

# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

MARCH, 1975



## A Tribute to AFD

Rep. Frank V. Wierzbicki, center, presented a special tribute to the Associated Food Dealers during AFD's recent food trade dinner. The joint Senate-House tribute was for services performed for the industry and contributions in behalf of consumers. Accepting the citation are chairman Phil Lauri, left, and president Louis Vescio.



Nothing downbeat here... no blue notes. That's because Pepsi-Cola delivers the happiest, rousingest taste in cola. Get the one with a lot to give. Pass out the grins with Pepsi... the happiest taste in cola.



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Vescio Super Markets

\* PHIL LAURI, Chairman  
Lauri Bros. Super Market

PHIL SAVERINO, Vice-President  
Phil's Quality Market

EDWARD ACHO, Vice-President  
J-A Super Markets

JERRY YONO, Vice-President  
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GEORGE BYRD  
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**TERMS EXPIRING DEC. 31, 1976**

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Village Food Market

SIDNEY BRENT  
Kenilworth Market

\*MICHAEL GIANCOTTI  
Auburn-Orchard Markets

\*DONALD LaROSE  
Food Giant Markets

R. JERRY PRYBYLSKI  
Jerry's Food Markets

\*ALLEN VERBRUGGE  
Verbrugge's Market

\*JOHN WELCH  
Hollywood Super Markets

**TERMS EXPIRING DEC. 31, 1977**

NEIL BELL  
Village Food Market

THOMAS GEORGE  
T-J's Food Center

SID HILLER  
Shopping Center Markets

EDWARD JONNA  
Trade Winds Party Shoppes

MOYED (MIKE) NAJOR  
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JAMES PEABODY  
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WILLIAM THOMAS  
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THOMAS VIOLANTE  
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Farmer Grant's Market

JACK HAMADY  
Hamady Food Stores

\*Past Presidents



# THE FOOD DEALER

Official publication of THE ASSOCIATED FOOD DEALERS  
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EDWARD DEEB, *Editor*  
JUDITH MacNICOL, *Office Secretary*  
RENE' SANDERSON, *Insurance Secretary*

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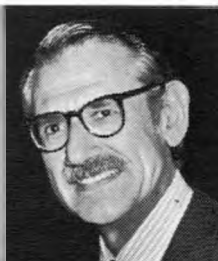


Outgoing AFD President Phil Lauri, left, was honored at the 59th Annual Food Trade Dinner by Michigan's Liquor Industry. Presenting the plaque for outstanding service to Lauri is John Luvera of Seagram's, who made the award in behalf of all of Michigan's liquor companies.



## Memo from Faygo

BY MORTON FEIGENSON  
president



For nearly six decades. That's how long the Lauri family has been retailing Faygo.

**"And Faygo, ever since 1966 when it began coming to us as a warehouse line," said Phil Lauri, "has been a much bigger volume and far more profitable line for us than any store-door vended line."**

Nodding agreement, Paul Lauri, the younger of the two brothers who now own and operate the Lauri Bros. Super Market at 7811 Gratiot Avenue in Detroit, added:

**"Gross margins with Faygo are not only greater, they are also a lot cleaner than the margins we can earn on pop lines that are still direct store-door delivered to us. Our net profit on Faygo is better because of the problems we don't have with Faygo."**



**PHIL AND PAUL LAURI, OWNERS AND OPERATORS OF THE LAURI BROS. SUPER MARKET ON DETROIT'S NEAR EASTSIDE.**

Phil, who served last year as president of the Associated Food Dealers, and Paul are the sons of the late John Lauri who in 1919, after emigrating from Italy, opened a corner grocery at Chene and Monroe streets in Detroit.

John Lauri reputedly was an easy going man and his sons seem to have inherited the same trait. In any event, both say they like their leisure time too much to ever aspire to owning more than one store.

Discounting that the present Lauri store stocks some 5,000 items and is among the top three retail outlets in Michigan in liquor sales, Phil Lauri said:

**"We're happy just being corner grocers. We enjoy knowing nearly all our customers by their first names."**

**"They get the best possible honest-to-goodness deals from us, and that's how we've built their confidence in our business."**

**"The families who shop our store think of it as a kind of center for their getting together with one another, for buying their groceries, their liquor, for cashing their checks—and for sometimes solving their problems. We're proud of what we are to them."**

\* \* \* \* \*

Said Paul Lauri:

**"Naturally, we would prefer to get all our beverages through warehouse channels. When you measure the volumes in which soft drinks sell today, it's for sure that the problems of dealing with a proliferation of vendors are bound to be overwhelming."**

**"There have been times when most of all we'd like to eliminate the problem which makes it necessary to hope that everybody who comes in and goes out the back door is honest."**

**"That kind of hope can too often put a heavy drain on store profitability."**

## The Sounding Board

To the AFD:

On behalf of the members of the Select Committee on Nutrition and Human Needs, I want to thank the Associated Food Dealers for your recent participation in the hearing on the food stamp program. Your testimony was extremely useful to the Committee in coming to grips with the issues in this area. I appreciate your contribution to the success of this hearing.

**Sen. George McGovern**  
Committee Chairman  
U. S. Senate

Thank you very much for the award and plaque presented to me at the Associated Food Dealers' trade dinner Feb. 18. It was a great pleasure to receive such an honor.

**Rep. Frank V. Wierzbicki**  
House of Representatives  
Lansing

On behalf of the Chairman and all the Commissioners, I want to express our appreciation for the thoroughly enjoyable evening at your association's 59th Annual Trade Dinner. Please thank the officers, directors and the membership.

**Thomas A. Van Tiem, Sr.**  
Commissioner  
Mich. Liquor Control Comm.

I sincerely wish to thank the Associated Food Dealers for the magnificent award you bestowed upon me at your most recent Annual Trade Dinner. I feel strongly that the community, the police, and association such as yours, working together, can go a long way to make Detroit a better place in which to live, work and enjoy the finer things of life. Again, I say thanks, and that we, the police, are at your service.

**Philip G. Tannian**  
Chief of Police  
City of Detroit

### 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.

## ***AFD Trade Dinner Again A Big Success***

Michigan's food and beverage retailers, wholesalers, processors, manufacturers and allied distributors were on hand for the Associated Food Dealers' big 59th Annual Food Trade Dinner held last month.

Featured speaker at the big event was the Detroit Police Chief Philip G. Tannian, who urged AFD and others to begin a statewide petition drive to change the state Constitution to allow police to hold professional criminals without bail. Tannian also called for consecutive sentences for convicted "professional" criminals, instead of the current practice of one sentence for all crimes committed.

Michigan Court of Appeals Judge George N. Bashara, Jr., who officially installed the AFD officers and directors, agreed with Tannian. The Appeals Court has many times upheld the conviction of criminals, Bashara said, only to be overruled by a five-man majority of the State Supreme Court. "If we want a change in the system, you must turn to the ballot box," he said.

The new AFD president, Louis Vescio of Vescio Super Markets, Saginaw, assured the audience that he would launch or support any or all programs which prove to be in the best interest of the total industry, and not only to the association itself.

Toastmaster for the evening was AFD executive director, Edward Deeb.

Outgoing president Phil Lauri of Lauri Bros. Market was presented with a plaque for outstanding service rendered as the association's president during 1974. Under his term, the association set records in all categories. Lauri was also honored by Michigan's Liquor Industry, being presented with an award for outstanding service to his trade. Making the presentation in behalf of all of the liquor firms was John Luvera of Seagram's.

The AFD was also honored with two presentations made by the Michigan Senate and House of Representatives (jointly) and the U. S. Dept. of Agriculture. Making the presentation on behalf of the Legislature was Rep. Frank Wierzbicki, and William Hairston in behalf of the USDA.

Tannian and Wierzbicki received outstanding service awards from the AFD for all of their assistance to the food distribution industry.

Those attending the big dinner were treated to the music of the fabulous Tommy Dorsey Orchestra.

At this time, the AFD wishes to thank publicly the various companies for helping to make the big night the success it was. First our thanks again to the Pepsi-Cola Company for hosting and sponsoring the cocktail hour for the tenth consecutive year; to

*(Continued on Page 12)*

### **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.*

## **PRINCE MACARONI of MICHIGAN, INC.**

26155 GROESBECK HWY.



WARREN, MICH. 48089

Phone Bill Viviano at 372-9100 or 772-0900

**EDWARD DEEB**

## **OFF THE DEEB END**

# Welfare Checks

There have been several investigations of late which are proving wilfull fraud involving Michigan's welfare-aid system.

One of the most aggravating problems for merchants concerns the issuance of second checks when a recipient claims her original check was stolen or lost.

Currently, it is the policy of the State of Michigan to issue a second check just 24 hours after the recipient makes a claim the first was lost or stolen. The State in this regard does not allow sufficient time even for the first check to clear the bank.

Consequently, when a second check is issued to a recipient who claims it was lost, and it is cashed, the retailer who cashed the original first check gets stuck for it, even if he legitimately took all the steps to prove it was cashed properly.

Further, just recently investigations by the State regarding practices of employees have uncovered fraudulent practices within the Department which handles welfare-aid checks.

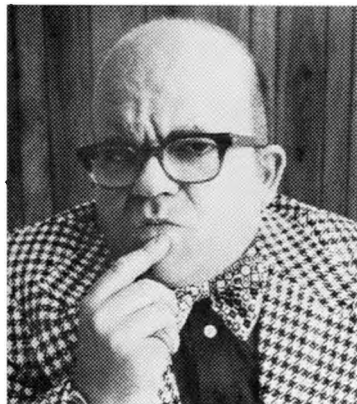
A few years ago, the Associated Food Dealers met with officials of the Treasurer Department and the Department of Social Services to look into the matter, and revise current practices. We indicated at the time that if no action was taken, then the State should have to stand behind all checks it issued, and consequently suffer the losses, and not the merchant.

The time is ripe for the State of Michigan to look into the growing problem of fraudulent welfare-aid checks, and determine a new policy to help prevent fraud.

We have estimated in the past it costs the State, bankers and merchants several thousands of dollars. If the State truly wishes to reduce fraud and help save taxpayers dollars, this is the place they should start first.



**If you're  
so rich,  
why  
aren't you  
smart?**



So you're making a good salary. But you're not saving any of it. Instead, you want to go after the "big deal" that's going to make you a cool million. Maybe.

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So maybe you'd better join the Payroll Savings Plan now. Just sign up at work. An amount you specify will be set aside from your paycheck and used to buy U.S. Savings Bonds.

That way, you can still afford to take a few financial risks, if that's your bag. But you'll always have a solid cash reserve to fall back on. And *that's* being smart.

Now E Bonds pay 6% interest when held to maturity of 5 years (4 1/2% the first year). Bonds are replaced if lost, stolen or destroyed. When needed, they can be cashed at your bank. Interest is not subject to state or local income taxes, and federal tax may be deferred until redemption.



**Take  
stock  
in America.**

Join the Payroll Savings Plan.

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- BEEF SIDES and CUTS
- FRESH LOCAL PORK
- LUNCHMEATS & SAUSAGES
- SMOKED HAM and BACON
- SALT PORK
- CHITTERLINGS HOG MAWS

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**434 W. Eight Mile Rd. Detroit, Mich. 48220**

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434 W. 8 Mile Road  
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To change or correct your address

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Company \_\_\_\_\_

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City \_\_\_\_\_

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## THE PRESIDENT'S CORNER

# *We Need A Trade Association MORE Today*

By LOUIS VESCIO

Since man's history began, he has found himself in the position of association with those with whom he had a common interest.

More often than not, the association would be so informal that the people involved would not recognize the fact that they had banded together. The desert nomad tribe protecting its oasis, the cliff dwellers of the west, and the walled city of the fertile crescent had in common the fact that they were protecting and preserving their way of life.



VESCIO

As society progressed and became more complicated, history traces the formation of governments to protect the lives and property of the people. Thus, we find that it is a basic instinct of the human race to band together when necessary to achieve a common purpose.

It was inevitable that the crafts and trades which supported a society would also find the need for cooperation. Today, we call this cooperation between business, trade associations, like our own Associated Food Dealers.

The concept of trade associations can be traced back for many centuries. There is at least one reference to a trade association in the Bible. It was located in the city of Ephesus and its "executive secretary" was a man named Demetrius. He had a problem of how to stop a decline in the business of his members who made silver idols. The declining business trend that caused him concern was precipitated then, as now, by a change in the thinking of the people and their buying habits.

Turning to the question at hand, "why have a food dealers association," it is stating the obvious to say that people in the business of serving food and beverages to the public have their common problems.

Stated briefly, they must serve a variety of products that will have sufficient appeal to the public to result in their sale. At the same time, they must meet a multitude of requirements imposed by the wishes of society, government at all levels, and by nature herself in the form of sanitation.

Few, if any, individuals have the ability to cope with all the problems confronting them. At the same time, there are places where they are weak. By cooperating together, the best of abilities of all can be utilized.

The well established natural law of "the Survival of the fittest" applies to the intangibles of life. As the natural forces of weather, wear and time buffet material things eliminating the weakest, in turn, so do the intangible forces of government, public opinion and progress bring changes in the business world.

It would seem obvious after analysis that only through an organized group as the Associated Food Dealers can people be brought together with a common problem . . . and to solve that problem with competent leadership.

Without an association, there can be no effective organized effort at that level to promote the best interests of our entire industry.

## The Test Of Time . . .

**92** Years  
Of  
Successful  
Service



**To Slaughter Houses, Wholesale &  
Retail Markets and Locker Plants**

**Whatever Your Problems May Be, Call**

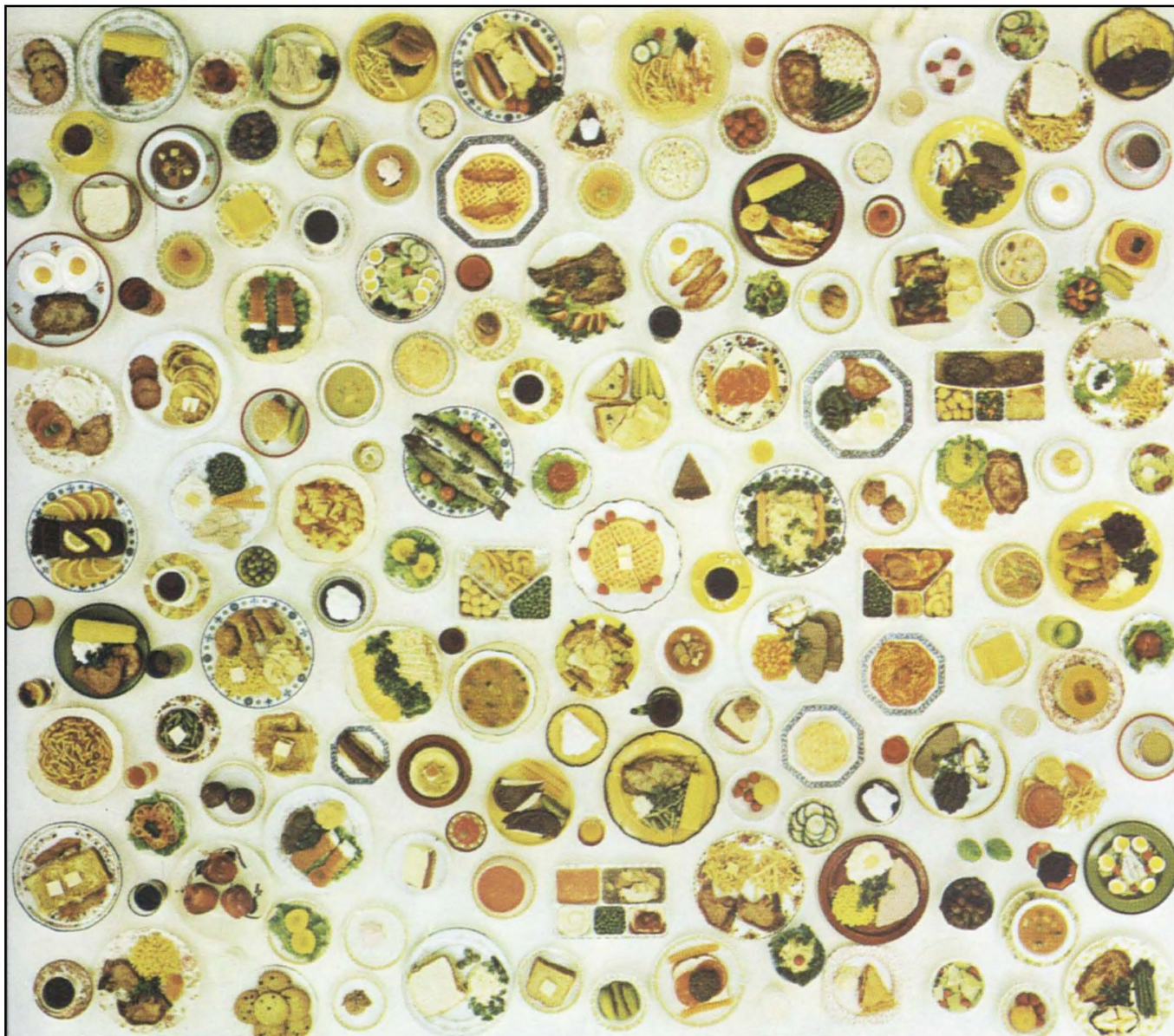
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**P. O. Box 329  
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**AFD MEMBER**

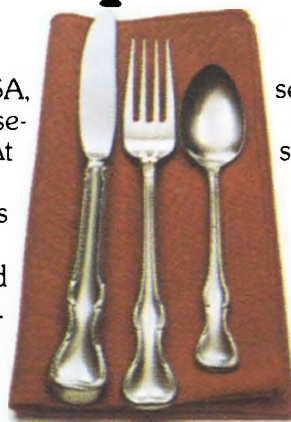




# The News is ahead of Detroit's other paper by 1,963,767 square meals a day.

In Detroit's all-important 6-county SMSA, The News delivers 208,468 more households than the Free Press every day. At 3 meals a day and 3 + people per household, that's a lot of opportunities to put your food on Detroit's tables. Especially since half of Michigan's food sales take place in the 6-county SMSA.

Smart food marketers know that to



sell food in the Detroit area, their ads have to be seen in the Detroit area. Not in out-state places like Paw Paw and White Pigeon, where about 30% of the other paper's circulation goes. That's one reason why, last year, The News led the Free Press in ad lineage by more than 20 million lines.

**The Detroit News**  
If your market's Detroit, your paper's The News.

## Mandatory Pricing Bills In Congress

Mandatory item-by-item pricing bills have been introduced in both the U. S. Congress and State Legislature.

The bill numbers are U. S. Senate Bill 997 and U. S. House Bill 4551. The current bill pending in the State Legislature is 4646, and calls for mandatory item price markings for food products.

The subject of having all prices stamped or marked for sale has become a priority issue of the AFL-CIO Executive Committee. Already labor lobbyists and consumer organizations have banded together to support the measures.

From an industry point of view, the question now is increased productivity versus statutory labor restrictions. Some of the typical items which commonly are not now priced or marked in stores include milk, baby food, gelatins, cigarettes, soft drink, beer, ade drink powders, to mention a few.

## AFD Extends Thanks To Governor, Mayors On Grocers Week

The Associated Food Dealers has extended its official thanks for the cooperation of Michigan Gov. William Milliken and the various Mayors around Michigan who proclaimed "Grocers Week" in their cities in behalf of the food industry. In addition to the State, the mayors included:

Frank J. Lada  
Allen Park  
Robert T. Kelly  
Birmingham  
Peter J. Tranchida  
Center Line  
John M. Harris  
Dearborn Heights  
Coleman A. Young  
Detroit  
Walter Bezz  
East Detroit  
Ralph D. Yoder  
Farmington  
Paul C. Visser  
Flint  
James J. Pampo  
Fraser  
James W. Lowe  
Garden City  
Matthew C. Patterson  
Grosse Pointe Park  
Benjamin W. Pinkos  
Grosse Pointe Woods  
Stephen J. Zervas  
Hazel Park  
Robert B. Blackwell  
Highland Park  
Edward Bivens, Jr.  
Inkster  
E. M. Karwoski  
Iron River  
Philip H. Conly  
Jackson  
Gerald W. Graves  
Lansing  
Virginia M. Solberg  
Madison Heights  
Milton "Pat" Munson  
Monroe  
Bert Vande Vusse  
Mount Clemens  
Donald E. Johnson  
Muskegon  
David H. Shepherd  
Oak Park  
Oliver M. Hanton  
Port Huron  
James P. Cline  
Royal Oak  
Donald F. Fracassi  
Southfield  
Carl Huffman  
Traverse City  
Ted Bates  
Warren



## Very Special Company

Some well-known names here. They're 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.

We're proud to be in the very special company of the products shown above. They're our clients, many of whom have been with us for almost half a century. And there's a reason. We're a very special company, too. The Pfeister Company, 21415 Civic Center Drive, Southfield, Michigan 48076.

# THE PFEISTER CO



Branch Offices in: Saginaw, Grand Rapids and Toledo.





**AFD FOOD TRADE DINNER**  
**59th Anniversary**  
**A CAMERA-EYE'S VIEW**



## AFD Trade Dinner

(Continued from Page 5)

Warner Vineyards, makers of Cask Wines, for again providing the tasty dinner wines on the tables; and to Superior Potato Chips and Michigan Cottage Cheese for providing the snacks and chip dips during the cocktail hour.

Our thanks also to the following companies who co-sponsored the banquet: Borden Company, Carling Brewing Company, Darling & Company, Detroit Coca-Cola Bottling Co., Detroit Rendering Company, Farm Crest Bakeries, Paul Inman Associates, Kar-Nut Products Co., Kraft Foods, Pepsi-Cola Company, Ralston Purina Company, Spartan Stores Inc., Squirt-Detroit Bottling Co., Stroh Brewery Company, Ward Foods, Warner Vineyards, Wayne Soap Company, and Ira Wilson Dairy.

Our thanks go out to the following firms who co-sponsored the evening's entertainment: Faygo Beverages, Gohs Inventory Service, Grocers Baking Company, Grosse Pointe Quality Foods, Seven-Up Bottling Co., United Brokerage Company and Velvet Food Products.

We wish to also thank and acknowledge Robert Bowlus Sign Company for again supplying the attractive signs and banners.

The AFD, its directors and members, are truly grateful to the above companies, and to all the companies and their representatives who attended our big annual celebration. We look forward to seeing you all again at our Awards Banquet in September, and our big 60th Annual Food Trade Dinner next February, 1976

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Good Service

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AFD MEMBER

## Around the Town

**Chiarelli's Market**, Lincoln Park, and an AFD member, is celebrating its 50th anniversary in June, since its founding by **Ercole Chiarelli**. Today, sons Frank and Al are the active managers of the market, but the senior Chiarelli is still involved in the business.

\* \* \*

**Harold M. Lincoln Company**, an AFD broker member, has relocated to new offices. The new address is 11677 Beech Daly Rd., Redford, Mich. 48239. The mailing address is P. O. Box 39284, the same zipcode; and the new phone is (313) 255-3700.

\* \* \*

**Riyadh Kathawa**, operator of **Newport Foods Super Market**, an AFD member, has begun his own wholesale company under the name Kathawa Imports of Detroit.



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Name of Company \_\_\_\_\_

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City, State \_\_\_\_\_ Zip \_\_\_\_\_

## Four New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food distribution association and service organization, representing over 2,600 members, wishes to welcome aboard four new supplier members to the association. Their names, addresses and phone numbers are as follows:

**PHILIP MORRIS, U. S. A.**, producer and distributor of cigarets and other tobacco products, 17117 W. Nine Mile Rd., Southfield, Mich. 48075; phone (313) 557-4838.

**BROOKS SUN-GLO POP**, soft drink bottler and distributor, 777 Brooks Ave., Holland, Mich. 49423; phone (616) 396-2371.

**KATHAWA IMPORTS**, distributor of a complete line of hosiery, 3626 Myrtle, Detroit, Mich. 48208; phone (313) 894-8288.

**MARKS QUALITY MEATS**, wholesale meat distributor, 1335 E. Fisher Freeway, Detroit, Mich. 48207; phone (313) 963-9663.

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

"Pressure on food dealers to withhold certain products from the marketplace has far-reaching consequences," Deeb said, "and is not in the best interest of the consuming public nor the free enterprise system."

The AFD said food and beverage merchants were innocent by-standers who just want to do their jobs the best they know how.

The association however, expressed its support of Senate Bill 285 in Congress which would amend the National Labor Relations Act to provide for free elections by farm workers.

"We feel the farm workers for too long have been denied their legitimate right to free elections," AFD said. "The bill before Congress provides farm worker rights for the first time."

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

## AFD Reaffirms Opposition To Secondary Boycotts

The Associated Food Dealers (AFD) has reaffirmed its position on secondary boycotts, opposing attempts to have merchants withdraw food and beverages from their stores.

The association, with over 2,600 retailers and suppliers, issued its statement in light of increased boycotting of area food and beverage dealers by members of the United Farm Workers Union in the greater Detroit area.

Michigan's largest food distribution association said the right to buy or not buy lettuce, grapes or wine belongs to consumers. "Store operators do not wish to stand judgement as to whether or not the UFW or the Teamsters Union is right or wrong."

Edward Deeb, the association's executive director, said consumers should not be deprived of their right to purchase whatever products they choose.



**THE NATURAL BREAD!**

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

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



## ***Uniform State Tax Penalties In Effect***

The various tax statutes administered by the Michigan Department of Treasury have been revised to provide uniform tax penalties and interest charges, and are currently in effect.

The following are various situations and tax penalties involved, for your information and records:

1—Failure to file or pay tax due: There shall be added a penalty of \$5 or 5% of the tax, whichever is greater, if the failure is for not more than one month or a fraction of a month, with an additional 5% for each additional month or fraction thereof during which the failure continues, or the tax and penalty not paid, to a maximum of 25%. In addition to the penalty, there shall be added interest at the rate of 3/4% per month on the amount of the tax from the time the tax was due until the date of payment.

2—Failure or refusal to file an information return or information report: A penalty of \$5 for each separate day the failure or refusal to file continues, up to a maximum of \$200 per return.

3—Deficiency in payment of tax due resulting from errors or misinterpretation of the statute: Interest of 3/4 of 1% per month of the amount of the tax per month from the date the tax was due until paid.

4—Negligent or intentional disregard of the statute: A penalty of 10% of the tax, plus interest at the rate of 3/4 of 1% of the amount of the tax per month from the date the tax was due until paid.

5—Fraudulent intent to evade the tax: Penalty of 100% of the tax due, plus interest at the rate of 1% of the amount of the tax per month, from the date the tax was due until paid.

B. C. Holderied, deputy commissioner of the State Department of Treasury, said the necessary tax forms and instructions are being revised and printed, and will be distributed to all taxpayers.

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## ***'A Grain A Day' . . .***

East Lansing—Some whole grain cereal, like that "apple a day", may also keep the doctor away, reports Dr. Dale Romsos, a nutritionist at Michigan State University.

Whole grain cereals, high in fiber, starch and other complex carbohydrates, may be important for keeping blood cholesterol and triglyceride levels low, he said.

Elevated cholesterol and triglyceride—long associated with cardiovascular problems besetting Americans—traditionally has been correlated with large amounts of the simple sugar, sucrose (table sugar) in the American diet.

But, according to Dr. Romsos, Americans presently consume no more sucrose than they did 50 years ago.

"What Americans actually have done," he explained, "is alter the relative amount of sucrose consumed so that it forms a larger portion of our diet in relation to complex carbohydrates."

Until recently, experts were split into two camps, Dr. Romsos said.

Some believed that low amounts of dietary fiber were the cause of high blood cholesterol and triglycerides, but most scientists blamed high sucrose for the problem.

New experiments show that neither explanation was totally correct.

Both factors contribute to cholesterol-triglyceride troubles and an individual's genetic endowment also has an influence on the effects of diet, Dr. Romsos said.

Increased sucrose, he explained, has little or no effect on cholesterol levels. However some people, because of genetic factors, display increased blood triglyceride levels when on a high sucrose diet.

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Gohs Inventory Service	353-5033
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
Iarm Crest Bakeries	875-6545
Grennan Cook Book Cakes	259-1310
Grocers Baking Co. (Oven-Fresh)	537-2747
Independent Biscuit Company	584-1110
Koepfingler'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
Brooks Sun-Glo Pop	(616) 396-2371
Calvert Distillers Co.	354-6640
Canada Dry Corporation	868-5007
Carling Brewing Company	358-2252
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
Fajgo 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 & I 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
Scheppeler 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.	255-3700
John Huettman & Son	774-9700
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
Merit Sales Corporation	835-5970
New Port Food Co. (imported meats)	561-2200
Gene Nielsens 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.	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
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 Deuel 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

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 Cleaners 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
Marks Quality Meats	963-9663
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	462-1501
The Oakland Press	332-8181
Port Huron Times Herald	(1) 985-7171
WJBK-TV	557-9000
WWJ AM-1M-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
Household Products, Inc.	682-1400
Items Galore, Inc.	939-7910
Kathawa Imports	894-8288
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)	893-4393
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 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	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.	833-8500
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
Lepire 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 Eqpt. Co.	545-0900
Pappas Cutlery & Grinding	965-3872
Square Deal Heating & Cooling	921-2345

## TOBACCO DISTRIBUTORS

Fontana Brothers, Inc.	897-4000
Philip Morris USA	557-4838

## WAREHOUSES

Detroit Warehouse Company	491-1500
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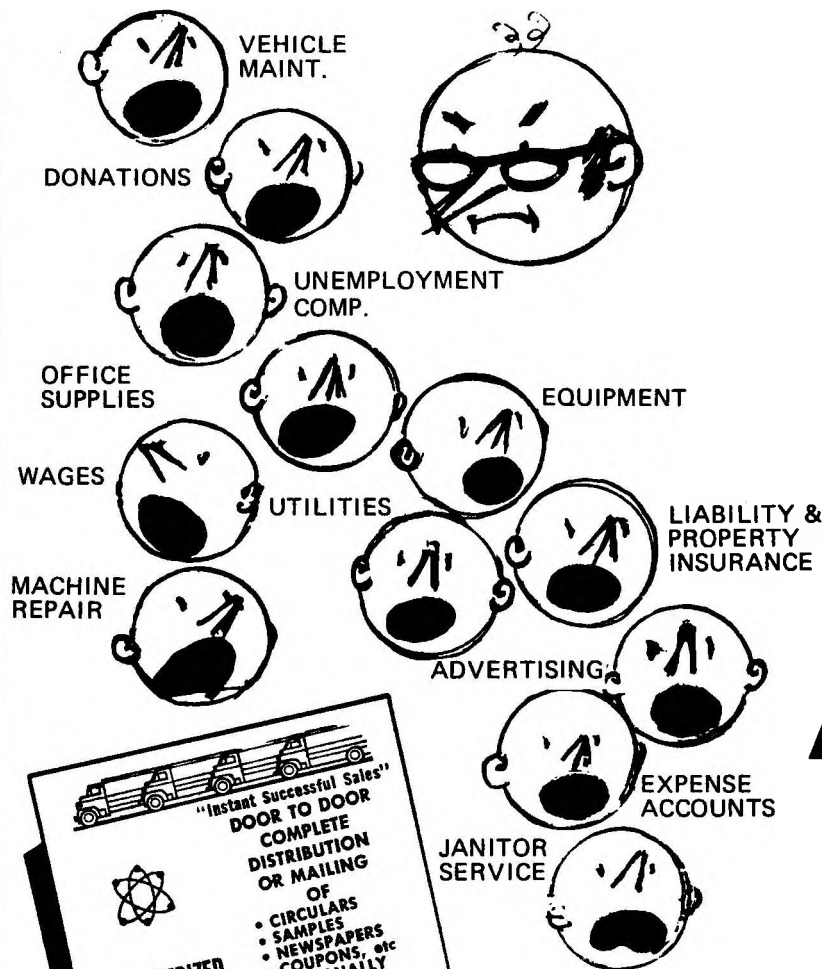
## WHOLESALE, FOOD DISTRIBUTORS

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) 823-8421
United Wholesale Grocery Co.	(616) 534-5438
Viking Food Stores	(616) 722-3151
Abner A. Wolf, Inc.	584-0600

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