AFD GOES TO THE WHITE HOUSE
Tempting and delicious . . . as irresistible as Kar's new modern packaging in tones of brown and gold. Customers will want to try the complete line: Mixed Nuts, Cashews, Spanish Peanuts, Virginia Peanuts, Barbecue Peanuts, Dry Toasted Peanuts, and others. Packaged in bags, vacuum-packed cans, and reusable tumblers.
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SAM COSMA
Atlas Super Market

JACOB GRANT
Farmer Grant's Market

*Past Presidents

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ABRAM L. CHERRY, right, president of Abe Cherry Distributors, Inc., recently received the Spirit of Detroit Award for his outstanding contribution to business in the Detroit community. The award was presented by Councilman Nicholas Hood at the Detroit Business and Civic League. Abe Cherry Distributors, Inc., was being honored as "business of the month". Cherry is a former AFD Award recipient.
THIS INFORMAL DISCUSSION of the problems of small business took place during a coffee-break at The White House Conference on Small Business. Left to right: Richard Sanford, Kalamazoo, chairman of the Michigan delegation; A. Vernon Weaver, Administrator of the Small Business Administration; Jeffrey Stone, delegate from Detroit; and Edward Deeb, your personal delegate to this important conference.

WHITE HOUSE CONFERENCE MOVES TO STRENGTHEN SMALL BUSINESS

Representatives of the nation’s more than 14 million small businesses concluded an historic five-day White House Conference on Small Business recently with a full and precise list of priorities to present to President Carter and to Congress.

At the plenary or voting session of the conference, over 1,500 delegates from the 50 states voted to recommend 60 proposals to cut taxes, boost minority owned and women owned businesses, balance the federal budget, reform the Social Security system, revise minimum wage standards, cut red tape and increase incentives for investment. The proposals constitute a “platform” for small business owners.

Of the 15 high priority recommendations, more than half deal with tax relief or financial incentives for small enterprises. Stuart Eizenstat, President Carter’s domestic adviser said at the final ceremony, that the recommendations “will not be put on the shelf, but will be reviewed, personally, by the President.”

Alongside the 15 priorities, the conference passed unanimously 11 resolutions including those on implementation and the definition of small business. One resolution called “fundamental, inalienable and constitutional ‘the right to start, own and manage a business without government interference,’ and to ‘reward from the risk, effort and

— continued on page 10
HIS RAGS COULD BRING YOU RICHES.

You're looking at the only scarecrow on earth who can draw a crowd. Just put him in your store with lots of Stroh's around, and watch the people gather.

If you need some re-assuring, last year's fall promotion was the most successful in Stroh's history.

Now it's that time again. Fall has arrived. So, take advantage of the fact that beer is a leading profit producer, and put the scarecrow in your store. It's one sure way of reaping the harvest.

Stroh's presents The Scarecrow Promotion.

From one beer lover to another.
The Facts Are In!

Despite claims by proponents of Michigan's controversial returnable container law that it's working, the facts now clearly show that the annual costs to our industry and consumers do not justify the benefits received.

According to year-end statistics at the end of the first year of the law, the following facts have been verified:

1 — The impact on inadequate display and back room storage space, and the cost-ineffectiveness of the double and triple handling of returnables, have caused hardships to the industry, the retailers in particular. The fact was fairly reported by the electronic and print media in Ohio who came to see the Michigan law in action, and as a result, citizens there wisely voted overwhelmingly to defeat a similar proposal in that state.

2 — Soft drink and beer prices have increased over $2.50 per case on the average in Michigan since the law took effect, as compared to our neighboring states of Ohio, Indiana and Wisconsin. As a result, Michigan soft drink sales are down over 15 million cases, translated to $30 million in retail sales.

3 — Beer sales during the first year of the law were down 280,000 barrels, of 5-1/2 million cases, resulting in a beer tax revenue loss to the State of some $2 million.

4 — Over and above original capital expenditures of $180 million (for warehouses, store expansion, additional trucks, equipment, etc.), the Michigan law is now costing the total industry annually over $300 million in extra handling costs. This amounts to over $1 per case, and these costs must be passed along in the form of higher prices to consumers.

5 — As a result of the deposit law, the State's gas pumps are drier. Since the law took effect, the consumption of gas and diesel fuel by beverage wholesalers and distributors increased dramatically according to an energy audit. An additional 4.38 million gallons of fuel, or 325,000 extra barrels of oil, were consumed by the Michigan beverage industry in 1979 due to the law.

6 — Unsanitary conditions are a problem. As a result of foreign objects found in returnable containers, complaints to the Michigan Department of Agriculture's food inspection division are up over 150 percent compared with a year ago.

All this extra expense to only improve 14 percent of the litter problem (or 5 percent of solid waste)! There is a far better and less costly way to deal with this problem. When it comes time to provide our industry with some relief, we hope the Legislature, the Governor and various organizations help us resolve our very real problems.
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 date has been set for the Associated Food Dealers' 64th Annual Trade Dinner. It will be held on Tuesday, March 25 at Cobo Hall in Detroit's exciting Renaissance Center.

Although our attendance at this colorful event has reached as high as 1,300 and averages regularly over 1,000 persons, not enough retailers take advantage of the year's big night out.

AFD supplier members regularly support the event and have continuously sponsored or co-sponsored various portions of the cocktail hour, the banquet itself and the entertainment.

During this big AFD trade dinner, we take it upon ourselves in behalf of the entire industry to invite various civic and government officials and other dignitaries to give members a chance to meet with them, and they with you.

The event gives each of us — retailer, wholesaler, manufacturer and broker, a chance to get together socially, away from the pressures of your business. From the reaction we get, the ladies thoroughly enjoy making this big AFD affair.

The retailers who make it a point to attend are never disappointed. Those who have never gone, don't know what they are missing!

The next banquet, being held March 25th, will feature the fabulous Dazzlers show girls; Las Vegas comedian Jim Teter who also does hilarious impersonations of Presidents Carter, Ford and Nixon; Eddie Santini and his fine orchestra; and the Pete Baltrus strolling musicians.

So everyone mark your calendars from now and plan to be part of our big 64th anniversary celebration on March 25th at Cobo Hall.

Suppliers are reminded there is still time to sponsor various portions of the banquet and entertainment, or place your ads in the program issue of THE FOOD DEALER which is used at the banquet. And for ticket reservations, contact any of the AFD directors, or AFD office at (313) 366-2400 today.

I personally will be looking forward to seeing you there in March.
Nothing can match the dynamite taste of Colt 45.
© Carling National Breweries, Inc., Baito., Md.

Phone (313) 941-0810
WHITE HOUSE CONFERENCE
— continued from page 4

genius necessary to make an independent business work.'"

In a packed ballroom at the Washington Hilton Hotel, delegates heard President Carter open the Conference by stating the small business community must be strengthened to sustain a strong economy. He announced that he was sending to Congress a Message on Small Business, urging the passage of a number of initiatives to aid business.

Arthur Levitt, Jr., chairman of the White House Commission on Small Business, urged the delegates to focus on the most difficult problems and to present them with a single voice. Levitt set the theme that there is nothing small about small business. He also cited the following problems in our economy:

• The U.S. has the highest percentage of obsolete production facilities in the industrialized world;
• The U.S. invests the lowest proportion of its gross national product in capital equipment of any industrialized country;
• The U.S. has the lowest rate of savings in the world and capital incomes from savings;
• The U.S. currently has the lowest rate of investment in production of an industrialized country;
• The U.S. has the lowest rate of productivity increase.

Among the officials who addressed the conference included Treasury Secretary William Miller, Sen. Gaylord Nelson, Deputy Commerce Secretary Luther Hodges, Jr., Alfred Kahn, the President's Adviser on Inflation, and A. Vernon Weaver, Administrator of the Small Business Administration.

Included among the 25 elected delegates who attended the conference from Michigan were AFD executive director Edward Deeb; David Raben of Esquire Restaurants; Jeffrey Stone of Stone Soap Company; and Wally Bronner of Bronner's in Frankenmuth. Chairman of the Michigan delegation was Richard B. Sanford of Kalamazoo.

THE WAYNE SOAP COMPANY
Growing thru Giving
Good Service
BUYERS OF BONES
FAT, TALLOW &
RESTAURANT GREASE
842-6000 DETROIT, MICH. 48217

THE CONFERENCE was attended by President Carter, who made the opening speech to the delegation of over 1,500 representatives of the nation’s small businesses.
THE HOUSE OF FINE WINES

The Finest Selection of Wines from Around the World

Master Distributors in Michigan for:
Romano-Cucamonga (California)
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Cora Asti Spumante (Italy)
Cora Vermouths (Italy)
Franciscan (California)
Chanteleul (France)
Blue Angel Liebfraumilch (Germany)
William Deutz Champagne (France)
Villa Banfi (Veronese-Italy)
Ripante 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)
La Van Champagne (New York)
Alexis Leshine Wines and selections (France)
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Very good selection of Premier Grand Cru Wines of Bordeaux

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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
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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
For doctor, lawyer, merchant, chief, whatever your business, Touch-a-matic is the phone that memorizes your most important numbers for instant contact.

NOW, WITH TOUCH-A-MATIC PHONES, ONE TOUCH PUTS YOU IN TOUCH, AUTOMATICALLY.
**PROBLEM:**

You're a busy person, making perhaps dozens of phone calls daily. Many of them are probably directed to the same group of customers. A certain number are probably long distance. And all that calling can take up your valuable time—especially if the number is busy and you have to dial again (up to 11 digits!) with no guarantee that it won't be busy again. The result, for any busy person, can be aggravation and wasted time—plus loss of efficiency.

**SOLUTION:**

The Michigan Bell Team has a solution for businesses that need to streamline their calling. It’s called Touch-a-matic® telephone, an automatic dialer that remembers.

The Touch-a-matic dialer remembers up to 31 numbers—local, long distance, or any combination. With the press of a single button, it dials them for you, automatically.

The names and numbers of 31 people, services or offices you call most often can be displayed on the face of the dialer, with no searching or guesswork for you. The numbers the dialer remembers can be entered or changed just as quickly.

The Touch-a-matic telephone is a terrific time-saver. The dialer remembers the last number you dialed manually. If that number was busy, or if you wish to dial it again for any reason, simply press the LAST NUMBER DIALED button and your call goes through.

The Touch-a-matic telephone . . . a way to add new dimensions of efficiency to your business calling. Your Michigan Bell Team, as part of the nationwide Bell System, will be happy to demonstrate the Touch-a-matic dialer for you.

For more information on how the Touch-a-matic telephone might help your business, call toll-free 1-800-482-3820.

Whatever your business... The system is the solution.
MOHAWK VODKA
sold over 4,800,000 bottles last year
Mohawk Vodka 80 100 Proof
Made from 100% grain neutral spirits
MOHAWK LIQUEUR CORP., DETROIT, MICH.

WHY FUSS WITH COUPONS
WHEN THE AFD COUPON REDEMPTION CENTER CAN DO THE JOB FOR YOU?

Mail your coupons or drop them off at:
Associated Food Dealers
Coupon Redemption Center
125 W. Eight Mile Road
Detroit, Michigan 48203

DUTMERS RETIRES AT SPARTAN;
MORRISON NEW PRESIDENT

Raymond M. Dutmers has retired as president and chief executive officer of Spartan Stores, Inc., and AFD member, after having been with the company since 1949, and as president since 1972.

Under Dutmers' leadership, the retailer-owned food distributor has expanded and modernized its facilities to accommodate 450 retailers. Spartan retail stores today enjoy over $1 billion dollars in annual sales.

Gene E. Morrison, formerly senior vice-president, has succeeded Dutmers as president and chief executive officer.

Spartan has also announced the following six appointments.

Art Reyers has been promoted to the newly created position of manager of controlled brand marketing. Richard Higgins has been appointed to the newly created position of supervisor of quality assurance. Melvin Pospiech has been promoted to the newly created position of supervisor of special and promotional products.

Also, Neil C. Ebersoldt has joined Spartan as the new director of grocery purchasing. James B. Meyer was recently appointed vice-president of finance and administration. Robert N. Schoof was appointed president of Market Development, a subsidiary of Spartan, after having served as vice-president.
HAVE A PEPSI DAY
Survey By Woman’s Day Magazine:

**MAIN REASON WOMEN SHOP AT STORES IS CONVENIENCE**

In a recent survey on consumer attitudes conducted by Woman’s Day magazine, the main reason why women shop at a store today is “convenience”. But a number of other factors also influence women, according to the study. They are:

- The type and amount of savings a store offers on meat, poultry, produce, canned goods and dairy, in that order.
- The overall image of the store as reflected by pricing, cleanliness, smelliness, lighting, aisle width and layout.
- The speed of the checkout line.
- The attitude of store personnel, especially the manager.
- The appearance of freshness in three key departments: produce, meat and deli.

The Women’s Day study also indicated the way women feel about shopping today as compared with the past.

Today, women feel that shopping is frustrating, detest lack of service, and find the shopping routine depressing. A while back however, women looked upon shopping as a break in routine, enjoyable, interesting and exciting, and felt it was fun to “beat the system”.

The study also showed that inflation being what it is, coupons and specials are the two biggest draws to get a woman into your stores. It showed that women are using coupons as a way to keep their supermarket bills under control. Because that’s their motive, they want:

- Coupons which offer substantial savings, not just a few cents off.
- Coupons or savings on products they use every day, like milk or meat.
- Double coupons, that is, store coupons which come out and are advertised at the same time as manufacturer coupons.

Women distrust stores which place a limit on coupon redemption, the study found, by either requiring a minimum store purchase or by restricting the amount of the special which can be purchased.

Coupons and savings not only draw women into stores, they also influence women to try new products if the savings are substantial. In fact, women regenerate their coupon savings by trying new products or buying those extras their budgets now eliminate, according to the study. Thus, the store does not lose volume by offering couponed merchandise.

In the study, the women were also asked what they liked or disliked about the supermarket ads, to explain what drew their attention to the ad, and whether they were motivated to go to a store after reading the ad.

In the study, revealed at the recent Food Marketing Institute convention, the following are what they considered to be the essentials of a good supermarket newspaper ad:

—continued on page 18
Thanks for saying "Budweiser" so often...

...and for helping make it the largest-selling beer in the world.
The Stroh Brewery Company, an AFD member, has named John H. Bissell vice-president of marketing, according to a recent announcement by Peter W. Stroh, president. Bissell will be responsible for all marketing activities, including advertising and creative, marketing information, administration and services. He succeeds Robert B. Hetrick, who has been named vice-president of sales operations and distributor relations.

Continental Food Brokerage Company, an AFD member, was recently appointed representative for the Drackett Products Company in the Detroit, Eastern Michigan and Toledo marketing areas.

Kowalski Sausage Company, an AFD member, has named John A. Moscheck sales manager of special accounts, according to an announcement by Ronald J. Kowalski, president.

Squirtpak, a division of Squirt & Company, and an AFD member, recently named Paul L. Johnson as merchandiser-salesman for the division's own lines of five Sun-Glo flavored soft drinks, according to an announcement by David Paulson, vice-president of special products.

The Seven-Up/Canada Dry Bottling Company of Detroit, an AFD member, is now the distributor of Perrier Water in Detroit area, according to recent announcement by Robert Dilworth.

Faygo Beverages, an AFD member, recently announced the promotion of Robert G. Scharret to assistant sales manager of Michigan. He has been with the firm since 1969.

The formation of a snack food brokerage company called Beverly Hills Marketing has been announced by Vern Mason, owner. Mason was formerly sales manager of Cross and Peters Company, producers of Better Made Potato Chips and other snack foods.

Stone & Simons Advertising has been named the agency of record for Danny's Super Markets, an eight-store supermarket chain with headquarters in Dearborn Heights.
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.

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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 _____
**AROUND AFD-LAND**

Faygo Beverages, an AFD member, has announced the promotion of Norman G. Deeg to branch sales manager at its Livonia distribution center. Deeg, who attended the University of Detroit, and his wife, Jeanne, are the parents of seven children.

* * *

A & P Food Stores’ Detroit division has announced the appointment of Beverly Wimbley as its personnel coordinator.

* * *

Former Detroit area food broker Harris (Bud) Crane is now affiliated with Arrow Office Supply Company, Detroit.

* * *

Washington Inventory Service, and AFD member, recently announced the merger of Mangini & Associates into WIS. As a result of the merger, WIS has announced the move will result in an expansion of services offered its customers.

Vincent (Jim) Vitale, head of Faro Vitale and Sons produce distributors, an AFD member, has announced that Phase II of the Eastern Market development project in cooperation with the City of Detroit, has been completed. Vitale is also currently serving as president of the National Watermelon Association.

* * *

The Defiance Grocery Company of Defiance, Ohio and The Bartley Company of Toledo, Ohio have jointly announced the merging of two wholesale grocery firms. The new business is operating as Defiance-Bartley Foods, a division of Defiance Grocery Company, an AFD member.

* * *

Emily Hakim, owner of Emily’s Delicatessen, an AFD member in St. Clair Shores, proudly announced that her son Roy recently opened the Shores of Lebanon Restaurant, also in St. Clair Shores; and that her son, Maroun, recently finished Cooley Law School, passed the bar exam, and is now a practicing attorney. Her other son, Sam, is co-managing Emily’s with his mother.

* * *

Quik-Pik Food Stores, an AFD member, recently announced its move to a combined new general office and warehouse facility in Rochester. The new address is 1985 Northfield Dr., Rochester, Mich. 48063; the new phone is (313) 852-9290.

* * *

Ira Wilson & Sons Dairy, an AFD member, will celebrate its 50th anniversary next June 10th. The AFD extends its congratulations to the Wilson staff and family on achieving this historic milestone.

* * *

Shurfine-Central Corporation, a wholesale cooperative owned by more than 10,000 independent grocers nationwide, has announced that Central Grocery Company of Flint has joined the co-op. Also, Shurfine stated that many of the AG retailers out of the Toledo area are now being serviced by Associated Grocers of Lansing, Michigan, another affiliate of the co-operative.

Do you know anybody who
**SHOULD** be an AFD member, but isn’t?

**TALK TO HIM!**
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.

Call your nearest M.E.S.C. Job Service Office or 1-313-876-5204.
PROMOTIONS AT P&V

Eugene W. Peterson, chairman of Peterson & Vaughan, an AFD broker member, has announced four promotions at the Farmington-based company.

Douglas J. Ross has been elected president of the brokerage firm. He has been with the company since 1978.

Lawrence Danna, Jr. has been elected executive vice-president of the firm. Prior to his appointment he was director of perishable product sales.

Lou Kowalski has been promoted as director of food service sales for eastern Michigan. Carol Solterisch has been promoted to direct sales in the food service division.

THE KEY TO GOOD BAKING IS
THE SMART BAKER BAKES FROM SCRATCH
SHE USES CLABBER GIRL BAKING POWDER
SHE BUYS MORE GROCERIES

WORK SAFELY
Safety First In The Meat Department

1. Keep a full set of tools at each block and in the meat box to avoid unnecessary injury from carrying knives.
2. Tools such as cleavers, saws and knives must be kept in their proper place when not in use. Do not leave them on the block where they are in the way and likely to be knocked off.
3. Use the sharpening steel properly. Grasp it firmly by the handle and make sure your fingers are below the guard.
4. Pay strict attention to your work especially when using sharp tools or power driven machines.
5. Only those who have been selected and instructed in the operation of bandsaws and other power machines are permitted to use them.
6. Always shut off grinder, bandsaw or slicer when you have finished using them.
7. Always use a pusher-stick when feeding a meat grinder.
8. When grinder is running, never attempt to remove anything from the hopper.
9. Always adjust cutting machines to size or thickness of cut before turning on the power.
10. Be particularly careful when cleaning a slicing center of blade toward cutting edge.
11. Place your scrap can conveniently and make sure all scraps go into it.
12. When lugging hinds, fores or sides, throw an open apron over your shoulder to keep the carcass from slipping. Be sure the way is clear so that you will not slip or trip. Look out for the lower hooks in the meat box to avoid ripping your hands.
13. Handle shrimp with a scoop, not with your bare hands.
14. When cleaning counter or cases be careful not to splash any of the cleaning solution in your eyes. Rinse counter or showcases thoroughly before replacing meats or merchandise.
15. Running or sliding behind counters is prohibited.
16. Get First Aid immediately for small cuts and bone scratches to avoid infection.
17. Personal cleanliness is of greatest importance in your job. Wash frequently with soap and warm water and always after coming from lavatory. Wear clean clothing.

PFEISTER RELOCATES IN LIVONIA

The Pfeister Company has relocated to new offices at 36300 Schoolcraft Rd., P.O. Box 3304, in Livonia, Mich. 48150. The new phone number is (313) 591-1900. The firm also announced two promotions and the additions of four new clients.

James C. Gore, vice-president and stockholder, has relocated to the firm’s Grand Rapids office as branch manager, succeeding Robert Haan, Sr., who retired. Also, Larry Lemiuer has been promoted to frozen and refrigerated retail supervisor. Tom Brunson was transferred from frozen and refrigerated retail supervisor to grocery retail supervisor.

In addition, the company also announced that it was appointed as representatives for the following clients: Vlasic Foods, Inc.; GrandMa’s Foods, Inc.; Converting, Inc.; and Chef Francisco.
Support These AFD Supplier Members
THE RING OF THE CASH REGISTER WILL BE LIKE MUSIC TO YOUR EARS

GIVE US A CHANCE TO PROVE IT. CALL 964-4600 FOR ACTION

YOUR BUSINESS COULD GET BETTER

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

TRY US . . . . YOU'LL LIKE US