



THE FOOD DEALER

"The Magazine for the Michigan Grocery and Beverage Market"

WINTER, 1981

A large, thick purple circle with a black outline, centered on the page. Inside the circle, the text "AFD IN REVIEW" is written in a large, stylized, outlined font. Below this, there are two small black dots, and then the year "1981" is written in the same stylized, outlined font.

AFD IN
REVIEW
..
1981



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THE FOOD DEALER

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

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CONTENTS

With the exception of Ed Deeb's commentary on the Attorney General's opinion on beer and wine ads, this issue of the Food Dealer is devoted entirely to a highlighted review of the AFD's activities and accomplishments during 1981.

Anniversary Banquet Reminder:



A SPECIAL INVITATION

The Associated Food Dealers requests the pleasure of your company at our 66th Annual Trade Dinner, to attend the installation of our new Officers and Directors, and to honor the Food and Beverage Industry's importance to our community . . .

SATURDAY, MARCH 27th
AT HILLCREST COUNTRY CLUB, MT. CLEMENS

Ladies invited. Cocktail party, courtesy of Pepsi-Cola Company, begins at 5:30 PM. Dinner will be served at 7:00 PM — entertainment and dancing follows. Informal dress. Please respond.



● **Tony Munaco, President:** Jerry Yono, *Chairman*; Edward Deeb, *Executive Director*; Cal Abbo, Stan Albus, Lafayette Allen, Jr., Cleo Ashburn, Jack Azzam, Sidney Brent, George Byrd, Willie Cooper, Don Harrington, Larry Joseph, Phil Lauri, Phil Mannone, Louis Najor, Phil Saverino, Jamal Shallal, Tom Simaan, Louis Vescio, Harvey Weisberg, *Officers and Directors*

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.

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A REVIEW OF AFD INVOLVEMENT, ACTION PROGRAMS

≈ 1981 ≈

JANUARY

The year began when newly elected AFD president **Tony Munaco** took over the reins from outgoing president Jerry Yono . . . AFD met early in the year with representatives from **Teamsters Local 1038** to discuss ways drivers and retailers could work closer together and avoid problems . .

The newly formed **Michigan Small Business Conference** held its first planning meeting to discuss problems affecting small businesses; serving on the board of the conference from the industry were Jeff Stone of Stone Soap Company and AFD's Ed Deeb.

On Jan. 13 AFD officials met with officials from the **Wayne County Department of Social Services** to discuss the growing amount of fraudulent welfare aid checks being passed; one week later the Department and AFD held a joint news conference to announce the reactivation of the Missing Warrant Unit . . . **Business United with Officers and Youth (BUOY-10)**, Detroit, presented AFD chairman Jerry Yono with a Service Award . . . **AFD's Legislative Committee** met to map out legislative objectives for 1981.

AFD's Board of Directors upheld an earlier decision to oppose gas stations being granted licenses to sell alcoholic beverages on the grounds alcohol and gasoline do not mix . . . New Detroit's Paul Hubbard and AFD's Ed Deeb appeared on **Faisal Arabo's Channel 62** television program to review progress being made by the **NDI-AFD Community Relations Task Force** . . . AFD met with officials of Blue Cross-Blue Shield of Michigan to review operations of AFD's group hospitalization program, commending President John



TONY MUNACO

McCabe for his assistance in putting the program together.

FEBRUARY

AFD reviewed preliminary plans for a special food section proposed by the staff of the **Michigan Chronicle** newspaper . . . The **Detroit News** published an in-depth feature story on the devastating impact of **Michigan's returnable container law** and how the law affected retailers,

bottlers, brewers and distributors and costing the industry over \$300 million a year just to comply with it.

Detroit Councilman Jack Kelley paid a surprise visit to the AFD office to review the status of our food industry . . . The New Detroit-AFD Task Force met at Jimmy D's Restaurant to hear a progress report and learn of various programs . . . **Ex-Cell-O Corporation's** house magazine published

(continued on page 8)

Off The Deeb End

EDWARD DEEB
AFD Executive Director



SMALL STORES FIRST TO FEEL ACTION ON BEER-WINE RULES

Michigan Attorney General Frank Kelley's recent ruling on beer and wine price and brand advertising sent shock waves around the industry, whose vibrations are still being felt.

In a nutshell, the AG struck down the Michigan Liquor Control Commission rules which state a retailer, brewer or distributor cannot advertise beer or wine by brand and price. This rule was initiated by the State of Michigan over 40 years ago when prohibition ended, and not by the industry.

On the surface, to a naive public, striking down the rule to permit beer-wine advertising sounds great. "What's wrong with free enterprise? Why not advertise beer and wine which will promote competition and lower prices to the consumer?," they are saying with the help of an unsympathetic news media who do not really understand the severity of this action by Kelley.

What is more interesting is the TIMING of the ruling. Consider the following: (1) The Legislature's Joint House-Senate Administrative Rules Committee had rejected similar rules in the recent past; (2) Legislation which was introduced two years ago to bring about price and brand advertising had died in committee; (3) Gov. Milliken had recently appointed a Special Advisory Committee to study the issue of de-regulating beer-wine rules and make recommendations to him.

The AG's ruling is also directly or indirectly tied to the enactment of Michigan's Mandatory Returnable Container Law (the so-called bottle bill), in that supporters of the law had promised beer (and soft drink) prices would not increase. But we in industry know full-well the "bottle bill" did in fact cause beverage prices to rise, now averaging \$3.40 per case more than our neighboring states (not counting the deposits). This law costs our industry in excess of \$300 million a year just to handle empty bottles and cans.

In addition, the State is losing an average of \$2 million a year in beer excise taxes due to declining beer sales in Michigan, not counting the sales taxes. So, in an effort to "prove" these increases unjustified, a Grand Jury investigation was launched to study the question of beer prices. After two years, the Grand Jury concluded last July its deliberations and found no evidence of beer price-fixing nor wrong doing.

The ruling is one of a series of recent governmental actions which will make it more difficult for small businesses to survive the trend toward bigness. Enactment of the bottle bill, the single business tax, and the item pricing law are others.

Presently, AFD's attorneys and our Board are studying the impact of the AG's ruling, and the feasibility of challenging it in court, or through appropriate legislative action.

We should keep in mind that when a similar action was taken in California, hundreds of small retailers who did not have the capital nor the facilities to fight the giant chains, were forced to close. The impact was severe.

We hope the situation does not repeat itself in Michigan. And if it does, since these were State rules which governed the terms for which people bought and sold businesses, will the State make restitution to those who do not survive? We'll wait and see.

ALL IN THE FAMILY.



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REVIEW

(from page 5)

a special feature showing the effects of the bottle bill; the article, written by Keith Langham and the magazine received national attention.

The AFD Board approved preliminary plans to survey AFD members prior to launching our own **Self-Insured Worker's Compensation Program** . . . Attorney **Peter Beilanca** and his law firm were named legal counselors for AFD, succeeding **George Bashara, Sr.** who passed away after serving in this position for 40 years . . . AFD executive director **Ed Deeb** appeared on **WKBD-TV, Channel 50**, to outline how the New Detroit-AFD Task Force was effectively working to build harmony and understanding in the community . . . AFD's **Beverage Container Committee** met to review a new third party container pick-up service which was about to begin in Michigan.

Fred Sanders Company, in business for 106 years, filed for reorganiza-

tion under Chapter 11 of the federal bankruptcy laws. "Obviously this was not an easy decision for us to make," said **John Sanders**, "but we have every confidence of emerging from Chapter 11 successfully." . . . **The State of Michigan** eliminated the requirement for SDD and SDM licensees to post surety bonds.

MARCH

AFD met with representatives of **Wayne County Community College**, **Michigan Dept. of Social Services**, and **Michigan Vocational Education Department** to review a prospective training program . . . AFD met with **Wayne County Sheriff William Lucas** at the jailhouse to learn of problem areas there and plans to resolve them . . . AFD inaugurated a new and improved **Property and Casualty Insurance Program**, permitting members this type of business insurance at better rates.

Jerry Yono and **Ed Deeb** appeared on **Channel 62** to relate various problems confronting the

food and beverage industry . . . AFD participated in the annual **Easter Seal Telethon** held at **WDIV-TV4** to assist in accepting donation pledges from callers . . . **Ed Deeb** appeared on **WXYZ-TV7** to project the economic future of Michigan's food industry during 1981.

AFD's 65th Annual Trade Dinner was held at **Cobo Hall**. Featured guests of honor included State Senators **John Kelly**, **Gil DiNello**, **Mike O'Brien** and **Kerry Kammer**; Reps. **Ted and Stan Stopczynski** and **Frank Wierzbicki**; Judge **Maureen Reilly**, Judge **Michael Cavanagh**, Sheriff **William Lucas**, Detroit Council persons **Erma Henderson**, **Clyde Cleveland**, **Mary Ann Mahaffy**, **David Eberhard**; Michigan Lottery chief **William Nugent** and **James Culver**; LCC commissioners **Tom Van Tiem**, and **Maxine Perry**; Dr. **Ed Heffron** of the Michigan Dept. of Agriculture and **Wayne County Commissioner James Rashid**.

AFD notified members that "**Gypsy Women**" were holding up
(continued on page 10)



Cover and lead page of Ex-Cell-O's house magazine, which featured an article on the effects of the bottle bill.

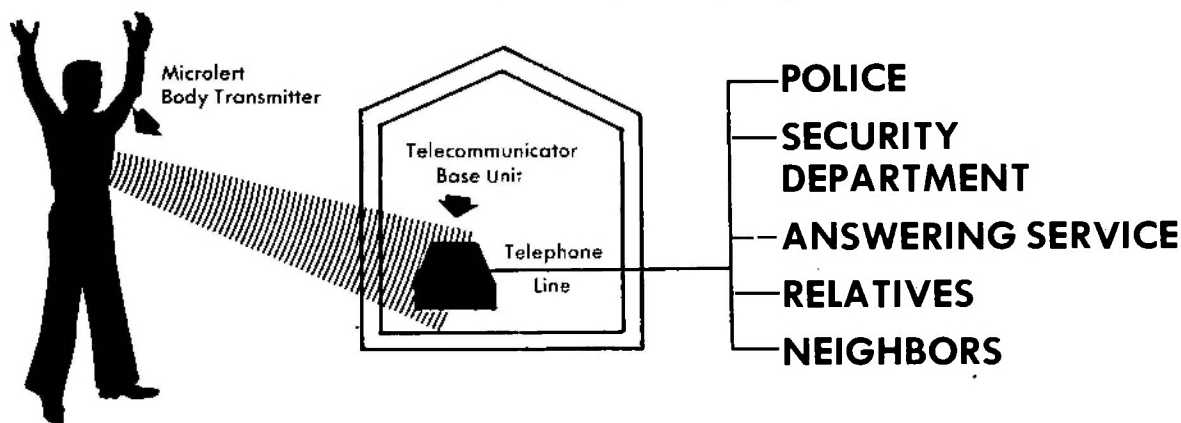
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REVIEW

(continued from page 8)

central city food stores, cautioned members and issued guidelines on how to handle situations . . . **AFD's new Cado computer** was installed at our office to assist the staff and operations . . . AFD's proposal to have stores with package liquor licenses sell liquor on Sunday was passed by the Legislature and **signed by Gov. Milliken** . . . Ed Deeb met with members of ACORN to discuss our industry's efforts to improve community relations, a program co-sponsored by New Detroit.

APRIL

Met with **City of Detroit's Manpower division** to review plans for a job training program . . . At an LCC hearing, **AFD formally opposed the concept of permitting gas stations** to sell alcoholic beverages . . . Chatham Super Markets averted a major strike by settling differences with its meat plant workers, who walked out for 1½ days prior to the settlement.

President Tony Munaco announced the appointment of an **AFD Past-Presidents Council**, to consist of all active past-presidents in good standing, and named Phil Saverino to chair the group, and Al Verbrugge as co-chairman. "It's a shame not to utilize the expertise and experience of our past-presidents to help guide AFD," Munaco said.

AFD's Ed Deeb participated in a consumer seminar sponsored by **Michigan State University's** extension



Outgoing AFD president, Jerry Yono, received a legislative tribute at the 65th Annual Trade Dinner. Senator Gil DiNello, center, and State Representative Frank Wierzbicki, right, made the presentation.

service titled: "**Mastering Your Money**." . . . Blue Cross-Blue Shield's 1981 advertising campaign featured AFD as one of a half-dozen companies testifying to the outstanding rates and coverages.

MAY

AFD testified at a State Senate hearing calling for **amendments to the Returnable Container Beverage Law**, asking for a limit of \$25 a day per person in refunds, a third party collection system, and permitting retailers, to refuse unsanitary containers; the amendments passed the Senate, but is still awaiting action by the House . . . Two one-day **Warehouse Sanitation Seminars sponsored by AFD**, the Food and Drug Administration and the Michigan Department of Agriculture were held in Southfield and Grand Rapids . . . **Awrey Bakery's**

71st anniversary birthday party was held at its facility in Livonia.

Sen. David Plawecki, declared candidate for Governor, appeared before the AFD Board to state reasons why he felt qualified for the position if elected . . . Vincent Jim Vitale was elected the new president of the **Eastern Market Wholesale District Council**; AFD pledged to assist Mr. Vitale in his new position.

AFD awarded five \$500 college scholarships to sons and daughters of AFD member families or those employed by member stores and companies. Recipients were: Randy Chudler, Miss Chenethia Sullen, Miss Vivian Tame, James Mitchell and Kenneth Casolari.

JUNE

On June 2, the **first AFD Free Legal Clinic**, whereby members are permitted one free half-hour private session with AFD attorney Peter Bellanca, was held . . . AFD participated in the newly formed **New Detroit Welfare Task Force**.

AFD Board approve a resolution calling for AFD to support and participate in the newly formed **Greater Detroit/Southeast Michigan Business Attraction Council** . . . AFD strongly opposed Michigan House Bill 4330, the hostage bill, requiring employers to give a one year's notice to employees if they plan to close their business.

The food industry was saddened at the passing of Irv Kander of Independent Biscuit Company, who suffered a heart attack while on the golf course . . . Michigan Food Dealers' Chick Chandler suffered a heart attack also at this time, but has since recuperated nicely.

JULY

AFD met with Dean Pridgeon,

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AFD MEMBER



AFD past president, and scholarship chairman, Lou Vescio, is shown presenting one of five \$500 college scholarships awarded by AFD, to Miss Chenethia Sullen, a freshman at Michigan State University. Tony Munaco looks on.

director, Michigan Department of Agriculture, to outline recommendations for the food industry . . . AFD and Delta Dental mutually agreed to cancel the program with the dental carrier; AFD then transferred the dental coverage to Blue Cross and Blue Shield.

A special edition on Detroit's food industry was published and distributed by the Michigan Chronicle to its readers . . . AFD assisted the Eastern Market District Council in securing a new parking deck.

AFD met with **Robert Little,**

director of the **Wayne County Social Services Department** to review the reactivated Missing Warrants Unit . . . Ed Deeb addressed the **Lakeshore Optimist Club** in Grosse Pointe; his topic: "The food industry today, and tomorrow."

AUGUST

AFD met with **Detroit Council President Erma Henderson** to outline industry concerns and problems in Detroit . . . AFD asked **Wayne County Commissioners** to approve the right

for retailers to sell package liquor on Sundays, as do bars.

Paul Borman, president of Borman's, Inc., operator of Farmer Jack Stores, told an audience of 1,000 persons gathered at the Detroit Plaza Hotel that unfair discounting practices by manufacturers and suppliers is "undermining" the retail grocery business and "wreaking economic havoc with most independent brokers and retail outlets."

LCC commissioner Thomas Van Tiem was appointed Judge of the Detroit District Court by Gov. Milliken . . . Retailers who sell alcoholic beverages were permitted to sell them to 2 a.m.; Previously retailers had to quit selling at 11 p.m. . . **Ed Deeb** appeared on **Buzz Luttrell's WXYZ** radio talk show to relate the severe impact of the returnable container law in Michigan.

AFD's 6th Annual Golf Outing was held at Hillcrest Country Club Aug. 31. The outing was chaired by **Iggy Galante** with committee members including **Mike Simon, Carl Leonhard, Alex Keurjian, Izzy Malin, Tony Munaco, Phil Saverino and Phil Lauri.** Some of the dignitaries on hand included Judges **John Gillis, George Bashara, Jr., and Tom Van Tiem;** and **Walter Douglas** of New Detroit.

(continued on page 12)



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REVIEW

(from page 10)

SEPTEMBER

James Karoub & Associates was appointed as AFD's governmental liaison and representatives in Lansing . . . AFD testified before the **Detroit Zoning Commission** to oppose rules affecting SDM and SDD licenses . . . Attended **Wayne County Commissioners** meeting Sept. 15th to permit Sunday sale of liquor by SDD licensees in Wayne County, which AFD supported.

Representatives of the beverage industry met with officials of **Sacred Heart Alcoholic Rehabilitation** to map out an industry-wide program to raise funds for the center; among the groups and individuals participating were Liquor Vendors Association, Beer-Wine Wholesalers Association, Associated Food Dealers, **G. Mennen**



PETER BELLANCA

Williams and LCC commissioner **Joe Wisniewski** . . . AFD met with Detroit Council person **Erma Henderson** to outline problems and needs of the food industry.

Initiated a new legal column in **The Food Dealer** magazine, written by AFD attorney **Peter Bellanca** . . . AFD participated in an all-day consumer workshop sponsored by the **MSU Extension Service** at St. Paul's Cathedral, Detroit, Sept. 30.

OCTOBER

AFD's Board of Directors formally approve plans to launch our own **Self-Insured Worker's Compensation Program**, through **Creative Risk Management Corporation**, specialists in group worker's compensation coverage.

DAGMR held its **Annual Stag Dinner** at **Vladimir's Hall** . . . AFD met with Wayne County Social Services director **Robert Little** to review the recently enacted **Missing Check Warrants Unit** . . . AFD was one of several groups who participated in a **City of Detroit**-sponsored forum titled: "**101 Ways to Improve Detroit.**"

AFD's Board approve plans to initiate the **AFD Credit Union** . . . The fund-raising cannister drive by Michigan's alcoholic beverage industry to assist Fr. Quinn's **Sacred Heart Alcoholic Rehabilitation Center** was formally launched.

AFD representatives met with Detroit **Councilman Clyde Cleveland** to discuss matters relating to our industry . . . **Lafayette Allen, Jr.**, longtime member of AFD, Board

member, and operator of **Allen's Super Markets**, was officially inducted into the **Detroit Bowlers Hall of Fame**.

AFD held its **17th Annual Awards Night** at the **Royalty House** in **Warren**; **Michael George** of **Melody Farms Dairy** was named the **Industry Man of the Year**. Others honored for **Distinguished Service** were: **Ed Willenborg**, **John Irvine**, **Bill Viviano**, **William O'Connor**, **Simon Gottlieb**, **Frank Harrison**, **Jamal Shallal**, **Paul Borman**, **Sen. Gil DiNello**, **Sen. Michael O'Brien**, **Buzz Luttrell**, **Sheriff William Lucas**, **Louis Stephen** and **Samuel Logan**.

NOVEMBER

AFD met with U.S. Postal officials to review a new **E-Con** program, which could enable businesses to send electronically prepared letters through the mail . . . AFD held a **special membership meeting** Nov. 17 at the **Southfield Manor** to review AFD's **Self-Insured Worker's Compensation Program** for our members, and answer any questions.

AFD's **By-Laws Committee** submitted a draft of amendments to the general membership which were overwhelmingly approved. The amendments expand the scope of the association, and permit supplier

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members full voting rights and election to the Board . . . **Michigan Lottery** officials warned lottery agents about unauthorized "Jackpot 21" tipsheets, which could result in fines to participating lottery agents.

DECEMBER

AFD held its **third free legal clinic** for members, Dec. 1 . . . Executive Director Ed Deeb appeared on **WXYZ-TV7** to relate economic and financial problems facing the industry in 1982 . . . **AFD's Ed Deeb and Maury Young** participated in a combined **FMI-NARGUS seminar** in Washington, D.C. to relate the impact of mandatory deposit laws on our industry.

Lt.-Gov. James Brickley addressed the annual meeting of the AFD, seeking the association's help on a **constitutional amendment** to improve the method for selecting judges and university Trustees. (The AFD Board subsequently approved a resolution to that affect.)

Sen. Edward Pierce also addressed the members stating why he was running for Governor . . . The current AFD officers were re-elected to serve another term: **Tony Munaco**, president; **Larry Joseph and Jamal Shallal**, vice-presidents; **Don Harrington**, Treasurer; and **Jerry Yono**, board chairman. **Willie Cooper** was elected as a new AFD board member, while **Cleo Ashburn, George Byrd, Phil Lauri and Phil Mannone**, were all re-elected for three-year terms.

END OF REPORT



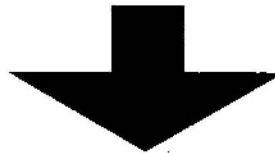
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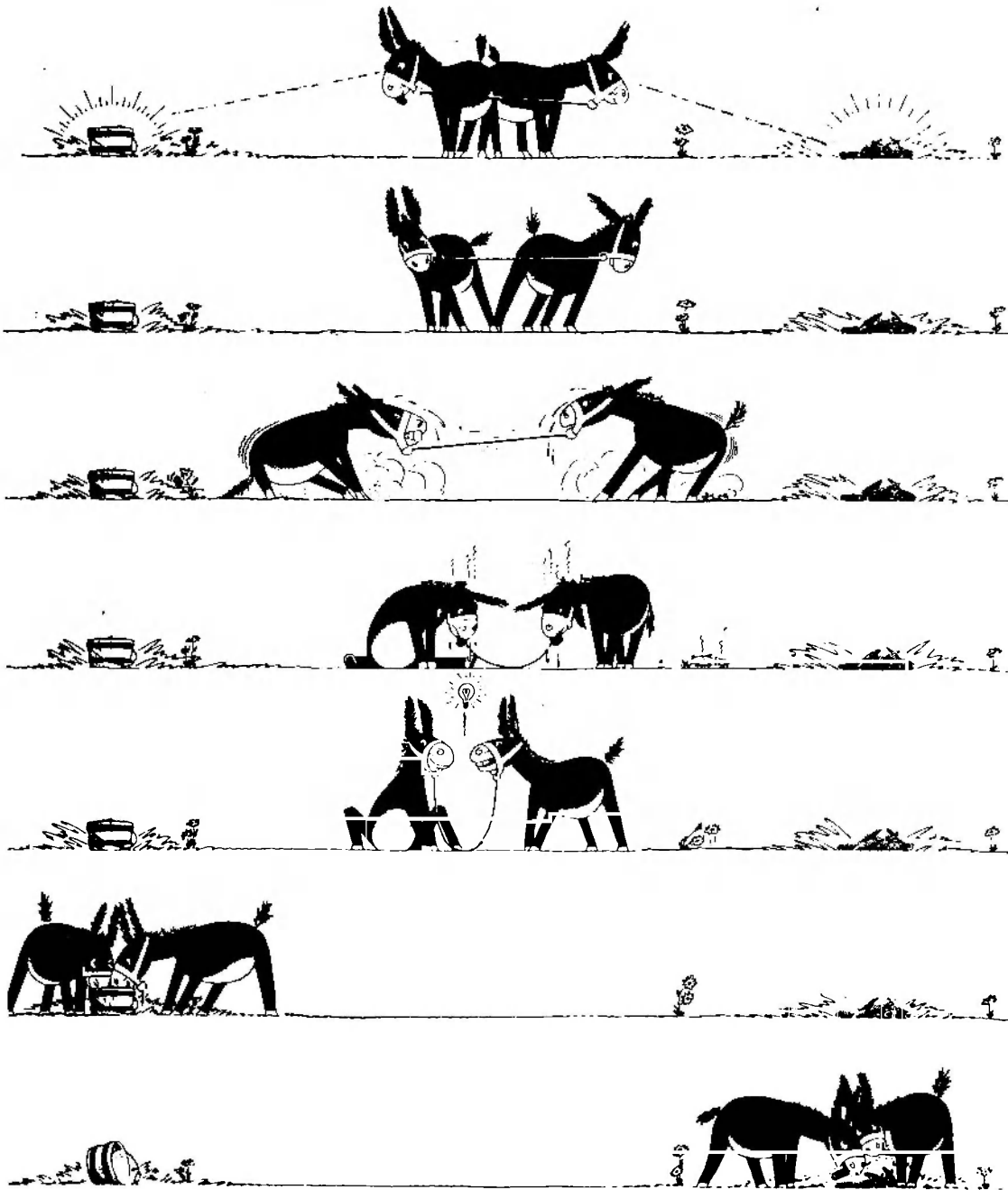
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 Jos. Schlitz Brewing Co. 522-1568
 Seagram Distillers Co. 354-5350
 Seven-Up Bottling Company 937-3500
 Spirits Marketing, Inc. 393-2220
 SquirtPak Sun-Glo Pop (616) 396-2371
 Stroh Brewery Company 259-4800
 H.J. Van Hollenbeck Distributors 469-0441
 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

• 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-Greene & 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 & Gordon 968-4800
 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

Dalaly-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
 Frank P. McBride, Jr., Inc. 886-4460
 Michigan HMO Plans 961-1610
 Mutual of Omaha 569-2200
 K.A. Tappan & Associates 354-0023

• LAW FIRMS

Bellanca, Beattie, DeLisle 882-1100

• LEASING COMPANIES

Atlas Auto Leasing 353-3170

• 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
 Oscar Mayer & Company 421-9030
 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
 American Mailers 842-4000
 Bowls 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

• 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
 Beaver Mechanical Services 343-1616
 Comp-U Check 569-1448
 Gulliver's Travel Company 567-2500
 Melrose Linen Service 386-7700
 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
 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) 892-5593
 Central Grocery Company (1) 235-0605
 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
 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

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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.

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

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