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The Grocers' Association

THE FOOD DEALER

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

Evening With Legislators

The Associated Food Dealers' third annual Evening With the Legislators was another big success, as the AFD hosted the state's Legislators which saw a turnout of some 150 persons. Pictured above, from left, Rep. William Copeland, AFD's R. Jerry Przybylski, Rep. Thomas Anderson, and AFD chairman Ray Martyniak. *(See Story, Photos on Page 3)*

'Be Involved' - Page 8

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AFD Annual Legislative Night Big Success

Some 150 Senators, Representatives and Executive and Judicial branch officials were in attendance at the Associated Food Dealers' third annual Evening With the Legislators held recently at the Capitol Park Hotel in Lansing. The event is designed to help food dealers get better acquainted with their legislators while at the same time discussing various problems or issues effecting our industry.

AFD Treasurer, Jerry Yono, chairman of the event, said he was delighted with the turnout, which was the association's biggest yet for this particular event.

The AFD distributed position papers on several pending bills to aid the Legislators when they act on them. Two principal bills discussed at the time were House Bill 4891 to increase the Liquor markup to package store licensees to 15 percent, which the AFD strongly supports; and H. B. 4926 to eliminate one-way beverage containers, which the association opposes.

Association officials attending included Ed Acho, Mike Najor, Tom Violante, William Welch, Michael Giancotti, Alex Bell, Paul Felice, Louis Vescio, Ray Martyniak, R. Jerry Przybylski, Lafayette Allen Jr. Ed Deeb and several AFD guests, in addition to the Legislators.

REP. BILL S. HUFFMAN (D–Madison Heights), left, and Rep. Ray Smit (R–Ann Arbor), center, chat with an AFD guest during the association's recent legislative night festivities in Lansing.

LOUIS VESCIO of Vescio Super Markets, center, and an AFD vice-president, goes over food industry problems with Rep. Doug Trezise (R–Owosso), left, and Rep. Bert Brennan (R–Saginaw) at AFD's third annual Evening With the Legislators.

HELPING THEMSELVES to the tasty buffet were, from left, Rep. George Prescott (R–Tawas City), Rep. Daisy Elliott (D–Detroit), Rep. Edgar Geerlings (R–Twin Lake) and Rep. James Defebaugh (R–Birmingham). Over 150 persons attended the big event.

REV. WILLIAM H. COLQUITT of Allen's Super Markets, right, explains some of the operations of the food distribution industry to some of the Legislators who attended the AFD legislative night. From left, are Rep. Mel Larson (R–Oxford), Rep. William Kieth (D–Garden City), and Rep. Earl Nelson (D–Lansing).

THE FOOD DEALER

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EDWARD DEEB, *Editor*
JUDITH MacNICHOL, *Office Secretary*
KAREN HARDESTY, *Insurance Secretary*

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*RAY MARTYNIAK, *Chairman*
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*ALLEN VERBRUGGE – Verbrugge's Market . Grosse Pointe
THOMAS VIOLANTE – Holiday Super Market .. Royal Oak
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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:

On behalf of the Wayne County Intermediate School District, I wish to thank the Associated Food Dealers and your executive director, Edward Deeb, for participating as a major presenter at our 9th Annual Career Guidance Conference. Programs of this sort are most valuable when participants have an opportunity to interact with company representatives concerning topics which are of interest to them.

Now that educators are aware of your willingness to "become involved" and provide in-put where needed, we can only hope that they will take advantage of this opportunity for expanded dialogue. The communication of ideas, needs and interests can be extremely valuable toward bridging the gap which was acknowledged to exist during the conference.

Phyllis E. Smith, Coordinator
Wayne County Intermediate
School District Conference

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GUEST EDITORIAL

Fish Industry Needs To Become Stable Again

By EDWIN FINSILVER
President
Fin Brokerage Company

The fish and seafood industry is no longer an isolated local industry supplied by local and domestic production. It is an industry in a world-wide market, searching for enough production to help feed the people of all nations.

FINSILVER

Although, countless scientific studies are being made, less is known about the habits and reproduction of our lakes and oceans than any other segment of the food industry. But we are beginning to make strides to help discover this wide reservoir of potential beneath the water's surface.

The fish and seafood industry is now subjected to the economic "pulls" of the world, rather than just the local market conditions, immediately effecting the area where one lives. There are approximately 55 countries producing fish and seafood today. Their marketplace is the world.

A perfect example of how the fish and seafood industry is effected on a world-wide basis, is when the Japanese economy was booming. The Japanese were not only extremely tough competitors in the procurement of all types of seafood products in all countries where the USA purchases goods, they were also our own competition here in the domestic market.

This caused prices on such products as salmon, shrimp, cod fillets, haddock fillets, crab meat, etc., to soar all time highs. Our domestic producers were then caught in an economic bind, faced with higher labor costs and higher raw product costs on the production and, and price ceilings and controls on the selling end. Many packers found themselves in a squeeze which left little or no profit.

All packers were also enticed by the lucrative export market to Japan where they could legally sell at higher prices and realize a profit. The result was that

(Continued on Page 15)

very special company

Some well-known names here. Their products to be found on just about everybody's shopping list. And they're on those lists because shoppers have given them their complete approval.

This popularity stems from many things. Quality merchandise, good packaging, proper pricing and proper display, to mention but a few. We might also modestly add the role of the food broker.

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

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

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EDWARD DEEB

OFF THE DEEB END

Beer Breakage

A controversy has been festering over the past couple of years between brewers, beer distributors, retailers and the Michigan Liquor Control Commission about the exchange or refund of damaged beer containers.

It was about that time when the LCC began enforcing Rule 33 which prohibited brewers and distributors from exchanging any damaged, spoiled or less-than-full beer containers from retailers. While at the same time, retailers were permitted to exchange similar items for consumers at their own expense.

At a recent hearing of the entire Liquor Control Commission it was refreshing news to learn from Chairman Stanley Thayer that the LCC recently passed a motion which permits distributors and brewers to voluntarily replace damaged beer products . . . to the extent of less than one full case in any month, but not more than the aggregate of three cases in any one calendar year *without* prior Commission approval. (Damaged or spoiled beer containers totaling more than three cases at any one time will still require Commission approval.)

Brewers and distributors admit the new policy was revealed at the hearing, but say now they will not begin exchanging or refunding products until the LCC notifies them and all SDM licencees of the new rule. The Associated Food Dealers has written to the Commission asking that the new rules be printed and distributed.

The retailer throughout this controversy, stood in the middle. He was able to exchange damaged products for consumers, but the LCC rule prohibited brewers and distributors from reimbursing the merchant for any product exchanges he may have made.

The AFD has also argued that the rule had been contrary to the laws and rules of several governmental agencies requiring companies to stand behind their products. AFD also argued that when products are being mass distributed in case lots, it is difficult to detect any empty or partially full containers.

Retailers should be reminded however, that when the new rule is printed and distributed, it is not intended for them to take advantage of brewers and beer distributors. The rule is merely intended to permit exchange of "legitimately damaged or spoiled" products on an item by item basis.

We are confident that retailers will use good judgement and not make a mockery of this new ruling intended to provide some relief for losses they have been incurring.

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THE PRESIDENT'S CORNER

The Importance of Community Involvement

By PHIL LAURI

Giving of one's time to various segments of his home and/or business communities, can be of immense value and satisfaction to individuals who earn their livelihood in our industry. And it makes no difference whether you are an owner or employee in a food store, wholesale company, brokerage or manufacturing concern.

How can one become involved, if not already? Let me reiterate some of the thoughts of Chatham's Harvey Weisberg, AFD past president, which appeared in this column a few years ago.

LAURI

Involvement can mean helping in your church or synagog, a charity, civic endeavor, the PTA, government, your political party, service organizations, neighborhood groups or block clubs, or even your own business association, as the Associated Food Dealers, or DAGMR.

Relating the involvement to our own industry, there are many ways an individual can be involved. First of all, one should be in the right frame of mind; to want to be involved. Secondly, one should not mistake joining an organization or serving on a committee as being involved.

In the AFD, for example, we are involved in numerous projects designed to make our industry and community a better place to live and work in. These projects are basically categorized into (1) Member projects; (2) Industry projects; (3) Consumer projects; and (4) Community projects.

Within all of the categories, concurrently we constantly consider various types of legislation and law enforcement which may need to be inaugurated, modified or even eliminated if necessary. This tends to make the involvement a little more complicated, but nevertheless a very important part of the association's planning.

What are some examples of the involvement projects in the various categories mentioned above?

MEMBER – The bad check problem; coupon handling; insurance protection; shopping cart theft; and crime to mention a few.

INDUSTRY – Cooperation with all the various food trade associations in Michigan, since we feel we are all part of the same team, and together can get the job done quicker.

CONSUMER – To constantly provide useful consumer information to the press and the community on our industry; to help teach consumers how to be better shoppers; and to provide the best possible products and services. Dialogues and seminars help to relate the needed information also.

COMMUNITY – The program between the Detroit Police and the AFD on crime prevention, and the program to help provide summer jobs for teens, and giving scholarships to those interested in our industry, would be examples.

These are just a few of the verious projects or problems the association is constantly working on.

Involvement in these projects can be achieved by an individual volunteering to join an organization with a specific intention of actively serving on a particular committee; or by agreeing to accept responsibility when asked to contribute your time, talent or money.

There is much to be done, so let's get the job rolling. If you are not already an AFD member, we welcome you as a member. Remember, in unity there is strength and numbers . . . and numbers seems to be the name of the game today.

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Former Food Dealer Grossman Now Successful Art Dealer

Remember Freddie Grossman? Well it wasn't too long ago he was a successful buyer and merchandiser for such food chains as Allied Supermarkets and Food Giant Super Markets, Detroit.

Today, Fred Grossman is known as "the bearded barker of Berkley," the owner of Gallery Art Center in that city and a highly successful art dealer in his own right.

Recently, Fred glowed with satisfaction as he completed an auction that sold 137 pieces of art and paid a commission of $3,000 to the sponsors.

"I love it," he says. "I've been in the art gallery business now since 1968. And conducting art auctions for charitable organizations has proved to be a very rewarding aspect of merchandising. Because I was always an admirer of art, it seemed to me there ought to be some way to humanize the art business, take a little of the mystery out of it, and dash the myth that only the Joe with the bulging pocketbook can buy it."

It would seem Fred Grossman has been successful in doing this. In addition to maintaining the champagne previews – Grossman has invited women's clubs and service clubs in to the gallery for lunch – and a lesson and lecture on art.

During the past two years, Grossman and his working partner, Dr. Henry Sonenshein, Madison Heights surgeon, have conducted some 200 auctions.

"The 20% of the gross that we contribute to the charitable organizations who engage us to conduct auctions for them amounted to $100,000 in the period of 1972 and 1973," said Grossman.

Gallery Art Center provides the art items, prints the tickets, brochures and signs, and even arranges for a hall if the group doesn't have one.

"The only responsibility of the organization is to get a turnout of people," said Grossman, "Sometimes the sponsor that invites us blows it and fails to get a crowd, but the results may be amazing. I remember one event where only 24 people showed up – but they bought 60 pieces of art."

Although no one can predict the effect the energy crunch may have on 1974, "we expect to do at least 150 auctions," said Grossman, "and I have a hunch that 1974 could prove to be our biggest year yet."

Most of the auctions are held in Michigan, Ohio, Illinois, Pennsylvania, Ontario (Canada), and some in Florida.

"We make our auctions happy and fast-moving affairs. We reserve certain pieces of art – we call them fun items – on which we start the bidding at $1 to generate interest and excitement. Opening bids on other pieces have ranged from $5 to $8,000."

Grossman studies the background of each group for whom he conducts an auction. Accordingly, he slants his selection of watercolors, etchings, oils, lithographs, woodcuts

(Continued on Page 17)

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Around the Town

Kathleen R. Bufton, extension home economist for the Cooperative Extension Service of Michigan State University, has been appointed to the newly-formed national Consumer Advisory Council of **The Kroger Company**, according to an announcement by N. A. (Mike) Sawall, vice-president of the Detroit division for Kroger.

* * *

Congratulations to **Glenn Lake**, President of the **Michigan Milk Producers Association** for having been awarded an honorary Doctor of Agriculture degree recently by Michigan State University.

* * *

Harold Lincoln Company, an AFD broker member, was noticeably appreciated by the marchers in the recent 20–mile **March of Dimes Walkathon** from Belle Isle to downtown Detroit and back. The tired marchers were able to quench their thirst with the Wyler's Lemonade provided the Christ Church Youth Club who donated the proceeds to MOD.

* * *

Richard Posthumus was recently appointed as executive vice-president of the **Michigan Beef Industry Commission**, according to an announcement by Milton Brown, commission chairman.

* * *

Former AFD director **Albert Wyffels** was recently presented with a Distinguished Service Award by the **Southeast Exchange Club of Detroit** for his work with charitable organizations and senior citizens.

* * *

Lloyd Jackman, formerly corporate health and beauty aids merchandise manager for **Allied Supermarkets**, has been promoted to the new position of corporate general merchandise director for the Detroit-based chain, according to an announcement by C. Dale Warman, senior vice-president of sales and merchandising.

* * *

AFD executive director **Edward Deeb** was recently elected to the board of directors of the Michigan State University Alumni Association, which represents some 200,000-plus alumni around the world. Deeb was also recently awarded a Distinguished Service Citation by MSU's College of Communication Arts Alumni Assn.

* * *

Charles Williams has joined **Sullivan Sales Company** as a sales representative.

* * *

Sally Verbrugge, daughter of AFD director and Mrs. Allen Verbrugge of Verbrugge's Market, Grosse Pointe, recently graduated from **Endicott Junior College** in Beverly, Mass. with high honors.

* * *

Aline Marie Saverino, daughter of AFD vice-president and Mrs. Phil Saverino, recently graduated from **Butler University** with a degree in elementary special education. She will begin teaching in Carmel, Ind. next fall.

* * *

To help celebrate Michigan Week, **Spartan Stores, Inc.**, Grand Rapids, an AFD member, distributed attractive belts featuring the famous Spartan shield. The promotion was well received.

* * *

The AFD saddened recently to learn of the passing of **David Anbender**, attorney and corporate officer for Great Scott Super Markets, and **Lou Massid** of Pure Food Markets. We extend sincereist condolances to their families.

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THE BELL RINGER

Wonder When There Will Be A Gas War?

By ALEX BELL

Well, I missed the last issue, but I'm back this time bigger and better than ever, what with a new printer, computerized mailing, etc.

* * *

As I listened to President Nixon's address about his tapes, I am willing to bet he will come out smelling like a rose. It all boils down to one basic fact: was he guilty before or after the fact?

BELL

* * *

Bumper Stickers we have noticed: "Visit $an Clemente (you paid for it)." Also, "Eat more beans . . . we need the gas."

* * *

We are waiting to see Euell Gibbons, the natural food nut, eat a pine tree for breakfast.

* * *

What happened to the great American pastime "streaking?" We had a whole thing we were going to do on that bit but suffice it to say, watch the eleven o'clock news in living color on channel sex.

* * *

Random thought: When will there be a gas war?

* * *

Special for Tom Giancotti: To find streakers, you should take a fleshlight and go bare hunting, but if you see a road sign, "Bear Left," that means they have left.

* * *

I will make one of my fearless predictions after making a great deal of study. I think that there will be no great increase in the price of meat in the next six months, and that is sticking my neck out a mile. Besides, the consumers are still reluctant to buy meats.

* * *

I wonder if Chairman Peter Rodino of the House Judiciary Committee ever said, "Give me those #%*$+#= tapes."

* * *

Don LaRose of Food Giant tells me that being married is just like any other job—it makes it easier if you learn to like your boss.

* * *

More from Will Rogers, the famous cowboy humorist: "It takes nerve to be a Democrat, but it takes money to be a Republican." (1929)

"Politics has got so expensive that it takes lots of money to even get beat with." (1931)

"I have always maintained that no President can be as bad as the men that advise him." (1933)

* * *

AFD director Gene Matti used to have a girl friend that took Metrical for six month. At the end of the six months, she only weighted 83 pounds, casket and all. By the way, Gene turned down the deal of a lifetime. Just ask Mike Giancotti about that one.

* * *

This goodie from Tom Violante, the Don of the Main St. mafia: "Nowadays you can't judge a girl by the clothes she wears. There isn't enough evidence."

* * *

The U. S. birth rate has decreased — that's a bitter pill.

* * *

Eat your heart out Charley Manos.

* * *

Dear John, that's all she wrote. — *ACB*

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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.

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SPECIAL REPORT

Interesting Facts About U.S. Pet Industry

Did you know the pet population in the United States numbers over a billion which includes 500 million fish, 40 million dogs, 25 million cats, 6 million horses, 10 million birds and 1.8 million turtles? Pets, meaning kept and cared for animals, not strays, outnumbers the people in the U. S. by over 2 to 1.

The following are interesting facts about pets and the pet food industry. Did you know . . .

Annual pet food sales amounts to some five billion dollars. It is broken down as follows: $1.3 billion for food; $900 for livestock; $750 million for accessories and equipment; $400 million for medicine and health supplies; $200 million for grooming; and $350 million for miscellaneous.

Sales for pet care as grooming and beauty salons, amounts to some $200 million annually. That pet hotels, kennels and boarding houses have become a booming business. That over 6,000 small animal clinics employ over 10,000 veterinarians and do sales exceeding $400 million per year.

That there are over 100 registered pet cemetaries. Funerals cost anywhere from $85 to several thousands of dollars.

That there are rest homes for older pets which costs owners from $300 a year, and provides attendants, special diets, landscaped gardens and comfortable quarters and compatible companionship.

That there are over 7,000 franchised and company owned pet retail centers doing annual sales of over $1.6 billion. This does not include supermarkets, variety and department stores, drug stores and individual breeders.

Sales through retail food outlets amounted to some $1 billion last year.

That in the next five years, pet departments in supermarkets will be one of the 3 to 4 grocery categories to show a 35% gain to nearly $1.5 billion in sales.

That regardless of advertising, pet owners tend not to switch pet foods once they find the brand their pets prefer.

That canned dog food represents 51% of the total dog food sales. Dry dog food accounts for 34% and semi-moist dog food for 15%.

That the life span of cats and dogs continue to lengthen and will soon average 15 years or the equivalent of 90 human years.

That there are 115 recognized different breeds of pure bred dogs, and that registrations of pure bred dogs reached one million in 1970.

With pet foods accounting for a bigger percentage of sales in food stores, we thought this report on pet foods would be of interest to you.

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AFD MEMBER

Five New Supplier Members Join AFD

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

ARROW LIQUOR COMPANY, a division of Heublein, Inc., distiller and distributor of various liquors and cordials, 2500 Enterprise Drive, Allen Park, Mich. 48228; phone (313) 271-3100.

MOHAWK LIQUEUR CORPORATION, distiller and distributor of various liquors and cordials, 1965 Porter, Detroit, Mich. 48216; phone (313) 962-4545.

CREAMETTE COMPANY, THE, national producer and distributor of food products, 23091 Norwood, Oak Park, Mich., local phone (313) 399-8785.

WJBK-TV, television station, Channel 2 in Detroit, 2 Storer Place, Southfield, Mich. 48075; phone (313) 557-9000.

DON JOHNSTONE, INC., dairy distributors, 192 Yorkshire, Birmingham, Mich. 48008; phone (313) 646-5398.

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.

Guest Editorial

(Continued from Page 5)

the domestic market was left with short supply of certain seafood products which caused a strain on the remaining products which were not exported. Thus, the American consumer was faced with a choice of all-time high prices for fish and seafood.

The retailer, as yourself, was burdened with higher costs and ceiling which left very little, if any, profit. And with retail profits at such a low point (one-half onf one percent), this was unhealthy.

Later, when the Japanese economy recently fell, whatwith the onslaught of the energy crisis, their competition for fish and seafood supplies became non-existent. At this point, the American economy also began suffering from the energy crisis as well. Thus, the Japanese withdrawal from the marketplace, coupled with the American economic problems, caused a change and slow-down in the consumers' purchasing habits. The result was hugh overstocks on a number of products in the fish and seafood industry.

Obviously, the fish industry had a major problem of distributing due to the overstocking conditions. Their concern has been to move their products to the consumer as quickly as possible. In so doing, it was necessary for fish producers and processors to bring warehouse holdings into balance before the new fishing season begins. How is this done? Through the age-old law of supply and demand. The fish and seafood industry is currently pricing its products to give the consumer lowest prices in a long time, which results in excellent values and helps increase sales volume to merchants and distributors.

By taking advantage of the new prices, retail food stores and supermarkets are helping in alleviating the fish distribution problem upon us today. This means more high protein, low calorie seafoods are available at good prices. Many products are now being offered that can retail for less than $1 per pound for the main course.

The sharp, merchandise-minded retailers would be wise to contact their various fish suppliers to take advantage of these excellent buys. Retailers would then be assisting in providing relief to the fish industry, while taking advantage of the low prices.

More important, the retailer will help us stabilize our industry once again!

Pepsi Announces Promotions

Six executive promotions have been announced recently by the Pepsi-Cola Metropolitan Bottling Company, an AFD member. The new changes are as follows:

Thomas J. Regina has been named divisional vice-president for Pepsi's Michigan region.

Robert French was named vice-president for southeastern Michigan.

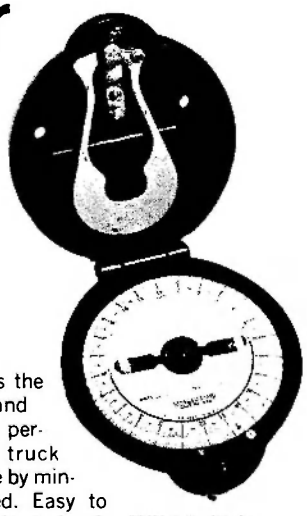
John Mynatt was named general sales manager for the Detroit and Dearborn regions, while Keith Haslam was named general sales manager for southeastern Michigan branches.

Bill Bolter was promoted to sales development manager and James Lattanzi was named product delivery manager for the Detroit and Dearborn areas.

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.

Get the facts about your men and trucks for less than $70



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Group Blue Cross - Blue Shield Available To All AFD Members And Their Employees

For those food and beverage merchants who are not aware, Blue Cross-Blue Shield hospitalization insurance at low GROUP rates is available to all retail members of the Associated Food Dealers. The AFD is the only retail food association in Michigan which offers the comprehensive Blue Cross program.

For those members who are not on our Blue Cross hospital insurance plan, call the AFD office so we can explain how you can participate. Retailers who are not yet members of the Associated Food Dealers, call our office at (313) 542-9550 to join our association (now over 2,300 members strong) and be eligible for our many programs and services.

MEMBERSHIP APPLICATION

Name of Firm _____

Address _____

City _____

Owner's Name _____

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

GROCERY MANUFACTURERS Representatives of Grand Rapids recently hosted various state legislators at a luncheon meeting, and a tour of both the Meijer and Spartan Stores' warehouses. The above phote was taken during the tour of the Spartan warehouse. From left, Tom Quinn, Spartan vice-president; Dick Church, GMR secretary; Bob Saltsman, GMR treasurer; Rep. Martin Buth of Grand Rapids; Rep. Edgar A. Geerlings of Twin Lake; Rep. Jelt Sietsman of Grand Rapids; Raymond Dutmers, Spartan president; and Charles Breihof, GMR president.

look For larger Plants, Automation

EAST LANSING - Look for larger food processing plants and for more and more automation in food processing.

Important changes in how food is grown, processed, packaged and distributed were heralded recently as Lloyd E. Slater of Radnor, Pa., editor of Food Engineering Magazine, summarized and commented in a National Food Engineering Conference at Michigan State University.

Slater based his anticipation of larger plants and more automation on decreasing availability and rising costs of both energy and water.

He said that where it is necessary to operate small plants near to fresh grown or raised primary food materials, there will be a need for co-operative waste recycling with technical and financial assistance from both local and federal governments.

"The decreasing availability and rising costs of two basic commodities of food manufacture - energy and water - have created a totally new realm of engineering trade-offs which could lead to important changes in how food is grown, processed, packaged and distributed," Slater declared.

"Closer coupling between the primary food source and the processor should result," he said.

Art Dealer Grossman

(Continued from Page 9)

and sculptures.

"If my audience," he says, "is mainly young people, I would concentrate on modern art. This seems to have a greater appeal. If it ,is a religious group, I go heavy on art that is religious orientated.

"Our policy is to stop the bidding should it reach the retail price one would have to pay if he came into our gallery. We are one of the few art auctioneers who do this."

Gallery Art Center carries works by major artists such as Chagall, Picasso, Norman Rockwell, Edna Hibel and Dali. It also carries works of local artists which includes Barbara Hess Mercier, Spiro Davis, Hugh Parselle and David Fischel,

Birth Defects are forever

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