



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

DECEMBER, 1974



Phil Lauri, 1974



Lou Vescio, 1975 - ?

Lou Vescio New AFD President

Under the direction and leadership of Phil Lauri of Lauri Bros. Super Market, the AFD continued its record growth both in size, stature and accomplishments. In 1975, the president's gavel is turned over to Lou Vescio of Vescio Super Markets, Saginaw, who promises to keep the AFD on the move.

AMONG DETROIT'S WOMEN, THE NEWS IS THE DOMINANT PAPER. PERIOD.



No ifs, ands, or buts about it, we reach the people who buy the food.

Of all adult women in Detroit's SMSA, 52% read The News. The Free Press, only 34%. On Sunday, the margin is even wider, 61% to 38%.

A lot of our women readers are pretty well set financially, too. Among women with household incomes of \$20,000 plus, The News reaches 55%. The Free Press, 40%. And on Sunday, it's 64% to 45%.

Among women who work, 50% read The News daily. Compared to 40% for the Free Press. On Sunday, we reach 63%. The Free Press, just 42%. And look at the totals among housewives. Daily, 53% read The News. The Free Press, 31%. And on Sunday, we increase our lead...



61% to 37%.

All this information is good food for thought. The main

thing to digest, though, is that The News is the dominant newspaper in town. Maybe that's why The Detroit News carries the bulk of the food lineage run in major newspapers in Detroit's SMSA.

The 6-county Detroit SMSA is just 1/15th of the state's total land area, but it's where 50% of Michigan's population lives. And where 50% of Michigan's food sales are made.

In Detroit's SMSA, The News reaches 53% of all adults daily. The Free Press, 37%. On Sunday, we pick up even more people, reaching 61%. The Free Press, however, reaches only 38%.

If you've read this far, you should have the idea that we dominate the female market in Detroit's SMSA. Which we do. Absolutely. For sure. No doubt about it. Period.



The Detroit News

Largest evening newspaper circulation in America.

Source: Market Detroit III, 1974.

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YOUR ASSOCIATION AT WORK

Review of AFD Involvement, Action Programs

The following is a year-end review of the numerous major action programs, projects and involvement of the Associated Food Dealers during 1974. It also includes some of the major developments which occurred in, and affected, our industry. This report was compiled by AFD president Phil Lauri and executive director Edward Deeb.

JANUARY

The year began with the AFD cooperating with Detroit Edison Co., urging all members to help conserve electrical energy during the energy shortage . . . The AFD testified against House Bill 4926 during a hearing of the Michigan House in Southgate; the bill would have required a 10 cent deposit on all beverage containers.

In cooperation with the U. S. Treasury Dept., the AFD advised members of the new supplemental gold-colored Social Security checks, and procedures for handling them . . . Teamsters Local 337 struck five major Detroit area food chains and one wholesale company, with 2,500 drivers and warehousemen walking off jobs. Some chains began laying off store employees as supplies at retail dwindled. Independents reported increased pressures of serving additional customers. Strike ended Jan. 28.

Phil Lauri of Lauri Bros. Super Market, Detroit, was elected the new AFD president, succeeding Ray Martyniak of Ray's Prime Meat stores . . . Robert Kunz of Mid-America Food Brokers, succeeded John Kimball of McMahon & McDonald as new president of the Detroit Food Brokers Assn . . . Charles Briebof of WOTV, Grand Rapids, was elected the new president of the Grocery Manufacturers' Representatives of Grand Rapids . . . Stanley Thayer was re-appointed chairman of the Mich. Liquor Control Commission.

FEBRUARY

Conducted the Associated Food Dealers' 9th Annual "Grocers Week in Michigan," a statewide promotion sponsored by AFD in behalf of the food industry . . . Gov. William Milliken issued a proclamation to that effect, as did most of the Mayors of Michigan cities. Highlight of the week-long celebration was AFD's 58th Annual Food Trade Dinner, held Feb. 19 at the Raleigh House with over 1,300 persons on hand.

Rep. Frank Wierzbicki presented AFD with a joint resolution passed by the State House and Senate commending the AFD for its contributions to the industry and the community... Judge George Bashara Jr. installed the new AFD officers and directors at the event . . . Durant Enterprises, Inc. acquired all of the common

stock of Hamady Food Stores, Flint, in a cash transaction. Ray Pinna was re-named president and Albert Kessell was named vice-president and treasurer.

AFD warned retailers of a new con game "larceny by trick", as depicted in the movie "Paper Moon", and of a rash of bogus \$10 bills being circulated in the area . . . The Federal Trade Commission announced it lacks resources to conduct special surveys, which was being duplicated by USDA and the Dept. of Labor. AFD had opposed the survey from inception . . . Jack Grifo of Superior Potato Chips was the grand prize winner of the Mark IV auto during AFD's "Dollars For Scholars" dinner raffle.

The AFD launched two new committees at this time - (1) a Task Force on Crime and (2) a Suppliers and Vendors Committee. Grifo volunteered to head up both committees for AFD . . . Ed Deeb appeared on WXYZ-TV7 and WWJ-TV4 to discuss increasing food prices. Later, he appeared on WWJ Radio's "Guestcall" program to provide consumers with food shopping tips.

MARCH

Members of the Amalgamated Meatcutters & Butchers Union, Local 26, struck four Detroit area pork processing plants, forcing walk-outs by some 800 employees . . . AFD published its Annual Soft Drink and Beer Survey in our newsletter, *The Food-A-Gram* . . . Baby foods pioneer Daniel Gerber died at his Fremont, Michigan home. He was 75.

Ira Wilson & Sons Dairy appealed to the Detroit Board of Zoning Appeals to reverse an earlier decision to deny expansion of the firm's facilities. The appeal eventually was reserved later in the year . . . In testimony before the State House Appropriations Committee, Lansing, the AFD urged passage of the bill to increase retail liquor markups to 15% . . . Brewers and bottlers at Stroh Brewery Company, members of Teamsters Local 181, struck the firm, closing the brewing operations.

Supermarketing magazine ran a full-page feature story on the success of AFD's Grocers Week promotion . . . Ed Deeb appeared on WHNE and WOOD radio stations to discuss food shopping tips, and during the month he also addressed the Southeast Exchange Club of Detroit . . . March 19 Deeb also appeared on "AM Detroit," WXYZ-TV7 on the same subject. AFD also had appearances on WWJ-TV4 and WXYZ-TV7 to outline the association's efforts to curb the growing crime problem.

APRIL

AFD hosted 150 Legislators and other government officials at the association's 3rd Annual Evening With the Legislators in Lansing . . . Oakland County Circuit Judge William Hampton ruled that secondary boycotts are illegal in Michigan in a suit brought against the United Farm Workers by A & P Food Stores . . .

Cost of Living Council lifted wage price controls on supermarkets, food processors and all other retail and wholesale segments of the food industry.

President Phil Lauri and Ed Deeb attended the Liquor Control Commission hearing in Lansing regarding beer breakage . . . Ann Arbor food and beverage dealers who had contested that city's non-returnable beverage container ordinance, won relief in a decision handed down by Washtenaw County Circuit Court Judge Edward Deake. The judge permanently enjoined the city from enforcing the ordinance.

Wayne County's Board of Commissioners adopted a resolution supporting the bill to ban one-way containers in Michigan. At a hearing to discuss the action, AFD and other groups opposed the action.

MAY

AFD called on the Michigan Liquor Control Commission to permit exchange or refund of damaged beer containers by brewers and distributors to retailers, at a special hearing held in Lansing. LCC Chairman Stanley Thayer indicated at the hearing the Commission had already acted favorably on AFD's request and would issue a written order on it . . . Writing in the May issue of *The Food Dealer*, Ed Finsilver of Fin Brokerage, explained the need for the fish industry to stabilize itself once again.

The new Federal Minimum Wage Bill, jumping the minimum wage to \$2 an hour, went into effect May 1 . . . The AFD staff participated in the Wayne County Career Vocational Conference, held at the U-M Dearborn campus . . . Also, AFD participated in the Ferndale High School Career Symposium . . . AFD officials Tom Violante and Ed Deeb participated in a career workshop at Frost Junior High School, Oak Park . . . May 28, Deeb addressed the Industrial Editors Association of Detroit, his subject: "The Need For Better Communications."

Clarence Adamy, president of the National Association of Food Chains, was the featured speaker at the annual seminar sponsored by MSU's Food Systems & Economics Management Program . . . AFD opposed H. B. 5848, which would have permitted a new 3/4-gallon size of milk container to be used and sold in Michigan, on the grounds it was not in the best interest of consumers nor food merchants.

JUNE

A penny shortage cropped up around the nation, with many retailers resorting to scrip. The U. S. Mint offered citations to citizens who turned in pennies . . . Gov. Milliken signed into law HB 4891, permitting package liquor licensees to increase markups from 11½ to 15 percent. The bill, strongly backed by the AFD, was the first one in 8 years that an increase in markups was afforded retailers.

AFD and Kroger Company officials met

(Continued on Page 10)

SOFT DRINKS AND MIXERS



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THE FOOD DEALER

Volume 48 — No. 9

Copyright, 1974

Official Publication of

THE ASSOCIATED FOOD DEALERS

434 West Eight Mile Rd. — Detroit, Michigan 48220

Phone: 542-9550

EDWARD DEEB, *Editor*

JUDITH MacNICOL, *Office Secretary*

RENE' SANDERSON, *Insurance Secretary*

OFFICERS — 1974

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*RAY MARTYNIAC, *Chairman*

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SID HILLER — Shopping Center Super Markets Southfield

GEORGE JERRY — C. Jerry's Super Markets Port Huron

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THOMAS VIOLANTE — Holiday Super Market Royal Oak

FRED WEBER — Short Stop Stores Inkster

*HARVEY L. WEISBERG — Chatham Super Markets Warren

WILLIAM WELCH — Hollywood Super Markets Troy

*JAY WELCH — Hollywood Super Markets Troy

GARY WING — Fisher's Food Markets Birmingham

*Past Presidents



The Sounding Board

To the AFD:

A while has passed since the tragic moments in my family's life. I will never stop thinking that my father, brother and uncle were victims not of life, or fate, but rather, a vulnerable business in a falling city.

I will remain bitter toward the City of Detroit itself, infinitely asking, "Do we change crime prevention tactics or genetics?" To me, Detroit is just a smoldering site, where people can no longer climb out of violence or evil, because they have long discovered that it is insanely profitable.

My father's story is a classic. He came to this country as a young immigrant in 1938. In 1946, he gambled and bought a small grocery store on Benson and Ellery Sts. For 28 years, my father worked to build better for his children. He did build better, as he couldn't have been prouder of his son Michael, an aspiring law student. But the irony of it all is the fact that Michael, who was only "helping out" while in semester break, was murdered at the hands of the criminality he so laboriously studied.

I would like to think that my family did not die in vain; that the impact was strong in the streets and neighborhoods of Detroit. But the most sad reality is that since Oct. 1, more inner-city grocers have fallen victims to Detroit's crime. I am also referring to the audacity of neighborhood groups suggesting that the inner-city grocers live within the "ruins," bank at black banks, and of the most outrageous health implications of the food they buy.

I wish I could see that there has been stronger police protection, and action in the mayor's office. But as it

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The Food Dealer is published monthly except January by the Associated Food Dealers at 434 W. Eight Mile Road, Detroit, Michigan 48220. Subscription price for one year: \$3 for members, \$5 for non-members. Application to mail at second-class rates is pending at Detroit, Michigan.

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EDWARD DEEB

OFF THE DEEB END

Credit Sales Coming?

Not many consumers realize it, but over 70 percent of all checks are cashed in the local grocery, supermarket and other retail establishments.

In addition, many police officials have expressed the view that since the retail food and beverage store still deals with cash, this is one of the main reasons for the growing amount of holdups and break-ins.

With the above in mind, it is no wonder then that some banks and savings and loan institutions have been experimenting by placing mini-branches in supermarkets to help alleviate the check-cashing problems, notably in California and Nebraska. Meijer's Thrifty Acres is already experimenting with the idea in Michigan.

When you consider high volume stores, as Sears, Roebuck, Montgomery Ward or Hudson's it is again no wonder that some retailers are even considering going directly into banking business by opening their own branches, although such a move is unlikely today.

The trend to bank in food stores, or even toward the use of credit cards, will get a big boost if a proposed Michigan restriction by the Michigan Financial Institutions Bureau is waived. The MFIB considers any store branch or "automatic teller" to be a branch of a bank.

Also, according to current Michigan law, a bank cannot open a branch office more than 25 miles from its main office. If the automated tellers are not considered bank branches, then they could be installed in Michigan markets.

Another option being considered is electronic banking, whereby shoppers can transfer funds from a savings account into a checking account . . . or even directly into a retailer's account instantly, by use of special credit cards.

The future of the retail food stores appears interesting indeed. Adoption of any or all of the plans would revolutionize our present operations, and put retailers directly into the electronic era.

It will be something to watch. It may even reduce crime.



Cold cash.



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

From one beer lover to another.

THE PRESIDENT'S CORNER

Unstable Economy Stands Out in 1974

By PHIL LAURI

This is my final column of the year, and as president of the Associated Food Dealers, all I can say is, how quickly the year went by and how busy it was for the AFD and all food and beverage distributors.

Usually, the presidents review the year's activities in their final message. But since there is a comprehensive review of the AFD projects, involvement and activities on Page 3 of this issue of *The Food Dealer*, this will not be necessary.

As I look back over the year there are a few things that stand out and should be mentioned. They include general inflation, high unemployment, and an unstable economy, rising sugar prices, to mention a few.

I am also personally proud that the AFD played such an important role in increasing the profit mark-



LAURI

up for package liquor retailers to 15%. This was the first increase in eight years.

In closing, I wish to say it was a real pleasure and honor to serve as president of the AFD. The office and responsibilities of president has brought to me a far greater understanding of our industry as well as the operations of the AFD. Very few people I am sure, fully realize the numerous problems we attempt to resolve on a day-to-day basis. We're always ready to help our members and defend our industry.

At this time, I wish to thank all of the officers, directors, members and friends who assisted me during this year, including our supplier companies who supported our events and activities.

I also wish to say a special "thank you" to Ed Deeb and the AFD administrative staff. They worked closely with me and made my job that much simpler.

Without all of your help, our many successes in this record year would not have been possible.

Thank you and best wishes for a happy and successful 1975.

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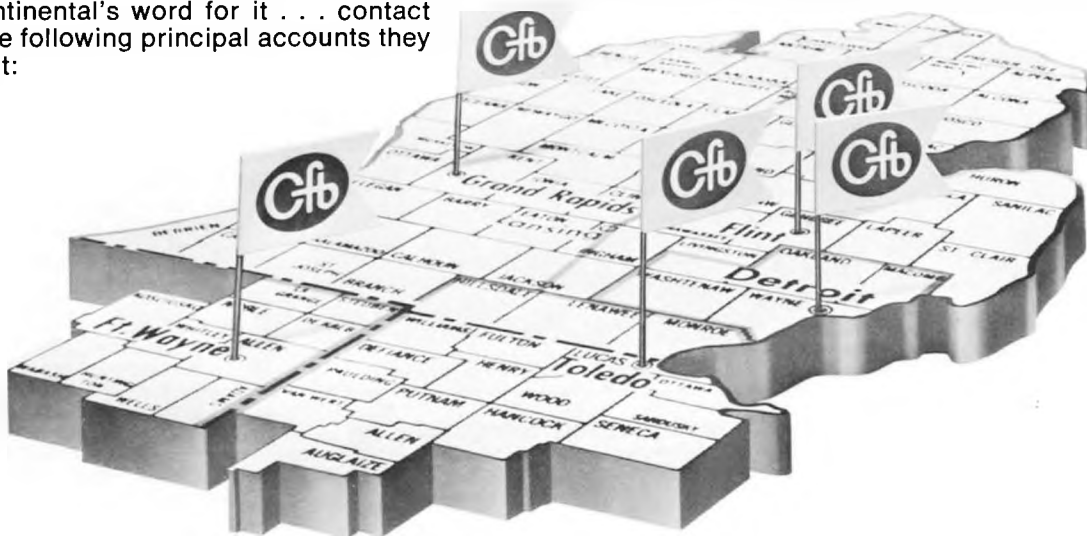
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YEAR IN REVIEW

(Continued from Page 3)

with representatives of the Jefferson—Chalmers Citizens Council of Detroit to discuss ways to attract new supermarkets to the inner-city. The group also urged Kroger to rebuild a Bi-Lo unit which had burned down in the area.

WJBK-TV2, WWJ-TV4 and WXYZ-TV7 each carried interviews of Jack Grifo and Ed Deeb concerning the AFD's efforts to fight crime and launching of the Task Force on Crime . . . The Boys Club of Royal Oak honored the AFD for outstanding service in behalf of youth and the community . . . Ed Deeb addressed the Ann Arbor Rotary Club on the subject of inflation and rising food prices.

JULY

AFD's Task Force on Crime met with Detroit Police Chief Philip Tannian to outline the growing crime problems facing retailers and vendor firms. The Task Force also urged the city to alleviate parking problems, or face the possibility some firms would discontinue deliveries in high crime areas. The AFD at this time also announced the formation of a Reward Fund in behalf of members.

FTC announced that Detroit was one of six cities across the nation to be investigated for food price competition and concentration of ownership of area stores . . . William Lee, head of B&C Markets, Cheboygan, was elected president of NARGUS . . . July 15, Ed Deeb appeared on WWJ Radio's "Guestcall" program on rising meat prices . . . Later, he appeared on WJBK-TV2 to discuss rising sugar prices and taped a half hour program for WDEE radio on rising crime affecting our industry.

Broker mergers: Earl Lyons Sales Co merged with Acme Food Brokerage, and Steve Conn Associates merged with Marks & Goergens . . . AFD's Crime Task Force met with a special Detroit Police Task Force of 10 commanders to map out crime prevention strategy.

AUGUST

AFD met with Detroit Fire Department's Arson Squad and the Detroit Police Special Investigations Section to discuss increasing numbers of fires involving food stores, both of the natural and arson variety . . . AFD director Ray Shoulders met with Detroit Common Council to relate the arson problem, and gave AFD's position on the subject . . . Gerald Ford of Michigan succeeded Richard Nixon as President of the United States.

McDonald Dairy Co. acquired Risdon Bros. Dairy of Detroit as well as Producers Creamery of Benton Harbor . . . AFD's executive director appeared on WJBK-TV2 in a live telecast commenting on the affects of the drought . . . Detroit grocery pioneer Abner A. Wolf, founder of Abner A. Wolf, Inc., died in Florida.

SEPTEMBER

Teamsters Farm Workers Union notified AFD that any retailer removing Teamster-harvested products from his shelves will be "considered unfair to farm workers, and it would be compelled to urge its members not to patronize unfair stores," another series of battles with the United Farm Workers Union . . . AFD president Phil Lauri reminded retailers not to be "Dead Heroes," when it comes to robberies, writing in the September issue of *The Food Dealer*.

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The Sounding Board

(Continued from Page 5)

goes, and unfortunately, looks like it will continue. The corruption and apathy appears strongest there. It took 20 minutes for the police to arrive at the scene. My father called his own help twice, while bleeding to death.

I would like to shout to all the small grocers: Don't waste your time or most importantly your lives . . . because there is someone home who cares more than Detroit ever will.

At this time, I would like to thank Jack Grifo, Ed Deeb and the Associated Food Dealers for your most concerned and generous organization, as well as for contributions to the reward fund. My family and I are most sincerely appreciative.

In all my bitterness, I can only hope that justice will triumph and all vilthy murderers will eventually find their deserved hell.

Rose Biondo
Daughter of Joseph Biondo
Joe's Market, Detroit

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Memo from Faygo

BY MORTON FEIGENSON
president



"It's no surprise to us that Faygo has taken over as the Number One selling line of sugar-free diet pop in the Indianapolis market," said Landon W. Pendill, head buyer for the Bloomington (Ind.) Wetterau Food Services Division of Wetterau Inc.

Said Pendill:

"No other diet line comes close to Faygo for taste and quality. Yes, we include Diet Pepsi, Tab, Shasta and even our own IGA label diets in that appraisal. We regularly taste-test all of them."

Sales of Faygo diet flavors out of the 124 member stores served by Wetterau's 250,000-square-foot distribution center at Bloomington are running 46 percent ahead of a year ago. Noting this, Pendill said:

"Faygo sales have justified our carrying and promoting it, and they are very profitable for our retailers. I'm willing to tell that to anybody. In fact, I always tell it to those who come in to present me lesser quality diet lines."



**LANDON W. PENDILL, HEAD BUYER,
BLOOMINGTON (IND.) WETTERAU FOOD SERVICES
DIVISION OF WETTERAU INCORPORATED**

Though only 27-years-old, Pendill has some strong credentials for heading up a team of four buyers.

During high school he worked in supermarkets as a stock boy and meat cutter. When he joined Wetterau's buying staff in 1969 he brought along with him a degree in marketing from Indiana University. Promotion to his present responsibility came last year.

Wetterau operates six other distribution centers (three in Missouri and one each in New Hampshire, South Carolina and Kentucky) and is, among other things, one of the nation's largest voluntary wholesalers. Its most recent fiscal year sales topped \$618 million.

Wetterau has a reputation for being "highly service-oriented" in helping its member stores to realize their profit goals. "We now have going with them our HOPE (higher operating profits through efficiency) program," said Pendill.

HOPE, he explained, is a proven shelf allocation system. Wetterau people take it into stores and set up the best possible profit potential in each and every department based on gross margins and product movement.

"It keeps settings tuned to changes in consumer buying patterns and nowhere is change more apparent than in beverage sections," said Pendill, adding:

"We've had to expand our warehouse pop lines immensely over the past year to keep pace with increased space allocations at retail levels. With Faygo, for example, we're up from eight to 14 diet flavors."

"What's happening is that inflation is forcing price-conscious shoppers to discover that there is greater product value in warehouse pop."

"What we're seeing is a lot of former Coke and Pepsi drinkers turning not only to Faygo but also to our other warehouse lines. I'd say the trend on the part of our retailers to give bigger space allocations to warehouse pop is likely to pick up even greater momentum in 1975."

"And, they are already allocating 25 to 50 percent of their beverage departments to warehouse soft drinks."

Five New Supplier Members Join AFD

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

PRIMEAT PACKING COMPANY, beef slaughterer and distributor, 2380 - 29th St., Detroit, Mich. 48216; phone (313) 237-0087.

NOR LES SALES, INC., distributors of non-foods, health and beauty aids and tobacco products, 2260 Scott Lake Rd., Pontiac, Mich. 48054; phone (313) 674-4101.

AL DEUEL TROUT FARM, breeders and distributors of fish and seafood products, 71201 Coon Creek Rd., Armada, Mich. 48005; phone (313) 784-5427.

GREAT LAKES CASH REGISTER, INC., distributors of cash registers and related equipment, 5850 Allen Rd., Allen Park, Mich. 48101; phone (313) 383-3523.

WARD S. CAMPBELL, INC., insurance agents, 5254 Eastern Ave., SE, Grand Rapids, Mich. 49508; phone (616) 531-9160.

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

Where the Action Is



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Dearborn, Michigan

AFD MEMBER

GROCERS WEEK, FEBRUARY 16 - 22

Plans for the Associated Food Dealers' 9th annual Grocers Week in Michigan promotion on behalf of the industry are all set, according to AFD's Phil Lauri, chairman of the event. The week-long celebration is the highlight of the association's 59th Annual Food Trade Dinner being held Feb. 18 at the Raleigh House in Southfield. Some 1,500 persons are expected to attend. For free Grocers Week tie-in materials, or tickets for the dinner, phone the AFD at (313) 542-9550.

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.

Advertising in The Food Dealer

**Means Communicating with
Your Important Retail Customers!**

Congratulations to the Members of The Associated Food Dealers!

*We appreciate your business and hope you will continue to sell
our Popular Prince brand spaghetti, macaroni, egg noodles and sauces.*

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Better Made Potato Chips
Blue Cross-Blue Shield
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Casey Associates, Inc.
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Conco, Inc.
Continental Baking Co. (ITT)
Continental Food Brokerage
Darling & Company
Del Montel Corp.
Detroit Area Newspaper Network
Detroit Bank & Trust Co.
Detroit City Ice Co.
Detroit Coca-Cola Btlg. Co.
Detroit Food Brokers Assn.
Detroit Free Press
Detroit News
Detroit Rendering Co.
Peter Eckrich & Sons
Farm Crest Bakeries
Farm Maid Dairy
Faygo Beverages, Inc.
Frederick & Herrud
Frito-Lay, Inc.
General Foods
General Mills
Grocers Baking Co.
Grocers Dairy Co.
Gohs Inventory Service
Guzzardo Wholesale Meats

H. J. Heinz Co.
Hobart Mfg. Co.
Home Juice Co.
Hussmann Refrigeration
Independent Biscuit Co.
Paul Inman Associates
Interstate Marketing Corp.
Kaplan Whlse. Food Service
Kar-Nut Products Co.
George Keil Associates
Kellogg Company
Kowalski Sausage Co.
Kozak Distributors
Labeltape, Inc.
Land O'Lakes
L&H Wood Mfg. Co.
Leone & Son Wine Co.
Liberty Paper & Bag Co.
L-K-L Packing Co.
Marks & Goergens, Inc.
Master Butcher Supply Co.
M&B Distributing Co.
McDonald Dairy Co.
McMahon & McDonald, Inc.
Medallion Marketers
Melody Foods
Melody Dairy Co.
Merchants Cash Register Co.
Michigan Lottery
Midwest Refrigeration Co.
Multi Refrigeration
Mutual of Omaha
Nabisco
National Bank of Detroit
National Brewing Co.
Oakland Press
Observer & Eccentric Newspapers
PanCo, Inc.
Pepsi-Cola Company

Peschke Packing Co.
Peterson & Vaughan, Inc.
Pfeister Company
Prince Macaroni of Michigan
Procter & Gamble
Quaker Food Products
The Raleigh House
Red Pelican Food Products
Reynolds Metals Co.
RGIS Inventory Specialists
Schmidt Noodle Co.
Seal-Ad Tape & Label Co.
Service Instruments Co.
Spartan Stores, Inc.
Specialty Foods Co.
Squirt-Detroit Bottling Co.
State Sausage Corp.
Stroh Brewery Company
Sullivan Sales Co.
Super Food Services, Inc.
Superior Potato Chips
James K. Tamakian Co.
Technibilt Corp.
Tom's Toasted Products
Top Value Enterprises
United-Twin Pines Dairy
United Brokerage Co.
United Wholesale Grocery Co.
Fred Usinger Sausage, Inc.
Ward Foods
Warner Vineyards, Inc.
Warren/Sherer Corp.
Wayne Oakland Bank
Wayne Soap Co.
Washington Inventory Service
Wesley's Quaker Maid
Ira Wilson & Son Dairy
WWJ AM-FM-TV

And all AFD Member Firms — See Page 19

Associated Food Dealers — The Food Dealer

*"Michigan's Largest and
Leading Food Association"*

*"Michigan's Award-Winning
Food Trade Publication"*

YEAR IN REVIEW

(Continued from Page 10)

Jack Grifo of Superior Potato Chips was named to the Michigan Potato Industry Commission by Gov. Milliken . . . Housewives began boycotting sugar in response to skyrocketing sugar prices . . . AFD completed its surveys of vendors and suppliers for known high crime areas . . . AFD appeared on WXON-TV20 to describe the food distribution industry.

OCTOBER

AFD's Task Force on Crime met with Detroit Mayor Coleman Young to outline the concern of growing retailer and vendor crimes . . . The AFD launched a special reward fund for the members of the Biondo family who were killed in their store during a holdup . . . Following the meeting the AFD again met with Mayor Young urging him to lead a massive citizens crusade against crime.

AFD hosted its 10th Annual Awards Banquet at the Imperial House, Fraser, Peter Weisberg, founder and chairman of Chatham Super Markets, was named the recipient of our Man of the Year Award; Rep. Bill S. Huffman was presented with a Distinguished Service Citation, as was The Detroit News. Salesman of the Year awards were given to Maria Lalli of Universal Wine & Liquor Co.; Jerry Vanden Brook, Super Food Services; Marion DelCotto, Wesley's Quaker Maid; James Wing, Wing Meats; Donald Grafe, Northland Food Brokers; and Abe Goldberg, Ward Food's Tip Top division.

AFD participated in the launching of the Citizens Crusade Against Crime in Mayor

Young's office . . . AFD's Phil Lauri and Ed Deeb attended the Liquor Control Commission hearing on wine policies in Lincoln Park.

NOVEMBER

Michigan voters repealed the sales tax on food and drugs in the state, by voting in favor of a referendum . . . AFD appeared on WWJ-TV4, WXYZ-TV7 and WJBK-TV2 to explain how the repeal will be handled at the checkout counters . . . AFD participated in a crime seminar of the Detroit Urban League.

DECEMBER

Fred Falle of Bob Jones Company was elected 1975 president of DAGMR, succeeding Carl Leonhard of the Detroit News . . . the Michigan Treasury Dept. and the State Legislature defined what is taxable and non-taxable foods in a meeting with food and drug associations . . . A&P, Kroger and Wrigley announced they were freezing food prices voluntarily in its Michigan stores.



COURTESY pays dividends



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DRY
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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*****AFD Coming Events***

Feb. 16-22, 1975 — "Grocers Week in Michigan," AFD's highly successful statewide promotion in behalf of Michigan's food merchants and food industry. Mark your calendar so your store or company will plan to tie-in with the big event.

Feb. 18, 1975 — AFD's Annual Food Trade Dinner and installation of officers to be held at the Raleigh House, Southfield. This is the highlight of Grocers Week and the industry's big social event of the year. (Companies interested in sponsoring portions of the banquet, or placing an advertisement in the program issue of the Food Dealer magazine, or banquet tickets, are invited to contact the association.)

ASSOCIATED FOOD DEALERS**"Michigan's Action Retail Food Association"****434 W. Eight Mile Rd. • Detroit, Mich. 48220 • Phone (313) 542-9550**

Support These AFD Supplier Members

ACCOUNTING, INSURANCE

Approved Inventory Specialists Co.	571-7155
Brink, Earl B. (Insurance)	358-4000
Ward S. Campbell, Inc.	(616) 531-9160
Gohs Inventory Service	353-5033
Moe R. Miller & Co.	557-5255
Mid-America Associates	585-7900
Reed, Roberts Associates	559-5480
RGIS Inventory Specialists	778-3530
Washington Inventory Service	557-1272

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
Koeplinger's Bakery, Inc.	564-5737
Fred Sanders Company	868-5700
Schafer Bakeries	293-5320
Taystee Bread	896-3400
Tip Top Bread	554-1490
Wonder Bread	963-2330

BEVERAGES

Anheuser-Busch, Inc.	642-5888
Arrow Liquor Company	271-3100
Calvert Distillers Co.	354-6640
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
Four Roses Distillers Co.	354-6330
J. Lewis Cooper Company	499-8700
Faygo Beverages	925-1600
Greater Macomb Beer & Wine Dist.	468-0950
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
Schieffelin & Company	646-2729
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	968-0300
Allstate Sales-Marketing, Inc.	535-2070
R. F. Brown Sea Food Company	(517) 484-5428
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
John Huettner & Son	774-9700
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corporation	341-5905
Paul Kaye Associates	354-2070
George Keil Associates	273-4000
Harry E. Mayers Associates	352-8228
McMahon & McDonald	477-7182
Marks & Goergens, Inc.	354-1600
Merit Sales Corporation	835-5970
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
Stilles-DeCrick Company	884-4100
James K. Tamakian Company	424-8500
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 Company	885-7500
Don Johnstone, Inc.	846-5398
Land O'Lakes Creameries	834-1400
McDonald Dairy Company	(313) 232-9193
Melody Dairy Company	557-3800
Sani-Seal Dairies	(517) 892-4581
Louis Sarver & Company-Milk-O-Mat	864-0550
Chas. H. Shaffer Distributor	(616) 694-2997
Sheffer's Lucious Cheese	(616) 673-2639
Stroh's Ice Cream	961-5840
Twin Pine 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
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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	894-3000
Eastern Poultry Company	875-4040
Linwood Egg Company	345-8225
McCully Egg Company	455-4480
Orleans Poultry Company	833-1847
Water Wonderland Egg Corporation	789-8700

FISH AND SEAFOOD

Al Duell Trout Farm	784-5427
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

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
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
Broome Sausage Company	922-9627
Clover Meat Company	833-9050
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
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
Primeat Packing Company	237-0087
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

OFFICE SUPPLIES, EQUIPMENT

City Office Supplies, Inc.	885-5402
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POTATO CHIPS AND NUTS

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

PROMOTION

Action Adv. 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	965-5865
Top Value Enterprises	352-9550

REAL ESTATE

Casey Associates, Inc.	357-3210
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RENDERERS

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

SERVICES

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

SPICES AND EXTRACTS

Frank Foods, Inc.	833-0025
Rafal Spice Company	962-6473

STORE SUPPLIES AND EQUIPMENT

Almor Corporation	539-0650
Belmont Paper & Bag Co.	491-6550
Butcher & Packer Supply Company	961-1250
Double Check Distributing Company	352-8228
Droshine Manufacturing Co.	852-1880
Hussmann Refrigeration, Inc.	398-3232
Globe Slicing Company (Biro)	545-1855
Great Lakes Cash Register, Inc.	383-3523
Hobart Manufacturing Company	542-5938
Leprie Paper & Twine Company	921-2834
Liberty Paper & Bag Company	921-3400
Master Butcher Supply Company	961-5656
Merchants Cash Register Co.	531-3808
Midwest Refrigeration Company	566-6341
Multi Refrigeration Inc.	399-3100
National Cash Register Company	871-2000
National Market Eqt. Co.	545-0900
Pappas Cutlery & Grinding	965-3872
Square Deal Heating & Cooling	921-2345

TOBACCO DISTRIBUTORS

Fontana Brothers, Inc.	897-4000
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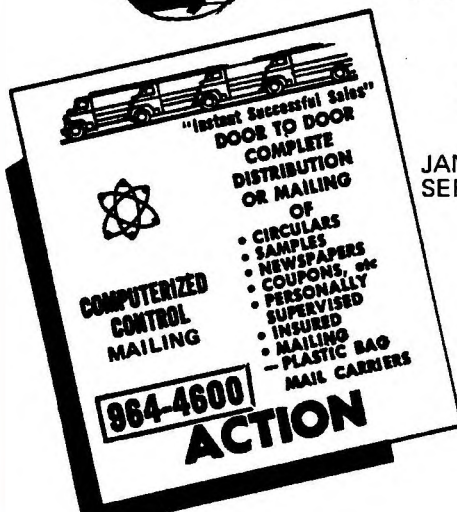
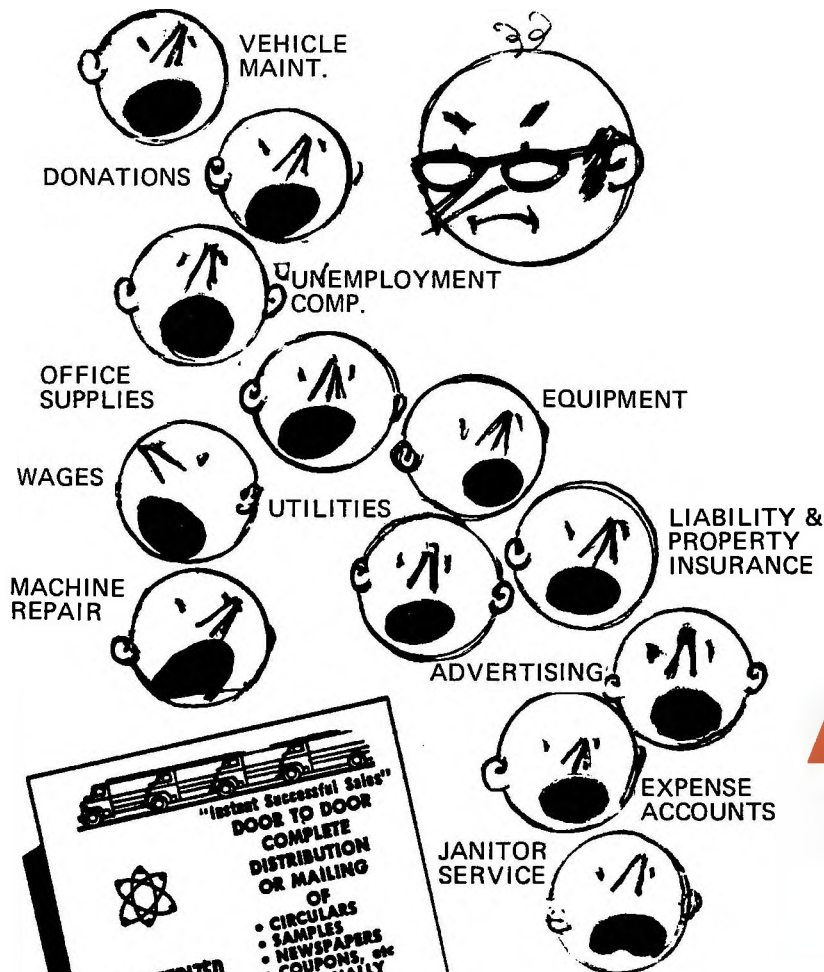
WAREHOUSES

Detroit Warehouse Company	491-1500
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WHOLESALE, FOOD DISTRIBUTORS

Central Grocery Company	235-0605
Continental Paper & Supply Company	894-6300
Grosse Pointe Quality Foods	871-4000
Kaplan's Wholesale Food Service	961-6561
M & B Distributing Co.	(1) 239-7689
Nor Les Sales, Inc.	674-4101
Raskin Food Company	865-1566
The Relish Shop	925-5979
Spartan Stores, Inc.	455-1400
Super Food Services, Inc.	(517) 832-8421
United Wholesale Grocery Co.	(616) 534-5438
Viking Food Stores	(616) 722-3151
Abner A. Wolf, Inc.	584-0600

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