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They’re delectable. Affordable. And available.

Peppermint Schnapps, 60 proof; Amaretto & Cognac, 50 proof; Amaretto Crema Liquore, 50 proof;
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.

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 Vesco, Harvey Weisberg, Officers and Directors
MEMBERS OF ASSOCIATED FOOD DEALERS

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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 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)
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.
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 reorganization 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)
ANNOUNCING THE NEW
AFD SPONSORED LIFESAVING SYSTEM

Microlert
CONCEALED, WEARABLE
Hands-free silent alarm

FOR YOUR STORES OR COMPANIES
"HANDS UP! DON'T MOVE! DON'T REACH OUT!

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can stay where you are, away from your telephone, with your hands
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The emergency calls give your name, your location, and other vital
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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 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,
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.

AFD, 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)
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 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.


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
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 WWY-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
WHEN WE ALL PULL TOGETHER

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