

THE FOOD DEALER

"The Magazine for the Michigan Food Market"

WINTER, 1979



1979 MAN OF THE YEAR

E.L. (Bud) NICOLAY, president of Kar-Nut Products Company, left, was presented the Michigan food industry Man of the Year Award by the Associated Food Dealers at AFD's 15th Annual Awards Night during 1979. Making the presentation were past president Harvey Weisberg, center, and current president Jerry Yono. See page 4 for this issue's feature, 1979, the year in review.

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Atlas Super Market

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Farmer Grant's Market

* *Past Presidents*

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Edward Deeb, Editor
Nick Delich, Associate Editor
Sarah Van Der Heyden

THIS ISSUE . . .

of The Food Dealer is devoted entirely to a highlighted review of the AFD's activities during 1979. Off The Deeb End, The President's Corner and other regular department features will be resumed in the next issue of The Food Dealer.



WINNER of the Lady Stroh's Open II tournament, Vicki Fergon, is shown receiving her trophy from Peter W. Stroh, second from right, president of the Stroh Brewery Company; and P. Remick Stroh, tournament chairman. Vicki shot a four under par 284 for the 72-hole tournament for her first victory on the Ladies Professional Golf Association (LPGA) tour. The \$150,000 tournament, which is sponsored by the Stroh Brewery Company, was held at the Dearborn Country Club last July. Proceeds from the event went to the Leader Dogs For The Blind School in Rochester, Michigan.



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really
asking
for it!



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YOUR ASSOCIATION AT WORK

*Review of
1979 AFD
Involvement,
Action
Programs*



● The following is a year-end review of the numerous major action programs of the Associated Food Dealers during 1979 concluding the decade of the Seventies, and entering the Eighties with confidence and enthusiasm. It also includes some of the major developments which occurred in, and affected, our industry.

JANUARY

● The year began with all segments of the industry expressing frustration in trying to cope with **Michigan's controversial Returnable Container Law** . . . CBS-TV ran a feature story with **Walter Cronkite** on its Evening News about the state's bottle bill, and among those appearing in it were AFD's Ed Deeb . . . AFD president Jerry Yono and Ed Deeb appeared on WXYZ radio's **David Newman Show** and debated Rick Jamieson of the **Michigan United Conservation Clubs** about the inefficiencies and costs of the bottle bill . . . Deeb also appeared on **WJBK-TV2** news live to explain problems the industry was having with the bottle bill . . . **AFD's Beverage Committee** held its first meeting to begin gathering data, statistics and information on the impact of the law.

Grosse Pointe Quality Foods broke ground for its new distribution center in Canton Twp., and announced it would open in early 1980 . . . **Kroger and Allied supermarkets** closed their bakeries, both located in Livonia, which resulted in layoffs of 169 workers at Allied and some 300 bakery employees at Kroger . . . **Chatham Super Markets** and Amalgamated Meat Cutters Union reached an 11th hour agreement that saved 75 employees who had been scheduled for layoffs from the firm's meat plant in Warren. The agreement prevented the plant from closing.

AFD participated in the meeting of the House of Representatives' **Ad Hoc Liquor Committee** in Lansing . . . AFD also met with **Rep. George Cushingberry** to discuss problems of the food and agriculture industries in the state . . . **The Detroit Association of Grocery Manufacturers' Representatives (DAGMR)** held its Annual Installation Dinner in Dearborn, where **Irv Kander** of Independent Biscuit Company was installed as its new president . . . Some 235 beer drivers, members of Teamsters Locals 486 and 432, settled a 55-day strike due to problems stemming from the state's still new bottle bill . . . **Thomas Pepler** was elected president of the **Detroit Food Brokers Assn.**

FEBRUARY

● **The Michigan House and Senate** passes a law to license all food retailers and processors, to take

(continued)

There's more than one way to Stroh-A-Party.

The Stroh-A-Party season is here and it's shaping up as the best one ever.

The reason is simple: more and more people are picking up more and more Stroh's. And not just in six-packs. But in Stay Cold 12-packs, and 24-can Strohcases, as well.

Our big advertising and promotional campaign will keep the party going. And so will the great taste of Stroh's.

But you have to do your part.

Just keep plenty of Stroh's on hand, in all the popular packs. And if you run low, call your Stroh distributor fast.

Remember, every time your customers Stroh-A-Party, someone has to clean up.

It might as well be you.



Stroh's
For the real beer lover.

THE STROH BREWERY COMPANY, DETROIT, MICHIGAN © 1978

effect in 1980. AFD supported the measure only on condition that provisions of the law provide for education, and literature be made available to licensees . . . AFD Board requests review and revamping of **AFD's Blue Cross coverage**, to include wider coverages and options; official negotiations finally began in earnest later in August.

AFD met with **Detroit Police Chief William Hart** to discuss crime related problems involving AFD members . . . AFD's Beverage Committee met with **Can Manufacturers Institute** officials to review problems of the so-called bottle bill . . . AFD met with the **International Institute** to seek ways to provide mutual liaison services for food dealers with a language barrier . . . AFD also met with officials of the **Michigan Lottery Bureau** to review progress and hear of new promotions and programs.

House Resolution 446 to set up an Ad Hoc Committee, to help speed-up SDD and SDM license transfers, completed its work and issued recommendations which could have all licenses transferred within 60 days. **AFD's Ed Deeb and Mike George** co-chaired this Committee. AFD met with Sen. Doug Ross to discuss problems of the state's Single Business Tax and the need for incentives and relief for food and beverage dealers . . . **AFD also met with Dr. Ed Heffron**, chief, Michigan Department of Agriculture's food inspection division, to review various policies regarding licensing.

MARCH

● **AFD's 63rd Annual Trade Dinner** was held Mar. 20 at the Raleigh House, Southfield; featured guests included Michigan Department of Commerce chief **William McLaughlin** and **Judge John Gillis**, with numerous government officials and other dignitaries on hand to greet the 1,100 who attended the big event . . . AFD, testifying before a Senate Committee studying the need for increasing package liquor mark-ups for SDD licensees, **urged lawmakers to pass S. B. 93** to increase the mark-up from 15 to 19 percent. Later in the year, both Houses passed the bill, only to have Gov. Milliken veto it.

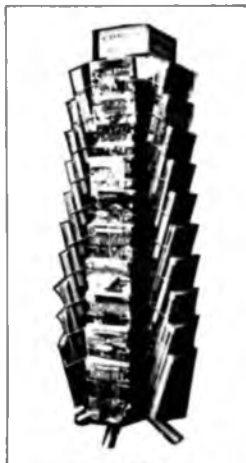
The State House Committee on Conservation and the Environment held a formal hearing on House Bill 4046 to enable the state to collect all unclaimed deposits involving the bottle bill, with AFD testifying against the measure . . . AFD was one of several organizations to appear before the convention of the **Michigan Beer-Wine Wholesalers Association** at the Plaza Hotel, Detroit, to discuss the negative impact of the bottle bill.

At the request of the **Connecticut Beverage Coalition**, AFD's Ed Deeb appeared at a Hartford news conference to explain the impact on Michigan's bottle bill on the industry . . . **AFD beverage chairman Maury Young** testified before the Minnesota Legislative Committee studying a bottle bill there that

(continued)



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Michigan's law was very inefficient and costly. The bill was eventually defeated.

APRIL

● **A Federal Bankruptcy Court** gave Allied Supermarkets, operator of Great Scott Markets and Abner Wolf Wholesale Grocery, the go-ahead to begin a 2-year wage freeze and a 3-year reduction in employee fringe benefits, which Allied said it needed to stay in business. At the same time the firm announced it was closing 22 of its 57 stores . . . **Gov. Milliken asked the State Commerce Department** to review beer regulations, with an eye toward easing both price posting and advertising rules to offset beer price increases due to the state's bottle bill.

AFD's Ed Deeb debated Tom Washington live on **Kelly & Company, WXYZ-TV7**, Detroit, on the problems of the state's bottle bill . . . A week later the two taped a half-hour debate broadcast on **WDIV-TV4**, Detroit . . . AFD also appeared on **WRIF radio** to clarify the negative effects of the controversial bottle bill.

MAY

● **The AFL-CIO** and several consumer groups in cooperation with President Carter's **Council on Wage Price Stability** announced the launching of "Operation Price Watch" to identify rising food pricing . . . AFD in cooperation with the **MSU Cooperative Extension Service**, sponsored a meat merchandising seminar at the State Fair Grounds, Detroit.

Expressing concern that current federal energy programs could leave food market operators in the lurch, **Food Marketing Institute** asked the U.S. Dept. of Energy to give a diesel and heating fuel priority to all sectors of the food distribution industry . . . AFD testified before a **Joint Senate-House Committee** studying the impact of the bottle bill and reported it was not working, and a need existed for a better alternative.

The Northwest Black Businessmen's Association, headed by AFD past-president **Ray Shoulders**, came out in opposition to Michigan's returnable container law as being "too costly, inefficient and creates hardships" . . . AFD executive director Ed Deeb, along with **Robert O'Neil, editor of Progressive Grocer magazine**, were the featured speakers before a special luncheon of over 500 U.S. food editors during the Food Marketing Institute Convention this month in Dallas; the subject; problems of mandatory container deposit laws and their affect on the industry.

JUNE

● **Associated Food Dealers'** Board of Directors formally came out in support of a central depository system for handling empty beverage containers, while opposing proposed changes in the advertising and posting rules involving beer . . . **United Brands**, a large banana and meat packing company, acquired
(continued)

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THE TRAINING
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INVENTORY PEOPLE!**



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**Whatever your business...
The system is the solution.**



Michigan Bell

Vernor's Inc. . . An office building housing **Marks & Goergens** and **Fin Brokerage Co.**, Southfield, was destroyed by fire . . . AFD testified at a Lansing hearing of the **Michigan Department of Agriculture** on final licensing procedures.

AFD's **Ray Shoulders** and **Ed Deeb**, and **Mort Feigenson** of **Faygo Beverages**, were invited to participate in a news conference on the steps of the State Capitol in Boston, Mass. to urge the **Massachusetts Legislature** to defeat a Michigan-style bottle bill in that state. The measure was eventually vetoed by the Governor there . . . AFD's **Maury Young** and **Ed Deeb** met with editors of **Beverage World Magazine** to explain the operational problems of Michigan's bottle bill . . . AFD also met this month with the officials of the **Michigan Newspaper Publishers Association** to complain about unfair and biased reporting of the bottle bill issue in Michigan's news media . . . The White House Conference on Small Business held an Open Forum in Detroit to discuss the problems of small business, with several AFD members in attendance . . . The **Amalgamated Meat Cutters and Butcher Workmen** voted to merge with the **Retail Clerks International Union**, thus forming the union with the largest single body within AFL-CIO.

JULY

● AFD and the food industry of Michigan were featured in the **Automobile Club of Michigan's Motor News Magazine** . . . Michigan Attorney

General **Frank Kelly** began spearheading a Grand Jury investigation on purported price fixing in Michigan's beer industry . . . **Ed Deeb** appeared on **Rick Johnson's WXYZ** radio live talk show to answer questions on the bottle bill.

AFD participated in the first meeting of the **Wayne County Private Industry Council** to review then initiate job training programs for various industries, funded by the government . . . AFD's **Shoulders**, **Larry Joseph** and **Ed Deeb** met with the **City of Detroit's Human Rights Commission**, to help resolve some problems in the inner-city area . . . **AFD met with Sen. Doug Ross** and other organizations to study the various pending legislation affecting the business community.

AUGUST

● AFD met with representatives of the newly formed **Michigan Business Travelers** to review the energy and fuel problems involving salesmen, including those in the food and beverage industry . . . AFD's **Don Rishoi** and **Ed Deeb** again testified at hearings of the **Liquor Control Commission** in Lincoln Park Aug. 8 and Lansing Sept. 5 against proposed changes in beer advertising rules . . . **AFD met with Teamsters Local 1038** beer drivers' Secretary **Robert Knox** to begin drafting mutual guidelines for drivers and retailers regarding problems involving beer delivery and the new returnable container law.

SEPTEMBER

● **Liquor Control Commission** chairman **Stanley Thayer** announced he was resigning his post to enter private law practice in Detroit . . . Over 700 Detroit area **Pepsi-Cola drivers and warehousemen** went on strike after members of **Teamsters Local 337** rejected a 3-year contract offer by the company, causing temporary problems with retailers storing empties.

AFD **Board of Directors** accused **Gov. Milliken** of "playing politics" with the bottle bill, and criticized an aide for tying the beer price increases on advertising rules — while not being sensitive to the affect of the law on small businesses and their survival . . . **AFD met with officials of Blue Cross and Blue Shield** to begin serious negotiations on new AFD group hospitalization coverages, including dental, prescription drugs, master medical, vision, etc. It was expected a new package would take effect in early 1980.

The **State Senate Committee** studying the impact of Michigan's Returnable Container Law, chaired by **Sen. Steve Monsma**, announced it will hold five statewide hearings to hear testimony on the law. The first was held in Allen Park, at which time AFD Beverage Committee representatives **Don Rishoi** and **Maury Young** related the problems of industry, in particular, the retailers.

AFD's **Maury Young** and **Ed Deeb** were invited to address the **Washington State Food Dealers'** annual

(continued)

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Villa Banfi (Veronese, Italy)

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Cora Gran Spumante (Italy)

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Joseph Wehr (Germany)

Aliance Rose (Portugal)

Pierre Bertin (France)

Bell' Agio (Italy)

San Martin (California)

Blue Angel Liebfraumilch (Germany)

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Kriter-vin Mousseaux (France)

Chanson (France)

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Prats Freres (France)

Havemeyer (Germany)

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Oakland County and Western Wayne County — Van Hollenbeck, Dist., 800-462-7660 Toll Free

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Arbor Beverage	Ann Arbor	(313) 662-9592	Kozak Dist.	Hamtramck	(313) 925-3220
Anderson Dist. Co.	Jackson	(517) 782-8179	Latocha Beverage	Ludington	(616) 843-8111
Beaudoin Beverage.	Stephenson	(906) 753-4725	Lipinski Dist.	Escanaba	(906) 786-3121
Bellino's Quality Bev.	Trenton	(313) 675-9566	Lyle Elliott & Sons	Owosso	(517) 725-2717
Central State Dist.	Mt. Pleasant	(517) 773-9027	Marchetti Dist.	Sault Ste. Marie.	(906) 632-2321
Central Beverage	Cadillac	(616) 775-2466	Modern Beverage.	Holland	(616) 392-3533
Century Beverage	Flint	(313) 743-7700	Paw Paw Wine Dist.	Kalamazoo	(616) 657-6105
D-B Dist.	Bay City	(517) 686-1690	Peterlin Dist.	Calumet	(906) 337-0213
Dixon Dist.	Traverse City	(616) 947-0020	Petipren Dist.	Port Huron	(313) 364-6011
Draves Dist.	Bad Axe	(517) 269-8581	Pisani Dist.	Ironwood	(906) 932-9722
F & F Dist.	Muskegon Hts.	(616) 733-2280	C. Riffel & Sons	Saginaw	(517) 752-8365
Four Season Dist.	Iron Mountain	(906) 774-6373	Robinette Dist.	Adrian	(517) 265-6248
Griffin & Templeton Dist.	West Branch	(517) 345-0540	St. Clair Dist.	Port Huron	(313) 982-8534
Huron Dist.	Cheboygan	(616) 627-2191	Sky Pac Enterprises	Detroit	(313) 896-7200
John Nate Beverage	Dowagiac	(616) 782-2566	Tri-City Beverage.	Marquette	(906) 226-8811
John Gatiss Dist.	Munising	(906) 387-2024	Verderese Dist.	Lansing	(517) 489-9455
Kent Beverage.	Grand Rapids	(616) 538-2850	Zaiger Beverage.	Alpena	(517) 356-9036

Now Two Locations to Serve the Retail Licensee: 60 N. Rose, Mount Clemens — 2720 Auburn Court, Auburn Heights



1979 AWARD WINNERS

PICTURED ABOVE are the 1979 award recipients at the Associated Food Dealers' 15th Annual Awards Night last October. From left to right: Ty Place, Wilson Dairy; James Jones, Hiram Walker Company; Tish Myers, Detroit News; Maury Young, Chatham; Robert Lannen, Pfeister Company; Fred Thomas, Pepsi-Cola Company; Bud Nicolay, Kar-Nut Products; and Ray Stalla, Archway Cookies.

convention in **Spokane, Wash.**, relate the impact of Michigan's costly bottle bill. The two also appeared at news conferences to relate the "horror stories" in **Seattle and Yakima**. As a result, voters in that state defeated a proposed referendum in November to institute a Michigan-type bottle bill . . . Later this month, Maury Young attended a **press briefing in Cleveland, Ohio** to relate the same message. The voters in Ohio also defeated an attempt to institute a

Michigan-style bottle bill in November elections.

At AFD's Nominating Meeting this month, the association membership re-nominated the present slate of officers for a second term: **Jerry Yono**, president; **Tony Munaco**, 1st vice-president; **Jamal Shallal**, 2nd vice-president; **Larry Joseph**, Treasurer; and **Ray Shoulders**, as board chairman; Re-nominated as directors were **Stan Albus, Jack Azzam, Sid Brent, Tom George and Louis Vescio**. (They were all subsequently elected during the October elections.)

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Growing thru Giving
Good Service

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AFD MEMBER

OCTOBER

● **DAGMR's Annual Fall Trade Dinner** was held Oct. 16 at the Fairlane Manor, Dearborn . . . AFD participated in and co-sponsored the all-Michigan Products "**Harvest Time Dinner**," along with several other food and farm groups and governmental leaders, Detroit . . . The Liquor Commission approved changes in the beer advertising and posting rules, which were sent to the **Joint House-Senate Administrative Rules Committee**, and ultimately rejected by the Legislature.

AFD held its **14th Annual Awards Night** at the Royalty House in Warren; **Bud Nicolay** of Kar-Nut was named the industry's Man of the Year. Others honored for Distinguished Service were: **Tish Myers** of the Detroit News; **Ty Place**, **Fred Thomas**, **Robert**

(continued)

House Party.



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Lannen, Ray Stalla, James Jones, Alexander Ossowski and Maury Young . . . A retail advertising seminar sponsored by **Michigan State University**, the MSU College of Communication Arts and AFD was held Oct. 24 at the school's Life Long Education Center, Troy.

Gov. Milliken appointed Maxine Perry to fill the vacant LCC post of Stanley Thayer, and named LCC commissioner **Thomas Schweigert** as the new chairman . . . AFD met with **R. B. Shelton**, director of the **Dept. of Social Services** to review various procedures and resolve problem areas . . . AFD director **Ed Deeb was honored by MSU College of Communication Arts** and its Alumni Association as one of five recipients of the Outstanding Alumni Award.

During October (and November), AFD officials and several members were interviewed by numerous **Ohio TV, radio stations and newspapers** on Michigan's bottle bill, so they could see first hand how it was, or was not, working, **and report the facts accurately and fairly . . .** AFD's Don Rishoi and Ed Deeb addressed a gathering of over 200 retailers from the **Battle Creek and Kalamazoo area** to explain the status of Michigan's bottle bill, and relate possible alternatives to the law.

NOVEMBER

● **J.E. (Bud) Stedman** formally retired as manager of the Chamber of Commerce's Food Industry Council

THE KEY
TO GOOD BAKING
IS



CLABBER GIRL

THE SMART BAKER
BAKES FROM

Scratch

SHE USES



CLABBER GIRL
TV DOUBLE ACTING
BAKING POWDER

SHE
BUYS
MORE
GROCERIES

**END
OF REPORT.
ONWARD
INTO THE
EIGHTIES!**

after serving them for 16 years . . . **AFD testified in Federal Court** before Judge Joyner regarding the lack of a warning and fine system involving violators of the **federal food stamp program . . .** AFD met with Dr. Ed Heffron and Robert Taylor of the Michigan Dept. of Agriculture, to review implementation procedures of the new food license, and the format for several seminars to be held for retailers on the subject.

AFD's Maury Young and Ed Deeb met with officials of the **U.S. Brewers Association** in Washington, D.C., to report on the first year's results of the state's bottle bill impact . . . **K-Mart Corporation** opened a box-typed, no frill market in Pontiac, but later closed it following attempts by the Retail Clerks Union to organize employees . . . DAGMR launched its annual **"Operation Food Basket,"** a charity campaign to aid needy families. DAGMR also announced that **Jack Wheeler** was elected its president for 1980.

AFD's Ed Deeb addressed the members of the **Lansing Area Grocery Manufacturers' Representatives** on the severe impact of the bottle bill and the need for a better alternative . . . AFD met with **Dr. Claud Young** and his staff at the **Southern Christian Leadership Conference** to review possible programs with food retailers.

Raymond M. Dutmers, president of **Spartan Stores**, announced he would be retiring in January, 1980 after being with the firm for over 30 years. **Gene E. Morrison** was named to replace Dutmers as president and chief executive of the 450-store cooperative wholesale company . . .

DECEMBER

● **Earl Smith**, Chairman and chief executive officer of **Allied Supermarkets**, announced he would retire in January, 1980. He was succeeded by **Jack Rixmann . .** AFD announced the appointment of **Philip (Rocky) Farhat** as the association's new state capital liaison representative, to give members greater opportunity to be heard on various rule and law changes.

A year-end survey of Michigan's bottle bill showed: (1) soft drink and beer prices increased over \$2.50 per case on average when compared with neighboring states; (2) Over and above original capital expenditures of \$180 million, the law is costing the total industry over \$300 million annually just to comply with the law, with handling fees amounting to over \$1 per case — and this only deals with 12% of the litter attributable to beverage containers; (3) Beer and soft drink distributors used an additional 4.4 million gallons of fuel to deliver beverages and pick up empties; (4) Unsanitary conditions caused an increase in consumer complaints of over 150% compared to a year earlier (before the law), as reported by the State Dept. of Agriculture. The survey showed a glaring need for an alternative law to deal with all solid wastes, not just 12% of it, and provide relief for our industry.

Hire More Workers, Pay Less Taxes!

Michigan Employers!

You can get a tax credit of up to \$2,580 each time you hire a worker eligible for the Targeted Jobs Tax Credit. And it's easy. Just hire the worker, fill in the blanks on the eligibility voucher, and drop it in the mail to your local M.E.S.C. Job Service office. No red tape, no complicated record-keeping. It makes good business sense and it helps people who need jobs.

**Hire more workers, pay less taxes.
Help put America to work.**

Contact your local M.E.S.C. Job Service or IRS office for details on the Targeted Jobs Tax Credit.



**Michigan Employment
Security Commission**

Call your nearest M.E.S.C. Job Service Office or 1-313-876-5204.

Half a million dollars and virtually hassle-free

In the past 15 years Mutual of Omaha has paid nearly half a million dollars in benefits to Associated Food Dealers policyowners. And they received the same high standard of service that Mutual of Omaha always provides: last year the Company handled more than 3.7 million claims transactions, 99.8% without complaint. We think that's a pretty good track record.

And that's why the Associated Food Dealers officially endorses Mutual of Omaha's plan of Disability Income Protection for its members and employees.

As many of your fellow members can attest, Disability Income Protection can help make the difference for you and your family when a



covered sickness or accident keeps you from working. Providing regular monthly benefits to help meet those day-to-day expenses: mortgage payments, utility bills, and of course, your groceries... the money is yours to use as

you see fit.

And as an Associated Food Dealers member, you can also qualify for Life Insurance Protection from United of Omaha, the life insurance affiliate of Mutual of Omaha. Providing an extra cushion between your family and financial worry.

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

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

Harold Hahn
East Detroit, Michigan • 313 774-3060

Gerald Lamberson
Lansing, Michigan • 517 323-4775

John N. Nix
Warren, Michigan • 313 574-1600

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

J.B. Watters
Mount Pleasant, Michigan • 517 772-2981

Harold Wise
Saginaw, Michigan • 517 799-3254

Tony Xouris
Kalamazoo, Michigan • 616 323-0200



Life Insurance Affiliate:
United of Omaha
MUTUAL OF OMAHA INSURANCE COMPANY
HOME OFFICE: OMAHA, NEBRASKA

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 _____

Support These AFD Supplier Members

BAKERIES

Archway Cookies	532-2427
Awrey Bakeries	522-1100
Farm Crest Bakeries	554-1490
Grennan Cook Book Cakes	896-3400
Grocers Baking Co. (Oven Fresh)	537-2747
Independent Biscuit Company	584-1110
Koepplinger's Bakery, Inc.	967-2020
Fred Sanders Company	868-5700
Schafer Bakeries	386-1610
Taystee Bread	986-3400
Wonder Bread	963-2330

BEVERAGES

Action Distributing Company	591-3232
Anheuser-Busch, Inc.	642-5888
B & B Beer Distg. Co.	(616) 458-1177
Bellino's Quality Beverages	675-9566
Canada Dry Corporation	937-3500
Carling Brewing Company	941-0810
Abe Cherry Dist.	923-0044
Coca-Cola Bottling Company	897-5000
J. Lewis Cooper Co.	835-6400
D. B. D. Inc.	834-7170
Faygo Beverages	925-1600
Greater Macomb Beer & Wine Dist.	468-0950
Heath Wine & Spirits	382-2334
G. Heileman Brewing Co.	941-0810
Home Juice Company	925-9070
Hubert Distributors, Inc.	858-2340
International Wine & Liquor Company	843-3700
Kozak Distributors, Inc.	925-3220
Don Lee Distributors, Inc.	584-7100
L & L Wine Company	491-2828
Metes & Powers, Inc.	682-2010
Metroplex Beverage Corp.	897-5000
Miller Brewing Company	465-2866
Mohawk Liqueur Corp.	962-4545
Monsieur Henri Wines	(216) 228-9770
Needham & Nielsen Sales	476-8735
O'Donnell Importing Company	386-7600
Pabst Brewing Company	525-7752
Pepsi-Cola Bottling Company	362-9110
Jos. Schlitz Brewing Co.	522-1568
Seagram Distillers Co.	345-5330
Seven-Up Bottling Company	937-3500
Spirits Marketing, Inc.	393-2220
SquirtPak Sun-Glo Pop.	(616) 396-2371
Stroh Brewery Company	259-4800
H. J. Van Hollenbeck Distributors	469-0441
Vernor's RC Cola	833-8500
Viviano Wine Importers	883-1600
Hiram Walkers, Inc.	851-4800
Warner Vineyards	(616) 895-4400
Wayne Distributing Co.	427-4400
Vic Wertz Distributing Company	293-8282

CATERING HALLS

Royalty House of Warren	264-8400
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BROKERS, REPRESENTATIVES

Acme Food Brokerage	968-0300
Allstate Sales-Marketing, Inc.	535-2070
American Food Associates	478 8910
Bob Arnold & Associates	646-0578
B.W. Sales	546-4200
Continental Food Brokerage	255-5880
Embassy Distributing	352-4243
Mid-America Food Brokers	964-0008
Halling-Keil Company	357-2200
Key Sales & Marketing	885-4900
Harold M. Lincoln Co.	477-0900
Paul Inman Associates, Inc.	626-8300
Interstate Marketing Corporation	341-5905
Paul Kaye Associates	553-2230
McMahon & McDonald	477-7182
Marks & Goergens, Inc.	354-1600
Nationwide Food Brokers	569-7030
Northland Marketing	353-0222
Peterson & Vaughan, Inc.	478-6800
The Pfeister Company	591-1900
Sahakian & Salm	962-3533
Sosin Sales Company	557-7220
Stark & Company	358-3800
Stiles-DeCrick Company	885-4900
Sullivan Sales, Inc.	531-4484
James K. Tamakian Company	352-3500
United Brokerage Co.	(616) 247-8334
Mort Weisman Associates	557-1350

DAIRY PRODUCTS

The Borden Company	583-9191
Tom Davis & Sons Dairy	894-0022
Detroit City Dairy, Inc.	868-5511
Detroit Pure Milk (Farm Maid)	837-6000
Grocer's Dairy Company	(616) 243-0173
Land O'Lakes Creameries	(1) 483-2141

McDonald Dairy Company	(313) 232-9193
Melody Farms Dairy	525-4000
Najor's Dairy Company	861-7050
Ny Best Distributors	(616) 694-6354
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

Home Style Foods Company	874-3250
Dudek Deli Foods (Quaker)	891-5226
Specialty Foods Company	893-5594

EGGS & POULTRY

Eastern Poultry Company	875-4040
Orleans Poultry Company	931-7060

FISH & SEAFOOD

United Fish Distributors	962-6355
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FRESH PRODUCE

Cusumano Bros. Produce Company	921-7100
Faro Vitale & Sons	393-2200

ICE PRODUCTS

Midwest Ice Corp.	868-8800
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INSECT CONTROL

Nu-Method Pest Control Service	898-1543
Rose Exterminating Company	588-1005

INVENTORY, TAXES, BOOKKEEPING

Abacus Inventory Specialist	362-3110
Approved Inventory Specialists Co.	571-7155
Gohs Inventory Service	353-5033
George R. Shamie, CPA	474-2000
Washington Inventory Service	557-1272

INSURANCE, PENSION PLANS

Ward S. Campbell, Inc.	(616) 531-9160
Michigan HMO Plans	961-1610
Mid-America Associates	585-7900
Mutual of Omaha	569-2200

MANUFACTURERS

Carnation Company	851-8480
Del Monte Foods	968-1111
General Foods Corporation	427-5500
General Mills, Inc.	354-6140
Green Giant Company	(313) 879-0931
Kraft Foods	964-5300
Mario's Food Products	868-1841
Morton Salt Company	843-6173
Prince Macaroni of Michigan	372-9100
Procter & Gamble Company	336-2800
Ralston Purina Company	477-5805
Red Pelican Food Products, Inc.	921-2500
Shedd-Bartush Foods, Inc.	868-5810
Velvet Food Products	937-0600

MEAT PRODUCERS, PACKERS

Ed Barnes Provisions	963-7337
Bogie Farm Products	571-6331
Dart Meats	831-7575
Detroit Veal & Lamb, Inc.	962-8444
Flint Sausage Works (Salays)	(1) 239-3179
Frederick Packing Company	832-6080
Glendale Foods	962-5973
Grill Meat Products	963-2710
Guzzardo Wholesale Meats, Inc.	833-3555
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
Midwest Sausage & Corned Beef	875-8183
Peschke Sausage Company	368-3310
Peter Eckrich & Son, Inc.	937-2266
Potok Packing Company	893-4228
Regal Packing Company	875-6777
Ruoff, Eugene Company	963-2430
Van Dyke Steak Company	875-0766
Weeks & Sons (Richmond)	727-3535
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
Food Dealer Magazine	366-2400
Landon Associates	356-3480
The Macomb Daily	296-0810

The Oakland Press	332-8181
Observer & Eccentric Newspapers	591-2300
Port Huron Times Herald	(1) 985-7171
WDIV-TV	222-0444
WJBK-TV	557-9000
WWJ-AM-FM	222-2636

NON-FOOD DISTRIBUTORS

Amoco Oil Company (Standard)	275-5500
A. W. Curtis Laboratories	833-6979
B & B Beauty Products	863-6150
Big Rapids Distributing Co.	259-1888
Cleanway Products	834-8400
Environmental Chemicals	774-6540
Household Products, Inc.	682-1400
Ludington News Company	925-7600
Nationwide Food Brokers	569-7030
Society Pet Products	791-8844

OFFICE SUPPLIES EQUIPMENT

City Office Supplies, Inc.	885-5402
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POTATO CHIPS AND NUTS

Bachman Foods	774-8880
Better Made Potato Chips	925-4774
Duchene (New Era Chips)	921-0800
Frito-Lay, Inc.	271-3000
Kar-Nut Products Company	541-7870
Superior Potato Chips	834-0800
Variety Nut & Date	268-4900

PROMOTION

Action Adv. Dist. & Mailing Company	964-4600
Bowlus Display Company (signs)	228-6288
Stephen's Nu-Ad Advertising & Prom.	521-3792
S & H Promotional Services	(312) 449-4758
Stanley's Adv. & Distributing Company	961-7177

REAL ESTATE

Grosse Pointe Real Estate	882-0087
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RENDERERS

Darling & Company	928-7400
Detroit Rendering Company	571-2500
Wayne Soap Company	842-6002

SERVICES

American Express Company	823-0550
Atlantic Saw Service Co.	(800) 631-7650
Comp-U Check	569-1448
Consumer Money Order Corp.	388-8969
Detroit Warehouse Company	491-1500
Gulliver's Travel Agency	963-3261
Print-Guard Thumbprints	343-0222
Swiss-Clean, Inc. (Taski)	478-5262

SPICES AND EXTRACTS

Rafal Spice Company	962-6473
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STORE SUPPLIES AND EQUIPMENT

Almor Corporation	399-3320
Belmont Paper & Bag Co.	491-6550
Black Jack Iron Works	893-7677
Husmann Refrigeration, Inc.	398-3232
Globe Slicing Company (Biro)	545-1855
Great Lakes Cash Register, Inc.	383-3523
Hobart Corporation	542-5938
Lepire Paper & Twine Company	921-2834
Liberty Paper & Bag Company	921-3400
Multi Refrigeration Inc.	399-3100
Pappas Cutlery & Grinding	965-3872
Sales Control Systems, Inc.	356-0700

TOBACCO DISTRIBUTORS

Fontana Brothers, Inc.	897-4000
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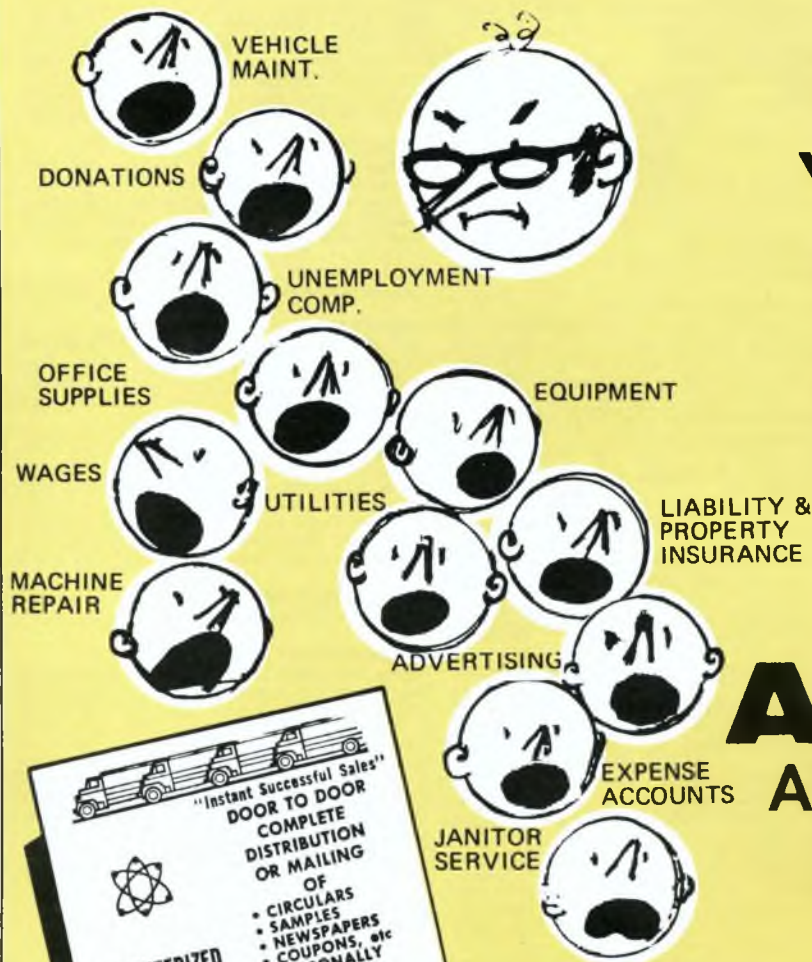
WAREHOUSES

Detroit Warehouse Company	491-1500
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WHOLESALE, FOOD DISTRIBUTORS

Arrow Salvage Company	894-7401
Defiance-Bartley Foods	(419) 893-9433
Central Grocery Company	(1) 235-0605
Grosse Pointe Quality Foods	871-4000
Hesano & Sons	864-6622
Kramer Food Company	585-8141
Kaplan's Wholesale Food Service	961-6561
M & B Distributing Co.	(1) 767-5460
Nor Les Sales, Inc.	674-4101
Rainbow Ethnic & Specialty Foods	345-3858
The Relish Shop	925-5979
Scot Lad Foods, Inc.	(419) 228-3141
Spartan Stores, Inc.	(616) 878-2000
Super Food Services, Inc.	(517) 823-8421
United Wholesale Grocery Co.	(616) 534-5438
Wing Lee Lung, Inc.	831-7642

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