



# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

**FALL, 1980**



## **Honored at AFD Awards Banquet**

IVAN LUDINGTON, left, founder and president of Ludington News Company, was named 1980 Man of the Year; and Frank Angelo, right Detroit Free Press, was presented with the AFD's Distinguished Service Award, at the colorful event which was attended by more than 700 people. See story on page 4.

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# THE FOOD DEALER

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## Stroh Conservationist Support Recognized

PETER STROH, right, president of The Stroh Brewery Company, an AFD member, received a "remarqued" print recently from Ducks Unlimited, Inc., for his company's support of the non-profit conservationist organization. Stroh received the print from Edson F. Galiaudet, II, left, state chairman of the Michigan chapter. Dietmar Krumery, the artist who painted the watercolor, looks on. Ducks Unlimited raises money to restore and maintain waterfowl habitats in North America.





**BACK ROW**, left to right: Officer Willie Heath and Commander Rufus Anderson, BUOY-10; AFD's Jerry Yono and Ed Deeb; Frank Angelo, Detroit Free Press; and Robert Baker, Lansing Associated Grocers. **FRONT ROW**, left to right: William Swanson, Borden Company; Sam Cosma, Atlas Market; Loyal Sundberg, American Bakeries; Barbara Street, BUOY-10; Ivan Ludington, Ludington News; Tyree Smith, Heileman Brewing; Robert Little, Department of Social Services; and Ray Jonas, Vernor's. Not pictured, Jerry Inman, Paul Inman Associates.

## **Ivan Ludington, Ludington News Named Man of the Year; David Burt and Sam Cosma Receive First Retailer Awards**

Ivan Ludington, Sr., founder and president of Ludington News Co., was presented Michigan's food distribution industry 1980 Man of the Year Award by the Associated Food Dealers' 16th Annual Award Night held recently at The Royalty House in Warren. Over 700 persons attended the colorful event. In addition, AFD presented 12 other Distinguished Service Awards, including the first retail honors. The recipients of DSA honors in their respective categories were:

**SAM COSMA**, co-owner, Atlas Super Market, Pontiac, was honored in the independent retailer category;

**DAVID BURT**, Michigan divisional manager for The Kroger Company, was the honoree in the chain retailer category;

**WILLIAM SWANSON**, The Borden Company, was the recipient in the manufacturer category;

**ROBERT BAKER**, president, Associated Grocers of Michigan, was honored in the wholesaler category;

**GERALD INMAN**, vice-president and general manager, Paul Inman Associates was the awardee in the broker category;

**RAYMOND JONAS**, sales representative, Vernor's, Inc. was the honoree in the beverage distributor category;

**TRYEE SMITH**, Detroit area sales manager, G. Heileman Brewing Co., was honored in the wholesale distributor category;

**LOYAL (LEFTY) SUNDBERG**, route salesman with American Bak-

eries, was the recipient in the driver-salesman category;

In addition, four awards were given for Distinguished Service to representatives of the community, government and the media. Those honored in this category were: **FRANK ANGELO**, executive associate editor of the Detroit Free Press; **MISS CARMEN HARLAN**, news reporter for WDIV-TV, Channel 4; **ROBERT LITTLE**, director of the Wayne County Department of Social Services; and Business United with Officers and Youth (BUOY-10) in Detroit.

Presenting the awards were AFD's President Jerry Yono, and Ed Deeb, who also served as master of ceremonies. Purpose of the awards is to give due and proper recognition to those persons who have excelled in service to their employers, retailers, the community and the total food and beverage industries, in the spirit of progress and the American free enterprise system. Banquet chairman

was Phil Lauri, who again did a super job.

Tim Brown, president of the Detroit Food Brokers Association, reiterated the importance of our industry and the need for harmony while commending AFD for its awards program, and assuring the audience AFD and DFBA would continue to work closely together for the food of the industry.

Featured speaker was the Hon. George N. Bashara, Jr., Judge of the Michigan Court of Appeals. He commended AFD and the industry for taking time to honor those deserving of honors, and for being involved in the issues confronting the business community at all levels.

To the Award Recipients, AFD extends its sincerest and heartiest congratulations in behalf of the state's food and beverage retailers, and the entire industry. It is a distinctive honor, and most deserving we feel, for a job well done.

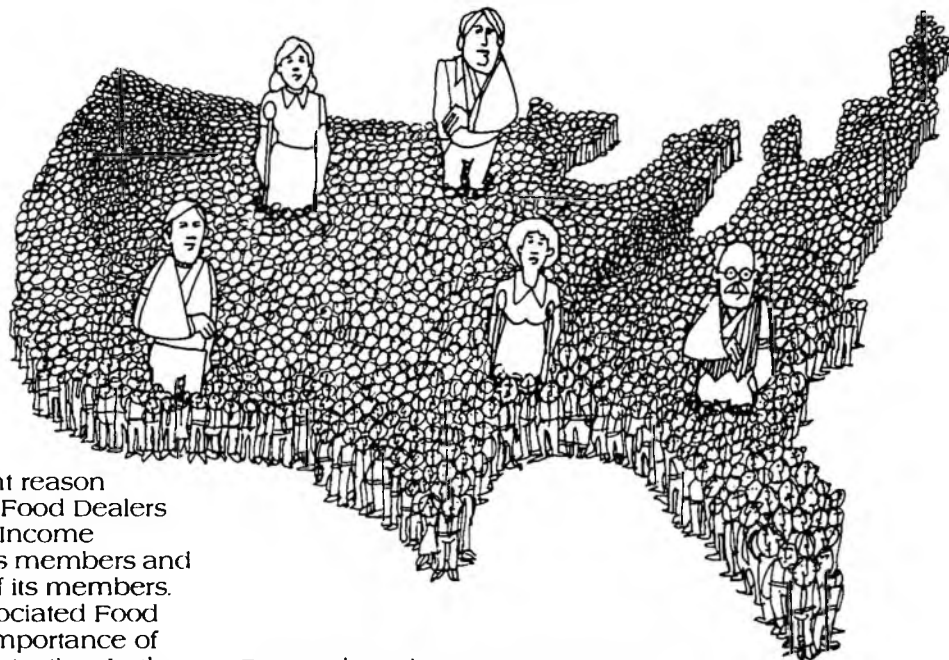
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### **AFD THANKS THE FOLLOWING COMPANIES FOR CONTRIBUTING TO THE GREAT SUCCESS OF THE AWARDS BANQUET:**

Coca-Cola Bottling Company for co-sponsoring the cocktail hour along with other AFD friends; Duchene-New Era, Kar-Nut Products, Borden Company and Kraft Foods, for providing the snack foods and chip dips; General Wine and Liquor for the dinner wines; The Detroit News for again printing the program; The News and Detroit Free Press for the photography; Art Robbie of Hiram Walker Company for his fine assistance; and Anheuser-Bush, G. Heileman Brewing, Detroit Coca-Cola Bottling, Faygo Beverages, Everfresh Juice, Kozak Distributing, Metroplex Beverage, Miller Brewing, Pabst Brewing, Pepsi-Cola Bottling, Schlitz Brewing, 7-Up/Canada Dry, Stroh Brewery, and Vernor's, for their support and assistance; and all of the companies who made it possible for their representatives and their spouses and guests to be with us.



# Food For Thought — This Year Americans Will Miss Over 300 Million Days Of Work Because Of Serious Disability.\*



That is one important reason why the Associated Food Dealers endorse a Disability Income Protection plan for its members and for the employees of its members. Members of the Associated Food Dealers realize the importance of Disability Income Protection. In the last 17 years, over one-half a million dollars have been paid to members in benefits for covered injuries and illnesses.

Disability Income Protection can help you — by providing benefits when you really need them. Disability Income Protection provides benefits to help you meet the day-to-day living expenses that continue even when you're disabled. More importantly, regular monthly benefits can help provide you and your family with peace of mind and financial security when you are unable to work because of a covered illness or injury.

For the past 17 years, Mutual of Omaha, underwriter of this plan, has offered personal service to members of the Associated Food Dealers and their employees.

Personal service means you can count on a trained insurance representative to design a program to meet your needs.

Now the Associated Food Dealers also endorses a Life Insurance Protection plan. This plan is underwritten by United of Omaha, the people you can count on to provide life insurance protection for the ones you love. Life insurance can provide an extra cushion between your family and financial worry.

For more information about Disability Income Protection and Life Insurance Protection, contact your nearest Mutual of Omaha office. Call today or complete the coupon and mail it to us. As a member of the Associated Food Dealers, you can count on Mutual of Omaha for financial protection.

\*Statistics from the National Underwriter Company

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## The President's Message

JERRY YONO  
AFD President



### SENSELESS and TRAGIC MURDERS MUST BE CURTAILED!!!

We of the Associated Food Dealers are outraged and deeply concerned over the increasing number of holdups and killings of grocery store operators.

Since 1970, there have been 32 grocers and supermarket operators killed during holdups at their stores in the Detroit area alone. These senseless and tragic murderous acts must be curtailed.

It is rather unfortunate today to see business people trying to serve their community, and actually being afraid to go to their businesses to endure their family's livelihood.

Admittedly, grocers are at their wit's end, so to speak, and do not really know what to do. Fear has become a way of life.

For the past decade, the Associated Food Dealers has played a leadership role in helping to revitalize Detroit, while urging food stores to either remain in Detroit, or build new stores.

And while we believe strongly in the criminal justice system, we are aware that if grocers continue to be subjected to holdups and killings, sooner or later they will be encouraged to close their stores.

Our members, and the entire food industry, are strongly committed to helping Detroit and Michigan grow . . . to make our state a better place in which to live, work and play, but we need help.

**1. To begin with, we urge all citizens and neighborhood organizations help keep businesses alive by initiating Neighborhood Watch programs, and report any suspicious activity involving not only grocers — but all**

**businesses — to the police immediately. This would permit all decent and law-abiding citizens to send a message that "serious crimes and murders will not be tolerated."**

**2. Secondly, we call on the various police departments to immediately begin more visible patrols of business establishments, especially grocery stores, and of drivers making deliveries to these stores, in high crime areas. This in itself would help deter crimes and make it more difficult for crimes to be committed.**

**3. Finally, the Associated Food Dealers has established a permanent, revolving Reward Fund of \$10,000, and will be made available to seek information leading to the arrest and conviction of anyone found guilty of murdering a member-dealer or market operator. This permanent, on-going reward fund will be administered through The Detroit News Secret Witness Program.**

In conjunction with this, the murderers of Nabil Zoma, who was killed at Walter's Party Store in Hamtramck, are still at-large. We hope the reward fund will serve as an incentive to catch the perpetrators.

Finally, it is our sincere belief that if the present era of permissiveness is allowed to continue with regard to lack of respect for law, order and human life, economic development will begin to wane. We, for one, do not wish this to happen.

AFD has been working quite closely with New Detroit, Inc. and numerous community and state organizations and citizens to help instill confidence between residents and the business community. We have made some genuine progress. We feel this is a positive step forward and more of this type of cooperation is essential.

## Chatham Opens New Warehouse Food Outlet

Chatham Super Markets has opened a new warehouse retail food outlet called Pak-n-Save, in Waterford Township.

According to chairman Bernard Weisberg, the new concept is designed to meet the changing needs of the consumer in today's inflationary economy. He estimated customers "will save a substantial

amount of money on their food purchases with lower than supermarket prices on top national brand items."

Weisberg said this was made possible by combining basic food merchandising and warehouse concepts.

In place of elaborate merchandising displays and fancy decor are large bulk displays of original cases on

warehouse racks and pallets.

One feature of Pak-n-Save is a Y-shaped double accumulator checkout system — the first of its kind in the area — which allows customers to bag their groceries while the cashier totals the next customer's goods.

Food stamps are accepted — checks or money orders are not. Pak-n-Save will be closed on Sundays.

— In our next issue — YOUR AFD's 1980 IN REVIEW —



# ANNOUNCING THE NEW ASSOCIATED FOOD DEALERS—SPONSORED FIRST-AID KIT PROGRAM FOR YOUR STORES OR COMPANIES



The 3W Kit



The 3W provides first aid coverage for up to 100 employees. A rubber gasket along the inner edge prevents water, dust and air from entering and affecting its contents.

Price per unit **\$60**  
COMPLETE KIT

The 7W Kit



The 7W provides first aid coverage for 15 employees. The contents will control and sustain various types of common injuries.

Price per unit **\$30**  
COMPLETE KIT

Both of these handsome units are updated to meet current requirements and recommendation of both O.S.H.A. and M.I.O.S.H.A. At this special price, they are a **MUST** for the safety of your business operation.

(NOTE: Complete refills of the contents are also available!)

## SPECIAL ORDER FORM

\_\_\_\_ Number of the 7W First Aid Kit(s) @ \$30.00 a kit . . . . . \$ \_\_\_\_\_  
\_\_\_\_ Number of the 3W First Aid Kit(s) @ \$60.00 a kit . . . . . \$ \_\_\_\_\_  
\_\_\_\_ Number of Refills for the 7W Kit @ \$20.00 a refill . . . . . \$ \_\_\_\_\_  
\_\_\_\_ Number of Refills for the 3W Kit @ \$35.00 a refill . . . . . \$ \_\_\_\_\_  
NOTE: Prices are F.O.B. Associated Food Dealers Office — Detroit  
(Plus Michigan 4% Sales Tax) TOTAL \$ \_\_\_\_\_

STORE/COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
SIGNATURE: \_\_\_\_\_ PHONE \_\_\_\_\_

CHECK ONE: ☐ We will pick up the units when ready, please phone.  
☐ Please ship to us, C.O.D., at the above address, via U.P.S.

MAKE CHECK PAYABLE AND MAIL WITH FORM TO:

ASSOCIATED FOOD DEALERS  
125 W. 8 MILE ROAD  
DETROIT, MICHIGAN 48203

# Off The Deeb End

EDWARD DEEB  
AFD Executive Director



## DUE PROCESS LACKING WITH FOOD STAMP AGENCY

Following a meeting recently with Sen. Carl Levin (D-Mich.) and officials of the Associated Food Dealers, the senator has decided to champion the cause for fair treatment and "due process" for grocery store owners involved with any purported violations involving the federal food stamp program.

Of late, there appears to be a concentrated effort by the U.S. Department of Agriculture's Food Stamp Division to harrass independent grocers who accept food stamps from recipients . . . rather than to concentrate on recipients who illegally use food stamps.

And, if a merchant is cited for food stamp violations, he receives notification of the charges more than six months after the transaction allegedly occurred. If found guilty of the charges of selling non-eligible items (as soap, toothpaste, toilet tissue, etc.), in the vast majority of the cases the merchant is penalized by suspension of his license for several months or even a year.

Some of the related problems involving USDA's food stamp department included the following: (1) retailers are not notified of their rights when inspectors visit their stores, and most of the time do not even know they are in the store; (2) copies of violations not left with merchant during the inspection on-the-spot, as is done with other governmental bureaus; (3) there is no local decision-making procedures at the present time; a retailer's case is either conveniently shipped to Chicago's regional office or to Washington, D.C.; (4) there is often consumer pressure and belligerency toward retailers who will not sell non-eligible items, ending many times with threats; and (5) very little is done by USDA to discourage individuals from selling their food stamps illegally, whether in a store, outside of a store, etc.

Senator Levin is to be commended for moving to assure justice with both small and big businesses and a large governmental agency. "It may be easier for a government agency to proceed against a small person, but I think it is intolerable, unconscionable, and a practice which should end," Sen. Levin told the full Senate recently.

He said the USDA has a responsibility to see that food stamps are not accepted for non-eligible items . . . but the USDA has denied business people the right to defend themselves in the enforcement process.

Hopefully, toward the start of next year, working closely with Senator Levin and the USDA Food Stamp Division, these problems can be rectified amicably to assure "due process" for all.



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# COMMUNITY TASK FORCE PROGRESS REPORT

Last November, 1979, officials from New Detroit, Inc. (NDI) and the Associated Food Dealers (AFD) met to review perceptions or misperceptions, complaints and possible problem areas between food store operators, particularly those of Chaldean and Arabic extraction and the community at-large. The meeting came as a result of a report made to NDI by some 200 black community leaders. The first meeting also identified problems merchants were having, making it difficult for them to operate their businesses.

In January, 1980, NDI and AFD met again and agreed to deal with these problems in an effort to seek solutions by establishing a Community Relations Task Force comprised of some 20 community leaders, and 20 persons from the food distribution industry.

On March 25, 1980 NDI President Walter Douglas appeared before the 64th Annual Food Trade Dinner of Associated Food Dealers at Cobo Hall, along with Detroit Mayor Coleman A. Young, and made the first public announcement that such a Task Force was being formed, and that it would be co-chaired by himself and AFD Executive Director Edward Deeb.

After both NDI and AFD identified persons who would serve as Task Force Members, the first official meeting was held on April 23, 1980 at Jimmy D's Celebrity House Restaurant, Detroit, to identify and pinpoint problem areas, from which came the appointment of six Sub-Committees. All initial Sub-Committee Reports were in by the end of June, with implementation of their recommendations to be made in July, August and September, 1980.



Walter Douglas, President, NDI

## SUB-COMMITTEE REPORTS:

**STORE/COMMUNITY RELATIONS.** Objectives of this Sub-Committee are to help improve community relations generally, and relations between merchants and the community specifically; as well as investigate, review and monitor various problems or issues which may arise. Chairperson is Paul Hubbard of New Detroit.

1. Efforts to improve store/community relations thus far have led to several picnics by merchants for their customers on store parking lots; and support of youth sports programs working with PAL and other community groups.
2. A complaint/commendation reporting system has been developed and established where consumers can contact NDI and AFD directly for investigation and follow-up.
3. A system for dealing with advertised store specials and out-of-stock conditions has been established.
4. A certificate identifying the NDI/AFD Community Task Force and its purposes has been printed and distributed to participating merchants and organizations.
5. Presently, seeking long-range, on-going community relations programs; to make the involvement and contributions of merchants more visible; seeking greater involvement of merchants with block clubs and churches; and calling on the various organizations and citizens to attempt to become more familiar with a store's operations and problems.

**EMPLOYMENT AND TRAINING.** Objectives of this Sub-Committee are to establish a Summer Jobs for Youth program, initiate a food industry training center, and establish a placement bureau for jobs. Chairperson is Isadore Malin; Co-Chairperson is Don Rishoi of Chatham Super Markets and AFD.

1. Met with various governmental agencies to identify existing training programs, and available avenues for funding a food industry training program under the auspices of AFD. Agencies included Michigan Dept. of Social Services, Michigan Dept. of Labor, Michigan Dept. of Commerce Michigan Employment Security Commission, and the Detroit Public School System.
2. In mid-July, a survey to 1,400 AFD members in Detroit was mailed asking them to employ youth at minimum wages for the duration of Summer. Received 68 Responses, of which 38 stated they are already participating in job programs; 9 said they would hire youth; 21 said business was down and they were not able to participate at present. (An additional 32 phone calls to AFD showed the sagging economy responsible for their not being able to participate.) As a result, over 20 stores hired youth due to our efforts, not counting the over 150 who already had hired youth at the start of Summer.
3. Drafted, printed and distributed a Statement of Purpose for the Summer Jobs Program; Employee Responsibility to Employers; and Employer Responsibility to Employees guidelines.
4. The Sub-Committee met with the Manpower division of the City of Detroit to review the possibility of establish-

**THIS COLORFUL CERTIFICATE identifies participants in the important task of improving community relations. Suitable for framing. It's available to you for the asking — simply phone the AFD, 366-2400.**



ing a training program and seek sources of funding. Manpower asked AFD to prepare a training program outline along with estimated costs. Presently, AFD is in the process of completing the details of the program.

**QUALITY CONTROL AND SANITATION.** Objectives of this Sub-Committee are to monitor store conditions for both personal hygiene of workers, as well as the store itself to assure high standards of quality at all times. Chairperson is Judge Lucille Watts; Co-Chairperson is Don Rishoi of Chatham Super Markets and AFD.

1. Completed preliminary survey on store quality and sanitation, which found that stores basically had no serious problems, with the exception of a few smaller corner convenience stores.
2. The Chairperson, Judge Watts, supports a later effort of New Detroit, which is planning to use its professional staff to conduct a more scientific and substantive survey in cooperation with various neighborhood groups and block clubs.

**BUSINESS DEVELOPMENT.** Objectives of this Sub-Committee are to assist in attracting more businesses to the City of Detroit; identify opportunities for minorities, and monitor business problems, such as commercial insurance redlining. Chairperson is Russell Brown.

1. Recommended utilization of food stores for identifying, recruiting and training of black internees in key store positions, as meatcutters, cashiers, department managers, store managers, etc.
2. Presently, attempting to identify black food dealers and others who need expertise in accounting and finances, customer services, business evaluation, and available industry and community resources.
3. Setting up program for black manufacturers of products sold in food stores to assist them with (a) packaging studies, (b) highlighting products through improved retail display techniques, (c) improving trucking and warehouse facilities by sharing services, and (d) improve merchandise techniques, including window displays, promotion advertising, printing, etc.

4. Initiating outreach program to other black tradesmen in open competitive circumstances in areas as store remodeling and renovation, new construction, etc.

**COMPLAINTS AND PRACTICES.** Objectives of this Sub-Committee are to investigate and monitor various complaints involving food stores, including employee attitudes, pricing, etc., on an on-going basis, ultimately assisting to help instill confidence and cohesiveness within the community. Chairperson is Lawrence Joseph of Market Square of Birmingham and an AFD officer.

1. Established formal procedures for handling complaints against food stores coming into NDI or AFD.
2. Prepared and printed Complaint and Commendation Form which spells out the nature of the complaint or commendation; when follow-up action was taken and by whom; and the date of its disposition.
3. To date (Oct. 1, 1980), NDI received 110 complaints, and AFD some 30 complaints, which have been followed up with the respective merchants. Advised four different merchants of commendations made by citizens involving their stores.
4. Identified an important need to institute an on-going Community Relations Program. Thus, Sub-Committee invited three of the largest public relations companies to put together such programs, and indicate related costs. Presentations have been reviewed, and a decision to move with this program will come shortly.

**MERCHANTS' COMPLAINTS AND CONCERNS.** Objectives of this Sub-Committee are to receive and review any complaint a merchant or business may have involving the community, and concentrate on resolving such problems as robberies, vandalism, break-ins, unavailability of insurance, etc. Also to improve communication between store owners and the community, and the news media. Chairperson is Jerry Yono of Detroit Food and Drug Center, and present AFD President.

1. Identified insurance redlining of businesses as a major

(concluded on page 17)



**THIS QUIK-PIK FOOD STORE,** an AFD member, is located in the middle of a suburban shopping center. Since 1969, it has been expanded twice, to more than double its original size.

## New Trends in the Convenience Store Industry

The past year has seen many new trends in the c-store industry. The industry is experiencing a growth period and at the same time, developing new ways to market their customers. Here's a quick look at some of the more unique c-store customers — working women, the over 50 age group, and the late night shopper.

### WORKING WOMEN

Working women are the fastest growing group in America today. Nearly half of all women are employed either full or part time. This number has more than doubled since 1960. And their numbers continue to rise.

For convenience stores, working women represent a stable

customer population. Over the past year working women have consistently accounted for almost one-third of all c-store adult customers. As the number of working women grows, it will pay convenience stores to develop specific marketing programs aimed directly at this group. Convenience stores in the past, have been considered a male dominated market. Although men still hold a slight majority, women, specifically working women, make up a solid segment of c-store customers and deserve the appropriate marketing attention.

### SENIOR CITIZENS

Another group of growing importance for the convenience store industry is the over 50 age group. This age group currently makes up one-fourth of the entire U.S. population.

In addition, this age group is expected to increase significantly over the next decade.

Currently, the over 50 age group makes up approximately 20 percent of all adult c-store customers. As an age group, older people shop in convenience stores less frequently than other age groups. However, considering their growing numbers, they make a significant contribution to the convenience store profit picture.

### LATE NIGHT SHOPPERS

The late-night shopper plays a unique role in the convenience store industry as more stores offer 24 hour service. Defined for our purposes, as the customer who shops between midnight and 8 AM, the late-night customer makes up 4 to 5 percent of all adult c-store customers. Late-night shopping has proved to be a consistent contributor to the c-store profit picture over the past year, rarely dropping below 4 percent mark and the number of customers for this time period.

### C-STORE OUTLOOK

On the whole, the convenience store industry is weathering the effects of the increasing recession very well. However, as consumers experience a tighter squeeze on their spendable income, some fall off in consumer patronage may occur.

To overcome intermittent bad times, increased advertising and marketing programs aimed at a larger drawing area could help keep a steady customer base. Also, marketing efforts, aimed at working women and the older group could help stores find new customers.

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AFD MEMBER



**VIRGINIA MICHALAK**, who manages the Quik-Pik shown here, told The Food Dealer, "we're more than just a convenience — we're a neighborhood fixture. We're on a first-name basis with almost all of our customers." Also, it is one of the few convenience stores in the state that holds a package liquor license.

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Members of the Associated Food Dealers are exclusive agents for our group money order program.



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"First We Render Service"

AFD MEMBER



## Inversion Type Fire Extinguishers May Be Dangerous

The National Association of Fire Equipment Distributors has issued a safety bulletin on the hazards of "turn upside down to operate" fire extinguishers. These extinguishers have not been manufactured since 1969, but many are still in use in the United States.

The "upside down" extinguishers may **EXPLODE** when used or tested. When the extinguisher is turned upside down, gas is generated or released inside at high pressure. Normally, the gas forces the water or foam out through the hose. But the high gas pressure may also cause the extinguisher shell to burst! One soda-acid extinguisher explosion killed a fireman in Texas last year.

Some problems that increase the chances of extinguisher explosions:

- Clogged nozzles or hose.
- Damaged (dents or creases) to the shell caused by dropping or bumping.
- Corrosion or pitting inside or outside of the shell.
- Improper refilling of the extinguisher.
- Using recharge chemicals not intended for use in the extinguisher.
- Welding, brazing, soldering, or otherwise "patching" an extinguisher.

Parts will eventually become hard to get for inversion type extinguishers, so it would be wise to start replacing them with modern units. Replacing some each year will avoid a large, one-time expense in the future.

As long as you have inversion type units, however, be sure to follow the extinguisher nameplate instructions:

— Have the extinguisher **HYDROSTATICALLY TESTED** at intervals not exceeding five years; more often if shell is corroded or damaged:

— Check extinguishers **MONTHLY** to be sure nozzles are clear and shell is in good condition.

— Extinguisher recharging and repairs should be done only by **TRAINED** persons, following the manufacturer's instructions.

This safety and loss prevention tip is offered by MarketDyne International and Insurance Company of North America (INA).

# DEPENDABLE

Accurate . . . dependable . . . efficient . . . that's Washington Inventory Service. Whether you're an independent store owner or business manager of a large chain, WIS personnel are trained to handle your inventory needs . . . shelf by shelf totals, instant totals, category totals, comparisons to last year, quick turnaround.

Since 1953, we've grown to 60 offices nationwide. Each office is locally managed, so you get personalized service during your all-important inventory . . . backed by the expertise of our area and division managers. Give us a call and ask us about our record of service.

**We're the inventory experts!**



**WASHINGTON INVENTORY SERVICE**  
SINCE 1953

**17336 West Twelve Mile Road  
Southfield 48076  
Phone: (313) 557-1272**

# 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



**GOOD COOKS  
BEAT INFLATION  
THEY BUY  
CLABBER  
GIRL**

...Exclusively  
known as the  
baking powder  
with the  
Balanced  
Double Action!



### Paul Inman Named Broker of the Year

OVALTINE PRODUCTS, INC., has named Paul Inman Associates, Inc., food broker of the year, and has presented the firm with a ship's chronometer encased in elegant hand-finished mahogany, to commemorate the honor. Making the presentation, are, left, Charlie Snow, East-Central Division manager, and Chuck Boehm, VP sales, Ovaltine Products. Phil Fischioni, center, Inman's senior VP, Ovaltine account, accepted the award. Paul Inman, president, and Jerry Inman, executive VP and sales manager, Paul Inman Associates, look on. The Franklin Hills (Detroit) based food broker also has offices in Fort Wayne and Indianapolis, Indiana; Toledo, Ohio; and Grand Rapids and Saginaw, Michigan.

## The Test Of Time . . .

**96** Years  
Of  
Successful  
Service



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

**Whatever Your Problems May Be, Call**

**Darling & Company**

3350 Greenfield Road  
WA 8-7400  
Melvindale, Michigan

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

## THAT'S A FACT

### DEATH ON SPRINGS!

WHEN THE TIGER SHARK HAS ITS MOUTH CLOSED, HIS TEETH LIE FLAT. WHEN HE SIGHTS A PREY THE SHARK'S MOUTH OPENS AND ITS FEARSOME TEETH SPRING ERECT!



### MAKE SURE!

THE WAY TO MAKE SURE YOU SAVE IS TO ENROLL IN THE PAYROLL SAVINGS PLAN—SO THAT BAD WEATHER, LACK OF TIME OR A SUPER SALE AT A DEPARTMENT STORE WON'T STAND IN THE WAY OF YOUR SAVING A PORTION OF YOUR PAYCHECK TO BUY U.S. SAVINGS BONDS!



### LIGHT INFANTRY!

TO FIND THEIR WAY ON DARK NIGHTS U.S. SOLDIERS IN 1870 WERE ISSUED HATS TOPPED BY AN OIL LAMP!



# Community Task Force Progress Report

(continued from page 11)

- problem involving stores in the central city. Availability of insurance at reasonable rates protects major investments made in both new and existing stores, eases merchant concerns, and encourages more independent and chain supermarkets to Detroit. This Sub-Committee is prepared to work with Councilperson Erma Henderson to help resolve this problem.
- In an effort to reduce store operation costs and losses, recommended consumers not leave perishable items as meats, and refrigerated items as milk and ice cream, in shopping carts to sit for lengthy time periods if they decide not to purchase these items. They should be placed back into the various meat or refrigerated cases.
- Recommended that consumers realize the need for retailers to see food stamp authorization cards as required by law, or identification for cashing checks, to assure store security and the need for merchants to minimize losses, or illegal activity.
- Recommended that the law enforcement agencies be encouraged to do a proper Job with respect to crimes and vandalism affecting merchants and suppliers, specifically police and prosecutors, thus helping to discourage businesses from leaving the City.
- Recommended that all projects involving the food industry and the community, and community groups, be channeled through the NDI/AFD Task Force to (a) assure a concerted, coordinated effort, and (b) discourage rip-off artists from taking advantage of merchants.

## CONCLUSIONS.

There are those persons who — due to a lack of communication or publicity — feel this Task Force is not doing anything. The fact of the matter is we have been extremely successful, but have chosen to low-key any of our efforts.

The NDI/AFD Community Task Force has been successful in opening up channels of communication between the community at-large and food merchants and the total food industry through this coalition involving New Detroit and Associated Food Dealers.

We have also opened up lines of communication with the news media in an effort to communicate problems involving not only consumers, but all merchants of all ethnic groups (Chaldean and Arabic in particular).

This Task Force has been able to channel the efforts of ALL groups under on umbrella successfully, rather than through several separate avenues, which compound the situation, and duplicate our efforts. It is essential we continue to work under one umbrella.

The Task Force members were successfully involved in helping relieve tensions brought about by the incident at Randy's Party Store on Livernois, and the planned march and boycotts of food stores in the area.

We feel we have accomplished much in the way of positive community relations during our first six months of operations. We know we can do much more and expect even greater and more visible results in our next six months (Spring, 1981).

Those individuals desiring to assist this important NDI/AFD Community Task Force in bringing about harmony in the community, ultimately leading to a better quality of life for all Detroiters, are encouraged to do so by phoning NDI at 496-2000 or AFD at 366-2400.



## New Frozen Food Item

UPPER PENINSULA BRAND pasties, from Olde English Pub, Inc., are available in traditional beef and chicken flavors, plus a surprisingly different taco variety. Each of the three varieties are packaged in colorful eye-appealing boxes, to call attention to themselves. For more information about Upper Peninsula Pasties, write: Olde English Pub, Inc., Box 21203, Lansing, MI 48909; or phone: (517) 676-5660.

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PS Form 3526 (Page 1)

(See instructions on reverse)



**MICHIGAN  
VODKA  
DRINKERS  
are  
really  
asking  
for it!**

**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.**

## 14 New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association and service organization, representing over 2,900 members, wishes to welcome aboard new supplier members to the association. Their names, addresses and phone numbers are as follows:

**AMERICAN LAMB COUNCIL**, association of lamb growers and processors, 17544 Northrop St., Detroit, Mich. 48219; phone (313) 592-1127.

**BASSETT TRAVEL SERVICE**, travel agency, 23777 Greenfield Rd., Suite 170, Southfield, Mich. 48075; phone (313) 559-8703.

**BLUE CROSS, BLUE SHIELD of MICHIGAN**, medical, hospitalization, insurance plans, 600 E. Lafayette, Detroit, Mich. 48226; phone (313) 225-8000.

**DELTA DENTAL of MICHIGAN**, dental care insurance plans, 21700 North-western Hwy., Southfield, Mich. 48037; Phone (313) 559-8850.

**ENVIRONMENTAL CHEMICALS**, processors and distributors of cleaning solutions, 15001 E. Warren, Detroit, Mich. 48224; phone (313) 881-6250.

**J & J WHOLESALE TOBACCO & CANDY**, wholesale distributors of tobacco, candy and various sundrie items, 7070 E. Ten Mile Rd., Center Line, Mich. 48015; phone (313) 754-2727.

**MAXWELL FOODS, INC.**, distributors of frozen meat and seafood, 1951 E. Ferry, Detroit, Mich. 48211; phone (313) 923-9000.

**MERIT SALES CORP.**, food brokers, groceries, general merchandise, HBA and hardware, 25820 Southfield, Rd., Southfield, Mich. 48075; phone (313) 569-3634.

**NASER INTERNATIONAL**, meat processors and distributors, 37455 Lancaster, Livonia, Mich. 48154; phone (313) 464-7053.

**NYDCO, INC.**, wholesale food distributors, 1936 Junction, Detroit, Mich. 48209; phone (313) 842-7071.

**QUALITY DISTRIBUTORS**, distributors of candy, cookies and snacks, 20307 Schoolcraft, Detroit, Mich., 48223; phone (313) 538-2961.

**REALBUS**, real estate brokers, 22255 Greenfield Rd., Suite 427, Southfield, Mich., 48075; phone (313) 569-3000.

**TONY SERRA & SONS PRODUCE** wholesale produce distributors, 15241 E. Ten Mile Rd., East Detroit, Mich. 48021; phone (313) 758-0791.

**TOLEDO SCALE CO.**, manufacturer of scales, 31302 Stephenson Hwy., Madison Heights, Mich. 48071; phone (313) 588-4410.

**WOLVERINE CIGAR CO.**, wholesale distributor of tobacco products, 4603 W. Fort St., Detroit, Mich. 48209; phone (313) 554-2033.

These new members, and all AFD supplier and service company members, and advertisers, deserve your support and patronage. Please refer to the AFD Suppliers' Directory shown here, often. For convenience sake, post near your phone. To keep up to date, use the Directory from each new issue of The Food Dealer.



### IF YOU FEEL LIKE YOU'RE DROWNING IN DETAILS AND PAPER WORK

with your coupon redemptions — CALL FOR HELP! Let the AFD process your coupons. You won't have to count or sort them, you'll save valuable time and you'll get one lump-sum check for your coupons.

Send or drop them off to: Associated Food Dealers  
125 W. Eight Mile Road, Detroit, Michigan 48203



# Support These AFD Supplier Members

## • ASSOCIATIONS

American Lamb Council ..... 592-1127

## • 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  
 Koepfing's Bakery, Inc. .... 967-2020  
 Fred Sanders Company ..... 868-5700  
 Schafer Bakeries ..... (517) 386-1610  
 Taystee Bread ..... 896-3400  
 Wonder Bread ..... 963-2330

## • CANDY & TOBACCO

Fontana Brothers, Inc. .... 897-4000  
 J & J Wholesale Tobacco & Candy ..... 754-2727  
 Quality Distributors ..... 538-2961  
 Wolverine Cigar Company ..... 554-2033

## • BEVERAGES

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 Anheuser-Busch, Inc. .... 642-5888  
 B & B Beer Distg. Co. .... (616) 458-1177  
 Bellini's Quality Beverages ..... 675-9566  
 Canada Dry Corporation ..... 937-3500  
 Harvey W. Ewald & Assoc. .... 527-1654  
 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  
 Heath Wine & Spirits ..... 382-2334  
 G. Heileman Brewing Co. .... 941-0810  
 Home Juice Company ..... 925-9070  
 Hubert Distributors, Inc. .... 858-2340  
 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. .... 354-5350  
 Seven-Up Bottling Company ..... 937-3500  
 Spirits Marketing, Inc. .... 393-2220  
 SquirPak 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) 657-3165  
 Wayne Distributing Co. .... 427-4400  
 Vic Wertz Distributing Company ..... 293-8282  
 E.J. Wierfman Co. .... 521-8847

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 Allstate Sales-Marketing, Inc. .... 535-2070  
 American Food Associates ..... 478-8910  
 Bob Arnold & Associates ..... 646-0578  
 B-W Sales ..... 546-4200  
 Continental Food Brokerage ..... 525-1120  
 Embassy Distributing ..... 352-4243  
 Mid-America Food Brokers ..... 478-8840  
 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  
 McMahon & McDonald ..... 477-7182  
 Marks & Goergens, Inc. .... 354-1600  
 Merit Sales Corporation ..... 569-3634  
 Nationwide Food Brokers ..... 569-7030  
 Northland Marketing ..... 353-0222  
 Peterson & Vaughan, Inc. .... 478-6800  
 The Pfeister Company ..... 591-1900  
 Regale Importing & Brokers ..... 882-0695  
 Sahkian & Salm ..... 962-3533  
 Sosin Sales Company ..... 557-7220  
 Stark & Company ..... 358-3800  
 Stiles-DeCrick Company ..... 885-4900  
 Sullivan Sales, Inc. .... 531-4484  
 James K. Tamaklan Company ..... 352-3500  
 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) ..... 837-8000  
 Grocer's Dairy Company ..... (616) 243-0173  
 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 ..... 961-5843  
 Wesley's Quaker Maid, Inc. .... 883-6550  
 Ira Wilson & Sons Dairy ..... 895-6000

## • COUPON REDEMPTION CENTER

Associated Food Dealers ..... (313) 366-2400

## • DELICATESSEN

Home Style Foods Company ..... 874-3250  
 Dudek Dell 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

## • FRESH PRODUCE

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 Tony Serra & Sons Produce ..... 758-0791  
 Faro Vitale & Sons ..... 393-2200

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 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

Blue Cross, Blue Shield of Michigan ..... 225-8000  
 Ward S. Campbell, Inc. .... (616) 531-9160  
 Delta Dental of Michigan ..... 559-8850  
 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  
 Kellogg Sales Co. .... 855-1080  
 Kraft Foods ..... 261-2800  
 Prince Macaroni of Michigan ..... 772-0900  
 Procter & Gamble Company ..... 336-2800  
 Ralston Purina Company ..... 477-5805  
 Red Pelican Food Products, Inc. .... 921-2500  
 Shedd Food Products ..... 868-5810  
 Velvet Food Products ..... 937-0600

## • MEAT PRODUCERS, PACKERS

Ed Barnes Provisions ..... 567-7337  
 Bogle Farm Products ..... 571-6331  
 Dart Meats ..... 831-7575  
 Detroit Veal & Lamb, Inc. .... 961-1248  
 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  
 Maxwell Foods, Inc. .... 923-9000  
 Midwest Sausage & Corned Beef ..... 875-8183  
 Naser International ..... 464-7053  
 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  
 Weeks & Sons (Richmond) ..... 727-3535  
 Winter Sausage Manufacturers ..... 777-9080  
 Wolverine Packing Company ..... 965-0153

## • MEDIA

The Daily Tribune, Royal Oak ..... 541-3000  
 Detroit Free Press ..... 222-6400  
 The Detroit News ..... 222-2000

Food Dealer Magazine ..... 366-2400  
 The Macomb Daily ..... 298-0810  
 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  
 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

## • POTATO CHIPS AND NUTS

Bachman Foods ..... 756-0150  
 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) ..... 278-6288  
 Stephen's Nu-Ad Advertising & Prom. ... 521-3792  
 S & H Promotional Services ..... (312) 449-4758  
 Stanley's Adv. & Distributing Company . 961-7177

## • REAL ESTATE

O'Riley Realty & Investments ..... 689-8844  
 Realbus ..... 569-3000

## • RENDERERS

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

## • SERVICES

American Express Company ..... 624-3539  
 Atlantic Saw Service Co. .... (800) 831-7650  
 Bassett Travel Service ..... 559-8703  
 Comp-U Check ..... 569-1448  
 Consumer Money Order Corp. .... 388-8969  
 Gulliver's Travel Company ..... 567-2500  
 Print-Guard Thumbprints ..... 343-0222  
 Swiss-Clean, Inc. (Taski) ..... 348-6100

## • SPICES AND EXTRACTS

Rafal Spice Company ..... 962-6473

## • STORE SUPPLIES AND EQUIPMENT

Almor Corporation ..... 399-3320  
 Belmont Paper & Bag Co. .... 491-6550  
 Black Jack Iron Works ..... 893-7677  
 Burton Refrigeration ..... 892-0277  
 Environmental Chemicals ..... 881-6250  
 Globe Slicing Company (Biro) ..... 545-1855  
 Great Lakes Cash Register, Inc. .... 383-3523  
 Hobart Corporation ..... 542-5938  
 Hussman Refrigeration, Inc. .... 471-0710  
 Lepire Paper & Twine Company ..... 921-2634  
 Liberty Paper & Bag Company ..... 921-3400  
 Multi Refrigeration, Inc. .... 399-3100  
 Pappas Cutlery & Grinding ..... 965-3872  
 Sales Control Systems, Inc. .... 356-0700  
 Toledo Scale Company ..... 588-4410

## • WHOLESALERS, FOOD DISTRIBUTORS

Associated Grocers of Mich. .... (517) 694-3923  
 Bay City Milling & Grocer Co. .... (517) 694-3923  
 Central Grocery Company ..... (1) 235-0805  
 Grosse Pointe Quality Foods ..... 397-1200  
 Hesano & Sons ..... 884-6822  
 Jerusalem Falafel Mfg. Co. .... 595-8505  
 Kramer Food Company ..... 585-8141  
 Kaplan's Wholesale Food Service ..... 961-6561  
 Leddy Wholesale Co. .... 727-2218  
 M & B Distributing Co. .... (1) 762-5460  
 Nor Les Sales, Inc. .... 674-4101  
 Nydco, Inc. .... 842-7071  
 Rainbow Ethnic & Specialty Foods ..... 345-3858  
 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) 878-2276  
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**WE'LL FURNISH  
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BETTER**

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