Michigan, you got the best of us.

At the same old prices.
OFFICERS – 1978
RAY SHOULDERS, President
Shoulders' Markets
JERRY YONO, Vice-President
J. A. Y. and Son Mkt.
MOYED NAJOR, Vice-President
Starlite Super Markets
TONY MUNACO, Treasurer
Mt. Elliot-Charlevoix Mkt.
EDWARD DEEB
Executive Director

DIRECTORS
TERMS EXPIRING DEC. 31, 1978
DON HARRINGTON
Meat-N-Place
*PHIL LAURI
Lauri Bros. Super Market

DIRECTORS
TERMS EXPIRING DEC. 31, 1979
STAN ALBUS
Stan's Market
JACK AZZAM
American Oriental Grocery
THOMAS GEORGE
T-J's Food Center
R. JERRY PRZYBYLSKI
Jerry's Food Markets
*LOUIS VESCIO
Vescio Super Markets

DIRECTORS
TERMS EXPIRING DEC. 31, 1980
LAFAYETTE ALLEN, JR.
Allen's Super Markets
SIDNEY BRENT
Kenilworth Market
ROBERT COVERSON
People's Service Center
PAUL FELICE
Felice Quality Market
LARRY JOSEPH
Market Square
*PHIL SAVERINO
Phil's Quality Market
JAMAL SHALLAL
Grand Food Markets
*ALLEN VERBRUGGE
Verbrugge's Market
*HARVEY WEISBERG
Chatham Super Markets

*Past Presidents

**good things growing in Michigan

The above is the emblem for the Michigan Department of Agriculture's "Good Things Growing in Michigan" campaign which is being promoted and co-sponsored by AFD and other food and agricultural organizations in Michigan. Plan to tie-in with the campaign.
To the AFD:

I wish to personally thank the Associated Food Dealers for honoring me at your recent Awards Banquet. Please extend my thanks and gratitude to all of your members.

Gus Harrison
Commissioner
Michigan Lottery

I would like to thank the officers, directors and members of AFD for honoring me as one of your Salesmen of the Year. I feel deeply honored and will always cherish the beautiful plaque presented to me. Thanks so much.

Isadore (Izzy) Malin
Belmont Paper Company

The board of directors of Paul Inman Association, and AFD member, recently announced several promotional and organizational changes. The following promotions were made by the firm:

Alvin Hoppe, to senior vice-president of frozen foods; James W. Maguire, to senior vice-president and account executive; J. E. Donald Bauman, to senior vice-president of canned goods sales; John C. Cosmos, to senior vice-president and general manager of the firm’s Grand Rapids division; Philip Fischioni, to vice-president and grocery account executive.

Other changes include: Ronald Fairchild, to vice-president and grocery account executive; Bruce Butler, to vice-president and director of confectionery sales; Michael McCoy, to vice-president and director of non-foods sales; Dale Thurston, to vice-president and sales manager of frozen foods; Dennis Hoppe, to vice-president and account executive of frozen foods; Douglas Atkins, to vice-president and account executive of frozen foods; Richard Domine, to vice-president of sales, Saginaw division; and Kenneth Elwert to vice-president and director of corporate systems and administration.

In addition, the Inman firm announced that David Vail, president of Vail-Inman Associates, a corporate affiliate headquartered in Miami Lakes, Florida, was elected to the firm’s board of directors.

Inman Brokerage Makes Several Promotions, Changes

Call
William Jeffers
for fast, accurate inventory service.

It's true . . . . we're a nationwide company . . . . one of the largest in the country, in fact. But we pride ourselves on personalized service at the local level. Just call — we'll show you what we mean!

WASHINGTON INVENTORY SERVICE
since 1953

17336 W. 12 Mile Road, # 200
Southfield, Michigan 48076
(313) 557-1272

A Special Invitation

Associated Food Dealers’
63rd Annual Trade Dinner

TUESDAY, MARCH 20, 1979
THE RALEIGH HOUSE
25300 TELEGRAPH ROAD, SOUTHFIELD

Ladies Invited
Cocktail Hour: 6:30 PM
Dinner Served: 7:30 PM
Dancing follows the Program
Tickets: $50/couple
For Reservations or Information call AFD
(313) 366-2400
Sell the money order with the name people are already sold on.

AMERICAN EXPRESS MONEY ORDER

Date
TO THE ORDER OF

PAY THE SUM OF
NOT GOOD OVER $200

Under Date

Firm Name and Address

45-454, 530, 94

American Express Chairman

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express

American Express


Let's face it. All money orders are basically the same.

Except American Express Money Orders. To begin with, they're more reliable. More acceptable. They carry the name of a respected financial institution that's known around the world. And that has been in the money order business since 1882.

As far as your initial financial obligation, there is none. You don't pay us anything—until a money order is sold.

And when it comes to reporting, no other money order can beat us for ease. We handle all the reconciling, too.

American Express Money Orders take none of your valuable shelf space, and you'll find them to be the most profitable square foot in your store.

Add to that our extensive selection of point-of-sale materials, and you'll be amazed to find out just how much store traffic American Express Money Orders will generate.

Since you need only one money order, carry the best in the business.

In Michigan, call the Associated Food Dealers, (313) 366-2400, or Bryan Barlow, dist. sales mgr., (313) 823-0550.

You'll see for yourself. It pays to do business with American Express Money Orders.

American Express. The money-making money order.
Members of Associated Food Dealers are exclusive agents for American Express among Michigan food merchants.
The Pipeline

Probably the greatest single attribute of our industry is the efficiency of getting food and beverage products from the farmer to the processor to the wholesaler to the retailer, and finally to the consumer.

The pipeline, as it is also referred to, along with the factors of competition as well as supply and demand, has been responsible for keeping food prices more stable and in line, when compared with other industries.

As an association, AFD regularly learns of various problems and situations involving our membership. The issue receiving more comment of late from smaller food merchants involves the difficulty in having product delivered to them by wholesale companies.

Most of the retailers confronted with this type of situation fall into a "marginal" category, that is, too small to get regular deliveries, and too large to have to continually pick up their products at wholesale cash and carry branches.

Wholesalers rationalize that the regularly increasing cost of doing business has placed them in a situation where large minimum orders are required to justify increased cost, including increased delivery charges.

Retailers argue they need the service of full-line wholesale companies, and are more than willing to pay whatever the delivery charges to assure a regular flow of products to their stores, and the opportunity to enjoy better pricing than usually exists in the cash-carry branches.

Smaller outstate or even out-of-state wholesalers, swamped with calls from retailers to come to their aid, are attempting to expand their services and fulfil the void which presently exists between wholesalers and retailers, but only to a small degree.

No doubt it is a frustrating feeling for both wholesalers and merchants caught in this type of situation. It is also sad, because wholesalers usually pride in their supportive services to their customers, while attempting to keep stores more competitive. Sad for the retailer, too, especially those trying to build a larger and more successful business to barely survive, if not make a living.

It appears this is one issue which requires some serious attention. No easy solution, that's for sure. But someway, somehow, with serious discussion and dialogue, perhaps a method can be found to permit both a wholesaler to service such accounts, and a retailer to benefit from the wholesaler's service.

What do you think?
The Golden Beer of Danish Kings.
Now brewed in America. Now affordable to everyone.

Tuborg Gold...only centuries of the Danish brewmaster's art could achieve its noble character.
And now that Tuborg is brewed here, it's affordable to anyone who loves the true taste of light, golden Danish beer.

Tuborg Gold...by appointment to the Royal Danish Court.
**THE PRESIDENT’S CORNER**

**AFD’s 62nd Year Ends On Successful Note**

By RAY SHOULDWERS
AFD President

This is my final column of the year as president of the Associated Food Dealers. Hopefully however, from time to time, I will be able to express my views as a guest columnist.

As usual, 1978 was a busy and hectic year for the AFD and all food and beverage distributors. Looking back over the year, the same things which plagued our industry in the past, lingered on to affect our businesses once again, including general inflation, high unemployment and an unstable economy due not only to supply and demand of products, but the international situation as well.

The year 1978 will probably most notably go down in infamy so far as retailers, soft drink companies, breweries, wholesale distributors and beverage drivers are concerned. For on Dec. 3, the law implementing the returnable carbonated beverage container act went into effect, and has caused confusion, chaos and frustration ever since.

Due to the unfairness of this beverage law in Michigan, all eyes of the nation are upon us. Apparently the thought is: if it succeeds in Michigan, it will succeed nationally. If it does not succeed in Michigan, it won’t go nationally either.

I for one am fully supportive of the attempt to repeal the law by the Citizens for Freedom of Choice, which was spearheaded by the Associated Food Dealers.

It has been a real pleasure and honor to have served as the first black president in AFD’s 63-year history. In so doing, I am confident that I have helped to bring harmony and brotherhood to not only AFD, but to our entire industry. I have also learned first hand the numerous industry problems with which the association is confronted with, and constantly trying to assure justice and fair play for all of us where it counts . . . in the community, with government, the news media, etc.

In closing, I wish to pay a special “thank you” to our executive director Ed Deeb and the AFD administrative staff. They worked very 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 13th consecutive record year for AFD, would not have been possible.

Thank you all very much, and rest assured I will continue to support the organization for the betterment of our membership in any way possible.
A little booklet, a "hot" phone number, and a "can-do" attitude will help make you a winner

The booklet is our Returnable's Digest. It's been a big hit with the food and beverage industry this fall at meetings of the Michigan Food Dealers Association, the Associated Food Dealers, and the Michigan Soft Drink Association.

The Returnable's Digest has been prepared by the Can Manufacturers Institute especially for Michigan retail stores, restaurants and bars, as a guide to developing efficient handling methods for returnables and minimizing sanitation and security problems. It's based on the experience of other deposit states and on scores of interviews with food and beverage people throughout Michigan. Contact us for a copy. Call 1-800-638-8242.

Workshops. We've probably already held a workshop on returnables management in your area. If we haven't, and you're interested in having one, call us on our hotline number and we'll see what we can do to help.

You supply the "can-do" attitude. Even with our Digest and our toll-free hotline, you still need a "can-do" attitude. That's recognizing the inherent advantages of cans over other beverage containers in an all-returnable market. Beverages in cans have always been one of your highest profit items. They save space on retail shelves and in restaurants and bars.

Cans will be easier for retailers to count and refund. And they'll be easier and safer for everyone to sort and store. Your suppliers will appreciate how much simpler it is for them to pick up empty cans.

Here's the "can-do" attitude of one Michigan retailer:

"I believe in Michigan you're going to see a substantial increase in can volume. I think customers are going to recognize the ease of handling cans as opposed to bottles. I think we're going to recognize the ease. And I think our distributors are going to recognize certain advantages. So, I think all three of us will direct our efforts pretty much in the same direction and that's toward cans."

So, there you are. The Digest, the hotline, the "can-do" attitude. We hope they help you out, so that when cans start coming back for deposit, you'll come out ahead.

While you're making things work at your end, watch for CMI's consumer advertising campaign, featuring former Detroit Lion great, Alex Karras. He'll be reminding your customers that, "Now, Beverages in Cans Make More Sense Than Ever." Full-page newspaper ads ran during the week of November 6 and will run again on December 3rd in 19 major Michigan cities. Television and radio advertisements began in early November in the state's top 5 regional broadcast markets and will continue through January 1979, stressing the added advantages of cans in the all-returnable Michigan market.

Now, beverages in cans make more sense than ever.
Around the Town

After 44 years, Wolverine Packing Company, an AFD member, proudly announced recently it still delivers a box of meat products to the small retailer, according to Dan Poulios, the firm’s vice-president and national sales director. He said the firm will undertake a massive public relations program during 1979.

* * *

Scot Lad Foods, Inc., an AFD member, recently announced the appointment of Doug Jones as its sales manager of its Lima division.

* * *

Spartan Stores, Inc., an AFD member, recently announced new officers of its board of directors. Sam Cosma of Atlas Foodland, Pontiac, is the new board chairman, and has been an active member of the board since 1964. Russell Van Gilder of Fenton was elected vice-chairman, and Philip Williams of Hillsdale was elected secretary-treasurer. Making the announcement was Spartan president Raymond Dutmers.

* * *

DETROIT RENDERING COMPANY
SINCE 1850
SUPERIOR SERVICE - TOP MARKET VALUES
1923 Frederick • Detroit
5 7 1 - 2 5 0 0
"First We Render Service"
AFD MEMBER

Faygo Beverages, an AFD member, announced the recent appointment of Edward Forest as branch manager of its Livonia distribution center. Forest joins Faygo from Vernor’s, Inc., where he last served as Michigan sales manager.

* * *

Acme Food Brokerage, an AFD member, has announced the appointment of Leonard Lubanski to the position of frozen food account manager. Leonard, a native Detroiter, was formerly connected with the Green Giant Company.

* * *

Frederick & Herrud, Inc., an AFD member, recently announced several promotions and appointments. Allen Charlupski was named vice-chairman of the board; Joel Dorfman was named executive vice-president; Louis Glazier, vice-president of administration; Donald Braam, to senior vice-president as well as general manager of Herrud & Co., a subsidiary; Marvin Schefflin as vice-president and treasurer; and John Stein to vice-president of sales and marketing.

* * *

Henry Pahl, general sales manager of Borden’s Dairy & services division, was the recent featured speaker before Borden’s Quarter Century Club, at its recent annual dinner. Anyone who has served the company 25 years or more is an automatic member of the club.

* * *

Miller Brewing Company, an AFD member, recently filed a complaint with the Federal Trade Commission, asking FTC to stop Anheuser-Busch from continuing its advertising campaign which characterizes its beers as natural products. Miller claims the Bud campaign is “designed to mislead consumers.”

* * *

Peterson & Vaughan, an AFD broker member, recently announced the addition of three new members to its board if directors. They are: Floyd Cary, president of Lee W. Hilewick & Associates, Toledo; Christopher Gopigian, treasurer of P&V; and Douglas Ross, executive vice-president of P&V.

* * *

McMahon & McDonald Food Brokers, an AFD member, recently elected four of its employees to the firm’s board of directors, according to an announcement by Douglas W. McDonald. They are: Richard Baldwin, Grand Rapids branch manager, vice-president; Donald Evans, Toledo branch manager, vice-president; Thomas Hahn, Saginaw branch manager, vice-president; and Roger McBride, frozen foods sales manager, vice-president.
INTRODUCING
XR-1000
U.S.D.A.-APPROVED
THE OFFICIAL A.F.D. ALL-PURPOSE SUPER CLEANER/DEGREASER

XR-1000 is concentrated, and yet super powerful.
• SAFE • NON-TOXIC • NON CAUSTIC
• NON-CORROSIVE

XR-1000 is bio-degradable, 100% phosphate-free, non-polluting, non-flammable, non-fuming and contains NO harmful acids or abrasives.

Why use cleaners off-the-shelf at up to $6.00 per gallon-mixed (the common green & yellow spray bottle) when you can have a superior cleaner approved by the U. S. D. A., approximately 56 cents per gallon mixed (15:1 ratio) or (1 ounce in a pint spray bottle of water)?

XR-1000 can be used by hand, spray bottle, high pressure cleaner, mops, floor scrubber or any other method you may choose.

XR-1000 is highly effective on grease, oil, gum, dye, carbon, smoke stains, blood, floor wax and finishes, price marking ink, etc.

SPECIFIC USES: Food equipment floors, walls, ceilings, price changes, oven cleaning, sinks, toilets, urinals, stripping, metal filters, almost anything.

SPECIAL ORDER FORM

A. F. D. Super Cleaner/Degreaser Concentrate — We herewith place the following order:

_______ 5 Gallon pail(s) @ $37.50 per pail —
_______ 55-Gallon drum(s) @ $295.00 per drum

Store/Company ________________________________________________________________
Address ________________________________________________________________
City __________________________ State ______________ Zip __________
Signature __________________________ Phone __________________________

Check one: ☐ We will pick up when ready, please phone
☐ Please ship to us COD at above address, via U. P. S.

Make checks payable to: The Associated Food Dealers and mail with order.
Note: Prices are FOB — AFD Office, Detroit, Michigan and are good through June 1.
Merchandising

James K. Tamakian Company, an AFD member, has been appointed representative for Near East Food Products’ two new items: precooked Couscous and Tabouleh Wheat Salad, according to the firm’s president, Jack Kalajian. The Tamakian brokerage has represented Near East Foods on all its other consumer and institutional items for the past seven years.

Sahakian & Salm Food Brokers, an AFD member, recently announced that North Star Foods, processors of frozen turkey products, has awarded the company with its “Browned Breast” award for outstanding sales achievement during 1978.

The Pfeister Company, an AFD member, recently announced its appointment as representatives for Universal Foods, manufacturer of both Red Star active, dry and compressed yeast, and a full line of Stella Cheeses. Pfeister will represent the firm in the Detroit, Flint, Saginaw, Bay City and Toledo areas. William Stridiron and Chuck Preston will serve as account executives.

Peterson & Vaughan, Inc., an AFD member, was recently appointed the retail and food service broker for Akron Packing Company, beef processors, for the state of Michigan. Peterson & Vaughan was also named representative for Magic Mountain Herb Tea, and New York Frozen Foods.

Warner Vineyards of Paw Paw, an AFD member, recently announced that its Solera Cream Sherry and Solera Port both won gold Monde Medals in the 1978 World Selection of Wines, Spirits and Liqueurs judging held recently in Geneva, Switzerland.

Stroh Brewery Company, an AFD member, has increased 1978 beer shipments to where they reached a company record of 6.3 million barrels, up 3-½ percent over 1977, according to an announcement by Peter W. Stroh, president. It is the fourth consecutive year of record shipments.

Don Winston of Allstate Sales-Marketing, an AFD member, and Messrs. Tom Fanos and James Kokones of Tom Fanos Associates, jointly announced recently the merger of the Fanos firm into Allstate. The merged firm’s phone number is (313) 535-2070.

The Dairy Division of the Southland Corporation operator of 7-11 Stores, an AFD member, recently announced it has joined The National Foundation March of Dimes in support of the annual Mothers March on Birth Defects.

INVITATION TO SUPPLIERS

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.
The Finest Selection of Wines from Around the World

H. J. Van Hollenbeck

Master Distributors in Michigan for:
- Romano-Cucamonga (California)
- Hanns Kornell Champagne (California)
- Cora Asti Spumante (Italy)
- Cora Vermouths (Italy)
- Francisca (California)
- Chanteveur (France)
- Blue Angel Liebfraumilch (Germany)
- William Deutz Champagne (France)
- Villa Banfi (Veronesse-Italy)
- Riunite Lambrusco (Italy)
- Schwanberg (Austrian)
- Patriarche (France)
- Josef Wehr (Germany)
- Alianca Rose (Portugal)
- Pierre Bertin (France)
- Golden Bishop – Liebfraumilch (Germany)
- San Martin (California)
- Stags Leap Cellars (California)
- Angelo Papagni (California)
- LaVan Champagne (New York)
- Alexis Lechine Wines and selections (France)
- Schmitt & Sohne (Germany)
- Bell’Agio (Italy)

Very good selection of Premier Grand Cru Wines of Bordeaux

Imported By:
H. J. VAN HOLLENBECK DIST. INC.

LOCAL DISTRIBUTORS
Macomb County — H.J. Van Hollenbeck Dist., Inc - Toll free (800) 552-6240
Oakland County — H.J. Van Hollenbeck Dist., Inc - Toll free (800) 462-7660

Abe Cherry Dist. Detroit (313) 873-0992
Arbor Beverage Ann Arbor (313) 662-9592
Anderson Dist. Co. Jackson (517) 782-8179
Bellino’s Quality Beverage Trenton (313) 675-9566
Botsis’ Beverage Holland (616) 396-2359
Central Beverage Cadillac (616) 775-2466
Central State Dist. Mt. Pleasant (517) 773-9027
Century Beverage Flint (313) 743-7700
D - B Dist. Bay City (517) 686-1690
Dixon Dist. Traverse City (616) 947-0020
Don Lee Dist. Detroit (313) 584-7100
Draves Dist. Bad Axe (517) 269-8581

F & F Dist. Muskegon Heights (616) 733-2280
Four Seasons Dist. Iron Mountain (906) 774-6373
Griffin & Templeton Dist. West Branch (517) 345-0540
Huron Dist. Cheboygan (616) 627-2191
John Gatiss Dist. Munising (906) 387-2024
John Nate Beverage Dowagiac (616) 782-2566
Kent Beverage Grand Rapids (616) 538-2850
Kozak Dist. Hamtramck (313) 925-3220
Lipinski Distributors Escanaba (906) 786-3121
Marchetti Dist. Sault Ste. Marie (906) 632-2321
Paw Paw Wine Dist. Kalmazoo (616) 657-6105
Petiper Dist. Port Huron (313) 364-6011
Pike Dist. Marquette (906) 475-9936
C. Riffel & Sons Saginaw (517) 752-8365
Robinette Dist. Adrian (517) 265-6248
Sky Pac Enterprises Detroit (313) 896-7200
Verderese Dist. Lansing (517) 489-9455

Now two locations to serve the Retail Licensee — 60 N. Rose, Mount Clemens, and 2720 Auburn Ct., Auburn Heights

H. J. Van Hollenbeck Distributors, Inc., 60 North Rose Street, Mt. Clemens, Michigan 48043

Call toll free anywhere in Michigan: 1-800-482-1552
WHEN WE ALL PULL TOGETHER

EVERYBODY BENEFITS

JOIN THE
ASSOCIATED FOOD DEALERS

125 W. EIGHT MILE ROAD ● DETROIT, MICHIGAN 48203 ● PHONE (313) 366-2400
You can buy a lot of groceries with half a million dollars.

Half a million dollars. Mutual of Omaha has paid that much in benefits to the Associated Food Dealers in the past 15 years.

Half a million dollars to your fellow members in Disability Income Protection benefits. Regular monthly benefits they used as they saw fit when a covered sickness or accident kept them from working. That's the beauty of Mutual of Omaha's Disability Income Protection. You use the money the way you want to: rent, clothing, school tuition... and of course, groceries.

Half a million dollars. That's just one of the reasons why the Associated Food Dealers officially endorses this program for its members and their employees.

And United of Omaha, the life insurance affiliate of Mutual of Omaha, also offers Life Insurance Protection to Associated Food Dealers members. An extra cushion between their families and financial worry.

Disability Income Protection for members and their employees, and Life Insurance for members. Three excellent reasons to contact the nearest Mutual of Omaha office. Call today or fill out the coupon and return it for more information about any of these fine plans. These Mutual of Omaha representatives will provide personal, courteous service in helping to select the plan that's right for your needs.

Robert Arnholt
Warren, Michigan • 313 574-1600

Bill O. Brink
Southfield, Michigan • 313 569-2200

Harold Hahn
East Detroit, Michigan • 313 774-0360

Bob Hassett
Mount Pleasant, Michigan • 517 772-2981

Gerald Lamberson
Lansing, Michigan • 517 323-4775

Ken Peters
Flint, Michigan • 313 238-0417

Len Raskin
Marquette, Michigan • 906 228-6222

R. F. Roloff
Grand Rapids, Michigan • 616 942-9770

James W. Speers
Ann Arbor, Michigan • 313 769-4160

Harold Wise
Saginaw, Michigan • 517 238-0417

Tony YConclusion
Kalamazoo, Michigan • 616 323-0200

Associated Food Dealers
125 West Eight Mile Road • Detroit, Michigan 48203

YES! I am interested in more information about
☐ Disability Income Protection for me
☐ Disability Income Protection for my employees
☐ Life Insurance

Name_______________________________________________

Address________________________________________________

City ___________________________ State _______ ZIP_______
THE KEY TO GOOD BAKING IS

CLABBER GIRL

THE SMART BAKER BAKES FROM

Scratch

SHE USES

SHE BUYS

MORE GROCERIES

Where the Action is

Join the AFD
For Action and Results.

Phone
(313) 366-2400

Safe Deposit.

Take stock in America.
Buy U.S. Savings Bonds.

Are You On the Team?
If Not, Why Not?

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
A PROMOTION
TO HELP YOU SELL
MICHIGAN AGRICULTURAL PRODUCTS

HERE'S WHAT WE'RE DOING...

1. Six 30 second TV Public Service Announcements.

2. Twelve 30 and 60 second radio Public Service Announcements.


5. Self-stick vinyl labels with "We’re Proud To Feature Michigan Products In Our Store".


7. Tour Guide: "A Cook’s Tour Of Good Things Growing in Michigan" - Twelve tours throughout the state by product area along with related recipes.


FOR DETAILS... WRITE OR CALL
MICHIGAN
DEPARTMENT OF AGRICULTURE
LEWIS CASS BUILDING – P.O. BOX 30017
LANSING, MI 48909 (517) 373-1104
Let Us Redeem Your Coupons!

GET ONE LUMP-SUM CHECK FOR YOUR COUPONS --

- Saves You Valuable Time
- Don’t Tie Up Needed Cash
- No Sorting Necessary
- No Counting Necessary
- Sure and Accurate
- Send or Drop-off Coupons to --

ASSOCIATED FOOD DEALERS
125 W. Eight Mile Rd.
Detroit, Michigan 48203
Phone (313) 366-2400

Every year since 1962...
MORE PEOPLE DRINK MOHAWK VODKA THAN ANY OTHER BRAND IN MICHIGAN!

over 4 million bottles were sold in 1977

Mohawk Vodka 80 proof
Made from 100% grain neutral spirits
Mohawk Distillers Corp. Detroit, Mich.
Support These AFD Supplier Members

BAKARIES
Archway Cookies ........................................ 532-2427
Avery Bakeries ............................................ 523-1100
Avery Wafers ............................................. 523-1100
Green Bak Nuts ............................................ 696-3400
Green Brand (Palm) ..................................... 584-1110
Kroger Bakers ............................................ 584-1110
Fred Sanders Bakers .................................... 688-5700
Schafer Bakers .......................................... 386-1670
Vita Wheat Baked Pidks ............................... 543-0888
Wonder Bakers .......................................... 963-2330

BEVERAGES
Action Distributing Company .......................... 591-3232
Amercan Distributing Co. ............................. 591-3232
Arrow Liquor Company .................................. 219-3100
Canadian Distillers, Inc. .................................. 937-3500
Carling Brewing Company ............................. 941-0810
Crown Cola .............................................. 376-7772
Dole ....................... 923-0044
Coyne & Smito Distributing Company ................. 219-5000
J. Lewis Cooper Co ...................................... 835-6400
Faye Beverages .......................................... 251-1660
Agawa Beverages ...................................... 251-1660
Heintz Wine & Spirits .................................. 382-2334
Home Juice Company .................................. 937-2270
Hubert Distributors, Inc .............................. 585-2340
International Wine & Liquor ......................... 937-3500
Kozak Distributors, Inc ............................... 923-3260
Don Lee Distributors, Inc ........................... 585-3500
L & T Wine Company ................................... 491-2828
Metropolex Beveragge Corp. .......................... 897-5000
Midland City Distributors ............................ 963-5428
Mohawk Liqueur Corp. ................................. 962-4545
National Distillers Products (All) ..................... 366-2033
National Distillers Products (East) ................. 366-2033

INSURANCE, PENSION PLANS
Ward S. Campbell, Inc ............................... (616) 531-9160
Vogel-Ritt Control ...................................... 834-6900
Caterpillar Financial Services .......................... 219-4243

MANUFACTURERS
Approved Inventory Specialists Co. ............... 571-7155
Kowalski Sausage Company, Inc ..................... 873-8200
Ed Barnes Provisions .................................. 963-7337
Almor Corporation ...................................... 399-3320

MEAT PRODUCERS, PACKERS
Ed Barnes Provisions .................................. 963-7337
Boga Farm Corporation ................................ 571-6331
Caniff Sales Corporation .............................. 365-5444
Cotton Mill Meat ........................................ 963-7975
Delta Veal & Lamb, Inc ............................... 862-8444
Fleming Bros ............................................ 862-2291
Flinn Sauces (Sales) (1) ............................... 213-3159
Frederick Packing Company ............................ 862-9273
Glendale Foods .......................................... 963-9273
Grill Meat Products ................................... 963-2710
Hartig Meats ............................................ 833-8208
Hygrade Food Products ............................... 464-2400
Kowalski Sausage Company, Inc .................... 833-8200
L--K--L Packing Company .............................. 833-5159
Peschke Sausage Company ........................... 368-3310
Peter Edris & Produce ................................ 837-2266
Poppy's Packing Company ............................. 365-8020
Polish Packing Company ............................... 862-2428
Primage Packing Company ............................ 237-0087
Regal Packing Company ................................ 862-9273
Ruffin, Eugen Food, Inc ............................... 862-2420
Van Drive Steam Company ............................ 977-0674
Weeds & Sons (Richmond) ............................. 727-3535
While Sausage Manufacturers ...................... 777-9080
Wolfgren Packing Company ........................... 965-0153

MEDIA
The Daily Tribune, Royal Oak ........................ 541-3000
Detroit Area Newspaper Network ................. 356-3480
Detroit Food Service .................................. 356-3480
Detroit Free Press ...................................... 222-6400
The Detroit News ...................................... 323-6200
Food Dealer Magazine ............................... 356-2400
Gallman Associates .................................... 464-3511
Landon Associates ..................................... 356-3480
Wolfgang Puck Riches ................................ 323-8181

OFFICE SUPPLIES
Grennan Gourmet Foods .............................. (313) 366-2400

PAINTS AND MACHINERY
American Express Company .......................... 832-0550
Atlantic Saw Service Co .............................. 963-1295
Can-Ave, Inc ............................................ 832-0550
Consumers Money Order Corp ..................... 388-8860
Dart Meats .............................................. 831-7575
Gulliver's Travel Agency ............................. 963-3261
Keene Fatel & Son ....................................... 836-0931
Photo-Scan Midwest, Inc ............................ 852-5777
Swiss Clean, Inc (Taski) ............................. 478-5262

PET SUPPLIES
Bartley Company ........................................ 839-7000
Barrett Company ........................................ 839-9934
Caterpillar Financial Services .......................... 213-3159

PLANT MATERIALS
Grosse Pointe Quality Foods ......................... 871-4000

POWER EQUIPMENT
Detroit Rendering Company ........................... 571-2500

REFRIGERATION
Bartley Company ........................................ 839-7000

RETAIL STORES
Amoco Oil Company (Standard) ..................... 894-3600
Central Food Market ................................. 894-3600
Chemical & Hardware ................................. 894-3600

SODA
Bartley Company ........................................ 839-7000

SOFTWARE
Metro Computing Systems, Inc .................... 358-3240

STOCKS
Society Pet Products .................................... 791-8844

SUPPLIERS
Detroit Food & Beverage ............................. 358-2580

TAXES, BOOKKEEPING
J. Lewis Cooper Co ...................................... 835-6400

TEXTILES
Almor Corporation ...................................... 399-3320

TOBACCO
Amoco Oil Company (Standard) ..................... 894-3600
Central Food Market ................................. 894-3600
Chemical & Hardware ................................. 894-3600

TRANSPORTATION
J. Lewis Cooper Co ...................................... 835-6400

WHALE AND WAX
Society Pet Products .................................... 791-8844

WINE
Doles Wine Company .................................. 896-3400

WONDER WHEAT
Society Pet Products .................................... 791-8844

YOGURT
Society Pet Products .................................... 791-8844
If your business isn't becoming to you
Then you should be coming to us.

ACTION!

ADVERTISING

YOUR BUSINESS COULD GET BETTER

WANTED SALES REPRESENTATIVE

ACTION ADVERTISING COMPANY
CALL (313) 964-4600-COMPUTERIZED MAILING