, with (2) the original effort by the Michigan Citizens Lobby to seek legislation to end the tax on food late in 1973 or early 1974.

Regarding the original effort to seek legislation on the matter, the AFD Board of Directors passed a resolution supporting the attempt of the Michigan Citizens Lobby to seek legislation, PROVIDED (1) the Legislature seek ways to raise the revenue which would be lost to the state by eliminating the sales tax on food, and (2) that the legislation consider the problem of supermarkets and grocery stores at the checkout counters. (If a market had one of the newer types computer registers to separate food and

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Phone: 542-9550

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**JUDITH MacNICOL**, *Office Secretary*

**KAREN THOMAS**, *Insurance Secretary*

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\*Past Presidents



## Seven New Supplier Members Join AFD

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

**HIRAM WALKER, INC.**, producer and distributor of various types of liquor, 8325 E. Jefferson Ave., Detroit, Mich. 48412; phone (313) 823-1520.

**BELMONT PAPER & BAG CO.**, distributor of paper products, including bags, 13850 Nelson, Detroit, Mich. 48214; phone (313) 823-1520.

**NY-BEST DISTRIBUTORS**, distributors of Michigan Cottage Cheese and other dairy products, P. O. Box 95, Otsego, Mich. 49078; phone (616) 964-63-54

**ARROW SALVAGE CO.**, salvage grocery firm, and purchasers of all close-outs and discontinued merchandise, 3825 Magnolia, Detroit, Michigan 48208; phone (313) 825-7940.

**CENTRAL DISTRIBUTORS OF BEER, INC.**, distributors for Anheuser-Busch, and other malt beverages, 35015 Glendale, Livonia, Mich. 48150; phone (313) 261-6710.

**KASHAT ACCOUNTING AND TAX SERVICE**, accountants and tax consultants, 25080 Southfield Rd., Southfield, Mich. 48075; phone (313) 557-7033.

**FONTANA BROTHERS, INC.**, wholesaler of candy and tobacco, and vendors throughout Michigan, 3245 Hubbard, Detroit, Mich. 48210; phone (313) 897-4000.

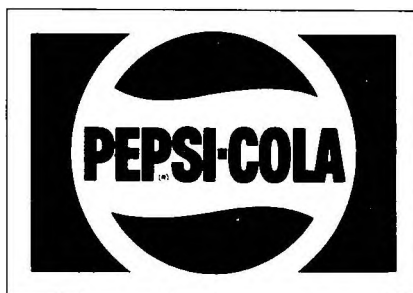
These new members, and all AFD supplier and service members, and advertisers, deserve your support and patronage. Please refer to the AFD Suppliers' Directory on Page 18 often. In fact, clip it out of *The Food Dealer* and post near your phone.

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

**AN  
IMPORTANT  
NOTICE FROM  
PEPSI-COLA METROPOLITAN  
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*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:*

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



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EDWARD DEEB

## **OFF THE DEEB END**

### Crime's The Thing

If you took a survey today listing the various subjects which aggravates citizens, rising crimes would probably rank number one on the list.

So far as Detroit is concerned, it is not very encouraging to read and hear in the news media that each year the city's murder rate tops the previous year's with all of the various crime categories rising too.

It seems the single most important issue which has to be dealt with by Detroit city officials in order to attract more people and businesses, which in turn will cause the city to grow again and rebuild, is the problem of crime. This in itself will go a long way in restoring citizens confidence, increase the image of the Motor City, and once again attract more tourists and conventions to town.

It is difficult enough running a grocery store or supermarket in Detroit, or anywhere, without having to contend with the aggravation of robberies, burglaries, arson, extortion and pilferage. And food and beverage suppliers and vendors sure as hell don't need the muggings and holdups of their drivers, or the break-ins of their trucks.

The Associated Food Dealers has recently formed a badly needed Task Force on Crime, in cooperation with the Detroit Police's top commanders, and all segments of our industry. The first official meeting was most revealing, and ended with a commitment to pinpoint specific high crime or "trouble areas" around town, and deal with them.

With this in mind, the AFD has set out to survey all suppliers and vendors. We have asked them to notify us of consistent trouble spots. We urge all of you to complete the surveys and return them to us immediately. Those companies which deliver product in Detroit, who did not receive a survey form, contact us by phone at (313) 542-9559 and we will see that you get copies.

Jack Grifo, chairman of the Task Force and the AFD Suppliers and Vendors Committee, has promised to provide a thorough and well documented study of these crimes to turn over to police, for follow-up and action. It is probably one of the most comprehensive studies our industry has undertaken.

Let's face it, if Detroit officials, working with its police, and judges, prosecutors and citizens, choose not to deal with the emotional crime problem, the city will deteriorate instead of improve.

Detroit, its citizens and businessmen, cannot afford that.







## How to maximize your margins with a minimum of effort.

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And the right taste.

*It's an unexpected pleasure.*

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## THE PRESIDENT'S CORNER

# Time To Send In Your Award Nominations

By PHIL LAURI

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

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

Our Awards Banquet, this year being held Oct. 1 at the Imperial House in Fraser, is also our way of paying tribute to those individuals, companies or 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 as an industry.

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

Since we as retailers are only one segment of the system, the awards give us a chance to express our

appreciation to the important manufacturers, brokers, wholesalers, etc.

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

Presenting the awards is simple enough. It is selecting the award recipients which is a very difficult task indeed. This year some 130 individuals are being considered for honors.

We need your help. We ask that every retailer and supplier fill out the nominations form in this issue of *The Food Dealer* and mail it to the AFD office, 434 W. Eight Mile, Detroit 48220. We want to be sure with your help, those deserving of recognition are listed among those being considered.

Of special interest to the total industry is our Man (or Woman) of the Year. Who in our industry do you feel best deserving of this honor? Send us your nominations, and help us make the right decision. I'm sure you'll agree that the selection of Joe Foy in 1972 and Ann Koepplinger, last year's recipient, were most worthy of the honor. Who will it be this year?

Send in your award recommendations today.



LAURI

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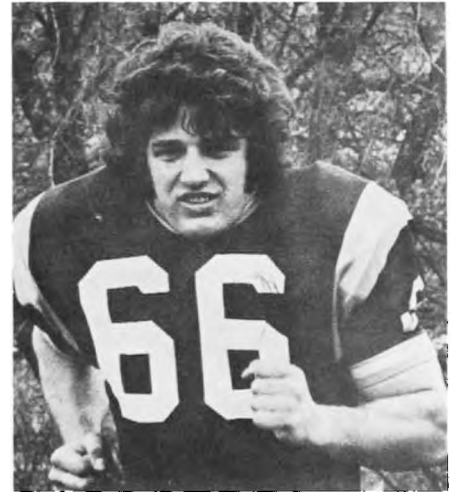


## Dom Riggio, Member's Son Plays For Detroit Wheels

Dominic Riggio, Jr., son of the senior Dominic Riggio, head of North Star Produce, an AFD member, plays linebacker for the Detroit Wheels football club.

Riggio, 22, played his college football at Western Michigan University, and was a 19th round draft pick of the Wheels. He is a 6-foot 220-pounder who twice won honorable mention All-American while at WMU and twice All Mid-American Conference.

Pictured at right is Dominic Riggio as a youngster in 1952, and in his football jersey last year.



## Keep Calm!

Christopher Hegarty, owner of a management consultant firm, said that in general "people who manage people have many more heart attacks and die younger than those who manage things or are not managers at all."

He listed what he said were seven rules for helping to deal with stress. They are:

- 1—Think of only one thing at a time.
- 2—Listen without interrupting others.
- 3—Read books that demand your concentration.
- 4—Eat leisurely and savor the food you eat.

5—Have a retreat at home where you can be completely alone.

6—Avoid people and places that irritate you.

7—Plan a "loafing period" daily, no matter how busy or demanding your schedule.

Hegarty also said that another important method of overcoming stress is to "build your own self-esteem, your own self-worth. If you can accomplish this, you will be able to cope with virtually anything."



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outstanding  
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*are available to  
you as a member  
of the  
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**Provides financial security when you're disabled.**

### PAYS YOU UP TO \$800.00 A MONTH

when you're sick or hurt and can't work. This is TAX-FREE CASH for you to spend entirely as you wish—for food, clothing, your home or for other living expenses. Monthly "paychecks" can even be used to help pay extra hospital and doctor bills that accompany a serious disability.

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in life insurance coverage for you plus up to \$3,000.00 for your wife and \$1,500.00 for each child. This plan is the ideal way to supplement your present life insurance estate or, it can serve as a foundation upon which you can build a comprehensive life insurance program.

Both of these fine insurance plans are available to you at low cost. Thanks to the mass purchasing power of the Associated Food Dealers, you can have this protection at a price below what you would pay for the same coverage purchased on an individual basis.

For more complete details on these two outstanding plans of personal insurance protection, fill out the coupon below and mail it today.

| INFORMATION CERTIFICATE   |   |
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| <b>INSURANCE GROUP DEPT.</b><br><b>Associated Food Dealers</b><br><b>434 W. Eight Mile Road</b><br><b>Detroit, Michigan 48220</b>   |   |
| Please rush full details on the insurance plans available to me as an AFD member. I am interested in:   |   |
| <input type="checkbox"/> Both Plans.  | <input type="checkbox"/> Income Protection. |
| <input type="checkbox"/> Life Insurance.  |   |
| Name _____  |   |
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| City _____  |   |
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| <div style="text-align: center;"> <p>UNDERWRITTEN BY</p>  <p><b>Mutual of Omaha</b></p> <p><i>The Company that pays</i></p> <p>Life Insurance Affiliate: United of Omaha</p> <p>MUTUAL OF OMAHA INSURANCE COMPANY</p> <p>HOME OFFICE: OMAHA, NEBRASKA</p> </div> |   |
| <b>FILL OUT AND MAIL TODAY</b>  |   |

## Around the Town

**John E. Kimball** of McMahon & McDonald, Inc., an AFD member, was elected a regional director of the **National Food Brokers Association**.

\* \* \*

**Miss Karen Hardesty**, an AFD office staff secretary was recently married to **Larry Thomas**. Following his tour of duty at Lackland Air Force Base, near San Antonio, Texas. Karen will leave the AFD to join her husband. We extend best wishes to the newly wedded couple.

\* \* \*

**Allied Supermarkets** recently promoted **Ralph Krueger** from vice-president and division manager of Allied's Southern Division, to group vice-president of the corporation, according to an announcement by **Thomas McMaster**, chairman.

\* \* \*

**John P. Leahan**, vice-president of **The Stroh Brewery Company**, an AFD member, has been elected to the board of directors of the Michigan Mutual Liability Company and its affiliate, the Associated General Insurance Co. He fills the vacancy of **Peter W. Stroh**, president of the brewery, who had to leave the board due to increasing business commitments.

\* \* \*

**Julius Lane**, 31, has been appointed production superintendent of the produce distribution center for **Borman's, Inc.**, according to a recent announcement by **Paul Borman**, president.

\* \* \*

The appointment of **John J. Albert** as sales manager of **WWJ-AM** and **WWJ-FM**, Detroit, an AFD member, has been announced by **Nat A. Sibbold**, radio station manager.

\* \* \*

The **Sperry and Hutchinson Company**, an AFD member, has published "The Retailer's Guide to Consumer Action," to help retailers better understand the people, neighborhood and area in which they do business, according to **S&H's Chester Stevens**, regional public affairs manager.

\* \* \*

**EverFresh Juice Company**, an AFD member, has hailed its Summer Baseball Clinics, in cooperation with members of the Detroit Tigers team, a big success. Youngsters are taught the finer art of playing the game.

\* \* \*

Sign seen on the rear of a car containing a newly wedded couple in Petoskey: "Just Married - Weeeoo."



**ED SABBAG**, center, a representative for Robert Reeves Associates, is congratulated by **Bob Reeves** on his selection as Salesman of the Month by **McCormick & Company**. At right is **Richard Willis** of McCormick, who made the presentation.

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## Merchandising

**Northland Food Brokers**, an AFD member, has opened a new branch office in Maumee, O. to service the Toledo and northwest Ohio area, according to an announcement by Peter Copeland, president. Branch manager is **James Farber**.

\* \* \*

**Johnston Pie Company**, a division of Ward Johnston, Inc., of Long Beach, California, announced the appointment of **United Brokerage Company**, an AFD member, as its representative for its frozen fruit and cream pies in Michigan, northwestern Ohio and north-eastern Indiana.

\* \* \*

**P. Remick Stroh** has joined **The Stroh Brewery Company**, an AFD member, as a member of the marketing department's youth-adult program, according to an announcement by Leo P. Brown, sales manager.

\* \* \*

**The Morton Frozen Foods Division** of **ITT-Continental Baking Company** has announced the appointment of **Peterson & Vaughan, Inc.**, an AFD member, as its representative for Detroit and southeastern Michigan.

### DETROIT RENDERING COMPANY

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AFD MEMBER

**Clarence Meisnitzer**, sales representative for **Interstate Marketing Corporation**, an AFD member, was recently presented with the "Over-The-Top" award for outstanding sales in the Michigan area by **American Popcorn Company** of Iowa. It is the second consecutive year Clarence has won the award.

\* \* \*

**Faygo Beverages, Inc.**, an AFD member, will host executives from food chain and food wholesaler organizations in southern Michigan, Ohio and the Detroit areas at a dinner-meeting at the Raleigh House in Southfield, Sept. 10. On hand will be **Harold Peary**, "The Great Gildersleeve" of radio fame who now stars as the genial storekeeper in Faygo's TV commercials.

\* \* \*

**The Pfeister Company**, an AFD member, announced the appointment of **Nicholas J. Dattilo** to director of retail services. Dattilo is responsible for the Detroit, Saginaw and Grand Rapids areas.

\* \* \*

**Acme Food Brokerage, Inc.**, an AFD member, recently announced the appointment of **Mauri Brunswick** as sales manager of the firm's newly created dairy products and refrigerated foods division. Also, the firm announced the promotion of **Michael G. Hessen** to the position of sales manager of the frozen foods division.

\* \* \*

**Paul Inman Associates, Inc.**, an AFD member, recently announced four promotions and organizational changes. They are as follows: **Dale Thurston** has been promoted to assistant frozen food sales manager of the Detroit division. **Dennis Hoppe** was elevated to direct sales in Detroit's frozen food department. **Robert Morrell** was named director of the food service department, Grand Rapids. **Jack Hohs** is the new Peter Paul account manager for the Grand Rapids office.

\* \* \*

**The National-American Wholesale Grocers Association (NAWGA)** has published a **Frozen Food Manual** as a basic management resource for use by retail counselors working with retailers. For further information write NAWGA Manuals, 51 Madison Ave., New York, N. Y. 10010.

\* \* \*

**Super Market Institute** has just published its 21st annual "Facts About New Super Markets," which is now available to the industry. Cost for "Facts" is \$5. Cost for the "Detailed Tabulation of the Facts," is \$10. Contact **Darlene Gregoire**, SMI, 303 E. Ohio St., Chicago, Ill. 60611.

\* \* \*

**W. & H. Voortman** of Burlington, Ontario has announced its plans to construct a new bakery to be located on a 10-acre site in that city. The new facility will be more than double the size of the present facility. Voortman is a baker of Dutch style cookies.

(Continued on Page 14)



# WHO'S YOUR CHOICE FOR SALESMEN OF THE YEAR?

You now have the opportunity to choose or nominate your 1974 candidate for representative of the year. This is not a popularity contest. We want you to select those representatives who you think best deserve the titles . . . Broker, Wholesaler, Manufacturers' and Driver-Salesman representatives of the year. The men chosen will be honored at the Associated Food Dealers "Annual Awards Banquet," to be held October 1, at the Imperial House, Fraser.

Man of the Year \_\_\_\_\_

Company \_\_\_\_\_

Broker Rep. of the Year \_\_\_\_\_

Company \_\_\_\_\_

Wholesaler Rep. of the Year \_\_\_\_\_

Company \_\_\_\_\_

Manufacturers Rep of the Year \_\_\_\_\_

Company \_\_\_\_\_

Driver-Salesman of the Year \_\_\_\_\_

Company \_\_\_\_\_

Reason for Nomination \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Signed \_\_\_\_\_ Phone \_\_\_\_\_

Store or Firm \_\_\_\_\_ City \_\_\_\_\_

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

## AFD EDITORIAL

(Continued from Page 3)

non-food, no problem would exist. If a merchant did not, he would have to separate the food from non-foods at the checkout counter, hopefully with the help of the consumer. The latter is the problem we were concerned with.)

That is what our position was, and is, and our involvement.

The reason for the AFD's concern was (1) inflation had hit hard on the consumers' pocket books, (2) the cost of food in 1973 according to the USDA, had increased 23% over the previous year, (3) eliminating the sales tax on food would save consumers 4% immediately on food costs (we never did get into the drug side of the story), (4) the tax was regressive and only temporary, and (5) we attempted to prove to Michigan's consumers that our industry was indeed concerned about their plight and wanted to help them do something about it. All this in addition to the provisions listed above.

## Merchandising

(Continued from Page 12)

Miller Brewing Company, an AFD member, has announced the introduction of a new beer called **Lite**, which contains less calories and carbohydrates than regular beer.

\* \* \*

The Jos. Schlitz Brewing Company, an AFD member, has announced plans to build new plants in Winston-Salem, N. C., Syracuse, N. Y. and Memphis, Tenn. The plants will cost more than 100 million and provide the cans for the firm's three newest breweries in Tampa, Fla., Longview, Tex. and Los Angeles.

\* \* \*

The American Bakers Association has produced a new film on the nutritional value of bread, in cooperation with Anheuser-Busch. It will be shown at the ABA convention to be held Sept. 19 at the Statler-Hilton in Washington. The film will be loaned to interested groups on request.

### 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.

We are only sorry the MFDA chose not to contact the AFD on our position in the first place.

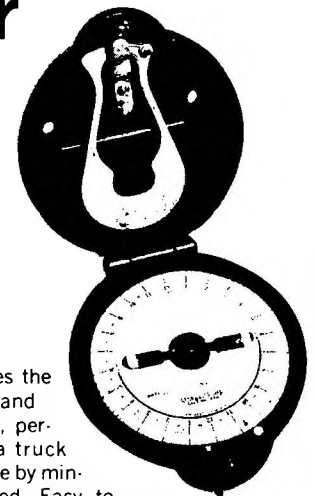
Finally, we resent the MFDA calling our involvement "a grandstand play for cheap publicity," simply because the AFD was concerned with a very important issue dear to the hearts and pocketbook of the general public, and because we do not play games with peoples emotions.

Our record with the news media of consistently providing genuine news in an unbiased, factual manner, across the board, speaks for itself. We like to feel this is the main reason for our close working relationship with the media, and because they know we have no axe to grind, and seek no personal gain when we represent our industry.

There has been no food industry organization which has attempted to seek industry harmony and unity more than the AFD. The MFDA editorial instead of helping to unify our industry, we feel, attempted to divide us using distortion and innuendo.

For the good of the entire industry, the time has come for the MFDA to do its part to help unite our great industry, instead of eagerly waiting to knock it.

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A Service Recorder Model K takes the guesswork out of evaluating men and trucks. It tells you, on a locked, permanent record, exactly when a truck worked and when it didn't—minute by minute—hour by hour. Self-contained. Easy to install. 8, 12 or 24-hour discs. Write today for FREE Bulletin.

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## **Former Retailer Jim Jardack Now Successful Restaurateur**

James Jardack, former owner of the Food Lanes Market, Southfield, has become a highly successful restaurateur since leaving the food distribution business.

Today, Jardack is the owner of The Sussex House Restaurant in Southfield, and is thinking of getting back again into the food and beverage business.

Jardack opened the doors of his restaurant in 1969 in Southfield, a city which he has served faithfully since 1956. His motto in whatever he did: "provide the finest quality and service because that's what the people want."

In Sussex House, Jimmie has provided an authentic English decor, from the reconverted gas lamp post that once lit the way of Charles Dickens, to the 16th century antique chandeliers. The lower Coach Room provides ample space for group parties and meeting facilities for area service clubs.

When in the Evergreen and 12 Mile area, stop in and say hello to a fellow food dealer.

## **Eckrich to Open New Marshall Sales Office**

Operations at the new Marshall, Michigan sales office of Peter Eckrich and Sons, Inc., are scheduled to begin September 9, according to Don E. Glover, division sales manager for the meat specialty company.

The office, located at 1530 Adams Street in L. Alta Brooks Industrial Park, will be headquarters for 10 sales routes, serving retail food stores and institutions in an area with an approximate 50-mile radius. Some 20 persons will be employed in sales, clerical, warehouse and mechanical positions.

"Marshall offers the advantages of a central location and easy accessibility to major highways," Glover said. "We look forward to opening the office and we thank the Marshall city officials and business leaders for their assistance in planning and construction."

Glover has also announced the appointment of Charles O. Baughman, an Eckrich employee since 1948, to manage the Marshall office. Baughman joined the company as a driver-salesman at Kalamazoo, became route sales supervisor in 1960 and Kalamazoo district sales manager in 1964.

A native of Kalamazoo, Baughman and his family reside at Schoolcraft, where he previously served two terms on the village council.



CARLING BREWING COMPANY, an AFD member, has introduced a new Carling Community Service Caravan for use in Michigan. The van is available free of charge to various service clubs and community groups for picnic parades, fairs, etc. It comes staffed by a trained brewery representative, and includes a complete sound and communications system.

## **The Test Of Time . . .**

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Of  
Successful  
Service



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## **Darling & Company**

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WA 8-7400  
Melvindale, Michigan

P. O. Box 329  
Main Post Office  
Dearborn, Michigan

AFD MEMBER

## ***Ella's Grocery Tops In Lottery Ticket Sales***

Ella's Grocery, a party store on the Michigan-Ohio border, will be a weathervane of the possible impact of the new Ohio Lottery on the sale of Michigan Lottery tickets.

Located in Bedford Township about 1½ miles from Toledo, Ella's has been the Michigan Lottery's best ticket seller, averaging about 15,000 tickets sold per week. The store was the first licensed agent to pass the 1,000,000 mark in total tickets sold.

Two Toledo residents have won the top Lottery prize of \$1,000,000 and Ohioans have collected other Monroe County agents have done a good business in lottery tickets.

Ohio is scheduled to start selling tickets for its new Lottery on August 12. Illinois is scheduled to start its new game.

The Bureau of State Lottery estimates the sales to out-of-state customers average between 300,000-400,000 per week, including about 50,000 members of the Bureau's "Chance of a Lifetime Club" subscription system.

The majority of the out-of-state customers are from Ohio and Illinois—the two states starting their own lotteries within the next month.

"We cannot predict what impact the two new lotteries in neighboring states will have on our sales," said Lottery Commissioner Gus Harrison. "The games they come up with will have much to do with what happens, as will the loyalty of our regular customers. We certainly hope that the impact will be minor."

Early indications are that the Ohio and Illinois games will include some of the best features of Michigan's innovative game. The Bureau has worked closely with the personnel from both states during initial planning.

"We welcome the competition," Harrison said, "but we anticipate remaining No. 1 among the 10 state lotteries now operating and the two newest games."

The Bureau's top agents in terms of sales volume—led by Ella's Grocery—include several other businesses near the state's southern border. The agents listed below all have a current sales totals of over 5,000 ticket sales per week since the Lottery began, or for the period during which they've been selling tickets.

The 30 stores with average sales of 5,000 tickets per week or more are as follows:

1. Ella's Grocery, Bedford Township
2. Waidelich Pharmacy, Lambertville
3. Little Red Store, Erie
4. Erie Restaurant & Bar, Erie
5. Interstate Service, Royal Oak
6. Meijer's, Pierson Road, Flint
7. Meijer's, Alpine, Grand Rapids
8. Meijer's, W. Saginaw, Lansing
9. Buffalo (Walgreen) Drugs, New Buffalo
10. Stateline Super Mart, Niles
11. Meijer's, Ypsilanti
12. Meijer's, Center Road, Flint
13. Meijer's, Kalamazoo
14. Tolly's Confectionery, Temperance
15. Meijer's, Jackson
16. Redamak's Tavern, New Buffalo
17. Hudson's ticket Service, Detroit
18. Cox's Beer Store, Bedford Township
19. Zeiler's Farm Market, Temperance
20. Meijer's, S. Pensylvania, Lansing
21. Meijer's, Plainfield, Grand Rapids
22. Canadian Exchange Bureau, Detroit
23. Pastime Bar, Warren
24. Schwark's Tavern, Three Oaks
25. Moore's Grocery, Coldwater
26. Chatham's Gratiot, East Detroit
27. Carl's Market, Temperance
28. Meijer's, Okemos
29. Chatham, Dearborn
30. Flick's Grocery, Lambertville

### **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

**TAX TOPICS**

# ***Highlights of the Fair Labor Standard Act***

By **MOE R. MILLER**  
Accountant and Tax Attorney

These highlights discuss the act's provision affected by the 1974 Amendments. This article is only general information and is not to be considered in the same light as official statements.

The FAIR LABOR ACT provides different minimum wage for employment for those business establishments which were subject to the law prior to February 1, 1967 and for those business establishments brought under the law after February 1, 1967.

**Employment covered prior to February 1, 1967.**

**1. Minimum Wages:**

- \$2.00 per hour beginning May 1, 1974
- \$2.10 per hour beginning January 1, 1975
- \$2.30 per hour beginning January 1, 1976

**2. Overtime Pay:**

Not less than 1½ times the employees regular rate of pay for all hours worked beyond 40 in a work week. Saturday and Sunday is considered the same as a weekday with no overtime provision. In other words Saturday and Sunday is considered as part of the 40 hours without overtime.

**3. Coverage:**

The above minimum rates must be paid, except where specific exemptions are provided.

What are some of the exemptions?

- a. Domestics who reside in the household where they work.
- b. Full time students may be employed on a part time basis in retail and service establishments at 85% of the applicable minimum wage under special certificates issued by the Wage & Hour Division. In other words, a full time student can be paid \$1.70 per hour but must obtain a special certificate, which is called certificate for full time students sub-minimum wage.

Retail and service establishments must pay the full minimum wage and overtime for over 40 hours having an annual gross volume of sales of at least \$1 million, exclusive of Sales Tax.

**Employment covered after February 1, 1967.**

The following rates must be paid to all employees brought under the act in 1967 and later, if the annual gross volume of Sales is at least \$250,000, exclusive

of Sales Tax.

**1. Minimum Wage:**

- \$1.90 per hour beginning May 1, 1974
- \$2.00 per hour beginning January 1, 1975
- \$2.20 per hour beginning January 1, 1976
- \$2.30 per hour beginning January 1, 1977

**2. Overtime:**

Not less than 1½ times the employee's regular rate of pay for all hours worked beyond 40 in a work-week. Saturday and Sunday can be included as part of the 40 hour workweek.

**Conclusion:**

A minimum wage and overtime pay exemption for employees of small retail establishment applies where the establishment is not a covered enterprise (an enterprise must have a volume of \$250,000 annually).

The act contains other minimum wage and full or partial overtime exemptions and other provisions of the law contact the nearest office of the Wage and Hour Division, the East Warren office is 226-6935.

Records required by the law must be maintained and must be available for inspection. Failure to pay the minimum wage and overtime compensation results in cumulative back wage liabilities, carried back two years. Serious violations may result in civil or criminal action.

If a corporation has more than one business establishment and one store does not have a volume of \$250,000, that store is not subject to the minimum wage or overtime provisions. Example: there are four clothing stores owned by one corporation, three stores exceed \$250,000 per store, but one store does an annual business of less than \$250,000, that store is exempt of the minimum wage.



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# Support These AFD Supplier Members

## ACCOUNTING, INSURANCE

|                                    |          |
|------------------------------------|----------|
| Approved Inventory Specialists Co. | 571-7155 |
| Brink, Earl B. (Insurance)         | 358-4000 |
| Gohs Inventory Service             | 353-5033 |
| Kashat Accounting and Tax Service  | 557-7033 |
| Moe R. Miller & Co.                | 557-5255 |
| Mid-America Associates             | 557-8410 |
| 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             | 875-6545 |
| Grennan Cook Book Cakes         | 259-1310 |
| Grocers Baking Co. (Oven-Fresh) | 537-2747 |
| Independent Biscuit Company     | 584-1110 |
| Koeppinger'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 |

## BEVERAGES

|                                     |              |
|-------------------------------------|--------------|
| Anheuser-Busch, Inc.                | 886-8709     |
| Canada Dry Corporation              | 868-5007     |
| Carling Brewing Company             | 834-7170     |
| Cask Wines                          | 849-0220     |
| Central Distributors of Beer        | 261-6710     |
| City Beverage Company               | (1) 373-0111 |
| 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     |
| Mohawk Liqueur Corp.                | 962-4545     |
| National Brewing Company (Altes)    | 921-0440     |
| O'Donnell Importing Company         | 386-7600     |
| Pabst Brewing Company               | 871-8066     |
| Pepsi-Cola Bottling Company         | 366-5040     |
| Schenley Affiliated Brands          | 353-0240     |
| Scheppler Associates                | 647-4611     |
| 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     |
| Universal Wine & Liquor Co.         | 259-3610     |
| H. J. Van Hollenbeck Distributors   | 293-8120     |
| Vernor's RC Cola                    | 833-8500     |
| Viviano Wine Importers              | 883-1600     |
| Hiram Walker, Inc.                  | 823-1520     |
| 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 |
| Continental Food Brokerage              | 255-5880       |
| Derrthick & 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 Huettelman & 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 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       |
| 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       |
| United Brokerage Co.                    | 477-1800       |
| Mort Weisman Associates                 | 557-1350       |

## DAIRY PRODUCTS

|                                   |                |
|-----------------------------------|----------------|
| 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       |
| Don Johnstone, Inc.               | 646-5398       |
| Land O'Lakes Creameries           | 834-1400       |
| McDonald Dairy Company            | (313) 232-9193 |
| Melody Dairy Company              | 557-3800       |
| Ny-Best Distributors              | (616) 694-6354 |
| 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       |

## COUPON REDEMPTION CENTER

|                         |                |
|-------------------------|----------------|
| 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

|                                  |          |
|----------------------------------|----------|
| City Poultry Company             | 825-3000 |
| Eastern Poultry Company          | 875-4040 |
| 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 |

## MANUFACTURERS

|                                 |                |
|---------------------------------|----------------|
| Baker/Beech-Nut Corp.           | (216) 825-6584 |
| Boyle Midway Company            | 543-3404       |
| Cleanway Products, Inc.         | 341-4363       |
| The Creamette Company           | 399-8785       |
| Del Monte Foods                 | 564-6977       |
| Diamond Crystal Salt Company    | 399-7375       |
| 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       |
| Broome Sausage Company         | 922-9627       |
| 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 |
| WJBK-TV                      | 557-9000     |
| 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     | 862-5925 |
| Superior Potato Chips    | 934-0800 |
| Tom's Foods, Ltd.        | 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 |
| Steve Advertising Company             | 831-4480 |
| Top Value Enterprises                 | 352-9550 |

## REAL ESTATE

|                        |          |
|------------------------|----------|
| Casey Associates, Inc. | 357-3210 |
|------------------------|----------|

## RENDERERS

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

## SALVAGE COMPANIES

|                         |          |
|-------------------------|----------|
| Arrow Salvage Co., Inc. | 825-7940 |
|-------------------------|----------|

## SERVICES

|                              |          |
|------------------------------|----------|
| Akers Refrigeration          | 557-3262 |
| Atlantic Saw Service Company | 965-1295 |
| Gulliver's Travel Agency     | 963-3261 |
| Identical of Detroit         | 526-9800 |
| Keene Pittsburgh-Joe Saw     | 835-0913 |

## SPICES AND EXTRACTS

|                   |          |
|-------------------|----------|
| Frank Foods, Inc. | 833-0025 |
|-------------------|----------|

## STORE SUPPLIES AND EQUIPMENT

|                                   |          |
|-----------------------------------|----------|
| Almor Corporation                 | 539-0650 |
| Belmont Paper & Bag Co.           | 491-6550 |
| Butcher & Packer Supply Company   | 961-1250 |
| Detroit Mini-Safe Company         | 372-9835 |
| Double Check Distributing Company | 352-8228 |
| Droschne Manufacturing Co.        | 852-1880 |
| Hussmann Refrigeration, Inc.      | 398-3232 |
| Globe Slicing Company (Biro)      | 545-1855 |
| Hobart Manufacturing Company      | 542-5938 |
| Lepire Paper & Bag Company        | 921-2834 |
| Liberty Paper & Bag Company       | 921-3400 |
| Master Butcher Supply Company     | 961-6566 |
| Merchants Cash Register Co.       | 531-3808 |
| Merit Sales Corporation           | 835-5970 |
| Midwest Refrigeration Company     | 566-6341 |
| Multi Refrigeration Inc.          | 399-3100 |
| National Cash Register Company    | 871-2000 |
| Nation Market Equip. Co.          | 545-0900 |
| Pappas Cutlery & Grinding         | 965-3872 |
| Scan-O-Scope Cameras              | 521-1960 |
| Square Deal Heating & Cooling     | 921-2345 |

## WAREHOUSES

|                           |          |
|---------------------------|----------|
| Detroit Warehouse Company | 491-1500 |
|---------------------------|----------|

## WHOLESALE, FOOD DISTRIBUTORS

|                                    |                |
|------------------------------------|----------------|
| Central Grocery Company            | (1) 235-0605   |
| Continental Paper & Supply Company | 894-6300       |
| Fontana Brothers, Inc.             | 897-4000       |
| 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) 534-4438 |
| Viking Food Stores                 | (616) 722-3151 |
| Abner A. Wolf, Inc.                | 584-0600       |



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