

# THE FOOD DEALER

*"The Magazine for the Michigan Food Market"*

**SUMMER, 1980**


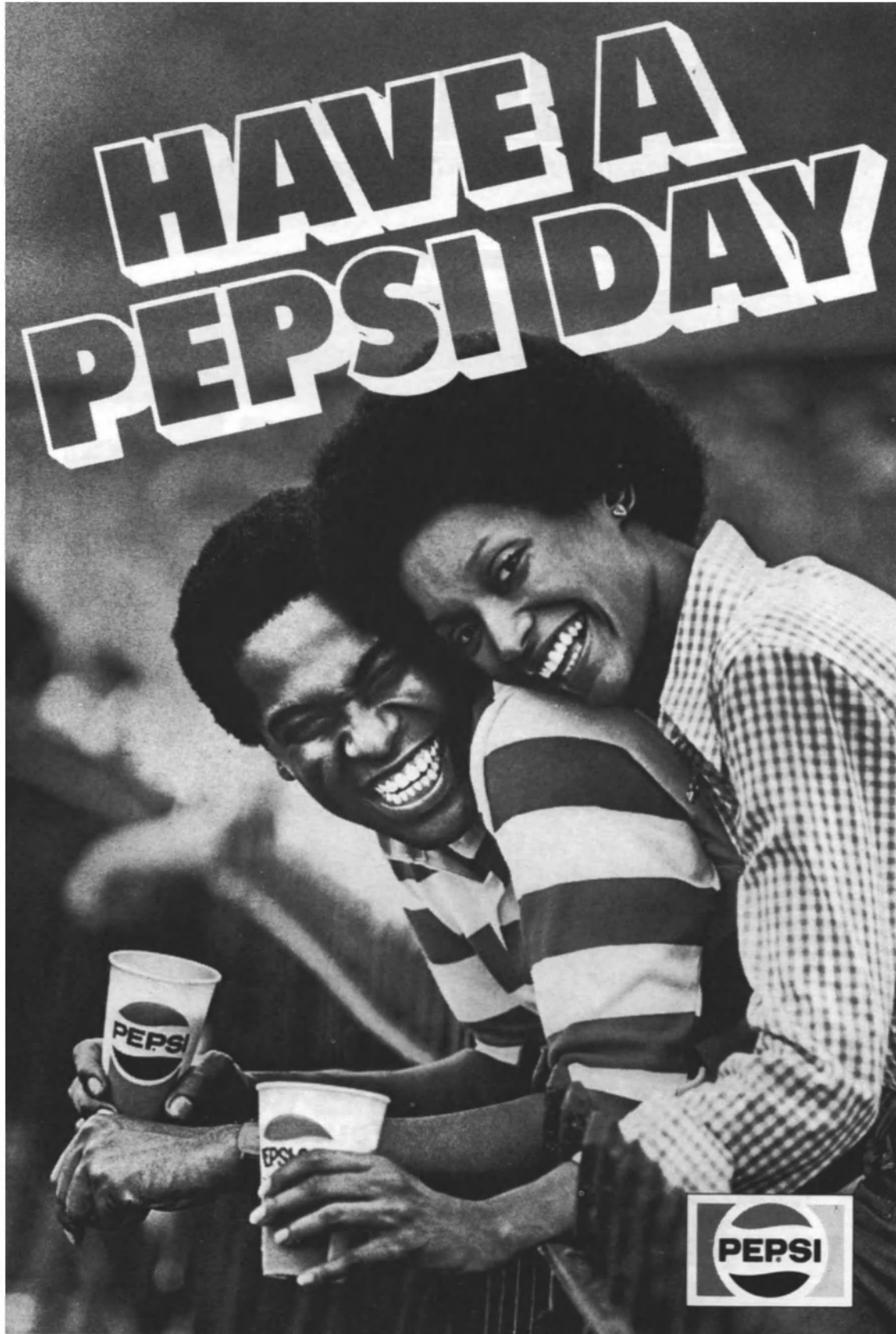


## **Fearsome (?) Foursome**

EARLY STARTERS waiting to tee off at AFD's fifth golf outing, which was held at Hillcrest Country Club in Mt. Clemens, are, left to right: Howard Phillips, Kar-Nut Products; Don Duchene, New Era Potato Chips; Don Dorst, Independent Biscuit Company; and Carl Leonhard, Detroit News. Their scores were not available.

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# THE FOOD DEALER

Official Publication of the Associated Food Dealers  
125 West Eight Mile Road, Detroit, Michigan 48203 • Phone (313) 366-2400

Volume 54 — No. 2 • Copyright 1980

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## CONTENTS

|                                                     |             |
|-----------------------------------------------------|-------------|
| Update on White House Conference .....              | Page 4      |
| The President's Message .....                       | 6           |
| Anniversary Banquet Highlights .....                | 6, 14, & 18 |
| Off the Deeb End .....                              | 8           |
| Special Feature: Driver/Retailer Problems .....     | 10          |
| Riyadh Kathawa's Positive Community Relations ..... | 16          |
| Community Relations Task Force .....                | 20          |
| New Supplier Members .....                          | 22          |
| AFD Suppliers Directory .....                       | 23          |

The Food Dealer (USPS 082-970) is published quarterly by the Associated Food Dealers, at 125 West Eight Mile Road, Detroit, Michigan 48203. Subscription price for one year: \$3 for members, \$5 for non-members. Second Class postage paid at Detroit, Michigan. Send Form 3579 to 125 West Eight Mile Road Detroit, Michigan 48203.



## Distinguished Speakers At Golf Outing Dinner

WAYNE COUNTY SHERIFF William Lucas; Judge Pat Boyle, U.S. Federal Court in Detroit; and Assistant Wayne County Prosecutor, Terence Boyle; left to right, addressed the gathering on a serious note. They spoke on the need to reduce crime and the ways and means that have to be considered and undertaken to make significant progress with the problem.



## UPDATE: White House Conference on Small Business

*As reported in a previous issue of The Food Dealer, 1,500 representatives of the nation's 14 million small businesses concluded the historic five-day White House Conference on Small Business with a full and precise list of priorities to present to President Carter and to Congress. The following is a recap of the top 15 recommendations to come out of the conference, from over 470 which were reviewed.*

1. Replace the present corporate and individual income tax schedules with more graduated rate scales, specifying the graduated corporate tax scale up to \$500,000.

2. Adopt a simplified accelerated capital cost recovery system to replace the present complex Asset Depreciation Range (ADR) regulations, with provisions such as: (A) immediately expensing capital costs less than a specified amount; (B) immediately expensing government mandated capital costs; and (C) the creation of a maximum annual benefit that may be derived from the system.

3. Balance the Federal Budget by statute in Fiscal Year 1981, by limiting total Federal spending to a percentage of the GNP, commencing with 20% and declining to 15%.

4. Revise estate tax laws to ease the tax burden on family-owned business and encourage the continuity of family ownership.

5. Congress shall exercise its oversight function with the assistance of the General Accounting Office, instituting sunset reviews of all laws, regulations, and agencies, to ensure that none exceeds original congressional intent. Sunset reviews, in an appropriate time frame (not less than every five years) should include economic impact analysis and proposed agency budget reductions, leading to re-enactment of each agency's enabling legislation to permit its continued existence, or to reduce its size and cost. And, (A) Establish a Regulatory Review Board composed of representatives from the Executive Branch, Congress and small business owners, with responsibility for impact statements and cost controls; and (B) Congress shall exercise line-item veto over regulations within a specified time through congressional oversight committees, with one-house floor vote.

6. Support and urge passage of S. 1860, to Small Business Innovation Act of 1979, and companion bill H.R. 5607, as presently drafted with flexibility for minor future amendments, covering: small business research and development set-asides; small business innovation and research programs (as already encompassed by H.R. 5126 and S. 1074 patents; retention; amendments to the Internal Revenue Code; and regulatory flexibility.

7. Provide for a tax credit for initial investment in a small business and encourage the continuity of family ownership.

8. Reform the Social Security System by including, where constitutionally possible, all public and private sector employees as contributors, and more closely tie benefits to contributions to move the system toward actuarial soundness. Limit benefits to the original old-age and survivors benefits. Freeze the tax base and tax rate at the January, 1980 level. Eliminate double-dipping.

9. Provide tax incentives in the form of a new security called Small Business Participating Debenture (SBPD) to provide a source of capital for small businesses.

10. The Office of Advocacy must be maintained, reinforced and expanded so that activity be not less than 5% of the SBA salary and expense budget. The legislative mission of Advocacy must be considered the number-one priority of SBA and the Office of Advocacy. The independence of that function of the Office of Advocacy must be protected so that it may continue to have to confidence of the small business community. SBA's Advocacy budget should be devoted to economic research and analysis, as well as small business advocacy. Small business advocates, under the direct supervision of the SBA Office of Advocacy, shall be assigned to OMB's Federal Reserve Board, Treasury, International Trade Policy Committee and other regulatory agencies.

11. Private lending institutions should be required to provide equal access to commercial credit for women in business. The Federal Reserve Board should establish record keeping requirements for commercial loans to women which will permit effective monitoring of performance under the Equal Credit Opportunity Act. The Small Business Administration should make bank certification available to as many commercial banks and other lenders as possible and establish targets for increasing the dollar volume of loans made to minority-owned and women-owned businesses, as one of the criteria for recertification.

12. Small business should be eligible for magistrate review of agency civil penalties, and reimbursed for court costs, reasonable attorney's fees, and damages from administrative action, if successful in civil disputes with the Federal Government, including IRS. (A) Such costs and fees to come from the operating budget of the agency; (B) Magistrates will be ap-

(continued on page 12)

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It might as well be you.

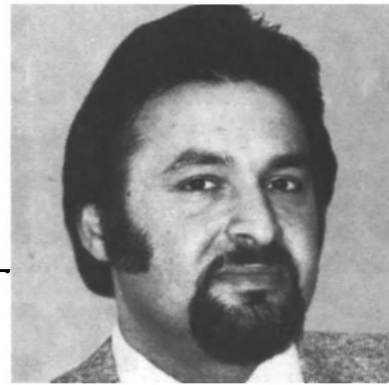


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## The President's Message

JERRY YONO  
AFD President



### DEREGULATING LIQUOR RULES WOULD BE DISASTER

The move to deregulate the laws governing the sale of package liquor in Michigan is simply another attempt by the Governor and the Legislature to take away the incentives from the businessmen and women, particularly the small corner mom and pop stores.

The Associated Food Dealers recently expressed its concerns to the Governor and the Legislators, along with other organizations, as to why we strongly oppose the deregulation as presented. The main reasons are that (1) the so-called "deregulation" of alcoholic beverage rules will raise the cost of these beverages to the consumer; and (2) further erode Michigan's business climate and job picture.

The full text of our position is as follows:

1. The proposal has the net effect of increasing the state's share of revenue from the sale of liquor by 28% while eliminating the retailer's share completely.

2. Under this proposal, if a retailer were to attempt to maintain his current operating margin of 17%, the cost to the consumer would increase. (It should be noted that a gross overall margin of at least 19% for retailers is required to generate a net profit after taxes of only 1%.)

3. The proposal places the retailer in the unfair position of either reducing his profit or being blamed for a price increase which would be brought about by Michigan governmental action.

4. The proposal would undoubtedly hurt smaller, low volume Michigan retailers who could not compete on a price basis with larger merchants.

5. At the Governor's urging, a special Legislative Committee has begun to examine the issue of deregulation of the alcoholic beverage industry. To push this proposal now as a short term money-raising gimmick is premature and compromises the work of the Committee.

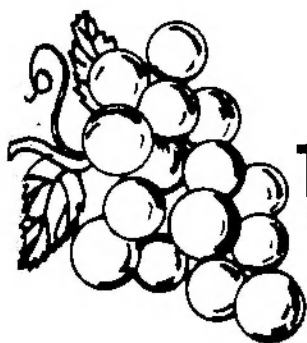
6. The proposal is NOT true deregulation at all, since it fails to address other deregulation options. The Legislature should carefully consider the possibility of removing the State from the business of purchasing and warehousing spirits altogether. The current \$21 million bureaucracy could be dismantled and the necessary revenues generated through liquor taxes.

7. Overnight, the State of Michigan would be placed in competition with the same privately owned businesses it licenses to distribute spirits. This raises the question as to what price the state-owned stores will be charging the public.

In addition to participation from Associated Food Dealers, we are pleased to report the above position on deregulation was also jointly prepared and issued by Michigan Merchants Council, Michigan Food Dealers Assn., Package Liquor Dealers Assn., and the Michigan Licensed Beverage Assn.



IT'S NOT EASY to gather our past presidents — who mix with the huge crowds that attend our functions — to stand still long enough to get them all in one picture, but our photographer managed it, for the first time, at our 64th anniversary banquet. They are, left to right: Harvey Weisberg, Lou Vescio, Phil Lauri, Ray Shoulders, Allen Verbrugge and Phil Saverino.



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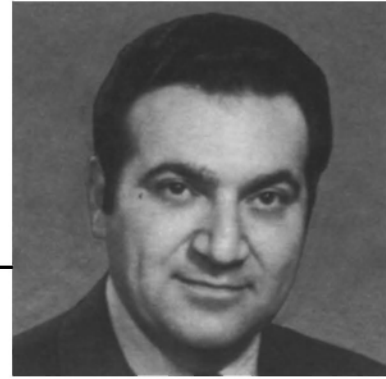
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# Off The Deeb End

**EDWARD DEEB**  
AFD Executive Director



## COMMUNITY RELATIONS

The first person to support an event sponsored by the local church, charity, community organization or block club is usually the grocer or supermarket operator, or a store's supplier company.

Unfortunately, very few businesses get the credit for their contributions or donations, because they ask the organization to low-key their efforts, or list it as coming "from a friend." The net result is that only the organization's top executives or coordinators know your involvement, but the rank and file general membership is not aware of your support.

In a fast-moving and highly complex society as we have today, especially in large urban areas as Detroit, Grand Rapids, Flint, Lansing, etc., it is not only good business that you be involved as an integral part of your community, but essential. It is also imperative that you get more "visibility" and recognition for your efforts, leading hopefully to more sales and patronage.

Various community organizations "expect" business people to support their legitimate efforts. Too often however, various groups, governments and governmental agencies tend to "isolate" or separate established businesses from the main stream of the community. It is when isolation occurs that one increases the chance for problems and misunderstandings.

Your involvement will help maintain good customer and community relations, and help offset any future problem which may arise.

Another positive result of "being involved" is that you automatically improve communication between your business and the community. Although support from business is expected, the business should also expect that, if problems arise, one could be able to communicate them with the community, through organizations you have supported. Thus, community relations becomes a two-way street, as it should be.

As you probably are aware, Associated Food Dealers along with New Detroit, Inc. has established a Community Relations Task Force to help improve relationships for our industry generally, and for food and beverage retailers in particular.

AFD is committed to doing its share for helping to improve overall community and public relations, as is New Detroit. We ask all of our members to support this effort to build harmony and goodwill, not only in Detroit but wherever you do business.

Our industry has a lot to be proud of . . . but it needs to be communicated throughout the community, the state and the nation.

Please help us get the job done.

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# HOW TO AVOID UNNECESSARY PROBLEMS BETWEEN RETAILERS AND BEER DRIVERS

Prepared by the ASSOCIATED FOOD DEALERS OF MICHIGAN  
and TEAMSTERS UNION, LOCAL 1038

*Historically, drivers and retailers have assumed the position of a cooperative relationship, each recognizing that the other party is essential to their operation and livelihood. Unfortunately, since December 3, 1978, this relationship has been overshadowed and strained by the overpowering problems of Michigan's Returnable Beverage Container Law. This law has unquestionably brought about greater individual frustration involving the parties.*

*In an attempt to bring about greater understanding between retailers and beer drivers of Teamsters Local 1038, we jointly recommend the following steps or precedures to minimize any potential problem(s) in the future.*

## **MR. RETAILER, KNOW AND UNDERSTAND THE PROBLEMS FACING YOUR DRIVER:**

Because beer driver salesmen are paid on a commission basis, time is essential to cover all accounts per day. **Unnecessary delays cause drivers to not complete their route and therefore lose commission.**

The space on beer trucks is limited and unusual amounts of empty returns cause problems. **Sometimes the driver may not be able to pick up all your empties on his regular delivery and will make arrangements for another pick-up at a later time or date.**

Because of truck movement, empties shift and tip. **Drivers are unable to accept odd sized cases.**

There are times when the driver is unable to get empty

shells from the distributorship. It is not his fault.

Drivers are not different than retailers, they occasionally make mistakes. **Do not make irrational or spontaneous claims of dishonesty.**

In many cases drivers are held accountable for empties that are not redeemable by his employer.

## **MR. DRIVER, KNOW AND UNDERSTAND THE PROBLEMS FACING THE RETAILER:**

Retailers are experiencing great frustration as a result of **inadequate storage space**; both in the backroom and the front of the store.

Some consumers are very demanding and **sometimes the retailer must accommodate a customer before the driver**

Retailers are experiencing antagonism from consumers regarding the hassle over containers not carried by store or in questionable condition. This may cause the retailer to be in a less than desirable mood. **Be understanding.**

Retailers are also frustrated by the **public generally pointing a finger at them** regarding not only beverage problems but inflation and rising prices as well.

**Some drivers may have a tendency to rush the retailer** when he is doing his best he can.

**Retailers are losing money by misredemption of empties** In some cases, **language barrier and lack of general procedure cause more problems.**

## **HERE'S WHAT MAY OCCUR WHEN RETAILERS AND DRIVERS IGNORE EACH OTHERS FRUSTRATIONS:**

A driver in a hurry and behind in schedule neglects normal cordiality. Retailer is busy with telephones and customers as driver awaits to service account. Retailer then requests additional shells. Driver does not have any. Driver is upset because of a messy back room. Retailer blames driver for mess because he does not supply adequate shells. Tensions and frustrations begin to mount. Both sides retaliate.

Driver then services account in a reluctant, defiant manner. In retaliation, retailer delays payment, causing more delays, tensions and frustrations of driver. Due to any or all of the above, an argument ensues. In the heat of anger, statements are made. Retailer over-reacts by wanting to discontinue selling drivers' brands. Driver may threaten discontinuation of service. Pushing or shoving may occur. Threatening gestures with or without weapons may follow.

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(continued on page 20)

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## WHITE HOUSE CONFERENCE UPDATE (continued from page 4)

pointed and be responsible to the judges in each Federal Judicial District; and (C) With burden of proof on the agency to defend its actions.

13. Revise minimum wage standards by freezing standards at January, 1980 levels and establishing a two-tier minimum wage by exempting teenagers, seasonal workers and part-time workers.

14. The President, by Executive Order, and Congress, by legislation,

shall establish mandatory goals for ALL Federal procurements and Federal funds or grants to states, localities, and public and private institutions, on a contract-by-contract or agency-wide basis for small businesses (35%); minority-owned (Black, Hispanic, Native American, Asian Pacific American, and other racial minorities) businesses (15%); and women in business (10%).

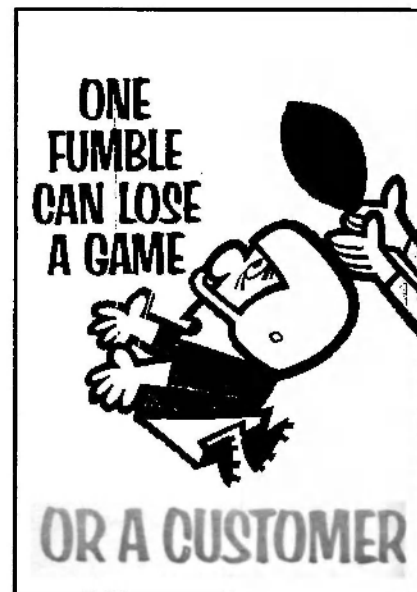
15. Require that all government

agencies which develop fiscal, monetary, legislative and regulatory policies/practices shall submit small business "economic impact" statements that require regulatory agencies to identify the anticipated benefits and to justify the costs of Federal regulatory requirements to small business. In addition, all regulatory policies shall be subject to sunset provisions to be reviewed every 5 years in order to ensure that only cost effective regulations shall be maintained and retained in the future.

### THE FOLLOWING WERE AMONG 11 RESOLUTIONS PASSED BY THE CONFERENCE DELEGATES:

- That a reassessment be made of the National Labor Relations Act and its effect on Small Business be made in regard to creating a two-tiered National Labor Policy which takes into consideration the special problems of Small Business in the 1980's;
- That a similar conference be reconvened within at least two years to review various programs and actions taken; and
- A definition of small business (submitted by the Michigan delegation) as follows: (A) A Small Business is one that is independently owned and operated, and the number of employees shall be the criteria for defining Small Business; (B) That employees are defined as those working 1800 hours or more per year; and (C) To facilitate "flexible regulations by government", a further classification of Small Business shall be as follows:  
Class A — 0 to 9 employees;  
Class B — 10 to 50 employees;  
Class C — 51 to 249 employees;  
Class D — 250 to 499 employees.

• •



# 18%

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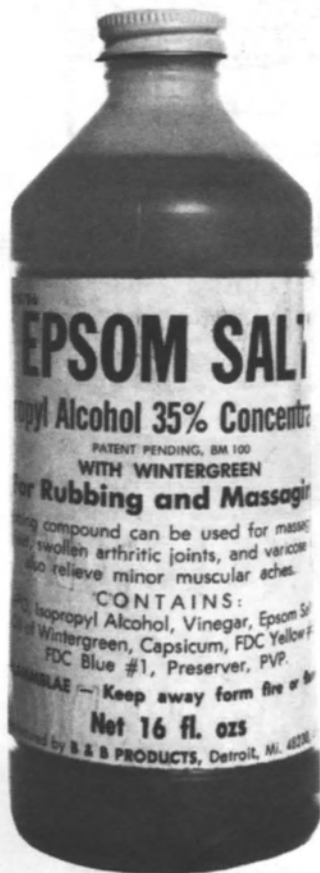
# Michigan, you got the best of us.



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## AFD Anniversary Banquet Highlights

DISTINGUISHED SPEAKERS who attended our 64th anniversary banquet included Detroit Mayor Coleman Young (below), Judge Michael Cavanagh, Michigan Court of Appeals (upper right), and Walter Douglas, president of New Detroit, Inc. (lower right). Mayor Young, who was the Guest of Honor, told the gathering that he was "proud of Detroit's food industry". Judge Cavanagh recalled his early days in the grocery business and spoke on the complexities of rules and regulations affecting our industry. Walter Douglas discussed community relations and New Detroit's activities in that direction.



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16250 Northland Drive / Southfield, MI 48075 / (313) 569-1448  
7030 West North Avenue / Chicago, IL 60635 / (312) 237-9831  
1800 Peachtree Street / Atlanta, GA 30309 / (404) 351-0266



**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.



## **This Grocer Accentuates The POSITIVE Image!**

Riyadh Kathawa, an AFD member, owner of Newport Foods supermarket in northwest Detroit, has taken positive steps to dispel the negative image some members of the black community have of Chaldean-owned businesses in Detroit.

He and his employees keep a clean store, sell quality merchandise at reasonable prices and give efficient service.

Recently, Kathawa sponsored an all-day picnic for the youngsters in the neighborhood. Free food and beverages were provided, and a band supplied live music to enhance the festivities.

Approximately 500 youngsters took part in the celebration which

began at 10 O'clock in the morning and continued until evening.

Kathawa described the party as "Newport's First Annual Children's Picnic" as he plans to make it an annual affair. Another of his community relations accomplishments includes sponsorship of a local baseball team, the "Newport Foods Royals."

"We like doing business with the neighborhood," Kathawa said, "they're good people. They treat us right and we treat them right, it's a two-way street."

His activities are being recognized, and his children's picnic was written up in the *Michigan Chronicle*, the black community's leading newspaper.

## **THE WAYNE SOAP COMPANY**



**Growing thru Giving  
Good Service**

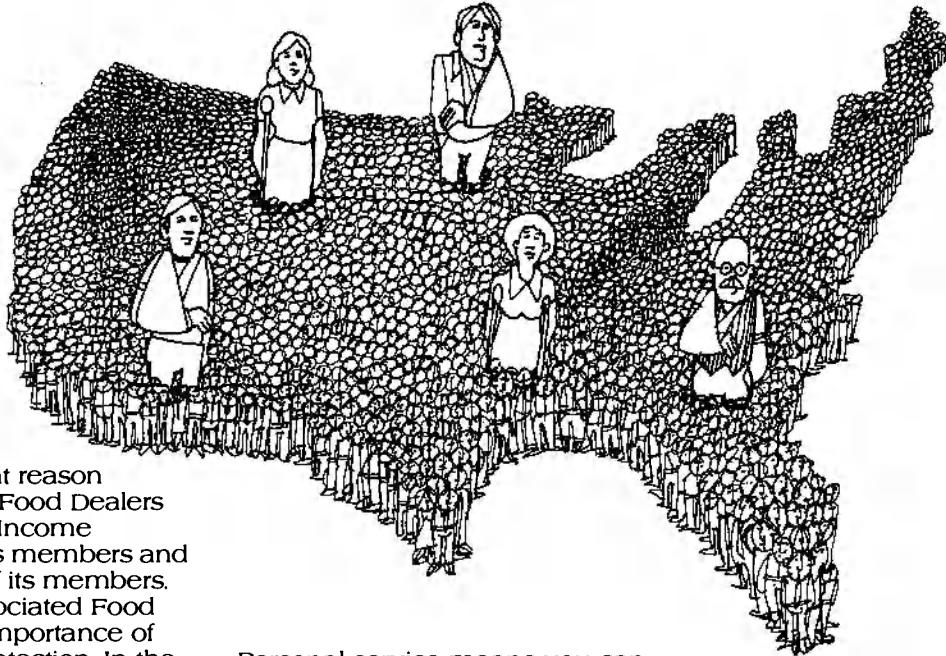
**BUYERS OF BONES  
FAT, TALLOW &  
RESTAURANT GREASE**

842-6000

DETROIT, MICH. 48217

AFD MEMBER

# 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

Bill O. Brink  
Suite 224  
16250 Northland Drive  
P.O. Box 1315, Northland  
Southfield, Michigan 48075  
(313) 569-2200

Robert M. Arnholdt  
Suite 304  
30500 Van Dyke Road  
Warren, Michigan 48093  
(313) 574-1600

Harold E. Hahn  
Suite 200  
Mutual Office Plaza  
19070 East Ten Mile Road  
P.O. Box 363  
East Detroit, Michigan 48021  
(313) 774-3060



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

YES! I am interested in more information about:

- ☐ Disability Income Protection for myself
- ☐ Disability Income Protection for my employees
- ☐ Life Insurance

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

# Associated Food Dealers ... 64<sup>th</sup> ANNUAL TRADE DINNER



## AFD Banquet Highlights

OFFICERS AND DIRECTORS were sworn in by Judge Michael Cavanagh, Michigan Court of Appeals, top photo. Left to right, in the closeup picture below are: Allen Verbrugge, Harvey Weisberg, Phil Saverino, Tony Munaco, Jamal Shallal, Larry Joseph, Edward Deeb, Jerry Yono, Jack Azzam. Phil Lauri, Lafayette Allen, Jr., Louis Vescio, Cleo Ashburn and Ray Shoulders.



## DETROIT RENDERING COMPANY

SINCE 1850

SUPERIOR SERVICE — TOP MARKET VALUES

1923 Frederick • Detroit

571-2500

"First We Render Service"

AFD MEMBER



MAXINE PERRY, State Liquor Control Commissioner, attended our 64th anniversary gala affair with her husband, Lowell, former University of Michigan football star. Obviously, they enjoyed being there.

# Sell the money order with the name people are already sold on.



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.

For more information, simply call Jim Foster, at 1-800-525-7827, or AFD, at (313) 366-2400.

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



**American Express. The money-making money order.**

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



## **CASHAN ROOFING CO.**

**Hot Roof Specialists  
and Shingles**

YEAR 'ROUND SERVICE  
FREE ESTIMATE

**DETROIT: 886-3245  
FLINT: 635-7702**

# 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**

## **RETAILER/DRIVER PROBLEMS** (continued from page 10)

By not being sensitive to each other's problems, examples as this may actually occur.

### **HERE'S HOW RETAILERS CAN AVOID THESE HOSTILITIES AND CONFRONTATIONS:**

Greet driver courteously, with respect and understanding.  
Give prompt attention to the driver.

Have empty containers sorted in advance for easy counting and handling.

If driver has reasonably good explanation(s), and is normally cooperative, be understanding to any problem that may arise.

Pay bills promptly and cordially so driver may get to other retail accounts quickly.

### **HERE'S HOW DRIVERS CAN AVOID THESE HOSTILITIES AND CONFRONTATIONS:**

When parking truck near retail account, be mindful of consumer parking needs and traffic flow.

Make every attempt to supply all product ordered, as well as needed storage shells.

Greet retailer courteously, with respect and understanding.

Be aware that, at times, retailers are unavoidably detained in servicing or getting to you.

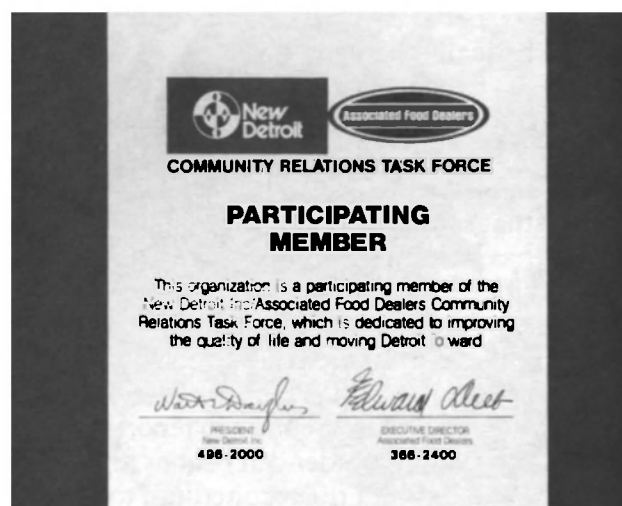
If retailer is normally cooperative, be understanding to any problem which may arise, or that may detain you.

### **TEAMWORK AND UNDERSTANDING ARE IMPORTANT!**

It is important that — drivers and retailers — work together to do the best job possible, sometimes under trying circumstances, since, after all, we are dependent upon each other as part of the distribution system.

If any out-of-the-ordinary problems should arise, please feel free to contact Robert E. Knox of Teamsters Local 1038 by phoning 964-0720 — or Edward Deeb of the Associated Food Dealers by phoning 366-2400.

• •



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



# 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**

## 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 FOOD ASSOCIATES, INC.**, food brokers and manufacturers representatives, 24112 Research Dr., Farmington Hills, Mich. 48024; phone (313) 478-8910.

**ASSOCIATED GROCERS OF MICHIGAN**, wholesale grocers, 4147 Keller Rd., Holt, Mich. 48842; phone (517) 694-3923.

**B & B BEAUTY PRODUCTS**, manufacturers of May-Rain beauty products, 4731 Fenkell, Detroit, Mich. 48238; phone (313) 863-6150.

**BIG RAPIDS DISTRIBUTING CO.**, distributors of magazines, newspapers and books, 230 Adair Street, Detroit, Mich. 48207; phone (313) 259-1888.

**LEDDY WHOLESALE COMPANY**, wholesale grocers, 15928 Grand River, Detroit, Mich. 48227; phone (313) 272-2218.

**MIDWEST SAUSAGE & CORNED BEEF CORP.**, meat processors and distributors, 2933 Trowbridge, Hamtramck, Mich. 48212; phone (313) 875-8183.

**O'RILLEY REALTY & INVESTMENTS, INC.**, real estate brokers and investment counselors, 2780 Rochester Rd., Troy, Mich. 48084; phone (313) 689-8844.

**QUALITY DISTRIBUTORS**, beverage distributors, 20307 Schoolcraft, Detroit, Mich. 48223; phone (313) 538-2961.

**BAY CITY MILLING & GROCER COMPANY**, wholesale grocers, 715 McGraw Street, Bay City, Mich. 48707; phone (517) 892-5593.

**BURTON REFRIGERATION & HEATING SERVICE**, heating and cooling specialists, 18506 Moenart, Detroit, Mich. 48234; phone (313) 892-0277.

**HARVEY W. EWALD & ASSOCIATES**, representatives for various wine and spirits companies, 11211 Morang Drive, Detroit, Mich. 48224; phone (313) 527-1654.

**JERUSALEM FALAFIL MANUFACTURING CO.**, producers and distributors of a variety of Arabic foods, 35695 Ford Road, Westland, Mich. 48185; phone (313) 595-8505.

**REGALE IMPORTING & BROKERS**, brokers and distributors of various beverage products, 19904 Harper, Harper Woods, Mich. 48225; phone (313) 882-0695.

**E. J. WIEFERMAN COMPANY**, manufacturers representative for a variety of alcoholic beverage companies, 11211 Morang Dr., Detroit, Mich. 48224; phone (313) 521-8847.

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 on Page 23 often. In fact, clip it out of *The Food Dealer* and post near your phone.



## 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

Our phone number is (313) 366-2400

# Support These AFD Supplier Members

## • BAKERIES

|                                 |                |
|---------------------------------|----------------|
| Archway Cookies                 | 532-2427       |
| Awrey Bakeries                  | 522-1100       |
| Film 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.      | 987-2020       |
| Fred Sanders Company            | 868-5700       |
| Saffir Bakeries                 | (517) 386-1610 |
| Taystee Bread                   | 896-3400       |
| Wonder Bread                    | 963-2330       |

## • BEVERAGES

|                                  |                |
|----------------------------------|----------------|
| Action Distributing Company      | 591-3232       |
| Anheuser-Busch, Inc.             | 642-5888       |
| I & 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. O. Inc.                    | 834-7170       |
| Paygo 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       |
| Matroplex Beverage Corp.         | 897-5000       |
| Miller Brewing Company           | 415-2866       |
| 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       |
| Quality Distributors             | 538-2961       |
| Jos. Schlitz Brewing Co.         | 522-1568       |
| Seagram Distillers Co.           | 354-5350       |
| 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) 657-3165 |
| Wayne Distributing Co.           | 427-4400       |
| Vic Wertz Distributing Company   | 293-8282       |
| E.J. Wieferman Co.               | 521-8847       |

## • CATERING HALLS

|                         |          |
|-------------------------|----------|
| Royalty House of Warren | 264-8400 |
|-------------------------|----------|

## • 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       | 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 |
| Nationwide Food Brokers          | 569-7030 |
| Northland Marketing              | 353-0222 |
| Peterson & Vaughan, Inc.         | 478-6800 |
| The Pfeister Company             | 591-1900 |
| Regale Importing & Brokers       | 882-0695 |
| 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 |
| 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 |
| McDonald Dairy Company        | (313) 232-9193 |

|                            |                |
|----------------------------|----------------|
| Melody Farms Dairy         | 525-4000       |
| Maor's Dairy Company       | 861-7050       |
| Ny-Best Distributors       | (616) 894-6354 |
| 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 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 |
|--------------------------|----------|

## • FRESH PRODUCE

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

## • ICE PRODUCTS

|                   |          |
|-------------------|----------|
| Midwest Ice Corp. | 868-8800 |
|-------------------|----------|

## • 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     | 961-1810       |
| 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.               | 855-1060       |
| Kraft Foods                     | 261-2800       |
| Prince Macaroni of Michigan     | 772-0900       |
| Procter & Gamble Company        | 338-2800       |
| 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       |
| Bogie Farm Products            | 571-6331       |
| Dart Meats                     | 831-7575       |
| Detroit Veal & Lamb, Inc.      | 961-1248       |
| Flint Sausage Works (Salays)   | (1) 239-3179   |
| Frederick Packing Company      | 832-8080       |
| 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       |
| 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           | 222-8400 |
| The Detroit News             | 222-2000 |

POST THIS PAGE BY YOUR TELEPHONE

|                                 |              |
|---------------------------------|--------------|
| Food Dealer Magazine            | 366-2400     |
| The Macomb Daily                | 296-0810     |
| 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.     | 882-1400 |
| Ludington News Company       | 925-7600 |
| Nationwide Food Brokers      | 589-7030 |
| 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 |
|------------------------------|----------|

## • 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) 631-7650 |
| 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 |
| Hussman Refrigeration, Inc.     | 471-0710 |
| 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 |
|------------------------|----------|

## • WHOLESALE, FOOD DISTRIBUTORS

|                                  |                |
|----------------------------------|----------------|
| Associated Grocers of Mich.      | (517) 694-3923 |
| Bay City Milling & Grocer Co.    | (517) 694-3923 |
| Central Grocery Company          | (1) 235-0605   |
| Grosse Pointe Quality Foods      | 397-1200       |
| Hesano & Sons                    | 864-6622       |
| Jerusalem Falafel Mfg. Co.       | 595-8505       |
| Kramer Food Company              | 585-8141       |
| Kaplan's Wholesale Food Service  | 961-6561       |
| Leddy Wholesale Co.              | 272-2218       |
| M & B Distributing Co.           | (1) 787-5460   |
| Nor Les Sales, Inc.              | 674-4101       |
| 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.     | (618) 878-2276 |
| Wing Lee Lung, Inc.              | 831-7642       |
| Abner Wolf, Inc.                 | 525-7000       |



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