

FREE ENTERPRISE
RESISTS MONOPOLY

Associated Food Dealers

THE FOOD AND BEVERAGE
ASSOCIATION

THE FOOD DEALER

"The Magazine for the Michigan Food Market"

SUMMER, 1981



Awrey Celebrates 71st Anniversary

THREE GENERATIONS of the Awrey family posed for The Food Dealer during Awrey Bakeries 71st anniversary birthday party held recently at their Livonia plant. Seated are, Wilber, on the left, and Elton Awrey, sons of the founders, Fletcher and Elizabeth Awrey. Standing, on the left, is Tom Awrey, great-grandson of the founders, with his father Bob Awrey, who was named chairman of the board at the celebration. The party was attended by customers, suppliers, fellow industry leaders, local dignitaries and members of the news media. Special tribute was made to Elton and his brother Wilber, both in their 80's, for their many years of service and accomplishment.

Catch that Pepsi Spirit.TM
Drink it in!



"PEPSI," "PEPSI-COLA" AND "CATCH THAT PEPSI SPIRIT" ARE REGISTERED TRADEMARKS OF PEPSICO, INC. PURCHASE, N.Y.

● OFFICERS:
TONY MUNACO
 President
 Mt. Elliott-Charlevoix Market

* **JERRY YONO**
 Chairman of the Board
 Detroit Food & Drug Center

JAMAL SHALLAL
 Vice President
 Great American Foods

LARRY JOSEPH
 Vice President
 Market Square

DON HARRINGTON
 Treasurer
 Meat-N-Place

EDWARD DEEB
 Executive Director

● DIRECTORS:
CAL ABBO
 King Cole Markets
STAN AIBUS
 Stan's Market
LAFAYETTE ALLEN, JR.
 Allen's Super Markets
CLEO ASHBURN
 Ashburn's Party Store
ACK AZZAM
 American Oriental Grocery
SIDNEY BRENT
 Kenilworth Market
GEORGE BYRD
 Byrd's Choice Meats

* **PHIL LAURI**
 Lauri Bros. Super Market

PHIL MANNONE
 Mannone's Market

LOUIS NAJOR
 Frontier Super Market

* **PHIL SAVERINO**
 Phil's Quality Market

* **RAY SHOULDERS**
 Shoulders' Markets

TOM SIMAAN
 Armour Food Market

* **LOUIS VESCIO**
 Vescio Super Market

* **HARVEY L. WEISBERG**
 Chatham Super Markets

● ADVISORS:
SAM COSMA
 Atlas Super Market
JACOB GRANT
 Farmer Grant's Market

* Past Presidents



THE FOOD DEALER

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

Volume 55 — No. 2 • Copyright 1981

Edward Deeb, Editor **Nick Delich**, Associate Editor
Theresa Daudlin **Dawn Hosier** **Thelma Shain** **Sarah Weber**

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.

CONTENTS

The President's Message Page 6

An interesting commentary on the aims, accomplishment, and the value of membership in the AFD, by Tony Munaco.

Off the Deeb End 8

Ed Deeb questions discrimination in Sunday liquor law.

You And The Law 10

AFD legal counselor, Peter Bellanca, explains the 1981 Tax Reform Act, and how it will effect the small businessman.

65th Annual Trade Dinner 16

Thirty New Supplier Members Join AFD 18

A list of new members, with a description of their businesses and services.

AFD Suppliers' Directory 23

Our New Law Firm

NEWLY APPOINTED law firm for Associated Food Dealers is Bellanca, Beatty, DeLisle, Suchy, Matish and McGuire, of Harper Woods. Pictured above are some of the firm's partners, left to right, Anthony Ciaravino, Costanzo Lijoi, Gasper Gammicchia, Charles DeLisle, Peter Bellanca and James Bellanca. The firm replaces the late George N. Bashara, Sr., who served honorably as AFD legal counselor for 40 years.

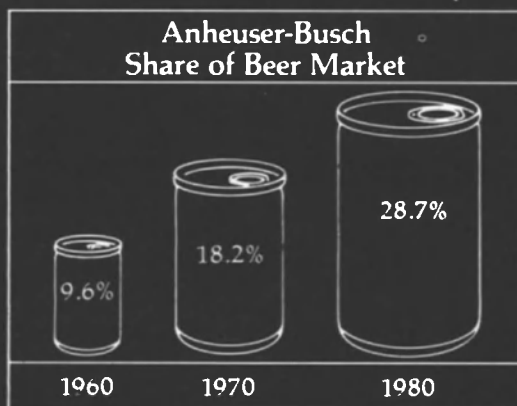


Associated Food Dealers of Michigan and The Food Dealer magazine are affiliated with and have a good working relationship with the following professional organizations: Food Marketing Institute; U.S. Chamber of Commerce; Michigan State Chamber of Commerce; Greater Detroit Chamber of Commerce; American Society of Association Executives; Association of Executives of Michigan; Association Executives of Metro Detroit; The White House Conference On Small Business; The Michigan Conference On Small Business; New Detroit, Inc.; and The Detroit Press Club.

Again in 1980, a bigger share of beer drinkers drank Anheuser-Busch beers.

Thanks to you and your customers for helping Anheuser-Busch set another world's record: over 50 million barrels in sales. Think of it as 2 billion, 755 million six-packs—enough to serve half a six-pack to every person in the world.

That makes 24 straight years that you've given Anheuser-Busch the biggest market share in the beer business. And you've given us a consistently bigger share, year after year.



Source: Modern Brewery Age

Count on us to keep doing the things that get more and more beer drinkers asking for Budweiser®, Michelob®, Michelob® Light, Natural Light, and Busch®.

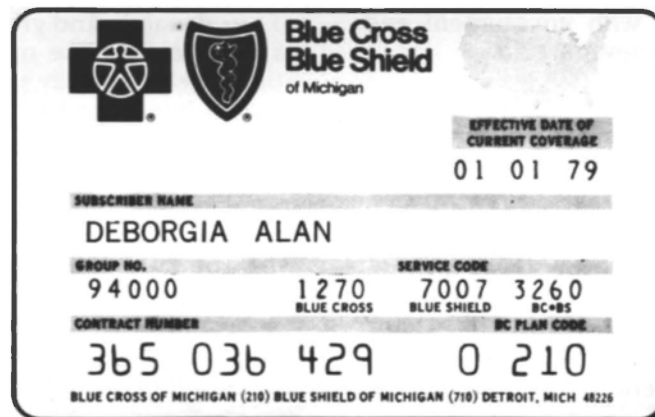
And count on us to help you get a bigger share of our share. Let's talk about some steps to make it happen. Contact Anheuser-Busch, Inc., National Account Sales Dept., 2800 South Ninth Street, St. Louis, MO 63118.

Anheuser-Busch. Way out front in beer. And beer ideas.



ANHEUSER-BUSCH, INC. • ST. LOUIS

The
next best thing
to having a
doctor
in the house.



It's good to belong.

The President's Message

TONY MUNACO
AFD President



MORE MEMBERS MEANS MORE ACTION, RESULTS

As your president, I am happy to report that through August of this year, we have signed up over 200 new members. The new members are coming in at a fantastic rate and is a real tribute to the strides and accomplishments being made by your association.

The strength of AFD or any organization for that matter is based on two factors. One is the "numbers" in the organization, and since "numbers is the name of the game," obviously the more members, the stronger the organization, and the more clout it has.

Factor number two is "involvement" in legitimate causes and objectives of the industry in which we do business. AFD has been extremely involved in the various issues confronting our industry, as the watch-dog and spokesman with government and the community through the news media.

Not only is it important to be involved and let our voices be heard on the pertinent issues . . . but it is also important to form coalitions with other organizations working to accomplish similar goals.

Regardless of who the coalitions are between, the more groups involved in trying to get a job done, the more likely the success of the goal or mission. The coalition could be with New Detroit, the Chamber of Commerce, the police officers, the fire-fighters, the gas station operations, restaurateurs,

or with other groups within our own industry, as DAGMR or the Detroit Food Brokers organization.

For too long, the business and commerce segments of our nation have hid their heads in the sand, preferring to remain silent on the issues of the day, rather than speak out and be heard. As a result, business people have been criticized regularly and not achieved the respect and dignity they rightly deserve.

One of the chief objectives during my term as president of AFD, is assure justice and fair play for everyone doing business in our industry. As in the past, we have been speaking out on the important issues of the day and will continue to do so.

But it is a shame that not all of the merchants, brokers, suppliers, etc., who are eligible to be part of our dynamic and growing AFD are supporting us as members. Unlike organized labor, trade associations seek voluntary supporters as members. Membership in groups like AFD is not mandatory.

It is our hope everyone will choose to belong to and support AFD in the coming year. If you are not a member, contact the AFD office and request an application. Make it your duty to support AFD who you know is out to protect your interests.

Remember, when the chips are down, numbers is the name of the game. So add your name to the over 3,000 members who already belong to AFD. We would be proud to have you aboard.

(Advertisement)

ANNOUNCEMENT

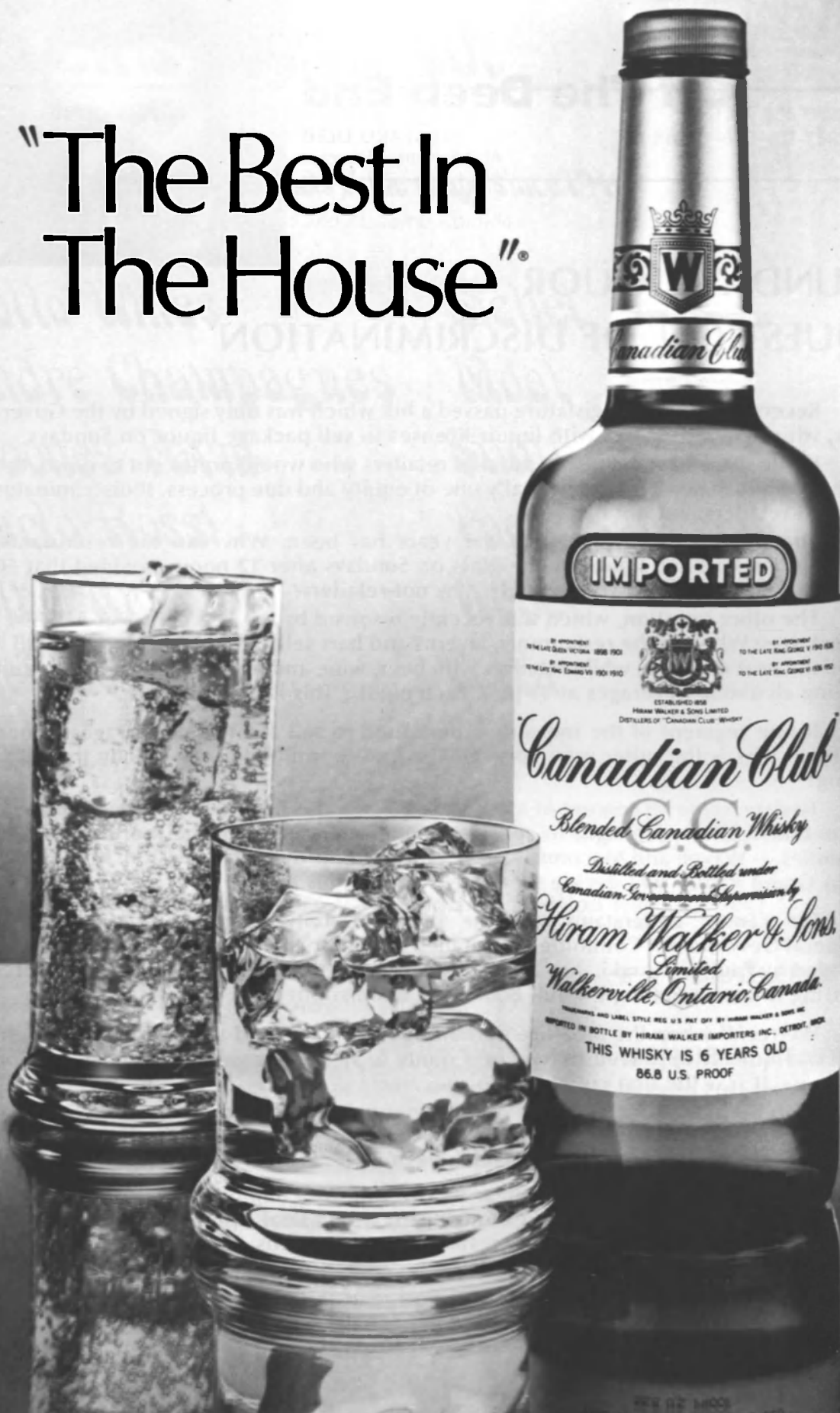
WE ARE SEEKING TENANTS to occupy a new international Shopping Mall in the heart of Detroit's Eastern Market. Seeking to include all ethnic groups. Contact:

VITALE ASSOCIATES

Vincent (Jim) Vitale, President

2820 RIVARD, DETROIT, MICHIGAN 48207 • Phone: 393-2200

"The Best In The House"



© 1980 • 6 YEARS OLD. IMPORTED IN BOTTLE FROM CANADA BY HIRAM WALKER IMPORTERS INC., DETROIT, MICH. 86.8 PROOF. BLENDED CANADIAN WHISKY.

Off The Deeb End

EDWARD DEEB
AFD Executive Director



SUNDAY LIQUOR QUESTION OF DISCRIMINATION

Recently, the state Legislature passed a bill which was duly signed by the Governor, which permits stores with liquor licenses to sell package liquor on Sundays.

While there have been a handful of retailers who would prefer not to do so, the Sunday liquor sales question is really one of equity and due process. It discriminates against retailers, but not bars.

The rhetorical question over the years has been: Why can the restaurants, taverns and bars sell liquor by-the-glass on Sundays after 12 noon provided that 50 percent of their sales involves food? Why not retailers?

The other question, which was recently resolved by the Legislature at AFD's request, was: Why can the restaurants, taverns and bars sell alcoholic beverages until 2 a.m. the next morning, while retailers with beer, wine and liquor licenses had to quit selling alcoholic beverages at 11 p.m. each night? This is now possible.

If one segment of the industry is permitted to sell alcoholic beverages in one fashion, why is the other segment (retailers) not permitted to do exactly the same thing?

To date, some 70 percent of Michigan's 83 counties have approved the provision to permit retailers the right to sell liquor on Sunday. Two of the more populated counties — Wayne and Macomb — have failed to approve this provision. Kent County in Grand Rapids will decide the issue by ballot this fall.

We cannot understand why the Wayne County Board of Commissioners' General Government Committee has stalled action on this measure. This committee, headed by Paul Citkowski, has been very successful in bottling up this bill, and preventing it from reaching the full Board of Commissioners.

We recall when the measure permitting restaurants and taverns to sell on Sunday was quickly approved by Wayne County to help improve Detroit's convention business. It was the first county to do so.

With the sad financial straits Wayne County is in, they appear to have no compassion for the small businesses in Wayne County who are now suffering Sunday liquor sales losses to neighboring Oakland County.

This measure is going to appear before the full commission very shortly. We hope at that time the full Wayne County Board would finally permit due process and equality for retailers as they do for restaurants and taverns. This is the real question they must address and rectify.

Who knows. Hopefully by the time you read this column, Wayne County and Macomb County too will have provided the equality the SDD retailers deserve.

J. Lewis Cooper Co.

12400 Strathmoor \ Detroit, Michigan 48227

313 \ 835-6400
Toll Free 1-800-462-7592

distributor of the finest products of the grape since 1946

Daily Deliveries to Wayne, Oakland and Macomb Counties

Gallo Wines

Andre Champagnes

Boones Farm

Carlo Rossi

Blue Nun

Ruffino

Cask

Warner

Sichel

Moet

Simi

Pago Santgria

Weber

Cella

Bolla

Master of Mixes



Cooper Distillers Merchandising Division Representing

FLEISCHMANN DISTILLING

Blended Whiskey

Fleischmann's Preferred

Gin

Fleischmann's Gin

Premium Imported Vodka

Silhouette

Domestic Vodka

Fleischmann Royal Vodka

Scotch

Inver House

Kentucky Straight Bourbon

Ezra Brooks

Canadian

Fleischmann's Canadian LTD

Rum

Trigo - Puerto Rican

Cockspur - Barbados Rum

Brandy

Garnier 5 Star - French

Metaxa Grand Fine - Greece

Metaxa 5 Star - Greece

Metaxa 7 Star - Greece

Cordials & Liqueurs

Garnier Liqueur

Amaretto Di Amore

Amaretto & Brandy Di Amore

Caffe Di Amore

Caffe' Lolita

Droste Bittersweet Chocolate

Metaxa Mastic Liqueur

Metaxa Sambucca Originale

Metaxa Ouzo

Paso Fino - Rum Liqueur

E & J DISTILLERS

E & J Brandy

MONSIEUR HENRI

Imported Premium Vodka

Stolichnaya 80°/100°-Russian

Scotch

Bell's Extra Special-Scotland

Bell's Royal Vat 12 yr.-Scot.



You And The Law

PETER J. BELLANCA, Esq.
AFD Legal Counselor



HERE'S HOW THE 1981 TAX REFORM ACT WILL EFFECT THE SMALL BUSINESSMAN

While the 25% individual tax cut has received the most attention in the press, the 1981 Tax Reform Act contains significant changes which will effect the small businessman as well as estate taxes after October.

What follows is a general outline of some of the more important tax benefits and improvements for your information. We suggest that you discuss with your accountant, or with your attorney, as to how these tax changes may effect you.

INDIVIDUAL INCOME TAX CHANGES

INDIVIDUAL TAX RATE REDUCTIONS: Individual income tax rates are to be reduced across the board by a cumulative total of 23% by 1984, of which 1-1/4% will take effect in 1981, 10% in 1982, 19% in 1983 and 23% in 1984.

While it will not become effective until 1985, new tax law will provide for "indexing" taxes to coincide with changes in the Consumer Price Index. For example, if inflation rate rises at the rate of 10%, then your tax brackets will be changed by 10%, thereby not effectively raising your taxes.

The new law reduces the top marginal rate from 70% to 50% for taxable years beginning after 1981, whether the income is "earned" income or "unearned" income.

\$1000 ONCE-IN-A-LIFETIME INTEREST EXCLUSION ON TAX-EXEMPT SAVINGS CERTIFICATES: The new law provides a once-in-a-lifetime exclusion of up to \$1,000 (\$2,000 on a joint return) of interest earned on a

"depository institution tax-exempt savings certificate" issued after September 30, 1981, and before 1983, when the interest is paid in a taxable year that ends after September 30, 1981. As a result, taxpayers will be able to exempt interest under this provision on their 1981 returns. Since the exemption only applies to one-year certificates, this means that all exempt interest under this provision must be earned before 1984.

INTEREST AND DIVIDENDS: For taxable years beginning after 1981, the new law provides an annual \$100 (\$200 on joint returns) dividend exclusion and the \$1,000 once-in-a-lifetime interest exclusion (see above). The \$200 (\$400 on joint returns) interest and dividend exclusion is repealed for taxable years beginning after 1981. For taxable years beginning after 1984, the new law also provides a 15% interest exclusion on up to \$3,000 of net interest (\$6,000 on joint returns). This works out to an exclusion of \$450 a year (\$900 on joint return).

EXCLUSION OF GAIN ON SALE OF HOME: Individuals who are at least 55 years of old can elect a one-time exclusion of gain on the sale of their principal residence provided the individual has owned and used the property as a principal residence for at least three out of the five years preceding the sale.

The amount of gain excludable is increased from \$100,000 to \$125,000. The change applies to sales and exchanges of a principal resident after July 20, 1981.

If a taxpayer realizes gain on the

sale of his principal residence, any tax on the gain is deferred if, within two years, the taxpayer acquires a new principal residence at a cost at least equal to the sales price of the old residence.

BUSINESS INCENTIVES

FASTER DEPRECIATION UNDER SIMPLIFIED "ACCELERATED COST RECOVERY SYSTEM": Property placed in service after 1980 can be written off under the simplified new "accelerated cost recovery system" (ACRS) faster than under the old pre-1981 depreciation rules.

Basically, what ACRS does is put all depreciable ("recovery") property into one of four categories having respective useful lives of 3, 5, 10 and 15 years and apply to each category a specially computed accelerated depreciation ("recovery") schedule. The schedules don't apply to real property, with respect to which IRS is to prepare a schedule generally based on a 175% declining balance rate (200% in the case of low-income housing). Regardless of when during the year an asset is placed in service, it is treated as having been in service for half a year.

Assets placed in service before 1981 continue to be depreciated as under pre-1981 law.

Taxpayers aren't required to use either the 3, 5, 10 and 15-year recovery period categories, or the accelerated recovery schedules. They can instead use longer recovery periods, if they so choose. If longer recovery periods are used, straight line depreciation must also be used. Taxpayers also have the option of using straight line depreciation over the regular recovery period.

(continued on page 12)

ABOUT THE WRITER: Mr. Bellanca is senior partner of the law firm of Bellanca, Beatty, DeLisle, Suchy, Matish and McGuire, who are the general counsel for Associated Food Dealers. Mr. Bellanca specializes in corporate and labor relations law.

ALL IN THE FAMILY.



© G. HEILEMAN BREWING CO., INC. LA CROSSE, WISCONSIN AND OTHER CITIES

YOU AND THE LAW (continued from page 10)

CORPORATION INCOME TAX CHANGES

CORPORATE TAX RATE REDUCTIONS: The tax rates on the two lowest corporate brackets, i.e., those imposing tax on taxable income below \$50,000 are decreased as follows:

	Present Law	
Taxable Income	17%	
0 \$25,000	20%	
\$25,000 \$50,000		
Tax Years		
Beginning in 1982	1983 & Later	
16%	15%	
19%	18%	

SUBCHAPTER "S" CORPORATIONS: The maximum number of shareholders allowed in a Subchapter "S" corporation is increased from 15 to 25 effective for tax years ending after 1981. In addition, a trust treated as owned by an individual other than the grantor, and a new tax category of trust whose beneficiary elects to be taxed on its income, can be

shareholders in taxable years beginning after 1981.

ESTATE AND GIFT TAXES — MAJOR CHANGES

The 1981 Act makes major changes in the estate and gift tax rules to reduce the number of decedent's estates that will be subject to estate tax. However, the new law will require review and possible redrafting of all existing wills that were drawn originally on the basis of then existing estate tax provisions. In addition, many of the new provisions, e.g., the increased gift tax annual exclusion, create opportunities for estate and gift tax planning that can save substantial amounts.

INCREASE IN UNIFIED CREDIT: Under existing law, estate and gift taxes are unified so that a single progressive rate schedule is applied to cumulative gifts and bequests. The rates range from 18% (on the first \$10,000 of taxable transfers) to 70% (on taxable transfers over \$5 million). Basically, the estate or gift tax liability is determined by first computing the

gross estate or gift tax and then subtracting the unified credit to determine the actual tax liability. The unified credit is currently \$47,000.00, the exemption equivalent of \$175,625. This means there is no estate or gift tax liability on transfers up to \$175,625.

The unified credit is increased as follows:

Year of Gift or Death	Amount of Credit	Exemption Equivalent
1982	\$ 62,800	\$225,000
1983	\$ 79,300	\$275,000
1984	\$ 96,300	\$325,000
1985	\$121,800	\$400,000
1986	\$155,800	\$500,000
1987 and thereafter	\$192,800	\$600,000

RATE REDUCTION: The maximum gift and estate taxes are reduced over a 4-year period (starting in 1982) in five percent increments. Thus, the current top rate of 70% will drop to 65% for gifts made and decedents dying in 1982, 60% in 1983, 55% in 1984, and 50% in 1985 and later years. When fully phased in, in 1985, the 50% rate will apply to taxable gifts and estates in excess of \$2.5 million.

(continued on page 14)

ENCORE! Here's another dollar-stretching coupon offer from PAUL INMAN ASSOCIATES!

FOR THE THIRD CONSECUTIVE YEAR, Paul Inman Associates stimulates record retail grocery sales with the most unique, most aggressive, appealing and productive coupon promotion in the grocery business.

HEAVY ADVERTISING:

DETROIT NEWS

September 13 and
September 23

DETROIT FREE PRESS

September 16 and
September 20

PLUS

50 other newspapers
week of Sept. 13-19

Supported by
1,500 60-SECOND
radio commercials

PAUL INMAN ASSOCIATES, INC.
Food Brokers

Detroit • Grand Rapids
Saginaw • Toledo
Fort Wayne • Indianapolis



H. J. Van Hollenbeck

THE HOUSE OF FINE WINES

The Finest Selection of Wines from Around the World

Master Distributors in Michigan for: *Stags Leap Cellars (California)*

Borgogno (Italy)

Romano-Cucamonga (California)

Hanns Kornell Champagne (California)

Rallo-Segesta

Cora Asti Spumante (Italy)

Cora Vermouths (Italy)

Rallo-Marsala (Italy)

Villa Banfi (Veronese, Italy)

Riunite Lambrusco (Italy)

Alexis Lichine Wines & Selections (France)

Patriarche (France)

Pommery & Greno Champagne (France)

LaVan Champagne (New York)

Schmitt & Sohne (Germany)

GoldenBishop Liebfraumilch (Germany)

Joseph Wehr (Germany)

Hans Mayer (Germany)

Gold Seal (New York)

Bell' Agio (Italy)

San Martin (California)

Blue Angel Liebfraumilch (Germany)

Souverain (California)

Bollinger Champagne (France)

Kriter-vin Mousseaux (France)

Chanson (France)

St. Raphael Aperitif (France)

Henri Marchant (New York)

Prats Freres (France)

Havemeyer (Germany)

Deinhard (Germany)

Meiers (Ohio)



Very good selection of Premier Grand Cru Wines of Bordeaux and Great Estates of Germany

LOCAL DISTRIBUTORS:

Macomb County — Van Hollenbeck Dist., 800-552-6240 Toll Free

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

Abe Cherry, Dist.	Detroit	(313)	873-0992	Kowalski Dist.	Manistee	(616)	723-2401
Arbor Beverage	Ann Arbor	(313)	662-9592	Kozak Dist.	Hamtramck	(313)	925-3220
Anderson Dist. Co.	Jackson	(517)	782-8179	Latocha Beverage	Ludington	(616)	843-8111
Beaudoin Beverage.	Stephenson	(906)	753-4725	Lipinski Dist.	Escanaba	(906)	786-3121
Bellino's Quality Bev.	Trenton	(313)	675-9566	Lyle Elliott & Sons	Owosso	(517)	725-2717
Central State Dist.	Mt. Pleasant	(517)	773-9027	Marchetti Dist.	Sault Ste. Marie.	(906)	632-2321
Central Beverage	Cadillac	(616)	775-2466	Modern Beverage.	Holland	(616)	392-3533
Century Beverage	Flint	(313)	743-7700	Paw Paw Wine Dist.	Kalamazoo	(616)	657-6105
D-B Dist.	Bay City	(517)	686-1690	Peterlin Dist.	Calumet.	(906)	337-0213
Dixon Dist.	Traverse City	(616)	947-0020	Petipren Dist.	Port Huron.	(313)	364-6011
Draves Dist.	Bad Axe	(517)	269-8581	Pisani Dist.	Ironwood.	(906)	932-9722
F & F Dist.	Muskegon Hts.	(616)	733-2280	C. Riffel & Sons	Saginaw.	(517)	752-8365
Four Season Dist.	Iron Mountain	(906)	774-6373	Robinette Dist.	Adrian.	(517)	265-6248
Griffin & Templeton Dist.	West Branch.	(517)	345-0540	St. Clair Dist.	Port Huron.	(313)	982-8534
Huron Dist.	Cheboygan.	(616)	627-2191	Tri-City Beverage.	Marquette	(906)	226-8811
John Nate Beverage	Dowagiac.	(616)	782-2566	Verderese Dist.	Lansing	(517)	489-9455
John Gatiss Dist.	Munising	(906)	387-2024	Zaiger Beverage.	Alpena	(517)	356-9036
Kent Beverage.	Grand Rapids	(616)	538-2850				

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



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



**MOHAWK
VODKA**

**sold over 6,400,000
bottles last year**

Mohawk Vodka 80-100 Proof
Made from 100% grain neutral spirits
MOHAWK LIQUEUR CORP., DETROIT, MICH.

YOU AND THE LAW

(continued from page 12)

UNLIMITED MARITAL DEDUCTION: Current law permits a gift tax marital deduction for the first \$100,000 of gifts to a spouse and for 50% of gifts to a spouse in excess of \$200,000.00. An estate tax marital deduction is allowed for transfers to a surviving spouse up to the greater of \$250,000 or one-half the adjusted gross estate. Transfers of terminable interests generally do not qualify for the gift or estate tax marital deduction.

The new law eliminates these limits with respect to gifts made and decedents dying after 1981. In other words, an unlimited amount of property can be transferred tax-free to a spouse.

PLEASE NOTE: Existing wills containing maximum marital deduction formula clauses must be revised if the testator wants the unlimited marital deduction to apply.

GIFT TAX EXCLUSION: The annual gift tax exclusion of \$3,000 per

donee is increased to \$10,000 (\$20,000 in the case of a married couple who elect to split gifts). In addition, an unlimited exclusion is provided for amounts paid directly to the provider for the service for the benefit of the donee for medical expenses and school tuition. These changes apply to gifts after 1981.

ANNUAL GIFT TAX RETURNS AND PAYMENT: For gifts made after 1981, gift tax returns (and payment of tax) are required only annually, rather than quarterly as in some cases under present law.

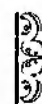
The foregoing, of course, is only a synopsis of the highlights of the Tax Reform Act of 1981. This synopsis should only be used for your information and if you have any questions regarding the application of any part of the Tax Act to your particular personal or business situation, you should consult your accountant, your attorney or this office.

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

Mail your coupons or drop them off at:



Associated Food Dealers
125 W. Eight Mile Road
Detroit, Michigan 48203



DETROIT RENDERING COMPANY

SUPERIOR SERVICE — TOP MARKET VALUES

SINCE 1850

1923 FREDERICK, DETROIT

571-2500

"First We Render Service!"

AFD MEMBER

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

At The 65th Anniversary Banquet



ABOVE: Outgoing AFD president, Jerry Yono, left, is shown receiving a legislative tribute from Senator Gil DiNello, Center, and Representative Frank Wierzbicki.



ABOVE: Circuit Court Judge Maureen P. Reilly installed the new board members.

LEFT: Miss Chenethia Sullen, center, a freshman at Michigan State University, is shown receiving one of the five AFD scholarships awarded at the 65th Annual Trade Dinner. Scholarship chairman, and past-president, Lou Vescio, makes the presentation as Tony Munaco looks on.

GROW
Faster
with the
Winning
Team...



When you become one of the six-hundred plus retailers who are voluntary members of the SUPER FOOD SERVICES team, you have a lot to gain.

You keep your independence . . . your respected place in the neighborhood . . . but you add the leverage you need to compete with the chains.

We're food specialists with years of retail experience, and we think RETAIL. We know what it takes to put you on top. Marketing knowledge. Giant purchasing power. Modern warehousing. Super advertising and promotion. Super training of your personnel. Computerized accounting. In-store promotions. Confidential advice to help you expand profitably. Sound good? It is.

SUPER FOOD SERVICES, INC.
5425 Dixie Hwy., Bridgeport, MI 48722
Phone: (517) 777-1891

John Irvine, Vice President, Michigan Division

Serving Over 150  Stores in Michigan

The Test Of Time . . .

99 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

Detroit City Dairy, Inc.

*DISTRIBUTORS OF THE WIDEST VARIETY OF
DAIRY AND DELI ITEMS IN MICHIGAN*



*WE WANT YOUR BUSINESS. DO NOT HESITATE
TO CALL US AT*

868-5511

*STOP BY AND VISIT OUR NEW 80,000 SQUARE-FOOT FACILITY,
FEATURING 34,000 SQUARE FEET OF REFRIGERATION.*

Detroit City Dairy, Inc.

15004 Third Avenue
Highland Park, Michigan 48203

Thirty New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association and service organization, representing over 3,000 members, wishes to welcome aboard 30 new supplier members to the association. Their names, addresses and phone numbers are as follows:

AAA PALLET COMPANY, manufacturers and distributors of storage and warehouse pallets, 20500 Mound Road, Detroit, Mich. 48234; phone (313) 892-4360.

B & C DISTRIBUTORS, distributors of a variety of bread and cake products, 2424 Casper, Detroit, Mich. 48209; phone (313) 843-2898.

BELLANCA, BEATTIE, DE LISLE, legal counselors for Associated Food Dealers, 20480 Vernier Road, Harper Woods, Mich. 48225; phone (313) 882-1100.

BUTTS & COMPANY, real estate brokers, 938 Dursley, Bloomfield Hills, Mich. 48013; phone (313) 644-7712.

CONRADY-GREESON & ASSOCIATES, manufacturers representatives and food brokerage, 4130 — 44th Street, SE, Grand Rapids, Mich. 49509; phone (616) 698-6161; Detroit area

phone (313) 335-2088.

DALALY INTERNATIONAL AND ASSOCIATES, food broker, importer and exporter, 20505 W. Twelve Mile Rd., Southfield, Mich. 48076; phone (313) 353-2722.

ENERGY INTERNATIONAL CORPORATION, exporter of foods and energy-related products, 755 W. Big Beaver — Ste. 2016, Troy, Mich.; phone (313) 362-4266.

ENTENMANN'S, producer and distributor of a variety of bakery products, 13280 Newburgh, Livonia, Mich. 48150; phone (313) 464-8008.

FOUR MOORE WHOLESALE, INC., wholesale grocery company, 17201 Wyoming, Detroit, Mich. 48227; phone (313) 838-5610.

FRAZA EQUIPMENT, INC., manufacturer and distributors of fork lift trucks, 15725 — 12 Mile Road, Roseville, Mich. 48066; phone (313) 778-6111.

GREAT LAKES FISH & SEAFOOD, wholesale distributors of a variety of fish and seafood products, 126 W. Seven Mile Rd., Detroit, Mich. 48203; phone (313) 368-6050.

HADLEY FRUIT ORCHARDS, fruit growers and distributors, 19150

Wyoming, Detroit, Mich. 48221; phone (313) 569-7030.

J.H. CORPORATION, distributors of a variety of advertising specialty items, 6512 Schaefer, Dearborn, Mich. 48126; phone (313) 582-2700.

EARL KEIM REALTY, NORTH, real estate brokers, 28400 Southfield Rd., Lathrup Village, Mich. 48076; phone (313) 559-1300.

KRYSZAK ENTERPRISES, real estate and investment counselors, 952 Portsmouth, Troy, Mich. 48084; phone (313) 362-1668.

LINWOOD EGG CO., INC., distributor of eggs and dairy products, 1725 Larchwood, Troy, Mich. 48084; phone (313) 524-9550.

M & G FOODS, INC., wholesale meat distributor, 2415 E. McNichols, Detroit, Mich. 48212; phone (313) 893-4228.

NABISCO, INC., food manufacturer and distributor, 24100 Research Drive, Farmington, Mich. 48024; phone (313) 478-1400.

NAPOLEON FOODS, eggs and dairy products wholesaler, 20258

(continued on page 22)

THE WAYNE SOAP COMPANY

GROWING THRU GIVING GOOD SERVICE



BUYERS OF BONES, FAT, TALLOW, AND RESTAURANT GREASE

PHONE: 842-6000
DETROIT, MICHIGAN 48217

AFD MEMBER

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



It's nice when people know your name.

According to a recent study of well-known national trademarks by Public Relations Journal, Elsie was the most widely recognized. Over 93% of the people questioned identified Elsie with Borden.

For forty years, people have associated Elsie with Borden quality. She represents the flavor, freshness and value we've built our name on. And we're proud of the fact that she's so well-known.

If it's Borden, it's got to be good.



MEMBERS OF ASSOCIATED FOOD DEALERS

TAKE A LOOK AT THE HEALTH CARE SERVICES

AVAILABLE TO SUBSCRIBERS OF

MICHIGAN HMO PLANS, INC.



PLAN BENEFITS

No Co-Payments or Deductibles
Unlimited Office Visits
Physical Examinations
Unlimited Hospitalization
(semi-private room accommodations)
Prescription Drugs
Maternity Care (Pre and Post-natal)
X-Ray and Lab Services
Immunizations
Skilled Nursing Home Care
24-Hour Emergency "Hot Line"

PLAN FACTS

Michigan HMO Plans has over 35 Health Centers located in Wayne, Oakland and Macomb Counties.
Michigan HMO Plans provides Health Care services to 35,000 Subscribers in the Tri-County area.
Michigan HMO Plans has 250 pharmacy locations throughout the Tri-County area.
Michigan HMO Plans has 500 Participating Physicians and Allied Health Care Professionals to provide services to our Subscribers.
Michigan HMO Plans offers these benefits to groups of two (2) employees or more.

Complete and Mail for Details



ASSOCIATED FOOD DEALERS
125 West Eight Mile Road
Detroit, Michigan 48203

No. of employees _____

Name _____

Address _____

City _____, MI Zip _____ Telephone _____

OR CALL

961-1610

MICHIGAN HMO PLANS, INC.

2200 Edison Plaza

660 Plaza Drive

Detroit, Michigan

48226

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 1-800-525-7629, 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.



I LOVE TO COOK

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

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



NEW SUPPLIER MEMBERS

(continued from page 18)

John R. Detroit, Mich. 48203; phone (313) 892-5718.

RASKIN FOODS, INC., wholesale food distributor, 24660 Dequindre, Warren, Mich. 48091; phone (313) 759-3133.

A.J. SHAHEEN ELECTRIC COMPANY, electrical contractor, 3521 Audubon, Detroit, Mich. 48224; phone (313) 885-3670.

THE SOUTHFIELD MANOR, catering and banquet hall, 25626 Telegraph Rd., Southfield, Mich. 48034; phone (313) 352-9020.

K.A. TAPPAN & ASSOCIATES, insurance agency specializing in casualty insurance, 26400 Lahser Rd. — Ste. 113, Southfield, Mich. 48034; phone (313) 354-0023.

THOMAS MANOR, catering and banquet facility, 21030 Gratiot Ave., East Detroit, Mich. 48021; phone (313) 771-3330.

VIKING FOOD STORES, INC., wholesale grocers and retail food cooperative, 1764 Creston Street, Muskegon, Mich. 49442; phone (616) 722-3151.

VITALE DAIRY SERVICES, wholesale distributor of a variety of

milk and dairy products, 22718 Hoover, Warren, Mich. 48090; phone (313) 755-0120.

WEISS DISTRIBUTORS, INC., wholesale dairy products distributor, 16250 Northland Drive — Ste. 207, Southfield, Mich. 48075; phone (313) 552-9666.

WINCHESTER FOODS, INC., wholesale deli foods and sandwich distributors, 46870 Grand River, Novi, Mich. 48050; phone (313) 348-7750.

HAROLD P. MELOCHE COMPANY, representatives and brokers for a variety of alcoholic beverages, 17321 Telegraph Rd., Detroit, Mich. 48219; phone (313) 534-1860.

VINCENT TRESONE COMPANY, home style cookie specialist, 36687 Tulane, Sterling Heights, Mich. 48077; phone (313) 977-6634.

These new members, and all AFD supplier and service 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.

BEST WISHES TO THE MEMBERS OF AFD



Wolverine Packing Company
1340 Winder • Detroit, Michigan 48207

Phone (313) 568-1900

Support These AFD Supplier Members

Unless indicated otherwise, all phone numbers are in area code (313)

• ASSOCIATIONS

American Lamb Council 592-1127

• BAKERIES

Archway Cookies 532-2427
 Awrey Bakeries 522-1100
 B&C Distributors 843-2898
 Entenmann's 464-8008
 Grennan Cook Book Cakes 896-3400
 Grocers Baking Co. (Oven Fresh) 537-2747
 Independent Biscuit Company 584-1110
 Koeplinger's Bakery, Inc. 967-2020
 Fred Sanders Company 868-5700
 Schafer Bakeries (517) 386-1610
 Taystee Bread 896-3400
 Vincent Trescone Company 977-6634
 Wonder Bread 963-2330

• BEVERAGES

Action Distributing Company 591-3232
 Anheuser-Busch, Inc. 642-5888
 Bellino's Quality Beverages 675-9566
 Canada Dry Corporation 937-3500
 Harvey W. Ewald & Assoc. 527-1654
 Coca-Cola Bottling Company 897-5000
 J. Lewis Cooper Co. 835-6400
 D. B. D. Inc. 834-7170
 Faygo Beverages 925-1600
 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
 Harold P. Meloche Company 534-1860
 Metes & Powers, Inc. 682-2010
 Metroplex Beverage Corp. 897-5000
 Miller Brewing Company 465-2866
 Mohawk Liqueur Corp. 962-4545
 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
 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. Wierfman Co. 521-8847

• 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
 Conrady-Greenson & Associates 335-2088
 Continental Food Brokerage 525-1120
 Embassy Distributing 352-4243
 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
 Mid-America Food Brokers 478-8840
 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
 James K. Tamakian Company 352-3500

• CANDY & TOBACCO

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

• CATERING HALLS

Royalty House of Warren 264-8400
 The Southfield Manor 352-9020
 Thomas Manor 771-3330

• 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
 Major's Dairy Company 861-7050
 Stroh's Ice Cream 961-5843
 Vitale Dairy Services 755-0120
 Weiss Distributors, Inc. 552-9666
 Wesley's Quaker Maid, Inc. 883-6550
 Ira Wilson & Sons Dairy 895-6000

• COUPON REDEMPTION CENTER

Associated Food Dealers (313) 366-2400

• DELICATESSEN

Dudek Deli Foods (Quaker) 891-5226
 Specialty Foods Company 893-5594
 Winchester Foods, Inc. 348-7750

• DENTISTS

Dr. Robert Rizk Associates 647-5434

• EGGS & POULTRY

Eastern Poultry Company 875-4040
 Linwood Egg Company, Inc. 524-9550
 Napoleon Foods 892-5718
 Orleans Poultry Company 931-7060

• FISH & SEAFOOD

Great Lakes Fish & Seafood 368-6050

• FLORISTS

Livernois-Davison Florist 933-0081

• FRESH PRODUCE

Cusumano Bros. Produce Company 921-7100
 Hadley Fruit Orchards 569-7030
 Tony Serra & Sons Produce 758-0791
 Faro Vitale & Sons 393-2200

• ICE PRODUCTS

Midwest Ice Corp. 868-8800

• IMPORTERS-EXPORTERS

Daijaly-International & Asso. 353-2722
 Energy International Corp. 362-4266

• 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

Blue Cross, Blue Shield of Michigan 225-8000
 Ward S. Campbell, Inc. (616) 531-9160
 Michigan HMO Plans 961-1610
 Mutual of Omaha 569-2200
 K.A. Tappan & Associates 354-0023

• LAW FIRMS

Bellanca, Beattie, DeLisle 882-1100

• 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
 Nabisco, Inc. 478-1400
 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
 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
 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
 M&G Foods, Inc. 893-4228
 Maxwell Foods, Inc. 923-9000
 Metro Packing Company 259-8872
 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
 Weeks & Sons (Richmond) 727-3535
 Winter Sausage Manufacturers 777-9080
 Wolverine Packing Company 568-1900

• 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 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

Cleanway Products 834-8400
 Household Products, Inc. 682-1400
 Ludington News Company 925-7600
 Nationwide Food Brokers 569-7030

• OFFICE SUPPLIES EQUIPMENT

City Office Supplies, Inc. 885-5402

• POTATO CHIPS AND NUTS

Better Made Potato Chips 925-4774
 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
 J.H. Corporation 582-2700
 Stephen's Nu-Ad Advertising & Prom. 521-3792
 Stanley's Adv. & Distributing Company 961-7177

• REAL ESTATE

Butts & Company 644-7712
 Earl Keim Realty, North 559-1300
 Kryszak Enterprises 362-1668
 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) 631-7650
 Bassett Travel Service 559-8703
 Comp-U Check 569-1448
 Gulliver's Travel Company 567-2500
 Print-Guard Thumbprints 343-0222
 A.J. Shaheen Electric Company 885-3670
 Swiss-Clean, Inc. (Taski) 348-6100

• SPICES AND EXTRACTS

Rafal Spice Company 962-6473

• STORE SUPPLIES AND EQUIPMENT

AAA Pallet Company 892-4360
 Almor Corporation 399-3320
 Belmont Paper & Bag Co. 491-6550
 Environmental Chemicals 881-6250
 Fraza Equipment, Inc. 778-6111
 Great Lakes Cash Register, Inc. 383-3523
 Hobart Corporation 542-5938
 Hussman Refrigeration, Inc. 471-0710
 Lepire Paper & Twine Company 921-2834
 Liberty Paper & Bag Company 921-3400
 Multi Refrigeration, Inc. 399-3100
 Pappas Cutlery & Grinding 965-3872
 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) 235-0605
 Four Moore Wholesale, Inc. 838-5610
 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) 767-5460
 Nor Les Sales, Inc. 674-4101
 Nydco, Inc. 842-7071
 Rainbow Ethnic & Specialty Foods 345-3858
 Raskin Foods, Inc. 759-3113
 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
 Viking Food Stores, Inc. (616) 772-3151
 Abner Wolf, Inc. 525-7000

**EVERY NIGHT'S
SATURDAY NIGHT!**



Make Bigger Profits With No Inventory!

CASH IN ON THE VIDEO BOOM! All you need is three square-feet of floor space to make at least \$1,000 per month in **EXTRA PROFITS!** We carry the most popular video games in the industry. Our line includes **PAC-MAN, KILLER COMET, ASTEROIDS DELUXE** and **SPACE INVADERS**, to mention a few. All popular video games are immediately available.

Call us for additional information, or visit our video games showroom — 9 to 6 — Mondays through Fridays.

PREFERRED MARKETING INC.

17360 W. Eight Mile Road, Southfield, MI 480

PHONE (313) 569-404

"WE ARE PREFERRED!"

