



THE FOOD DEALER

"The Magazine for the Michigan Food Market"

MAY/JUNE, 1977



Detroit Police Chief William A. Hart, second from right, is shown accepting a Distinguished Service Award from Associated Food Dealers officials at its recent annual trade dinner. Flanking Chief Hart, from left, executive director Edward Deeb, chairman Phil Saverino, and president Ed Acho.

(See Story, Page 4)

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Hollywood Super Markets
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Fisher's Markets

*Past Presidents

Associated Food Dealers

THE FOOD DEALER

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EDWARD DEEB, *Editor*JUDITH MacNICOL, *Office Secretary*CHERYL ZAWIERUCHA, *Insurance Secretary*

AFD Honors Police Chief	Page 4
Off the Deeb End	6
President's Message	8
Liquor Mark-Ups May Rise	10
New AFD Supplier Members	14
Crime Task Force Golf Outing	16
Court Clears Retailers	18
AFD Suppliers' Directory	19

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MICHIGAN Historical Commission recently honored The Stroh Brewery Company by placing an historical marker on the firm's building, thus adding the brewery to the State Register of Historic Sites. Detroit Common Council at the same time, re-named the unused portion of the Chrysler Freeway drive adjacent to the buildings as "Stroh Drive." At the ceremony, John W. Stroh, Sr., board chairman, second from left, is pictured with industry and family members. Left to right are Gari M. Stroh, Jr., the senior Stroh, AFD's Ed Deeb, Liquor Control Commissioner Thomas Van Tiem, and Edward Stroh, son of Eric W. Stroh, a grandson of the firm's chairman.

Memo from Faygo

BY MORTON FEIGENSON
president



Faygo proudly salutes Ray Shoulders as AFD GROCER OF THE MONTH.

Not just because this widely known and immensely liked inner-city Detroit grocer is readily willing to tell anybody, "Faygo Red Pop is the best selling pop in my stores."

Rather because a Who's Who listing of him would read like this: "Shoulders, Ray: born Athens, Ala., March 8, 1924; U.S. Army private at age 15, honorably discharged as major in 1950; sang with Duke Ellington and Count Basie bands, toured Europe as featured vocalist; quit stage career to become minister; ordained in 1954 at First Zion Baptist Church in Cleveland; earned master's degree in theology in 1957. Now world-wide traveling evangelist and grocer in Detroit ghetto area."

Shoulders came to Detroit in 1958 and, fortunately, stayed. Had it not been for men like him the city's 1967 race riot, the worst in its



RAY SHOULDERS, EVANGELIST AND INNER-CITY DETROIT GROCER, OPERATING STORES AT QUINCY AND FENKELL AND AT LIVERNOIS AND CORTLAND.

history, undoubtedly would have been worse.

He opened his first Ray Shoulders Market a year later.

"By then," he recalls, "most of the large chain markets had left the area and I knew what the odds were against their ever coming back. Even so, my purpose was not to make the profits there might be in being an inner-city grocer."

"It was to show the community a type of business blacks could start and operate themselves. I wanted to get the community to embrace the kind of self-determination that can make living meaningful. I opened my second store in 1970 and from the way I view things both have been fairly successful."

Shoulders emphasizes, however, that he has no plans for opening any more stores. "not unless there can be some relief from taxes, state and local."

Grimacing, Shoulders adds:

"The last straw for independent inner-city grocers could be deposit fees on all beverage containers."

"No way can my stores afford the labor costs of being collection and refund centers. I'll have to raise my prices so high my customers will probably go to suburbia for their beer and pop. The only beverage I'm likely to get from them will be their empties."

"Deposit fees won't solve Michigan's litter problem. They haven't in Oregon. But if I have to use my backrooms to store dirty empty bottles and cans, my stores are going to be gathering places for more insects than customers."

AFD Honors Police At Annual Trade Dinner

Detroit Police Chief William Hart, and Deputy Chief James Bannon were presented with Distinguished Service Awards at the Associated Food Dealers' 61st Annual Trade Dinner, held recently at The Raleigh House. The awards were presented to the police officials for "high Professionalism in police work which has helped reduce crime in Detroit and re-gain citizen confidence through safer streets." Some 900 retailers, wholesalers, processors, manufacturers, brokers and related distributors were on hand for the gala event. Banquet-goers were treated to the fine entertainment of the Singing Strings and the Eddie DeSantis Orchestra.

Michigan Court of Appeals Judge George N. Bashara, Jr. installed the officers and directors. New AFD president Ed Acho of J-A Markets, Detroit, promised to help keep the AFD growing and sensitive to the needs of the members.

Outgoing AFD president Phil Saverino of Phil's Quality Market, Detroit, now Board Chairman, was presented with a plaque for outstanding service rendered as the association's president during 1976. In his term, the AFD once again set new highs and records in most all categories. Executive director Edward Deeb served as toastmaster for the event.

James Jackson, president of the Detroit Association of Grocery Manufacturers' Representatives (DAGMR), addressed the audience, and praised the outstanding work of AFD, while assuring the association that DAGMR would continue to work closely with AFD. Also present with us at the speaker's table were Mr. and Mrs. Harry Mayers, he's president of the Detroit Food Brokers Assn.

A successful event such as this, certainly cannot go without proper thanks and acknowledgement to those who helped make it possible. So, in behalf of the entire AFD, our sincere thanks and appreciation go out to the Pepsi-Cola Company for once again hosting or sponsoring our cocktail hour; the J. Lewis Cooper Company for supplying the Gallo and Paul Masson dinner wines; and Frito-Lay, Inc., Borden Company, Kar-Nut Products and Kraft Foods for providing the snacks and chip dips during the cocktail hour.

Also our sincere thanks to the following firms for assisting us by sponsoring the banquet: Borden Company Canada Dry Bottling Co. Carling

(Continued on Page 9)

May 23 - July 1 Budweiser® "Pick a Pair time!"



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EDWARD DEEB

OFF THE DEEB END

On License Transfers

One of the most frustrating problems confronting food and beverage store operators with beer, wine and package liquor licenses (SDD's and SDM's) is the overly long delay in getting their licenses approved for transfer when either buying or selling a store.

The problem is one ranging on a statewide basis, but with particularly long delays in Detroit.

For example, if you buy or sell a store with these beverage licenses, the following are the things which create the delays. First, you must apply for the license from the Michigan Liquor Control Commission.

Then, the MLCC sends inspectors to look over the store; then the City gets involved, in this case Detroit, and the City's Board of Zoning Appeals must first approve the sale or transfer, only after the Detroit Police liquor inspectors check your place over, barring no citizen complaints. After all of the above is accomplished, then the applicant waits final action from the MLCC.

In previous years, the entire process took no longer than two months on the average. Today, however, this process takes as long as eight to ten months in many cases, at least four months on the average.

This lengthy process and delay is simply not fair to the retailer either buying or selling, and can be greatly expedited for all concerned.

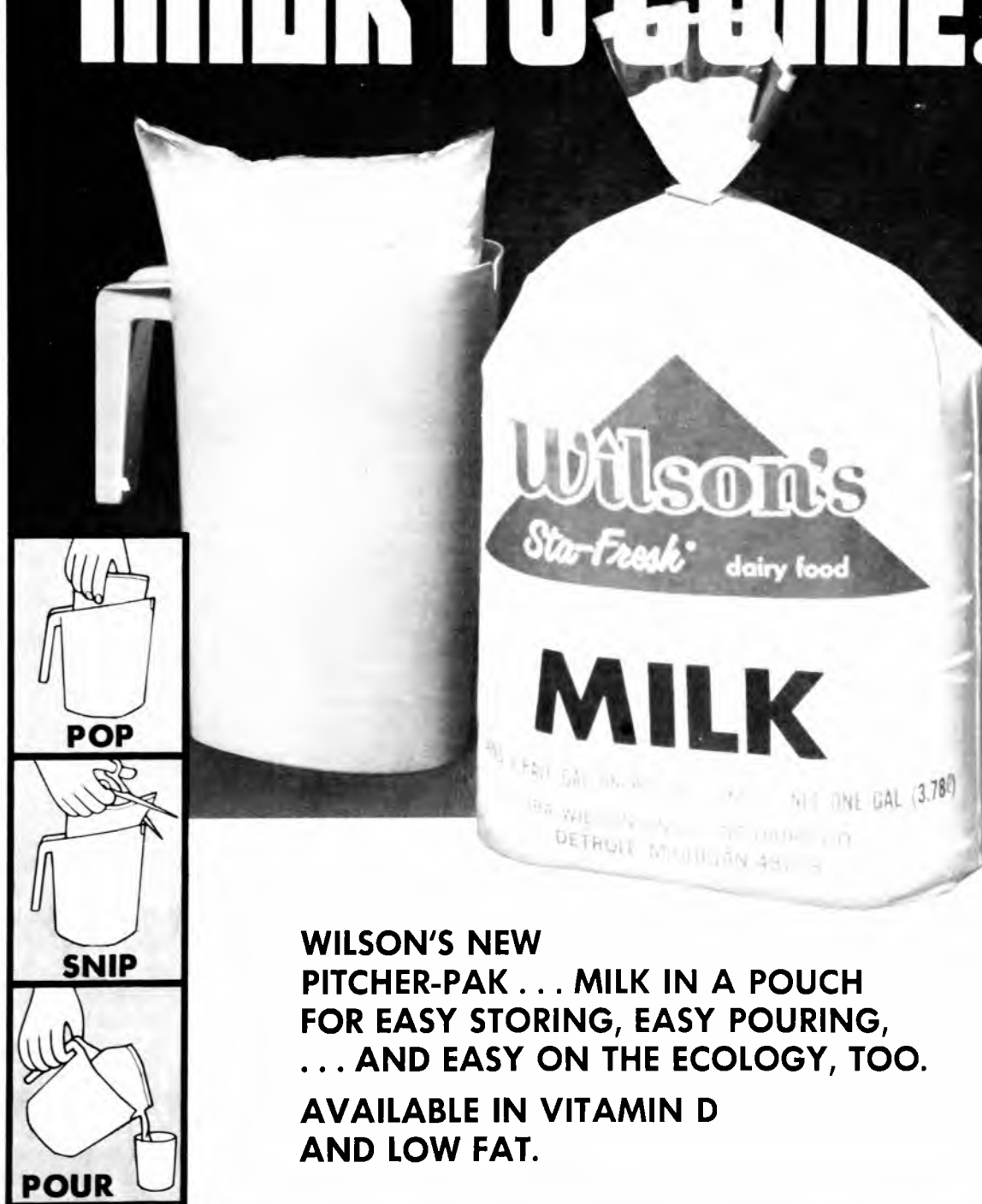
The Associated Food Dealers has, on several occasions, expressed our concern to the MLCC, the Dept. of Commerce, the Governor, etc., but to little avail. They claim it is a lack of staff caused by inadequate budgets to hire the people to get the job done.

Aside from staff, we recommend the MLCC turn over the store inspections to the police department of various cities, to avoid duplication of efforts. This would save the state considerable expenses. Secondly, it is recommended that Michigan adopt a license transfer procedure similar to that of California.

In California, the state liquor commission issues a temporary permit within two weeks of receipt of the application. The new owner is then permitted to operate the store. The formal paperwork may take longer, but at least the new owner is into the business — especially helpful if he is not working. Although this approach may be a little costlier than in Michigan, with the new license fee and other savings here this should help cover such costs.

Of course, it is realized that when government keeps getting bigger it becomes more difficult to be flexible and sensitive. But in this case, where the state SDD's and SDM's are helping bring in a big share of revenue for Michigan, we think licenses should be transferred far more quickly than at present. A simple request, indeed!

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THE PRESIDENT'S CORNER

The Note Said: 'Please Cancel Our Membership'

By ED ACHO
AFD President

I am reminded of a story told to me recently about the note on a member's dues statement which said, "please cancel our membership." I also recall that former AFD president Al Verbrugge once wrote on the subject, borrowing an item he once read somewhere.

The story is being reprinted here, because now more than ever retailers and suppliers must stand up and be counted through their association through AFD.

We have had some growing pains of late, and these problems have been resolved. We're doing more than ever and stand ready to serve you and our colorful and important industry. Here's the story:

"Please cancel our membership," the note said.

That sounds like nothing more than a simple instruction to pull a membership card and an address plate and drop a member from the roster, but it is a lot more than that. It's really saying:

1 — Please cancel government protection meaning the member loses his strong, unified voice representing his interests before the State Legislature, U.S. Congress, government agencies that license, tax or regulate him.

2 — Please cancel all publications with their wealth of timely information on new laws and regulations, or new interpretations that affect food and beverage distribution and special price surveys. This means no more special bulletins that help solve one or more problem affecting him.

3 — Please cancel education and training no more meetings or workshops, no more food courses, no more middle management programs, no educational materials, no training guides or information.

4 — Please cancel annual meetings or trade events which bring together top talent from around Michigan, and the social activities for our industry people. Cancel all these meetings that pass on ideas to so many

5 — Please cancel our opportunity for low cost group life, disability, Blue Cross-Blue Shield and

other insurance plans, and forget about the new ideas for industry retirement benefits through our pension and profit-sharing plans, etc.

6 — Don't do anything more on Public Relations or vocational training. Forget about Grocers Week and other industry-wide and public campaigns to bring deserving recognition to the people in our industry. Who needs them?

7 — Please cancel everything done on a group basis for our industry. This includes our computer program ahead, publicity programs to encourage the public to respect us for the job we're doing, advice to members on a wide myriad of industry problems and situations by phone and letter, designed to upgrade our industry.

8 — This means he's not interested in the new AFD Scholarship Program for sons and daughters for members, or the Coupon Redemption Program which saves him time and money.

We worry about that note. The writer of the note had not been made aware of the value of these Association activities somehow, even though the information was presented to him or he would not have written it. Instead, he would have increased the amount of dues he sent in!

Think about the many things the Association has accomplished as a strong, growing group that could not have been done on an individual basis. Think of the problems ahead and the strong association standing as a buffer to mitigate or even litigate these problems for you


Yes, we're going to miss this member who canceled his 1976 membership but he's going to miss a lot more than he realizes and now we need help in replacing him. The stronger the AFD becomes, the bigger its voice will be on your behalf. Why not "toot the horn" a bit for your association with a non-member near you today.

Even sign him up as a new member, or encourage him to join. Remember, "in unity there is strength great strength."

THAT'S A FACT

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☆☆☆



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AFD Honors Police

(Continued from Page 4)


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Wayne Soap Company and Ira Wilson & Sons Dairy
Co. We also wish to thank the Bowlus Sign & Display
Co. for the attractive signs and banners.

The Association members and directors are truly grateful to you and to ALL companies and their representatives who attended the big annual celebration, as well as to the advertisers in our program issue of THE FOOD DEALER magazine. Many thanks to all of you for everything and we really mean it.

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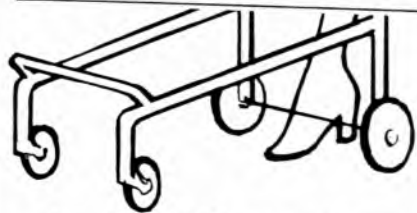
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State House OK's Liquor Mark-Up Hike

The Michigan House Liquor Control Committee recently approved a 20 percent increase in liquor for SDD licensees — from 15 to 18 percent, to take effect next January, 1978. The measure was submitted to the full House for action. The House Committee, acted on a recommendation of a special study committee it had assigned to examine the original bill submitted by Rep. Gilbert DiNello calling for a 22% discount.

The 18 percent agreed upon by the House Committee was a result

of that study. Although Associated Food Dealers has and will continue to support the increased mark-up and the bill, there is some opposition from the Liquor Control Commission. However, the opposition came from an analysis of the original bill calling for the 22% increase. Under the amended bill, the state stands to gain additional revenue, as do SDD retailers who have experienced higher cost of doing business, as insurance, delivery fees and license fee hikes.

Spartan Stores Reports Record Sales

At the annual meeting of stockholders held recently at the Pantlind Hotel, Grand Rapids, Raymond M. Dutmers, president and chief operating officer for Spartan Stores, Inc., reported record sales of \$532,590,824 for the fiscal year ending March 26, 1977. This was an improvement of \$47.6 million over the previous year and represents a 9.8 percent increase.

Gene E. Morrison, senior Spartan vice-president, announced that Spar-

tan's sales represented some 13 percent of the total retail food sales in Michigan during the past year. Glen Catt, of Gaylord, Ronald A. De Young of Grand Rapids, and Philip O. Williams of Hillsdale were re-elected to the Board of Directors for a three-year term. Following the meeting, attendees participated in a panel discussion on the affects of the Oregon Bottle Bill on Oregon Retailers. A similar bill passed by voters in Michigan last fall, will go into effect December of 1978.

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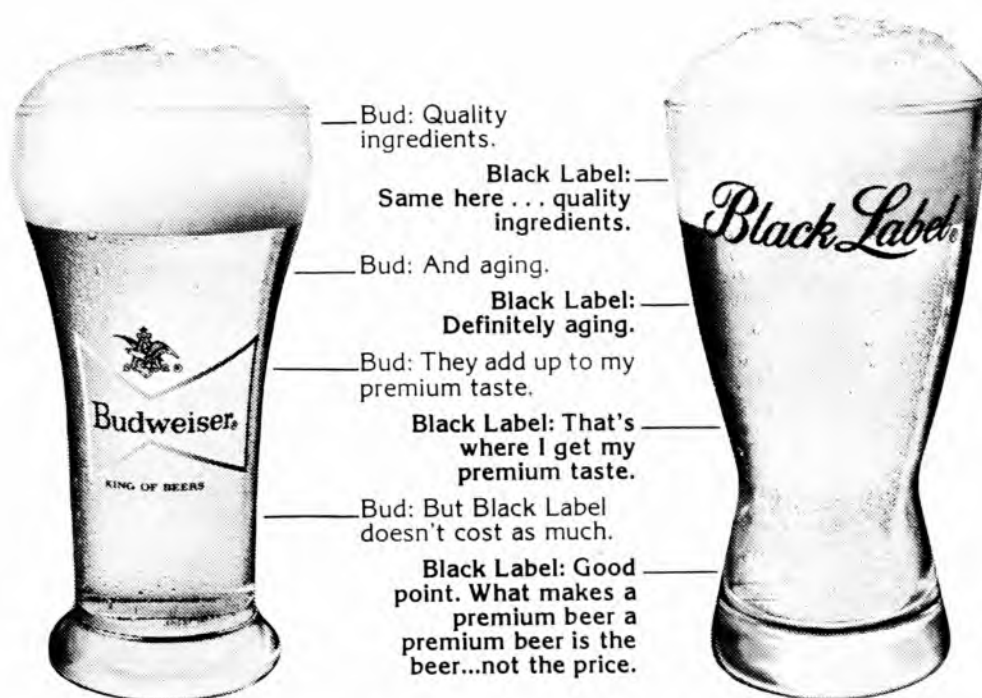
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All manufacturers, wholesalers and brokers are cordially invited to submit new products and merchandising ideas for publication in The Food Dealer. And remember, low cost, hard-hitting advertising in The Food Dealer reaches your important Michigan independent grocers, food chains, and beverage store operators. For advertising information and rates, phone (313) 366-2400. Or write The Food Dealers, care of Associated Food Dealers, 125 W Eight Mile Rd., Detroit, Mich. 48203.

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Eight New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association and service organization, representing over 2,700 members, wishes to welcome aboard eight new supplier members to the association. Their Names, addresses and phone numbers are as follows:

CONSUMERS MONEY ORDER CORPORATION OF AMERICA, money order services, 20257 Ecorse Road, Taylor, Mich. 48180; phone (313) 388-8969

GREEN GIANT COMPANY food processor and distributor, Two Northfield Plaza — Ste. 214, 5700 Crooks Road, Troy Mich. 48084; phone (313) 897-0931.

HESANO & SONS, wholesale grocer, 8031 Lyndon, Detroit, Mich. 48238; phone (313) 864-6622.

J & S INVENTORY SERVICE, inventory service company, 12942 Schoolcraft, Detroit, Mich. 48227; phone (313) 935-2100.

NATIONAL DISTILLERS PRODUCTS CO., producers and distributors of liquor and other alcoholic beverages, Parklane Towers West, One Parklane Blvd.—Ste. 706, Dearborn, Mich. 48126, phone (313) 366-2033.

NU-AD, INC., advertising and promotional agency and printers, 11820 Harper Ave., Detroit, Mich. 48213; phone (313) 521-3792.

SOMERSET IMPORTERS, LTD., producers and distributors of liquor and other alcoholic beverages, Cranbrook Village, 29981 Rock Creek Dr., Southfield, Mich. 48076; phone (313) 424-8799.

STANDARD DAIRY COMPANY, distributor of dairy products, 34484 W. Nine Mile Rd., Farmington Hills, Mich. 48024; phone (313) 476-7369.

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.

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Crime Task Force Golf Outing Big Success

Over 160 persons participated in the recent golf outing of the AFD Task Force on Crime held at the Hillcrest Country Club recently. Participants were treated to inspiring talks by Rep. Paul Rosenbaum, U-D basketball coach Dick Vitale, Justice G. Mennen Williams of the Michigan Supreme Court, Judge Frank Jeanette of the Macomb Circuit Court and Detroit Councilman Ernest Browne.

In addition, the Crime Task Force presented its annual Crime Fighter of the Year Award to Detroit Police Officers Gene Thornton, Fred Miller, Derrick Anderson and Thomas Berry for outstanding work as part of the City's Major Crime Mobile Unit, which in seven months of operation, made over 1,200 arrests.

Rosenbaum praised the Task Force's efforts as being "action oriented," and urged the organization to back his efforts to finalize a crime package this fall. Justice Williams encouraged AFD to continue its efforts to help reduce crime by working with the total criminal justice system.

Featured speaker and guest of honor, Coach Dick Vitale, held the audience spellbound as he enthu-



AMONG the many distinguished visitors who attended the recent third annual AFD Crime Task Force Golf Outing included State Rep. Paul Rosenbaum (D-Battle Creek), left, and Michigan Supreme Court Justice G. Mennen Williams, right. They are pictured above chatting with Golf Outing committeeman Carl Leonhard of the Detroit News.

DETROIT RENDERING COMPANY

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"First We Render Service"

AFD MEMBER

siastically recounted incidents in his life and career trying to motivate young people to prepare for the realities of life. He said after he lost the sight of one eye as a youngster, the doctors had no hope for the other. Vitale said he prayed day and night that God help him overcome the tragedy, then he turned to St. Jude, Patron Saint of the Hopeless, praying that St. Jude help him become a success in life. Following his talk, Vitale was presented with the "Most dedicated" award.

Comedian Marv Welch also participated in the program as a toastmaster and story teller. Following the program numerous fine prizes were raffled off, including a 600 pound steer donated by Primeat Packing Company's Morris Flatt, which went for over \$500. AFD president Ed Acho volunteered to have the two sides dressed and wrapped at no charge to the successful bidder, Ed Calmeyn.

AFD executive director Ed Deeb praised the untiring work of the Golf Committee which worked so hard to put the outing together. They included: Iggy Galante, Chmn.; Robert Knox of the Teamsters Union; Mike Simon, Home Juice Company; Charles Korpel, Don Maley and Art Simon of Stroh Brewery Co.; Jack Grifo, Superior Potato Chips; Carl Leonhard, The Detroit News and Izzy Malin, Belmont Paper.

Mutual of Omaha Insurance Protection Helps Bridge Troubled Waters

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YES! I am interested.
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- ☐ Life Insurance

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Detroit Retailers Cleared In Shooting Incident

Manslaughter charges against two young men who shot a burglar while guarding their Detroit market were dismissed recently by Recorder's Court Judge Dalton A. Roberson in Detroit. The pair, James Jackson and Silas Green had been accused by the Wayne County prosecutor's office of an "ambush" slaying during the Jan. 4 break-in.

Roberson ordered them released only minutes after hearing testimony in the one-day trial. The two had been stationed inside Taylor's Market, 4401 Chene, Detroit, the scene of a previous firebombing and two burglaries, when they caught John Gaither climbing through a hole in the roof. In a barrage of shots, Gaither was hit eight times. Store owner Frank Jackson, Taylor's stepfather, also fired, but his shots didn't hit Gaither.

Attorney Jack Berman, representing Jackson and Green, called the trial "a victory for store owners to protect themselves. "He said he hoped Roberson's verdict gives the city's "criminal element a message

from the people of this city. It was a question for the court — not prosecution, but the people and their court. If you commit a felony you are putting your life in their hands," Berman said.

Following the incident, Associated Food Dealers and members of the AFD Task Force on Crime met with Wayne County Prosecutor Cahalan, questioning why his assistant used the word "ambushed" when describing the details to the news media. Following the case, several businessmen, including some members of AFD, angered they could not get either insurance or proper police protection, began recall petition against Cahalan, which has since subsided. (The AFD Crime Task Force also made a donation to Jackson's and Green's defense fund.)



PICTURED above and below are just a few of the people from our industry who were on hand for AFD's 61st annual trade dinner. The annual event drew some 1,000 persons at the Raleigh House, who witnessed the installation of AFD officers and directors. (See story, Page 4).



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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
Kneppinger's Bakery, Inc.	967-2020
Fred Sanders Company	868-5700
Schafer Bakeries	293-5320
Taystee Bread	986-3400
Tip Top Bread	554-1490
Wonder Bread	963-2330

BEVERAGES

Action Distributing Company	427-8300
Anheuser-Busch, Inc.	642-5888
Arrow Liquor Company	271-3100
Brooks Sun-Glo Pop	(616) 396-2371
Canada Dry Corporation	941-0810
Carling Brewing Company	849-0220
Cask Wines	261-6710
Central Distributors of Beer	897-5000
Coca-Cola Bottling Company	499-8700
J. Lewis Cooper Co.	925-1600
Faygo Beverages	468-0950
Greater Macomb Beer & Wine Dist.	925-9070
Home Juice Company	858-2340
Hubert Distributors, Inc.	843-3700
International Wine & Liquor Company	925-3220
Kozak Distributors, Inc.	584-7100
Don Lee Distributor, Inc.	491-2828
I. & L. Wine Company	465-2866
Miller Brewing Company	962-4545
Mohawk Liqueur Corp.	881-7924
National Brewing Company (Altes)	366-2033
National Distillers Products	386-7600
O'Donnell Importing Company	871-8066
Pabst Brewing Company	366-5040
Pepsi-Cola Bottling Company	353-0240
Schenley Affiliated Brands	522-1568
Jos. Schlitz Brewing Co.	345-3550
Seagram Distillers Co.	537-7100
Seven-Up Bottling Company	424-8799
Somerset Importers, Ltd.	961-5900
St. Julian Wine Company	961-5840
Stroh Brewery Company	398-8300
Squirt-Detroit Bottling Company	259-3200
United Beverage Wholesalers, Inc.	293-8120
H. J. Van Hollenbeck Distributors	833-8500
Vernor's RC Cola	883-1600
Viviano Wine Importers	823-1520
Hiram Walker, Inc.	427-4400
Wayne Distribution Co.	274-3100
Wayne Distributing Company	293-8282
Vic Wertz Distributing Company	

BROKERS, REPRESENTATIVES

Acme 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
Earl English Associates	546-5100
Harold M. Lincoln Co.	937-2100
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 Nielsens 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
Sahakian & Salm	962-5333
Sosin Sales Company	557-7220
Stark & Company	358-3800
Stiles DeCrick Company	885-4900
Sullivan Sales, Inc.	531-4484
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
Dan Johnstone, Inc.	646-5398
Land O'Lakes Creameries	834-1400
McDonald Dairy Company	(313) 232-9193
Melody Dairy Company	525-4000
Ny-Best Distributors	(616) 694-6354
Sani-Seal Dairies	(517) 892-4581

Louis Sarver & Company-Milk-O-Mat	864-0550
Sheffer's Lucious Cheese	(616) 673-2635
Standard Dairy Company	476-7369
Stroh's Ice Cream	961-5840
Wesley's Quaker Maid, Inc.	883-6550
Ira Wilson & Sons Dairy	895-6000

COUPON REDEMPTION CENTER

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

Eastern Poultry Company	875-4040
Linwood Egg Company	345-8225
Napoleon Egg Company	892-5718
Orleans Poultry Company	833-1847

EMPLOYMENT AGENCIES

Int'l Personnel Service	(517) 793-8800
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FISH AND SEAFOOD

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
Midwest Ice Corp.	525-2950

INSECT CONTROL

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

INVENTORY, TAXES, BOOKKEEPING

Approved Inventory Specialists Co.	571-7155
Gohs Inventory Service	353-5033
J&S Inventory Service	935-2100
Moe Miller & Co.	557-5255
Reed, Robert Associates	559-5480
Washington Inventory Service	557-1272

INSURANCE, PENSION PLANS

Bill O. Brink Agency	569-2200
Ward S. Campbell, Inc.	(616) 531-9160
Mid-America Associates	585-7900
Mutual of Omaha	569-2200

MANUFACTURERS

Del Monte Foods	564-6977
Diamond Crstl Salt Company	399-7373
General Mills, Inc.	354-6140
Green Giant Company	(313) 879-0931
Kraft Foods	964-6300
Mario's Food Products	868-1841
Morton Salt Company	843-6173
Prince Macaroni of Michigan	372-9100
Ralston Purina Company	477-5805
Red Pelican Food Products, Inc.	921-2500
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	962-5973
Guzzardo Wholesale Meats, Inc.	321-1703
Hartig Meats	832-2080
Herrud & Company	(616) 456-7235
Hygrade Food Products	464-2400
Kowalski Sausage Company, Inc.	873-8200
L-K-L Packing Company	833-1590
Pet Packing Co. (Ypsilanti)	274-3132
Peschke Sausage Company	368-3310
Peter Eckrich & Sons, Inc.	937-2266
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 Area Newspaper Network	356-3480

Detroit Free Press	222-6400
The Detroit News	222-2000
Landon Associates	356-3480
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
Cleanway Products, Inc.	341-4363
Continental Paper & Supply Company	894-6300
Household Products, Inc.	682-1400
Items Galore	544-2014
Kathawa Imports	894-8288
The Krolic Corporation	883-3340
Ludington News Company	925-7600
Society 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	541-7870
Krun-Chee Potato Chips	341-1010
Superior Potato Chips	834-0800

PROMOTION

Action Advg. Dist. & Mailing Company	964-4600
Bowlus Display Company (signs)	278-6288
Najjar's Distributing Co.	368-7544
Nu-Ad Advertising & Prom.	521-3792
Sperry & Hutchinson Company	(616) 34-0322
Stanley's Adv. & Distributing Company	961-7177
Steve Advertising Company	965-5865
Norman Tremonti Advtg. Promotion	365-5410
Top Value Enterprises	352-9550

REAL ESTATE

Casav 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 Co.	965-1295
Comp-U Check	569-1448
Consumers Money Order Corp.	358-8969
Detroit Warehouse Company	491-1500
Gulliver's Travel Agency	963-3261
Identical of Detroit	526-9800
Keene Pittsburgh-Frie Saw	835-0913

SPICES AND EXTRACTS

Frank Foods, Inc.	833-5500
Rafal Spice Company	962-6473

STORE SUPPLIES AND EQUIPMENT

Almor Corporation	539-0650
Belmont Paper & Bag Co.	491-6550
Custom Metal Enclosures	545-0900
Hussmann Refrigeration, Inc.	398-3232
Globe Slicing Company (Biro)	545-1855
Great Lakes Cash Register, Inc.	383-3523
Hubert Corporation	542-5938
Julian Equipment Company	478-9020
Leprie Paper & Twine Company	921-2834
Liberty Paper & Bag Company	921-3400
Merchants Cash Register Co.	531-3808
Midwest Refrigeration Company	566-6341
Multi Refrigeration Inc.	399-3100
Pappas Cutlery & Grinding	965-3872
Square Deal Heating & Cooling	921-2345

TOBACCO DISTRIBUTORS

Fontana Brothers, Inc.	597-4000
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WAREHOUSES

Detroit Warehouse Company	491-1500
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WHOLESALE

FOOD DISTRIBUTORS

American Candy & Hosiery, Inc.	366-5430
Central Grocery Company	235-0605
Continental Paper & Supply Company	894-6300
Grosse Pointe Quality Foods	871-4000
Hesano & Sons	864-6622
Kaplan's Wholesale Food Service	961-6561
M & B Distributing Co.	(1) 239-7659
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
Abner A. Wolf, Inc.	525-7000

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