

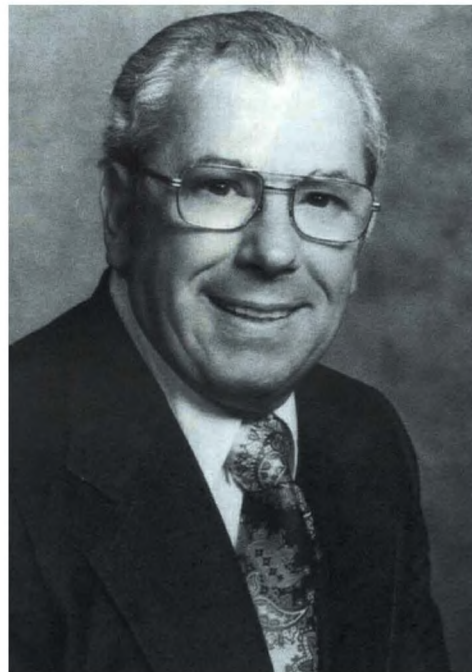
THE FOOD DEALER

"The Magazine for the Michigan Food Market"

NOV/DEC, 1975



Lou Vescio, 1975



Phil Saverino, 1976 - ?

Phil Saverino New AFD President

Under the direction and leadership of Lou Vescio of Vescio Super Markets, the AFD continued its record growth both in size, stature and accomplishments. In 1976 - our 60th anniversary - the president's gavel is turned over to Phil Saverino of Phil's Quality Market, Detroit, who promises to keep the AFD on the move.

Mabel, another Black Label!



America's Lusty, Lively Beer

Black Label is a full-flavored brew, with a taste that comes through straight and true... beer after beer.



Phone: (313) 358-2252

OFFICERS - 1975

LOUIS VESCIO, President
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
Bond Market

WILLIAM WELCH, Treasurer
Hollywood Super Markets

EDWARD DEEB
Executive Director

GEORGE N. BASHARA, SR.
Legal Advisor

DIRECTORS

TERMS EXPIRING DEC. 31, 1975

STAN ALBUS

Stan's Super Markets

GEORGE BYRD

Byrd House of Meats

ROBERT COVERSON

Mardi-Gra Food Center

PAUL FELICE

Felice's Quality Market

DON HARRINGTON

Meat-N-Place

GENE MATTI

Town Square Market

RAY SHOULDERS

Shoulders Markets

LEONARD TAGLIAVIA

Dan-Dee-Super Markets

GARY WING

Fisher's Markets

SABAH YALDOO

Food Castle Market

TERMS EXPIRING DEC. 31, 1976

*ALEX BELL

Village Food Market

SIDNEY BRENT

Kenilworth Market

*MICHAEL GIANCOTTI

Auburn-Orchard Markets

*DONALD LaROSE

Food Giant Markets

R. JERRY PRZYBYLSKI

Jerry's Food Markets

*ALLEN VERBRUGGE

Verbrugge's Market

*JOHN WELCH

Hollywood Super Markets

TERMS EXPIRING DEC. 31, 1977

LAFAYETTE ALLEN, JR.

Allen's Super Market

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

Publix Super Markets

WILLIAM THOMAS

Joy's Safeway Foods

THOMAS VIOLANTE

Holiday Food Center

*HARVEY L. WEISBERG

Chatham Super Markets

REGIONAL OUTSTATE ADVISORS

SAM COSMA

Atlas Super Market

JACOB GRANT

Farmer Grant's Market

JACK HAMADY

Hamady Food Stores

*Past Presidents



THE FOOD DEALER

Official publication of THE ASSOCIATED FOOD DEALERS
125 West 8 Mile Road, Detroit, Mi. 48203 • Phone: 366-2400

VOLUME 49 - No. 8 • COPYRIGHT 1975

EDWARD DEEB, *Editor*

JUDITH MacNICOL, *Office Secretary*

SELENA SHAIEB, *Insurance Secretary*

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The Food Dealer is published monthly except January by the Associated Food Dealers at 125 W. 8 Mile Road, Detroit, Michigan 48203. Subscription price for one year: \$3 for members, \$5 for non-members. Second-class postage paid at Detroit, Michigan.



CLOSING THE DEAL - Associated Food Dealers chairman Phil Lauri, second from left, signs the papers permitting AFD to acquire newer and larger offices at 125 W. Eight Mile Rd., Detroit, as AFD officials look on. Pictured from left, AFD legal counsel George Bashara, Sr., Lauri, treasurer William Welch, Peter McGlynn of Detroit Bank & Trust Company, Salim Sarafa of Sarafa Realty, and executive director Edward Deeb. The new facility more than quadruples AFD's previous operating space.

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 1975. It also includes some of the major developments which occurred in, and affected, our industry. This report was compiled by AFD president Louis Vescio and executive director Edward Deeb.

JANUARY

This year began with AFD's Task Force on Crime meeting with officials of the Detroit Police Dept. to outline specific crimes relating to vendors and retailers . . . AFD posted a reward for information leading to the conviction of the murderer of Sam Al-Hermizi of Galaxi Market with The Detroit News Secret Witness program. Mr. Al-Hermizi was slain following a robbery in his store.

No problems were reported by AFD members in the transition involving the repeal of sales tax on food in Michigan . . . AFD's Scholarship Committee met to plan another fund-raiser for scholarship grants . . . AFD met with the Citizens Crusade Against Crime to help plan crime prevention strategy . . . AFD met with the Detroit Fire Department's Arson Squad regarding the rash of store fires in Detroit, asking that something be done about them, Jan. 24 . . . AFD's Phil Lauri and Ed Deeb attended the Lansing hearing of the Liquor Control Commission on revised advertising rules.

Louis Vescio of Vescio Super Markets, Saginaw, was elected the new AFD president, succeeding Phil Lauri of Lauri Bros. Market . . . Fred Falle of Bob Jones Company was elected president of DAGMR . . . and Ken Millard of McMahon & McDonald was elected president of the Detroit Food Brokers Assn . . . Jan. 28, AFD met with the Detroit Mayor's Task Force on Hunger and Malnutrition, providing input.

Jan. 13, Ed Deeb appeared on WXYZ-TV7 and WDRQ radio to provide an overview of the industry's projection for 1975.

FEBRUARY

Conducted the Associated Food Dealers' 10th Annual "Grocers Week in Michigan," a statewide promotion sponsored by AFD in behalf of our 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 59th Annual Trade Dinner, held Feb. 18 at the Raleigh House with over 1,100 persons on hand.

Philip G. Tannian, Detroit Police Chief, was the featured speaker at the trade dinner . . . Judge George Bashara Jr. of the State Court of Appeals installed the officers . . . Rep. Frank Wierzbicki presented AFD with a joint resolution passed by the State House and Senate com-

mending AFD, and William Hairston of the Detroit office of the U. S. Dept. of Agriculture presented AFD with a citation for services rendered the USDA. The Tommy Dorsey Orchestra provided the fine dance music.

AFD met with Ferndale Vocational Education Advisory Committee regarding training programs . . . Met with a reporter of the New York Times who was doing a story on Detroit's independent grocers and Chaldean community, which was later published . . . AFD testified at a U. S. Senate hearing in Detroit against any plans to drop federal food stamps.

Super Market Institute and the National Association of Food Chains announced the two organizations were trying to work out plans to merge . . . A&P Food Stores announced it would be closing over 1,000 stores in 1975, or about one-third of its total nationally.

MARCH

AFD co-sponsored a meat merchandising seminar in cooperation with the state's Beef Industry Commission . . . Independent food stores became the object of intensified picketing by the United Farm Workers regarding those who stocked lettuce, grapes and Gallo wine; AFD met with both sides of the issue to hear their views and later re-issued a statement reiterating AFD's opposition to secondary boycotts.

AFD sent a questionnaire to members, polling them on important issues for which they desired action . . . AFD also participated in the International Dinner of the Food Council and Hospitality Industry . . . AFD officials Ray Shoulders, Ed Deeb and Jack Grifo of AFD's Crime Task Force, taped a half-hour TV special on anti-crime proposals which later appeared on Channel 56 . . . Grifo and Deeb also participated in a crime workshop sponsored by the Citizens Crusade Against Crime.

APRIL

Chatham Food Centers began testing computerized checkouts and the Universal Product Code, in its Center Line Store; later in the year, Farmer Jack began similar tests in its Rochester store . . . AFD met with the Wayne County Consumer Protection Agency to help plan a summer Food Fair . . . The Michigan Legislature rekindled efforts to ban one-way beverage containers in the state, and once again AFD opposed the bill.

AFD also opposed any expansion of benefits regarding unemployment compensation, the proposed state business activities tax, and supported S. B. 127 to provide for a mandatory 2-year prison sentence for any crime committed with a gun . . . April 17, Ed Deeb appeared on WWJ-TV4 and WXYZ-TV7 on the issues of rising food prices and the grape boycott.

AFD's Task Force on Crime met April 18 to

pass seven crime prevention proposals . . . April 23, AFD met with officials of the State Lottery Bureau regarding handling problems, and calling for an increase in retail agents' commissions, which eventually was raised to 6% from 5% . . . Later this month, AFD testified at a Michigan House Hearing in Detroit, regarding nutrition and how the state can aid in bringing better service to inner-city residents . . . April 29, AFD met with MSU's College of Human Ecology regarding suggestions for improving its program and curriculum.

MAY

AFD met with Detroit's Dept. of Transportation to air various parking problems and crimes involving vendors and retailers . . . Later, May 19, met with Detroit Parking Authority officials to review parking problems and those involving over-zealous meter maids, urging a test of double parking in the city . . . May 21, AFD testified against Senate Bill 694 at a Senate Hearing on pricing and advertising policies.

AFD participated in a symposium of the Citizens Crusade Against Crime . . . Ed Deeb served as a panelist on "Profits and Today's Society," sponsored by the Ferndale Board of Education.

JUNE - JULY

DAGMR held its Spring Golf Outing at Bayview Country Club . . . AFD's Task Force on Crime met to plan a July Golf Outing to raise needed funds . . . AFD met with Highland Park Mayor Robert Blackwell and the city's police chief to air parking problems in high crime areas. G. V. Teachman retired from the Michigan Dept. of Agriculture, later joining Borman's, Inc.

July 29, AFD held a Golf Outing at Meadowbrook Country Club, with proceeds going to the Crime Task Force, totaling some \$2,500 . . . Met with officials of the Detroit Department of Health regarding a proposed meat ordinance to require grades be marked on all packages.

AUGUST

Aug. 6 AFD testified at a Detroit Common Council meeting against the meat grade ordinance, as did all stores and packers except Farmer Jack, which supported the measure . . . AFD's Crime Task Force met with Detroit Police Chief Tannian on crime problems . . . AFD inaugurated a Check Collection Service for members in cooperation with Continental Collection Agency . . . Les Freidinger of Stroh's was appointed to the Clean Detroit Committee by Mayor Young and New Detroit, and, among others, he named AFD's Ed Deeb to his committee.

(Continued on Page 13)



MONEY BAGS

**YOU GET FASTER TURNOVER, BIGGER PROFITS
WITH SUPERIOR SNACK FOODS.**

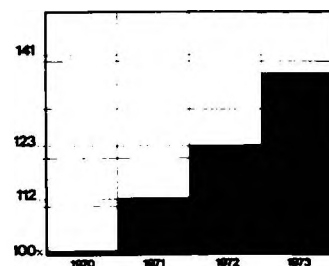
HERE'S WHY:

It's very simple. **Superior** finds out what people want and gives it to them.

Consumers want top quality and great taste and **Superior** delivers. They welcome exciting, new flavors and functional new packages. **Superior** comes through with items like **Superior Smoked Bacon Chips** and our full-pound, foil-like Gold-Pak.

And, retailers reap the results. Backed by aggressive promotion, they get faster turnover and greater profits . . . which results in a nice beefed-up bottom line on the P & L.

To find out more about the "Top line for your bottom line," get on the line. Phone **Superior** at (313) 834-0800.



Superior potato chip sales are UP almost 40% since 1970



**The top line...for your
bottom line**





EDWARD DEEB

OFF THE DEEB END

Why Ban One-Ways?

Once again vibrations are being felt in the State Legislature coming from citizen groups and the news media calling for a ban of one-way beverage containers, or severely limiting the use of them by tacking on costly deposit charges.

On numerous occasions, the Associated Food Dealers, representing our over 2,600 members who employ over 30,000 persons, have opposed such legislation on several grounds. We also oppose any present attempt to curtail the use of one-way containers, which are popularly referred to as "throw-aways" by citizen groups and Legislators.

Sure, litter and other solid waste strewn on our State's highways is an ugly sight. But that litter and solid waste simply doesn't get there by itself . . . people put it there.

We have long advocated a "total systems approach" to resolving the litter and solid waste problem. When I say "total systems" I mean by ALL segments of society . . . business, labor, government, etc., and I mean all available innovations for getting the job done which technology has provided us.

The task would be a major one, but one which could be resolved if we all work together in establishing solid waste reclamation centers, which would permit the re-use of glass, metal, plastic, paper, etc. And no one segment of society should bear this burden by itself.

Space here does not permit me to list all of the ramifications if the use of one-way containers is handicapped, limited or eliminated. I would be only too happy to provide them to any government official, citizen group or the news media at any time.

Ingenuity is what built this country so great. It's this same type of ingenuity which will solve the problem of reclaiming and recycling our solid waste.



Eight New Supplier Members Join AFD

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

MERCHANTS TOBACCO, CANDY & GROCERY CO., wholesale distributors, 12130 Greenfield Rd., Detroit, Mich. 48227; phone (313) 272-5800.

NORMAN TREMONTI ADVERTISING & SALES PROMOTION, advertising and sales promotion agency, 23155 Northwestern Hwy., Southfield, Mich. 48075; phone (313) 355-5410.

DON LEE DISTRIBUTOR, INC., wholesale beverage distributors, 14301 Prospect, Dearborn, Mich. 48126; phone (313) 584-7100.

HUBERT DISTRIBUTORS, INC., wholesale beverage distributors, 125 E. Columbia Street, Pontiac, Mich. 48055; phone (313) 858-2340.

UNITED BEVERAGE WHOLESALE, INC., wholesale beverage distributors, 101 Walker Street, Detroit, Michigan 48207; phone (313) 259-3200.

WAYNE DISTRIBUTION CO., INC., wholesale beverage distributors, 12200 Sears Ave., Livonia, Mich. 48150; phone (313) 427-4400.

NU-METHOD PEST CONTROL SERVICE, pest controllers and producers of pest control products, 8719 Linwood Ave., Detroit, Mich. 48206; phone (313) 898-1543;

THE KROLIK CORPORATION, distributors of soft good items, 405 Midland Ave., Detroit, Mich. 48203; phone (313) 883-3340.

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.

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) 366-2400.

Memo from Faygo

BY MORTON FEIGENSON
president



"It's become virtually impossible for our stores to show a realistic profit on store-door soft drinks," said the president of Pangle's Master Markets.

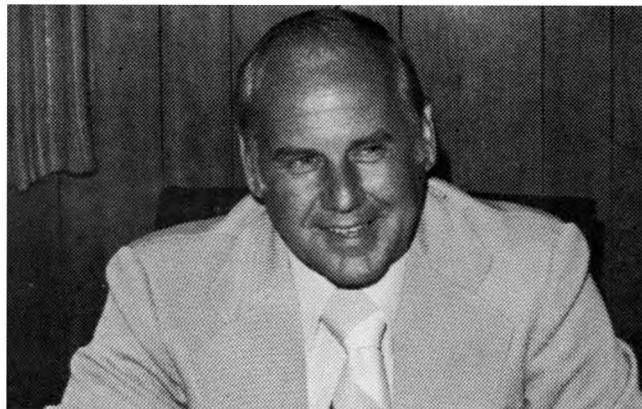
Dick Evans noted how in-store labor costs have soared to alltime high levels, then added:

"To justify the space they take in our beverage sections, I'd say Coke and Pepsi margins need to be adjusted upward by at least 4-6 percent.

"Our employees are handling returnables in bigger than ever volumes. These costs really erode pop profits. Yet vendor margins to us remain unchanged from what they were 20 years ago."

Evans continued:

"We regularly analyze our shelf allocations to know which items are showing the best profit and movement. As a result, we've been increasing allocations for Faygo, our Scot Lad label and also for our other warehouse lines."



**RICHARD B. EVANS, PRESIDENT,
PANGLE'S MASTER MARKETS INC. (LIMA, O.),
A DIVISION OF SCOT LAD FOODS**

Pangle's 50th anniversary will come up in two years. The late H. N. Pangle Sr., a merchandising genius, started it out in 1926 with a small corner grocery in Lima, O.

He expanded this store three times and by 1946 it was among the top 10 stores in the U.S. in terms of dollar volume. There are now 12 Pangle's stores (all located within a 60-mile radius of Lima.

Evans joined the chain 19 years ago as a buyer and was subsequently promoted to vice president of merchandising and vice president of operations. When Scot Lad Foods took over Pangle's in 1968, Evans was asked to become general manager. He moved up to president two years ago.

"Our merchandising posture," said Evans, "is very basic. We believe in giving Mrs. Consumer what she wants and we very definitely will never condone any substitutes for quality."

Evans recalled making the decision for Pangle's to take on Faygo in 1968.

"Faygo," he said, "easily passed our quality tests. However, what impressed me was their merchandising proposition. It was the best I'd seen to that time and I've seen no better since."

He continued:

"Faygo today is our best selling warehouse pop line. Our Scot Lad label is a respectable second but the others are also-rans.

"No question about Faygo's growth. For us, year after year it's been around 15-20 percent."

Evans had this final comment:

"The price differential between store-door and warehouse pop is now wider than I've ever seen it. As might be expected, Consumer resistance is slowing store-door line sales.

"As might be expected too, warehouse soft drinks are showing accelerated sales growth. And, I guess, we're contributing to this growth with our emphasis on Faygo and Scot Lad promotions."

THE PRESIDENT'S CORNER***AFD'S 59th Year Ends On A Successful Note***

By LOUIS VESCIO

This is my final column of the year as president of the Associated Food Dealers. As usual, it was a busy year for the AFD and all food and beverage distributors.

Usually, the president reviews the year's activities in his final message. But since there is a comprehensive review of AFD projects, involvement and activities on Page 4 of this issue of *The Food Dealer*, this will not be necessary here.

Looking back over the year, the same things which plagued us in 1974 lingered on to affect our businesses once again — including general inflation, high unemployment and an unstable economy.



VESCIO

AFD during the year was quite busy, and we accomplished many things. As your president, I was proud to be part of it.

It was a real pleasure and honor to have served as president of the association the past year. The office and responsibilities has brought to me an even greater understanding of our industry as well as the operations of AFD itself. 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, when needed, our industry.

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

I also 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.

Without all of your help, our many successes in this 10th consecutive record year for AFD, would not have been possible.

Thank you and best wishes for a happy and successful 1976.

The Test Of Time . . .

92 Years
Of
Successful
Service



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

Whatever Your Problems May Be, Call

Darling & Company

3350 Greenfield Road
WA 8-7400
Melvindale, Michigan

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

AFD MEMBER



Holidays are made for MICHELOB.

Michelob is as right for the holidays as tinsel, turkey and the tree.

The beer that's ranked number one in social suitability.

The beer you wouldn't feel funny about tying with a ribbon and giving

away to someone as a holiday gift.

That's why, when the holidays come along, Michelob makes cash registers jingle and fills up the drawers with plenty of green.



It's an unexpected pleasure.

FRESH NUTS



A complete line of the freshest nuts. Huge variety, salted and cooking variety . . . right at the shoppers fingertips. Quality. Value. Fast service to you. Customers will be back for more, you'll be back for more.

KAR-NUT

PRODUCTS COMPANY
PHONE: 564-6990



HAPPY ANNIVERSARY GREETINGS are extended to Peter W. Stroh, left, president of The Stroh Brewery Company, an AFD member, by John McMackin, right, vice-president and general manager of the Glass Container division, Brockway Glass Company of Pennsylvania, in the form of a plaque commemorating Stroh's "200 years of family brewing." Looking on are John P. Leahan, left center, a Stroh vice-president, and Norbert Lewandowski, right center, Stroh director of purchasing.

COKE'S NEW NUMBER: 897-5000

That's not just our phone, it's a new phone system to help you get who you want fast, without delay. So start the new year right . . . clip it, or write it down and we'll be able to serve you better. For vending repair, call

898-9239

**DETROIT
COCA-COLA BOTTLING CO.**
5981 West Warren, Detroit, Michigan 48210

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.

DISABILITY INCOME PROTECTION...

It can work for you, when you're unable to work!

That's right. Disability Income Protection has helped protect thousands of people from financial loss when a covered sickness or accident kept them from working. It can help you, too!

That's why the Associated Food Dealers of Michigan has endorsed Disability Income Protection for its members. Should a covered sickness or accident keep you from working, Disability Income Protection can provide regular benefits (from \$100.00 to \$1,000.00 a month depending on the plan you select and qualify for) to help you make your house payments, pay your grocery bills, the utilities and the other expenses that you and your family face everyday. As you can see, the benefits are paid directly to you, to spend any way you choose.

ALSO AVAILABLE — LIFE INSURANCE

Today's high cost of living makes it more important to establish an estate of adequate proportions to insure the future security of your family. Up to \$50,000.00 of life insurance coverage is available to you as a member of the Associated Food Dealers. of Michigan Life insurance coverage is also available for your spouse and dependent children.

Now — here's all you have to do to find out about the cost, conditions of coverage and renewal on the plans that best fit your individual needs. Complete and mail the coupon. A representative will provide personal service in furnishing this information at no cost or obligation.

Associated Food Dealers

125 W. Eight Mile Rd.
Detroit, Michigan 48203



Please rush full details on the Associated Food Dealers of Michigan Insurance Program.

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

YEAR IN REVIEW

(Continued from Page 4)

SEPTEMBER

AFD hosted its 11th Annual Awards Banquet at the Royalty House, Warren. Jack Grifo of Superior Potato Chips was named Man of the Year; Arleen Arnold of MSU's Cooperative Extension Service was awarded a Distinguished Service Citation. Salesman of the Year awards were given to Fred Davis of Carnation Company; Elsworth White, Wilson Dairy Company; Charles Gegenheimer, United Beverage Wholesalers; Gus Mannino, Marks & Goergens; Edward Sabbag, Bob Reeves Associates; and Ronald Bonin, Home Juice Company.

Ed Deeb appeared on WXYZ-TV7 to review food prices and offer consumer shopping tips . . . AFD again testified against the proposed meat grade ordinance before Common Council . . . Sept. 23, AFD was permitted a rebuttal to an editorial for the ordinance on WWJ-TV4 . . . Crime Task Force members Grifo and Deeb testified in favor of several crime prevention measures at a House Hearing held in Ann Arbor.

Earl Smith, formerly with Safeway, succeeded Thomas McMaster as chairman of Allied Supermarkets . . . Detroit Common Council finally voted to require meat grades on all meat packages, or permit usage of an ungraded category . . . Deeb served as a panelist at a Metric Workshop sponsored by the Engineering Society of Detroit.

OCTOBER

AFD officials met with officials of the Wayne County Department of Social Services urging a simple and more efficient manner for handling sundry food orders . . . AFD's Deeb and Grifo participated in the annual Teamsters Convention held at Boyne Highlands, urging their support of our anti-crime efforts . . . AFD met with officials of Blue Cross and Blue Shield to protest the rising rates to our members . . . Oct. 21, AFD signed the papers purchasing a new headquarters at 125 W. Eight Mile, Detroit.

Oct. 23, Deeb addressed a workshop of the National Association of Credit Managers, calling for more leniency regarding credit policy and food merchants . . . Oct. 24, he addressed the Grosse Pointe Rotary Club . . . Oct. 30, Teamster truck drivers completely encircled the Detroit City-County Building, where inside, AFD testified in favor of a bill providing for a mandatory 2-year sentence for crimes committed with a gun.

At our October Elections Meeting, Phil Saverino of Phil's Quality Market was elected president of the AFD for 1976, to succeed Lou Vescia. Ed Acho, Jerry Yono and Ray Shoulders were elected vice-presidents, while Tom Violante was elected treasurer.

NOV. - DEC.

AFD met with Oakland County Sheriff Johannes Spreen regarding crime problems . . . AFD listed tips to help spot holiday shoplifters in our newsletter, The Food-A-Gram . . . AFD again protested proposed rate hikes by Blue Cross and Blue Shield . . . Ed Deeb appeared as a speaker at Warren's Guest Library.

KAPLAN'S Wholesale Food Service

- FROZEN FOODS
- KRAFT PRODUCTS
- CHEESE SPECIALTIES
- PILLSBURY BISCUITS
- BUTTER and OLEO
- EGGS
- SPARE RIBS
- BEEF SIDES and CUTS
- FRESH LOCAL PORK
- LUNCHMEATS & SAUSAGES
- SMOKED HAM and BACON
- SALT PORK
- CHITTERLINGS - HOG MAWS

DAILY DELIVERY

Call us or stop in and pick your own!

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RETAILERS WHY FUSS?

**LET THE A.F.D. PROCESS ALL YOUR COUPONS
THRU OUR COUPON REDEMPTION CENTER
COUPONS MEAN CASH!**

Drop Them Off or Mail to:

ASSOCIATED FOOD DEALERS
125 W. Eight Mile Rd. Detroit, Michigan 48203

MOVING?

PLEASE NOTIFY US
3 WEEKS IN ADVANCE

To Change or correct your
address, send this form to:

ASSOCIATED FOOD DEALERS
125 W. Eight Mile Rd.
Detroit, Michigan 48203

To change or correct your address

ATTACH LABEL HERE

from your latest issue

Name _____

Company _____

New Address _____

City _____

State _____ Zip _____

AFD Coming Events

Feb. 17, 1976 – AFD's Annual Trade Dinner and installation of officers to be held at the Raleigh House, Southfield. This is the industry's big social event of the year, sponsored by AFD in behalf of food and beverage dealers at all levels. Companies interested in sponsoring portions of the banquet, or placing an advertisement in the program issue of The Food Dealer magazine (celebrating its 50th anniversary in 1976), or reserving banquet tickets, are invited to contact the association. In 1976, the AFD will celebrate its historic 60th anniversary of service to our industry. Plan to be on hand for the big celebration.

ASSOCIATED FOOD DEALERS

"Michigan's Action Retail Food and Beverage Association"

125 W. Eight Mile Rd. • Detroit, Mich. 48203 • Phone (313) 366-2400

MEMBERSHIP APPLICATION

Name of Firm _____

Address _____

City _____ (State) _____ (Zip) _____

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
125 W. Eight Mile Rd.
Detroit, Michigan 48203

AFD Plans Big 60th Anniversary Celebration

The Associated Food Dealers is planning a gala celebration in conjunction with our 60th anniversary coming up in 1976. In addition to it being our nation's Bicentennial, and our 60th birthday, The Food Dealer magazine is celebrating its golden 50th anniversary. All this in addition to the fact that we have moved into newer and larger quarters the association acquired at 125 W. Eight Mile Rd., Detroit, to help increase member services.

The big celebration will be held Feb. 17, 1976 at the Raleigh House, Southfield, when our 60th Annual Trade Dinner will be held. Individuals or companies may purchase their tickets from any of the AFD directors . . . or reserving tickets or tables by phoning the AFD office (313) 366-2400.

Pepsi-Cola Company will again sponsor the popular cocktail party prior to the dinner for the 10th consecutive year. As of printing deadline, the following firms have already committed themselves to sponsoring portions of the banquet and entertainment:

Stroh Brewery Co., Detroit Coca-Cola Bottling Co., Carling National Brewing Co., Kowalski Sausage Co., Warner Vineyards, Paul Inman Associates, Darling & Company, Wayne Soap Company, Detroit Rendering Company, Kar-Nut Products Co., Squirt-Detroit Bottling Co., Grocers Baking Company, H. J. Van Hollenbeck Distributors, Borden Company, Ralston Purina Company, Velvet Food Products, Ludington News Company, Seven-Up Bottling Co. and Viviano Wine Importers.

There is still some time left for any company to sponsor any portion of the banquet or entertainment. Or, you may reserve your advertisement in the AFD program issue of The Food Dealer magazine for our Feb. 17 banquet. You may do so by phoning Phil Lauri at (313) 923-1188 or at the AFD office, (313) 366-2400.

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Around the Town

The Stroh Brewery Company, an AFD member, has promoted two women at the company. **Linda A. McIlveene** was named assistant to the planning manager-marketing department, and **Carol A. Mahoney** was named the first woman trainee in the company's management and development training program.

* * *

Mark Davison has been named national sales manager for **WWJ AM-FM**, an AFD member, according to an announcement by James Blashill, sales manager.

* * *

Mrs. Diane Place, consumer specialist for the Detroit office of the **Food and Drug Administration**, was recently awarded her master of arts degree from Wayne State University.

* * *

William Herring has been named director of industrial relations for the **Detroit Coca-Cola Bottling Company**, an AFD member, according to an announcement by W. C. Hugli, Jr., president of the firm.

Northland Food Brokers, an AFD member, has announced its relocation to newer and larger quarters at 22150 W. Nine Mile Rd., P. O. Box 865, Southfield, Mich. 48075. The new phone number is 353-0222.

* * *

Kathawa Importing Company has announced it has affiliated with **National Family Products** in an effort to expand its product line and services.

* * *

James Scoggin has been named vice-president of sales for **The Krolik Company**, an AFD member, distributor of soft goods. Scoggin was formerly with **Harold Lincoln Company**, food brokerage, where he resigned to accept his new position.

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Clabber Girl
Continental Baking Co.
Continental Food Brokerage
J. Lewis Cooper Co.
DANN Newspapers
Darling & Company
Detroit Coca-Cola Btlg. Co.
Detroit Food Brokers Assn.
Detroit News
Detroit Rendering Co.
Peter Eckrich & Sons
Farm Crest Bakeries
Farm Maid Dairy
Faygo Beverages
Frito-Lay, Inc.
General Foods
General Mills
Gohs Inventory Service
Grocers Dairy Company
Guzzardo Wholesale Meats

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Hobart Manufacturing Co.
Home Juice Company
Hussmann Refrigeration
Independent Biscuit Co.
Paul Inman Associates
Interstate Marketing Corp.
Kaplan's Whlse. Food Service
Kar-Nut Products Co.
Kathawa Imports
Keene Food Services
George Keil Associates
Kellogg Company
Kowalski Sausage Co.
Kozak Distributing Co.
L-K-L Packing Co.
Land O'Lakes
Liberty Paper & Bag Co.
Harold Lincoln Corp.
M & B Distributing Co.
Marks & Goergens, Inc.
McDonald Dairy Co.
McMahon & McDonald, Inc.
Melody Dairy Company
Michigan Lottery Bureau
Philip Morris, USA
Multi Refrigeration
National Brewing Co.
Ny-Best Distributors
Observer & Eccentric Papers

Pepsi-Cola Company
Peschke Packing Co.
Peterson & Vaughan, Inc.
Pfeister Company
Prince Macaroni of Michigan
Procter & Gamble Company
Quaker Food Products
Raleigh House
RGIS Inventory Service
Roth Young Agency
Spartan Stores, Inc.
Specialty Food Company
Squirt-Detroit Btlg. Co.
Stroh Brewery Company
Stroh Ice Cream
Sun-Glo Pop
Superior Potato Chips
Top Value Enterprises
Twin Pines Dairy
United Brokerage Co.
U. S. Cold Storage Co.
United Wholesale Co.
Viking Food Stores
Ward Foods (Tip Top)
Warner Vineyards
Washington Inventory Service
Wayne Oakland Bank
Wayne Soap Company
Wesley's Quaker-Maid
Ira Wilson & Sons Dairy

And all AFD Member Firms — See Page 19

Associated Food Dealers — The Food Dealer

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Food Trade Publication"*

TAX TOPICS***Tax-Saving Options for 1975***

Editor's Note — Mr. Miller's column on the 1975 Tax Savings options is Part II of a two-part series. The first part appeared in our previous issue of The Food Dealer.

By MOE R. MILLER
Accountant and Tax Attorney

How to Defer Income.

If you are on a cash basis you can postpone income to next year as long as it isn't realized in cash this year.

On services, this means you will not be taxed on any income until the debtor pays. If you hold off billing him till next year — or till so late in the year that no payment is likely in '75 — you will not have taxable income this year. If you want to increase your '75 income, note that this can be done by obtaining prepayment this year for services, etc., to be rendered in '76.

**MILLER**

If you are an employer, note that the Treasury holds that checks are paid in the year received by the employee rather than the year mailed. Thus if an employer mails checks on December 31 to employees out of town, the checks are taxable to the employees in '76 when received.

Stock market capital gains: One of the simplest forms of income to defer from '75 to '76 is stock market capital gain, whether long or short-term. If the goal is to defer such income without risk of losing the present gain by waiting to sell in '76, then make a short sale of your stock in '75 and close the sale in '76 by delivering your stock then.

U. S. Savings Bonds: If you have bonds which are maturing this year, you can defer the interest by holding on to the bond and not cashing them in under extension privileges granted by the Treasury. The pre-extension interest is not deemed constructively received; it need not to be reported until the bonds are actually redeemed.

How to accelerate expenses.

Another and possible easier way to cut taxable income in '75 and raise it in '76 is to accelerate expenses from '76 into '75.

Pay in '75 all bills already received for expenses rather than deferring payment till '76. On some expenses which would normally be incurred and deductible in '76, you may choose to incur and pay them this year. If you've borrowed on life insurance

policies, you must pay the interest in '75 to get a deduction for it in '75.

Prepay taxes not due till '76 if possible.

Accrual basis taxpayers.

If you report on an accrual basis, you have two ways to add to '75 expenses:

Make sure that all possible deductible liabilities are established.

You may be able to incur some expenses now which would normally not be incurred till '76. For instance, catalogs and non-inventoried office supplies, etc., may be deductible this year if purchased now rather than in '76.

Try to get maximum 20% first year depreciation.

A flat 20% depreciation is allowed for used or new tangible personal property (but not buildings) with a useful life of six years or more, for the next year the asset is bought. This is in addition to all other depreciation.

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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	986-3400
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
J. Lewis Cooper Co.	499-8700
Four Roses Distillers Co.	354-6330
Faygo Beverages	925-1600
Greater Macomb Beer & Wine Dist.	468-0950
Home Juice Company	925-9070
Hubert Distributors, Inc.	858-2340
International Wine & Liquor Company	843-3700
Kozak Distributors, Inc.	871-8006
Don Lee Distributor, Inc.	584-7100
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
Scheppeler Associates	647-4611
Schiffelin & Company	646-2729
Jos. Schlitz Brewing Co.	522-1568
Seagram Distillers Co.	345-5350
Seven-Up Bottling Company	537-7100
St. Julian Wine Company	961-5900
Stroth Brewery Company	961-5840
Squirt-Detroit Bottling Company	398-8300
United Beverage Wholesalers, Inc.	259-3200
H. J. Van Hollenbeck Distributors	293-8120
Vernor's RC Cola	833-8500
Viviano Wine Importers	883-1600
Hiram Walker, Inc.	823-1520
Wayne Distribution Co.	427-4400
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 Huettnerman & Son	774-9700
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corporation	341-5905
Paul Kaye Associates	478-5010
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 Nielsen and Assoc. (Institutional)	646-3074
Northland Food Brokers	353-0222
Peterson & Vaughan, Inc.	838-8300
The Pfeister Company	355-3400
Bob Reeves Associates	563-1200
Retzlaff, Leathley, Schmoysers Assoc.	559-6116
Sahakian & Salm	962-5333
Sosin Sales Company	963-8585
Stark & Company	358-3800
Stiles-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	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

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Associated Food Dealers	(313) 366-2400
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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 Foods Service Co.	894-3000
Eastern Poultry Company	875-4040
Linwood Egg Company	345-8225
McCully Egg Company	455-4480
Napoleon Egg Company	892-5718
Orleans Poultry Company	833-1847
Water Wonderland Egg Corporation	789-8700

EMPLOYMENT AGENCIES

Roth Young Personnel	559-3300
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FISH AND SEAFOOD

Al Deuel Trout Farm	784-5427
Hamilton Fish Company	963-7855
United Fish Distributors	962-6355

FRESH PRODUCE

Cusumano Bros. Produce Company	921-3430
Faro Vitale & Sons	832-0545

ICE PRODUCTS

Detroit City Ice	921-3003
PanCo, Inc.	531-6517

INSECT CONTROL

Nu-Method Pest Control Service	898-1543
Rose Exterminating Company	834-9300
Vogel-Ritt Control	834-6900

INVENTORY, TAXES

Approved Inventory Specialists Co.	571-7155
Gohs Inventory Service	353-5033
Reed, Roberts Associates	559-5480
RGIS Inventory Specialists	778-3530
Washington Inventory Service	557-1272

INSURANCE, PENSION PLANS

Brink, Earl B., Inc.	358-4000
Ward S. Campbell, Inc.	(616) 531-9160
Mid-America Associates	585-7900
Mutual of Omaha	358-4000

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 PRODUCERS, PACKERS

Ed Barnes Provisions	963-7337
Broome Sausage Company	922-9627
Clover Meat Company	833-9050
Detroit Veal & Lamb, Inc.	962-8444
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
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
Cleanway Products, Inc.	341-4363
Continental Paper & Supply Company	894-6300
Hartz Mountain Pet Products	349-9300
Household Products, Inc.	682-1400
Household Research Institute	278-6070
Items Galore, Inc.	939-7910
Kathawa Imports	894-8288
The Krolik Corporation	883-3340
Ludington News Company	925-7600
Rust Craft Greeting Cards	534-4464
Society Eataway Pet Products	791-8844

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 Adv. Dist. & Mailing Company	964-4600
Bowlus Display Company (signs)	278-6288
Green Giant Graphics	864-7900
Najjar's Distributing Co.	368-7544
Sperry & Hutchinson Company	474-3124
Stanley's Adv. & Distributing Company	961-7177
Steve Advertising Company	965-5865
Norman Tremonti Adv. Promotion	355-5410
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
Hussmann Refrigeration, Inc.	398-3232
Globe Slicing Company (Biro)	545-1855
Great Lakes Cash Register, Inc.	388-3523
Hobart Corporation	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 Market Eqt. 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
Merchants Tobacco, Candy, Grocery Co.	272-5800
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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