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"The Magazine for the Michigan Grocery and Beverage Market"

FALL, 1982



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Story and pictures on pages 8 and 9.



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THE FOOD DEALER

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

Volume 56 — Number 3 • Copyright 1982

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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

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Special Honor For Lorenzo Davis

AFD member Lorenzo Davis was honored as a "Bridge Builder" recently by the Laymen's Organization of New Calvary Baptist Church, Detroit. Shown here with Davis, second from the right, are Congressman George W. Crockett, Jr., left, who was also so honored. Others in the picture are, Dr. Charles Butler, second from left, Pastor of New Calvary Baptist Church; and William Beckman, Layman's co-chairman.

Since they opened their first store in 1949, Davis and his wife Josie, have built the business into one of the most successful neighborhood grocery stores in the city of Detroit.



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.

Off The Deeb End

EDWARD DEEB
AFD Executive Director



AS AFD GROWS, OUR MEMBERS BENEFIT

We are pleased to announce to the membership that, despite the trying economic times we are experiencing, our membership was increased by 324 brand new members during 1982, to date.

The major reasons for the regular increase in our membership is due mainly to the strength of unity of our members pulling together (along with our clout), and some important key benefits we are providing.

Some of these important benefits include the following:

AFD CREDIT UNION. As we recently announced to our members, the former Chatham Employees Credit Union was re-chartered into the AFD Credit Union, and is now available to our over 3,400 members and their 44,000 employees around Michigan. (Take advantage of this service.)

FREE LEGAL CLINICS. With the addition of Peter Bellanca and his law firm as legal counselors to AFD, came the advent of free (no charge) legal clinics for our members. Basically, this meant that our members were entitled to one free half-hour session by appointment with Mr. Bellanca during regularly scheduled clinics. At this time, one could discuss anything at all.

GOVERNMENT RELATIONS. Although AFD has consistently been quite strong and active in government affairs, with the appointment of James Karoub Associates, the premiere legislative liaisons in Lansing, AFD has become even stronger and more involved in representing the interests of all our members at all levels of local, state and federal governments.

COMMUNITY RELATIONS. 1982 will go down as a memorable year for AFD in the area of community relations. We continued to form alliances and coalitions with other civic groups within the community, including the maintaining of our AFD-New Detroit Community Task Force. In addition, the first Youth Fun and Sports Day turned out to be a phenomenal success. (See story and pictures, center spread.) Also, we increased our involvement with neighborhood clubs to enhance the food industry's chances to participate in and benefit by community and economic development programs. Just to mention a couple of the things we did.

As a result of the above, and all of the involvement of AFD, it increased our public responsibility for disseminating industry-wide news and information on our industry with regard to the area news media, including newspapers, radio stations, TV stations, wire services, etc.

It is no wonder then that more and more stores and companies are becoming part of AFD. The more unity our industry has, the more strength and clout we have to help get the job done. We are proud we stand taller today than ever before.

Thank you for your needed support.

John Stroff
 1775
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 1810
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 1850
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 1886
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I personally hope you enjoy it.

John W. Stroh
 Chairman

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The President's Message

TONY MUNACO
AFD President



IT COULD NOT HAVE BEEN POSSIBLE WITHOUT YOUR HELP

Soon, I will be concluding my second term as the president of Associated Food Dealers.

All of the many positive goals we have accomplished . . . the many services . . . the numerous programs . . . could not have been possible without all of your help. Therefore, at this time, I wish to thank my fellow officers . . . all of the board members . . . the various committee members and chairmen for the support you have given me.

Being president of AFD is no easy task. It means being at various meetings, making reports, traveling to Lansing to testify before legislative committees. No question there is some strain and hardship incurred while serving as president of such a major organization as AFD. It is not an easy job.

Having the Association and the membership in mind, I have given careful consideration to several ways in which the AFD can continue to grow, while giving more and more of our members a chance to participate with us.

1. Activate and make more meaningful our various committees, with specific duties spelled out.

2. Recommend that AFD Board Members chair the committees, but have various individuals from the general membership be appointed to serve on the committees. This will enable us to work more closely with the newer people, who could become candidates for the Board.

3. To stagger the board meetings to be held every other month, permitting the committees to meet the months in-between. This would permit the committees to function and consider various recommendations prior to submitting them to the full board.

If we want to continue to grow and expand the organization, we need to implement these recommendations for the good of the organization in the long run.

In closing, I also wish to thank AFD legal counselor Peter Bellanca . . . the past presidents of the organization . . . and Ed Deeb and the AFD staff whom I feel are doing an outstanding job.

I wish to thank the committee chairpeople as well, including Larry Joseph and the Trade Relations Committee; Jamal Shallal and the Government Relations Committee; Phil Lauri and the Liquor Committee; Maury Young and the Beverage Container Committee; the late Don Rishoi for the great job he did with the Agriculture and Sanitation Committee; Jerry Yono and the New Detroit and Community Relations Committee; Phil Saverino and Al Verbrugge and the Past Presidents Council; and Lou Vescio and his committee for the great job he and his Nominating Committee have done over the years.

THANK YOU ALL VERY MUCH.

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Huge Success A Tribute to I

Youth Fun and Sports Day held last summer at Belle Isle was hailed a "huge success" by the food industry participants, the 30 co-sponsoring community organizations and the major sponsors. The event, designed to help improve community relations generally, and to do something for the area's youth saw some 2,300 youngsters and 400 adult volunteer supervisors on hand for the sports clinics, games and refreshments which were served. Major sponsors of the event were Associated Food Dealers, WJBK-TV, the Detroit Free Press, Detroit News, WJLB Radio and the Detroit Dept. of Parks and Recreation. The event's co-chairpersons were Tom Fox of TV and AFD's Ed Deeb.

Sports celebrities on hand included Charlie Sanders, Lee Barney and Jim Thrower, former Lions; Kent Benson of the Pistons, and former Piston Dave Bing; and boxing champion Tommy Hearns, to mention a few.

Games and events the youth participated in include boxing, basketball, football and cheer-leading clinics, the new earth-ball games, volleyball, parachute games and track and field, to mention a few; followed by food, refreshments and beverage provided by the food distribution industry.

The Youth Fun and Sports Day Committee wishes to thank those of the food industry who actively participated in the successful event. They include; Suppliers: Awrey Bakerie, Oscar Mayer Co., Peter Eckrich & Sons, Peschke Packing Co., Wilson Dairy Company, Melody Farms Dairy, Wesley's Ice Cream, Stroh Ice Cream, Everfresh Juice Co., Archway Cookies, Independent Biscuit Co., Kar-Nut Products, Bett Made Potato Chips, Frito-Lay, Inc., Tom's Foods, Fred Sander





Youth Fun & Sports Day Try Cooperation

Company, Detroit Coca-Cola, Pepsi-Cola Company, Faygo Beverages, Vernor's, Inc., Red Pelican Foods; and various produce vendors from the Eastern Market, including Faro Vitale & Sons, Tom Mocerri & Sons and the Eastern Market District Council; Belmont Paper Company, Sysco-Miesel Company and Variety Vendors. Retailers: K&G Food Mart, Savon Foods, Grand Foods, Regal Food Center, Armour Foods, Great American Foods, Parkway Market, S&D Variety Store, Hamilton Foods, King Cole Markets, Mt. Elliott-Charlevoix Market, Mack-Bewick Market, Brother John's Community Store and Chatham Super Markets. The retailers rented buses to take bus loads of youth from their areas to the Youth Day event, and passed out T-Shirts.

The idea for this outstanding event got started when AFD's Ed Deeb and WJBK-TV's Tom Fox got together to see what could be done for area youth during today's trying times. This was only about a month before the event was actually kicked-off! At first, they wondered if it would be possible to organize an activity as big as this in a very short time — or should it be planned for next year. As you now know, they decided that a year's delay would be much too long, so they put their plan into action immediately.

The first thing Ed and Tom did was contact about 50 area community organizations, service clubs, church groups, media, and others, to see if they would like to support such an event to be spear-headed by AFD and TV2. About 30 of them immediately responded by saying "yes," the others felt they did not have enough preparation time for 1982, but would be interested in 1983.



The Rude Customer Can Be Dealt With and Held As A Customer



In the course of a day, many staff members will come into contact with a rude or unfeeling customer. During a career, every one of us will be confronted with the insults and the dressing down that many gruff customers are expert at. Instead of avoiding or ignoring these offensive individuals, as we may be tempted to do, and lose the customer for sure, we must learn to handle them and to think of them as another link in the chain we forge towards guaranteeing a strong and reliable career.

For many people it is extremely easy to forget "the customer is always right," when a belligerent customer starts to cut us to pieces with a sharp tongue. However, instead of reducing yourself to the customer's level of crudeness by telling him off, take a few minutes to review these suggestions:

1. Don't make matters worse by losing control of your emotions. Just, because the customer loses his cool does not justify your losing yours. When you find yourself in a situation where your steam is starting to rise, count to 10 and try to think of something pleasant.

2. Listen carefully to him with a closed mouth. Not only is there a good chance that you will learn something that might be of value to you, there is a strong possibility he will become more civil after he has had his uninterrupted say.

3. Ask yourself: "Does it really matter that this customer is being obnoxious to me?" Don't take his comments personally. Instead, concentrate on the end result of your activity — keeping a customer happy.

4. Try not to form a negative at-

titude toward a gruff prospect by mentally comparing him with the customers you enjoy waiting on. Attempt to latch onto a positive trait and concentrate on it.

5. Try looking at your customer's rude habits in a different light, and then comment positively about them. For instance, "You know, Mr. Block, I really respect people who tell me exactly what they think."

6. Don't fall into the trap of thinking that your customer hates you just because he is acting like he does. He may be having an extremely bad day. Remember, if you can stick with a customer, you will probably be able to keep him.

7. Always be tolerant, no matter how difficult the individual may be. If you want to keep business, learn to completely overlook the faults of your customers.

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ACCOUNTING TOPICS

by George Shamie, Jr., CPA/AFD Certified Public Accountant

BUSINESS DEDUCTIONS FOR HOLIDAY GIFT GIVING AND ENTERTAINMENT

During the upcoming holiday season many businesses will do a great deal of entertaining and gift giving. If your business is one of them, keep in mind the following general rules to insure your expenses are deductible.

Gifts: You are allowed a deduction of up to \$25.00 for business gifts to valued customers and suppliers. Anything in excess of the \$25.00 limitation is not deductible. The limitation for gifts to employees is much higher, however. The law currently allows gifts costing up to \$400.00 to employees for length of service or safety achievement.

Entertainment: The \$25.00 limit does not apply here. You may deduct the entire cost if the purpose

of your entertaining is either directly related to or associated with your business. You must have a bonafide business discussion either directly before or directly after the entertainment.

Christmas Parties: Many companies have Christmas parties for their employees. They provide all the food, beverages, and entertainment. All of these costs are fully deductible as long as the party is primarily for all employees.

Bonuses: Generally, bonuses are considered income to the employee and are treated as wages on W-2's and payroll tax returns. Withholding taxes must be taken out on these amounts.

Remember, good record keeping is very important. You will lose your gift and entertainment deductions if you cannot prove them.

YEAR-END PERSONNEL TAX PLANNING CONSIDERATIONS

With the year end just around the corner it is important to begin thinking about the tax return you

will be filing in early 1983. The implications of the Tax Equity and Fiscal Responsibility Act (TEFRA), which was passed this year, along with some provisions of the Economic Recovery Tax Act (ERTA), which effect the current year, made pre year-end tax planning essential.

Since next years tax rates will be lower than the current year, it makes sense to speed up your deductions in the higher tax year and defer as much income as possible into the lower tax year.

Generally speaking, most individuals report on the cash-basis which means income is recognized when received and deductions are recognized when paid. The key is timing.

The approach is to project both income and deductions for 1982 and 1983. If you have more taxable income in 1982 try to arrange the income to be received in 1983 and pay deductible expenses in 1982.

You may want to contact your CPA or tax advisor to further discuss the many other considerations of the new tax laws

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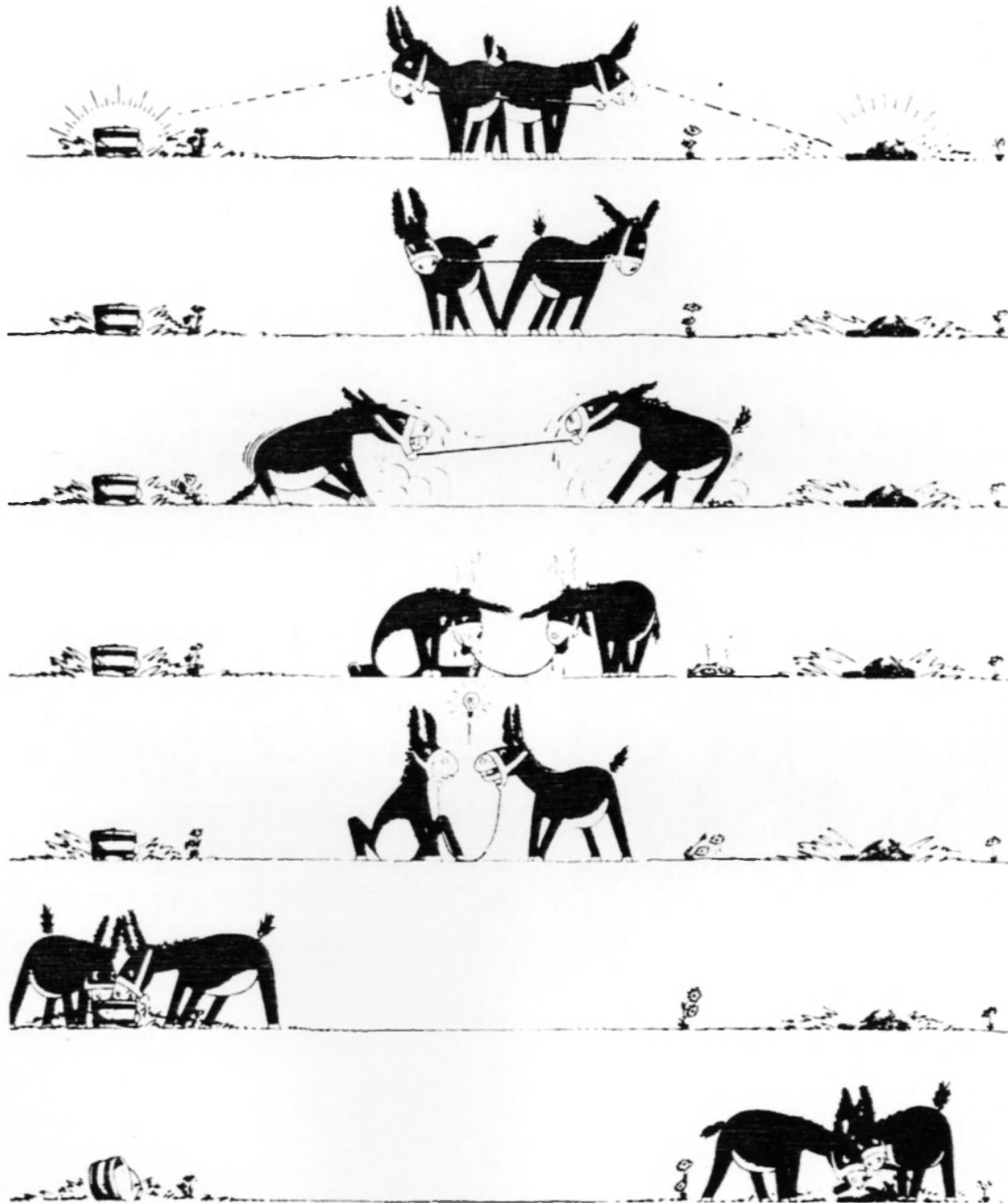
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Thirteen New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association representing over 3,400 members, wishes to welcome aboard these 13 new supplier members to the Association. Their names, addresses and phone numbers are as follows:

ASSOCIATES FINANCIAL EXPRESS, parent company for Consumer Money Orders, our money order program, P.O. Box 220097, Dallas, Tex. 75222; phone: (313) 386-8745.

AFD CREDIT UNION, 28727 Dequindre Rd., Madison Heights, Mich. 48071; phone: (313) 547-0022.

CHUCK BATCHELLER COMPANY, food brokerage and manufacturers' representative, 29501 Greenfield, Suite 207, Southfield, Mich. 48076; phone: (313) 559-2422.

CITY FOODS BROKERAGE CO., food brokerage, 3273 Hubbard, Detroit, Mich. 48210; phone: (313) 894-3000.

FIVE G's FOOD BROKERS, food brokerage and manufacturers' representatives, 45765 Plum Grove Rd., Mt. Clemens, Mich. 48044; phone (313) 286-8555.

METRO GROCERY, INC., wholesale grocery company, 1331 Holden Ave., Detroit, Mich. 48202; phone: (313) 871-4000.

MICHIGAN CHRONICLE, major newspaper, 479 Ledyard, Detroit, Mich. 48201; phone: (313) 963-5522.

MICHIGAN WHOLESALE CANDY & TOBACCO CO., candy and tobacco wholesalers, suppliers to independent stores, 8720 Mack Ave., Detroit, Mich. 48214; phone: (313) 923-2808.

PHILIP OLENDER & COMPANY, wholesale company and distributor, 5800 Vincent, Hamtramck, Mich. 48211; phone: (313) 921-3310.

SHERWOOD DAIRY DISTRIBUTORS, INC., wholesalers of a variety of dairy products, 669 Lynndale Court, Rochester, Mich.; 48063; phone: (313) 375-1721.

STATE WHOLESALE GROCERS, wholesale grocery company, 2465 Russell St., Detroit, Mich. 48207; phone: (313) 567-7654.

UNIVERSAL CIGAR CORPORATION, cigar and tobacco producer and distributor, 654 Madison Ave., New York, N.Y. 10021; phone: (212) 753-5700.

WILTSE & COMPANY, INC., food brokerage and manufacturers' representatives, 327-8 Five Mile Road, Livonia, Mich. 48154; phone: (313) 525-2500.

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



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1. TITLE OF PUBLICATION THE FOOD DEALER		2. PUBLICATION NO. 01829720	3. DATE OF FILING 10-25-82
4. COMPLETE MAILING ADDRESS OF KNOWN OFFICE OF PUBLICATION (Street, City, County, State and ZIP Code) (Not printer)		5. AGENCY, SUBSCRIPTION PRICE	
125 W. Eight Mile Road, Detroit, Wayne, Michigan 48203		Four \$3.00	
6. COMPLETE MAILING ADDRESS OF THE HEADQUARTERS OR GENERAL BUSINESS OFFICES OF THE PUBLISHERS (Not printer)			
125 W. Eight Mile Road, Detroit, Wayne, Michigan 48203			
7. FULL NAMES AND COMPLETE MAILING ADDRESSES OF PUBLISHER, EDITOR, AND MANAGING EDITOR (This box must not be blank)			
PUBLISHER (Name and Complete Mailing Address) ASSOCIATED FOOD DEALERS, 125 W. Eight Mile Road, Detroit, Michigan 48203			
EDITOR (Name and Complete Mailing Address) Edward Deeb, 125 W. Eight Mile Road, Detroit, Michigan 48203			
MANAGING EDITOR (Name and Complete Mailing Address) None			
8. OWNER (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual must be given. If the publication is published by a nonprofit organization, its name and address must be stated.) (Owner must be completed)			
FULL NAME COMPLETE MAILING ADDRESS			
ASSOCIATED FOOD DEALERS 125 W. Eight Mile Road, Detroit, Mich 48203			
9. BONDHOLDERS, MORTGAGEES, AND OTHER SECURITY HOLDERS OWNING OR HOLDING 1 PERCENT OR MORE OF TOTAL AMOUNT OF BONDS, MORTGAGES OR OTHER SECURITIES (If there are none, so state)			
FULL NAME COMPLETE MAILING ADDRESS			
None			
10. FOR COMPLETION BY NONPROFIT ORGANIZATIONS AUTHORIZED TO MAIL AT SPECIAL RATES (Section 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000)			
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Entenmann's 464-8008
Franchise Bakery, Inc. (1) 674-4671
Grennan Cook Book Cakes 896-3400
Grocers Baking Co (Oven Fresh) 537-2747
Independent Biscuit Co 584-1110
Koeppinger's Bakery, Inc. 967-2020
Pepperidge Farms 435-2145
Fred Sanders Co 868-5700
Schafer Bakeries (517) 386-1610
S & M Biscuit Dist'g Co 893-4747
Stella D' Oro Cookies 893-4747
Taystee Bread 896-3400
Vincent Trescone Co 977-6634
Wondor Bread 963-2330

BANKS:

Comerica, Inc. 222-3898

BEVERAGES:

Abe Cherry Distributors 923-0044
Action Distributing Co 591-3232
Anheuser-Busch, Inc. 642-5888
Bellino's Quality Beverages 675-9566
Canada Dry Corp 937-3500
Coca-Cola Bottling Co 897-5000
J. Lewis Cooper Co 835-6400
EverFresh Juice Co 755-9500
Harvey W. Ewald & Assoc 527-1654
Faygo Beverages 925-1600
G. Heileman Brewing Co 941-0810
Hubert Distributors, Inc. 858-2340
Kozak Distributors, Inc. 925-3220
Don Lee Distributors, Inc. 584-7100
L & L Liquor Sales 362-1801
L & L Wine Co 491-2828
Harold P. Meloche Co 534-1860
Metes & Powers, Inc. 682-2010
Metropolplex Beverage Corp 897-5000
Miller Brewing Co 465-2866
Mohawk Liqueur Corp 962-4545
Needham & Nielsen Sales 476-8735
O'Donnell Importing Co 386-7600
Pabst Brewing Co 525-7752
Pepsi-Cola Bottling Co 362-9110
Jos. Schlitz Brewing Co 522-1568
Seagram Distillers Co 354-5350
Seven-Up Bottling Co 937-3500
Stroh Brewery Co 259-4800
H.J. Van Hollenbeck Dist's 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 Co 293-8282
E.J. Wierfman Co 521-8847

BROKERS,

REPRESENTATIVES:

Acme Food Brokerage 968-0300
American Food Assoc 478-8910
Bob Arnold & Assoc 646-0578
Chuck Batchelder Co 559-2422
J.M. Bellardi & Assoc 772-4100
B-W Sales 546-4200
City Foods Brokerage Co 894-3000
Conrady-Greenson & Assoc 335-2088
Continental Food Brokerage 525-1120
Embassy Distributing 352-4243
Estabrooks Marketing 553-3637
Five G's Food Brokers 286-8555
Paul Inman Assoc 626-8300
Harold M. Lincoln Co 477-0900
McMahon & McDonald 477-7182
Marks & Goergens, Inc. 354-1600
Mid-America Food Brokers 478-8840
Nationwide Food Brokers 569-7030
Northland Marketing 353-0222
J.B. Novak & Assoc (1) 752-6453
The Pleister Co 591-1900
Regale Importing & Brokers 882-0695

Sahakian, Salm & Gordon 968-4800
Sosin Sales Co 557-7220
Stark & Co 358-3800
James K. Tamakian Co 352-3500
UBC Marketing 471-1480
John West & Assoc 360-0536
Wiltzie & Company 525-2500

CANDY & TOBACCO:

Fontana Brothers, Inc. 897-4000
J & J Whislie Tobacco & Candy 754-2727
Mich Whislie Tobacco & Candy 923-2808
Quality Distributors 538-2961
Royal Tobacco & Candy 892-0460
Universal Cigar Corp. (212) 753-5700
Wolverine Cigar Co 554-2033

CATERING HALLS:

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

CONTRACTORS:

John L. Ward & Co 645-1677

COUPON REDEMPTION:

Associated Food Dealers (313) 366-2400

CREDIT UNIONS:

AFD Credit Union 547-0022

DAIRY PRODUCTS:

The Borden Co 583-9191
Tom Davis & Sons Dairy 894-0022
Detroit City Dairy, Inc. 868-5511
Detroit Pure Milk (Farm Maid) 837-6000
Grocer's Dairy Co (616) 243-0173
McDonald Dairy Co (313) 232-9193
Melody Farms Dairy 525-4000
Major's Dairy Co 861-7050
Sherwood Dairy Distributors 375-1721
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

DELICATESSEN:

Dudek Deli Foods (Quaker) 891-5226

DENTISTS:

Richard E. Klein, DDS, PC 547-2910

EGGS & POULTRY:

Eastern Poultry Co 875-4040
Linwood Egg Co 524-9550
Orleans Poultry Co 931-7060

FISH & SEAFOOD

Al Deuel Trout Farm (1) 784-5427
Great Lakes Fish & Seafood 368-6050
Hamilton Fish Co, Inc. (1) 832-6100
Michigan Food Sales 882-7779

FLORISTS:

Livernois-Davison Florist 933-0081

FRESH PRODUCE:

Claramitaro Bros., Inc. 567-9065
Cusumano Bros. Produce Co 921-7100
Hadley Fruit Orchards 569-7030
H.C. MacClaren, Inc. 841-3854
Tony Serra & Sons Produce 758-0791
Faro Vitale & Sons 393-2200

ICE PRODUCTS:

Midwest Ice Corp 868-8800

IMPORTERS-EXPORTERS:

Dailay-International & Assoc 353-2722
Energy International Corp 362-4266

INSECT CONTROL:

Atlas Pest Control 961-1388
Nu-Method Pest Control Service 898-1543
Rose Exterminator Co 588-1005

INSURANCE, PENSION PLANS:

Blue Cross, Blue Shield 225-8000
Ward S. Campbell Inc (616) 531-9160
Creative Risk Mgmt Corp (1) 792-6355
Frank P. McBride, Jr., Inc. 886-4460
Prime Underwriters, Inc. 837-8737
K.A. Tappan & Assoc 354-0023
Tock, Bridge & Assoc 259-0655

INVENTORY, BOOKKEEPING, TAXES:

Abacus Inventory Specialist 362-3110
Approved Inventory Specialists Co 571-7155
Farquharson & Pointon 353-1130
Gohs Inventory Service 353-5033
Quality Inventory Specialists 771-9526
George R. Shamie, Jr., CPA 474-2000
Washington Inventory Service 557-1272

LAW FIRMS:

Bellanca, Beattie, DeLisle 882-1100

LEASING COMPANIES:

Atlas Auto Leasing 353-3170

MANUFACTURERS:

Carnation Co 851-8480
Del Monte Foods 968-1111
General Foods, Corp 427-5500
General Mills, Inc 354-6140
Green Giant Co (313) 879-0931
Kellogg Sales Co 855-1060
Kraft Foods 261-2800
McInerney's Syrup Co 477-6333
Nabisco, Inc 478-1400
Prince Co 772-0900
Procter & Gamble Co 336-2800
Quaker Oats Co 645-1510
Ralston Purina Co 477-5805
Red Pelican Food Products 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 Co 832-6080
Glendale Foods 962-5973
Guzzardo Wholesale Meats, Inc 833-3555
Hartig Meats 832-2080
Herrud & Co (616) 456-7235
Hygrade Food Products 464-2400
J.N.D. Assoc (1) 661-2121
J.G. Food Products 296-7330
Kowalski Sausage Co 873-8200
L-K-L Packing Co 833-1590
Oscar Mayer & Co 421-9030
M&G Foods, Inc 893-4228
Maxwell Foods, Inc 923-9000
Metro Packing Co 259-8872
Midwest Sausage & Corned Beef 875-8183
Milton Chili Co 585-0300
Naser International 464-7053
National Chili Co 365-5611
Pesckhe Sausage Co 368-3310
Peter Eckrich & Son, Inc 937-2266
Potok Packing Co 893-4228
Regal Packing Co 875-6777
R.E. Smith, Inc 894-4369
Vasara Meats, Ltd 791-7316
Weeks & Sons (Richmond) 727-3535
Winter Sausage M 777-9080
Wolverine Packing Co 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
Michigan Chronicle 963-5522
Observer & Eccentric Newsp's 591-2300
Port Huron Times Herald (1) 985-7171
WBIV-TV 222-0444
WJBK-TV 557-9000
WWJ-AM-FM 222-2636

MONEY ORDERS:

Associates Financial Express 386-8745

NON-FOOD DIST'S:

Cleanway Products 834-8400
El-Kay Distributors Co 861-0208
Household Products, Inc 682-1400
Ludington News Co 925-7600
Nationwide Food Brokers 569-7030
Warrior Martial Arts Supplies 865-0111

EQUIPMENT, OFFICE SUPPLIES:

City Office Supplies, Inc 885-5402
Flint Office Supply (1) 235-0676

POTATO CHIPS & NUTS:

Better Made Potato Chips 925-4774
Frito-Lay, Inc 271-3000
Jay's Foods 731-8400
Kar-Nut Products Co 541-7870
Superior Potato Chips 834-0800
Variety Nut & Date 268-4900

PROMOTION:

Action Adv. Dist. & Mailing Co 964-4500
American Mailers 842-4000
Bowlus Display Co (signs) 278-6288
J.H. Corp 582-2700
Panel Display Corp 776-7080
Stephen's Nu-Ad Adv & Prom 521-3792
Stanley's Adv. & Distributing 961-7177

REAL ESTATE:

Butts & Co 644-7712
Earl Keim Realty, North 559-1300
Kryszak Enterprises 362-1668
O'Riley Realty & Investments 689-8844

RENDERERS:

Darling & Co 928-7400
Wayne Soap Co 842-6002

SERVICES:

American Synergistics 464-3333
Atlantic Saw Service Co (800) 631-7650
Beaver Mechanical Services 343-1616
Comp-U Check 569-1448
Daniels Glass Co 538-2746
Financial & Marketing Ent'prises 547-2813
Gulliver's Travel Co 567-2500
Melrose Linen Service 366-7700
Print-Guard Thumbprints 343-0222
Preferred Marketing Service 569-4042
Reed, Roberts & Assoc (1) 852-6600
Relay Corp 477-3500
A.J. Shaheen Electric Co 885-3670
Squier Sash & Screen Co 882-5697
M.A. Young, Consultant 477-1111
Suburban Coffee Service 541-8522
Swiss-Clean, Inc. (Taski) 348-6100

SPICES & EXTRACTS:

Rafal Spice Company 962-6473

EQUIPMENT, STORE SUPPLIES:

AAA Pallet Co 892-4360
Almor Corp 399-3320
Belmont Paper & Bag Co 491-6550
Frazza Equipment, Inc 778-6111
Hobart Corp 542-5938
Hussman Refrigeration, Inc 471-0710
Liberty Paper & Bag Co 921-3400
Lepire Paper & Twine Co 921-2834
Multi Refrigeration, Inc 399-3100
Pappas Cutlery & Grinding 965-3872
Wilson Business Machines 478-7700
Zack Enterprises, Inc 554-2921

WAREHOUSES:

U.S. Cold Storage 791-7316

WHOLESALE, FOOD DISTRIBUTORS:

Associated Grocers of Mich (517) 694-3923
Bay City Milling & Grocer Co (517) 892-5593
Central Grocery Co (1) 235-0605
Detroit Marine Supply Co 842-2760
Jerusalem Falafel Mfg. Co 595-8505
Kaplan's Wholesale Food Service 961-6561
Kramer Food Co 585-8141
Loddy Wholesale Co 272-2218
M & B Distributing Co (1) 767-5460
Metro Grocery, Inc 871-4000
Philip Offender & Co 921-3310
Rainbow Ethnic & Spec'ly Foods 345-3858
Raskin Foods, Inc 759-3113
Scott Lad Foods, Inc (419) 228-3141
Spartan Stores, Inc (616) 878-2000
State Wholesale Grocers 567-7654
Super Food Services, Inc (517) 823-8421
Tom's Foods 562-6660
United Whislie Grocery Co (616) 878-2276
Abner Wolf, Inc 943-3368

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