



THE FOOD DEALER

"The Magazine for the Michigan Grocery and Beverage Market"

SUMMER, 1982



AFD Meets With Mayor Young

AFD BOARD MEMBERS express interest in economic development opportunities for retailers during a recent meeting with Detroit's Mayor Coleman Young. Pictured above, seated, left to right: AFD President Tony Munaco, Edward Deeb and Mayor Young. Standing, left to right: Mayoral aide Malcolm Dade, Jerry Yono, Lafayette Allen, Jr., AFD legal counselor Peter Bellanca and Willie Cooper.



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THE FOOD DEALER

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AFD Forwards Concerns On Agent Commissions, Procedures To Lottery Bureau

In a meeting with officials of the Michigan State Lottery Bureau, the Associated Food Dealers of Michigan (AFD) called on the bureau to create greater financial incentives for the 1,200 lottery agents who are responsible for the sales success of the state's lottery.

To date, the retail lottery agents have handled over \$3 billion in lottery ticket sales since the inception of the program in 1972.

The food dealers association expressed its concern to Lottery Com-

missioner William Nugent that, due to inflation and rising costs, lottery agent commissions have been reduced while costing retailers more to handle the lottery sales.

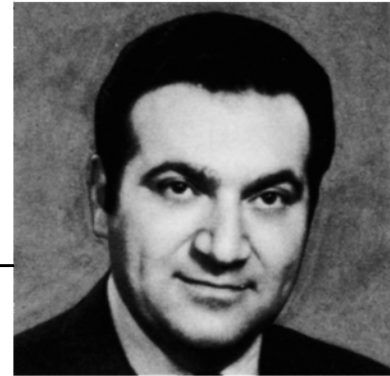
AFD also recommended that formal procedures be developed between the Lottery Bureau and the agents, specifying how application for licenses will be processed, establishment of operating procedures, and how special problem situation will be handled.

Meanwhile, AFD had praise for the work Nugent and the Lottery Bureau staff are doing. "The Bureau has been most sensitive to the needs of lottery agents from the beginning. It is our hope we can continue to communicate problems as they occur and develop guidelines where needed," said Edward Deeb, AFD executive director. "We also hope the bureau will take another look at how inflation and rising operation costs chip away at lottery agent commissions."

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



AFD CREDIT UNION

After two years of planning and implementation, the Michigan Financial Institutions Bureau has approved the expansion of the former Chatham Employees Credit Union into the newly chartered AFD Credit Union.

This should prove a real benefit to the owners and employees of all member stores and companies of the Associated Food Dealers, and continues credit union services to Chatham Super Markets employees.

Those of you familiar with credit unions realize to begin with two immediate features for belonging to and supporting: one, high yield interest bearing savings accounts, and two, low interest loans. These features and many others are now available to all owners and employees of AFD member's firms. They include:

Savings insured by the Federal government to \$100,000; no-cost payroll deduction for a person who wants to place a contribution into their account; direct deposit service (internally) through payroll, or on your own (externally); CU service centers throughout Detroit and other out-state cities; \$2,000 free life insurance on the first \$2,000 you place into a savings account; etc.

There are several graduated interest-bearing savings accounts, which typically pay one-fourth of one percent more interest than banks do. Regular: 6%; \$1,000 and over: 6½%; \$3,000 and over: 7%; \$5,000 and over: 7½%; \$7,500 and over: 8%, plus a money market program, all-savers certificates, IRA and Keogh plans.

Loans at attractive rates will also prove valuable to CU members. There is a 12% loan on new products and equipment with title (as cars); 15% loans on any other type of purchase. Also, there is up to \$2,500 in 15% loans on any other type of purchase. Also, there is up to \$2,500 in revolving credit to those members who qualify, also at the 15% rate.

In addition, there is no-charge financial analysis available; no-charge certified checks; and no-charge notary service among other advantages.

The real advantage of a credit union is that the CU returns back to its participating members 95% of all interest earned on a pro-rata basis because it is a non-profit organization. Those participating are part owners through their shares, have a say and are involved in electing your own representatives to the board.

The AFD Credit Union is your own credit union. Take advantage of these wonderful new services now available to you.

Michigan, we're giving your business a whole new twist.

Get ready, Michigan retailers. New twist-off top bottles of Budweiser and Busch are now ready for delivery. And that's better for you, your customers and Michigan.

More sales for you.

These new twist-off top bottles are a proven winner! Customers like the ease of the twist-off cap. *And* the more attractive bottles. Test market results right here in Michigan have already shown a significant sales increase.

More convenience too.

These new twist-off bottles help ease your backroom handling problems. Because now all Anheuser-Busch bottles—Budweiser®, Budweiser®Light, Michelob®, Michelob®Light, Busch® and Natural Light—can be placed together in one carton. No more time-consuming sorting. And that saves you time *and* money.

Better for the environment too.

These new twist-off bottles of Budweiser and Busch have one more benefit too. They're completely reusable. Which means they help preserve Michigan's environment by saving precious energy.

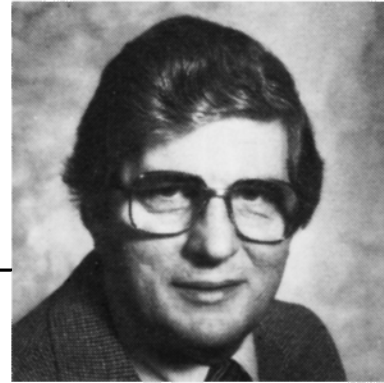
So start ordering Budweiser and Busch in their new twist-off top bottles today. By working together, we'll help keep Michigan a cleaner place to live. And that way we all share in the profits.



ANHEUSER-BUSCH, INC. • ST. LOUIS

The President's Message

TONY MUNACO
AFD President



COUPONS BECOMING A NUISANCE TO MARKET OPERATORS

Last Winter, the U.S. Postal Authorities had a reputable national advertising agency run a fictitious advertisement for a factitious product known as "Attract" shampoo.

As a result, it was recently reported on NBC-TV nationally that some 6,000 retailers across the country accepted coupons for the non-existent Attract shampoo, and thus, an investigation was underway.

The postal people came under some criticism for its scheme which some even said was "entrapment." The daily newspapers which ran the ads were concerned too. They had run the ad because of the fine reputation of the ad agency, and of its client the U.S. Post Office, but were unaware of the non-existent product.

Most retailers who legitimately redeem coupons were concerned because oftentimes, during the busy peak hours, cashiers simply tabulate the total of coupons from shoppers without verifying the products. Under these circumstances, it is understandable a coupon or two could be accepted without any wilful attempt to defraud a manufacturer or the post office.

What has not been reported through the public news media is that coupons by and large have become a nuisance to retailers. They are a problem because it requires retailers to (1) make an accounting of coupons being redeemed; (2) must adjust cash and verify it against coupon payments; (3) slows up the checkout lines because of extra handling and verification; and (4) is costly in it takes a while to receive money for coupons being redeemed.

Most retailers would prefer manufacturers who redeem coupons to relieve them of these extra burdens in running their stores, by offering consumers discounts directly in the price of the product, or coupons sent in directly to manufacturers.

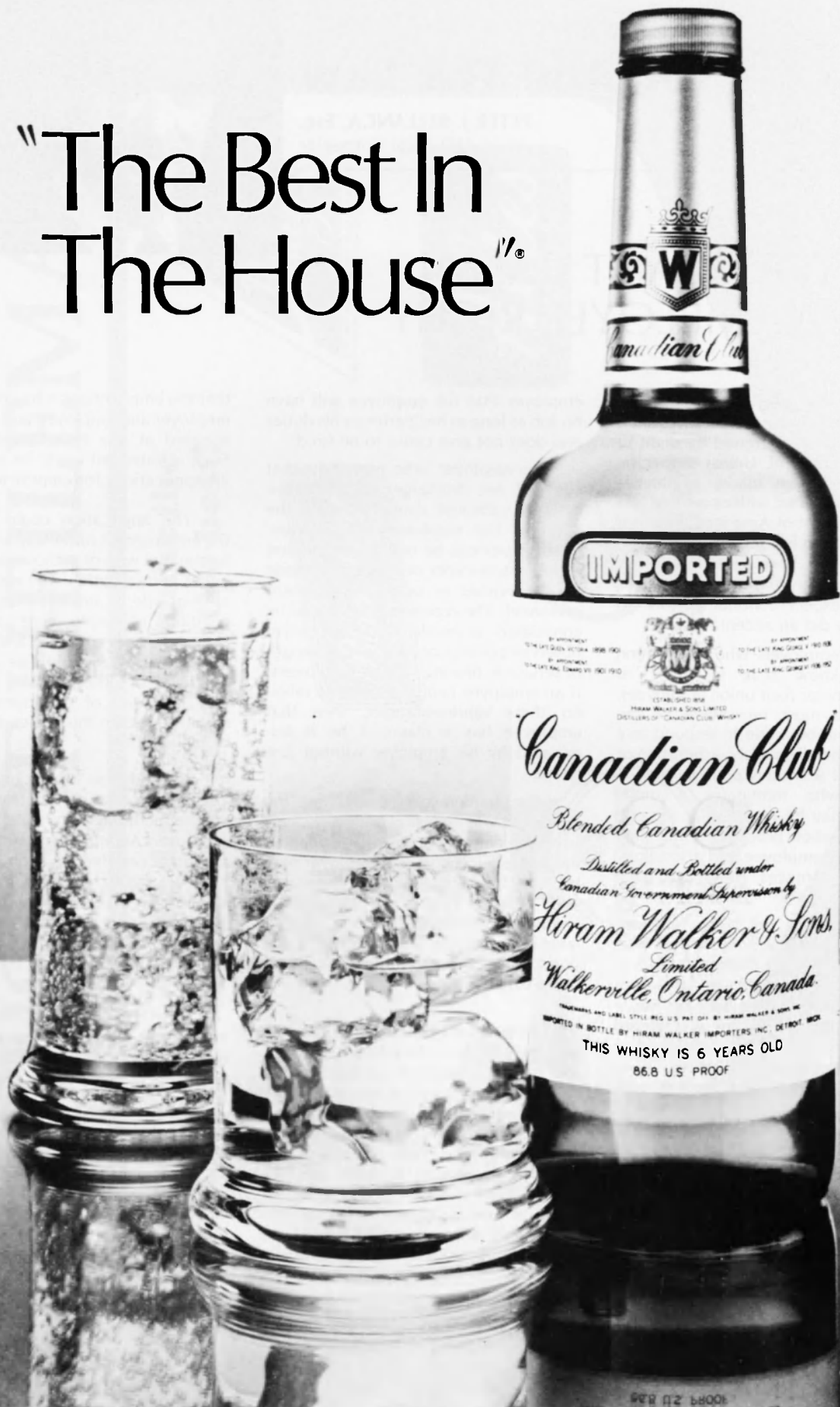
Interestingly, in England, if a retailer handles a particular brand of product, and a shopper presents a coupon for that brand, the retailer must accept the coupon — and the manufacturer repay the retailer — even if the shopper does not buy the product!

In the end, it is hoped that the postal authorities will certainly come to understand the problem of coupons as they involve retailers.

Unfortunately in recent times, the burden of verifying coupons has fallen onto retailers, instead of manufacturers as it once was when coupons first started appearing. Manufacturers should devise a simple means for verifying coupons themselves, instead of placing another burden of red tape onto the retailers.

What do you think? If you have additional thoughts and ideas send them to the Associated Food Dealers, 125 W. Eight Mile, Detroit, Mich. 48203.

"The Best In
The House"



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You And The Law

PETER J. BELLANCA, Esq.
AFD Legal Counselor



THE TOUISSANT CASE: A NEW EMPLOYEE RIGHT

Prior to the growth and expansion of the union movement in the United States, employers exercised the right to hire and fire at will. Unless a specific contract had been made, employees could be terminated with or without just cause. The thrust of American unionism has always been job security, and those employers who have agreed to union contracts have given to their employees a right to expect continuing work so long as they did an acceptable job.

Those employers who have union contracts know that in order to terminate one of their union employees, good cause must be shown or the employer will be made to respond to a grievance and, ultimately, arbitration of the issues. It is entirely possible that an employer who terminates a union employee may be required, at the end of the arbitration procedures, not only to rehire that employee, but also to pay to him, as damages, all of his back wages and benefits.

In 1980, the Michigan Supreme Court, in the case of *Touissant vs. Blue Cross*, (408 Mich. 579, 1980) extended, in effect, this type right to non-union employees. The Court's decision was a dramatic change in the law as it related to employer/employee relations in a non-union employment setting. *Touissant* creates an employee right to continued employment and the potential of substantial liability to an employer for breach of that right.

In summary, *Touissant* says that an employee cannot be terminated from his employment without good and proper cause, if the employee believes and relies on the representations of his

employer that the employee will have his job as long as he "performs his duties and does not give cause to be fired".

An employer, who represents that "he will not discharge any employee without sufficient cause", creates the right in the employee. These communications can be oral or written and include statements or comments made by supervisors or other management personnel. The representation could be considered as made if the employer observes policies of seniority or length of service in dealing with his employees. If an employee can prove that he relied on these representations, then that employee has a claim, if he is terminated by his employer without just cause.

The burden of proving that the employee was discharged for just cause is on the employer, and if a terminated employee succeeds, the employer may be liable for damages such as lost wages and benefits. Damages for mental anguish or emotional stress are not awarded as a rule, but could be if the conduct of the employer was intentional and malicious.

To avoid the potential for lawsuits or damages under the rule of the *Touissant* case, an employer can take certain steps; the most obvious is not to make any statements to any employees which could be interpreted as an assurance of continued employment so long as the employee continues to work satisfactorily. Since a question of oral representation is almost impossible to defend against, an employer could require an employee to acknowledge, in writing,

that the employment is by choice of the employer and employee and can be terminated at any time by either party. Such a statement could be included on all applications for employment.

The application could state that the employment of the applicant can be terminated with or without just cause at either party's option. The notice should also include an understanding that this condition of employment can only be changed by the employer and in writing. If the employer publishes any rules, practices, or other policies relating to the conditions of employment of his employees, then this notice should also be included.

The adverse effect, of course, by publication of such a notice, would be on the recruiting or hiring efforts of the employer. An applicant seeing this type of notice can deem his job as being insecure. Such a clause in an employment application or in published policies of employment could be used by an organizing union against the employer as evidence that no job security exists without a union.

Whether or not any of the foregoing steps should be taken by an employer depends on the present employment climate of the employer and the overall labor relations conditions at the place of employment.

Before any of the foregoing actions are taken, each employer should consult with their attorney or labor relations consultant to establish a plan of action that is in dealing with the *Touissant* case issues.

Do you know anybody
who SHOULD be an AFD member, but isn't?
TALK TO HIM!

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**We don't aim to make the
most beer, only the best!**



WIEDEMANN



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No one is doing more than we are to fight the rise in health care costs:

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- ☐ We work to keep the rate of hospital budget increases to less than the inflation rate.
- ☐ We increased our productivity 10% last year and plan a 9% increase this year.
- ☐ Our administrative expenses to process 55 million claims, answer 3.8 million inquiries, and conduct a \$3.2 billion a year business are only 5.7%, far lower than any commercial carrier.

Much more needs to be done, and escalating costs are everyone's responsibility — hospitals, physicians, providers of service and, yes, even the patient. If we all work together to hold down costs, the bottom line will be greater value for your health care dollar.

It's good to belong.



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or the A.F.D. office,
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Program administrator:

CRM Creative Risk
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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.




At The 66th Anniversary Banquet



AFD BOARD MEMBERS AND WIVES stand behind the unique AFD blue ice carving which was provided by Midwest Ice Company. Left to right, are: Representative and Mrs. Ted Stopczynski; Senator Gil DiNello; Mr. and Mrs. Jamal Shallal; Mr. and Mrs. Jerry Yono; Tony Munaco; Mr. and Mrs. Larry Joseph; Ed Deeb and Mr. and Mrs. Don Harrington.

IN THE PHOTO BELOW, AFD President Tony Munaco takes time out to pose with some of the dignitaries who attended our trade dinner. Left to right, are: Sheriff William Lucas; Munaco; Senator Mike O'Brien; Wayne County Commissioner James Rashid and attorney James Bellanca.


CUT COSTS



BUDGET WISE BAKERS

BUY CLABBER GIRL

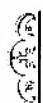
...Exclusively known as the baking powder with the Balanced Double Action!



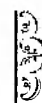


**WHY FUSS WITH COUPONS
WHEN THE AFD COUPON REDEMPTION CENTER
CAN DO THE JOB FOR YOU?**

Mail your coupons or drop them off at:



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



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"Supplier to the finest independent supermarkets in the midwest"

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At The Annual AFD Golf Outing



PERFECT WEATHER and an excellent turnout marked AFD's 7th Annual Golf Outing at Hillcrest Country Club. Posing for the photographer before teeing off, are, left to right: AFD member Al Albert of Al's Salvage Grocery; Sam Sanom; Alex Mashour and Fred Metry.

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TALLOW, AND
RESTAURANT GREASE**

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AFD MEMBER

WAITING FOR THE OTHERS to round out their four-some, are, AFD President Tony Munaco, on the left, and his guest and golfing partner Joseph Buffa. That's Golf Chairman Iggy Galante on the right.



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- Manager Console
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19631 W. 8-Mile Rd., Detroit 48219



Thirty-Four New Supplier Members Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association representing over 3,200 members, wishes to welcome aboard these 34 new supplier members to the Association. Their names, addresses and phone numbers are as follows:

J.M. BELLARDI & ASSOCIATES, sales agents for grocery and packaging supplies, 28925 Harper Ave., St. Clair Shores, Mich. 48081; phone (313) 772-4100.

ABE CHERRY DISTRIBUTORS, (alcoholic beverage) distributors, 1791 Bellevue, Detroit, Mich. 48207; phone (313) 923-0044.

ALLEN BISCUIT COMPANY, distributor of bakery products, 5909 Chene, Detroit, Mich. 48211; phone (313) 924-8520.

CREATIVE RISK MANAGEMENT CORP., underwriters of various group insurance programs, 34820 Harper Ave., Mt. Clemens, Mich. 48043; phone (313) 792-6355.

DETROIT BANK AND TRUST COMPANY, financial institution, 211 W. Fort Street, Detroit, Mich. 48226; phone (313) 222-3898.

AL DEUEL TROUT FARM, fisheries and seafood distributor, 71201 Coon Creek Rd., Armada, Mich. 48005; phone (313) 784-5427.

ESTABROOKS MARKETING, INC., food broker and manufacturers' representative, 27600 Farmington Rd., Suite 203, Farmington Hills, Mich. 48018; phone (313) 553-3637.

FARQUHARSON & POINTON, certified public accountants, 2660 Telegraph Rd., Suite 212, Southfield, Mich. 48034; phone (313) 353-1130.

FINANCIAL AND MARKETING ENTERPRISES, sales packagers and merchandisers, 28727 Dequindre, Madison Hts., Mich. 48071; phone (313) 547-2813.

FLINT OFFICE SUPPLY, office supply sales company, 2918 S. Dort Hwy., Flint, Mich. 48507; phone (313) 235-0676.

HAMILTON FISH COMPANY, fish and seafood distributors, 1901 Brewster, Detroit, Mich. 48207; phone (313) 832-6100.

J.N.D. ASSOCIATES, meat brokers, 5448 Hammersmith, W. Bloomfield, Mich. 48033; phone (313) 661-2121.

JAYS FOODS, INC., snack food producer and distributor, 825 E. 99th Street, Chicago, Ill. 68628; phone (312) 731-8400.

RICHARD E. KLEIN, D.D.S., P.C., dentist, 28303 Dequindre, Madison Hts., Mich. 48071; phone (313) 547-2910.

MCINERNEY'S SYRUP COMPANY, syrup processors and distributors, 23689 Research Dr., Farmington, Mich. 48024; phone (313) 477-6333.

MICHIGAN FOOD SALES, fish and seafood distributors, 16901 Harper, Detroit, Mich. 48224; phone (313) 882-7779.

J.B. NOVAK & ASSOCIATES, food brokers, 69505 Saxon Dr., Romeo, Mich. 48065; phone (313) 752-6453.

PEPPERIDGE FARMS DISTRIBUTORS, local distributors of Pepperidge Farms products, 52 Elmsford, Clawson, Mich.; phone (313) 435-2145.

PREFERRED MARKETING SERVICE, video games distributors, 17360 W. Eight Mile Rd., Southfield, Mich. 48075; phone (313) 569-4042.

QUAKER OATS COMPANY, manufacturer and distributor of a variety of food products, 4190 Telegraph Rd., Bloomfield, Mich. 48013; phone (313) 645-1510.

QUALITY INVENTORY SPECIALISTS, inventory company, 15749 Flanagan, Roseville, Mich. 48066; phone (313) 771-9526.

REED ROBERTS ASSOCIATES, specialists in unemployment compensation problems, 2573 S. Rochester Rd., Rochester, Mich. 48087; phone (313) 852-6600.

RELAY CORPORATION, coffee service and vending machine company, 32775 W. Eight Mile Rd., Livonia, Mich. 48152; phone (313) 477-3500.

S & M BISCUIT DISTRIBUTING CO., distributor of Stella D'Oro and other products, 12300 Conant, Detroit, Mich. 48212; phone (313) 893-4747.

SQUIER SASH & SCREEN CO., window and glass specialists, 19678 Harper Ave., Detroit, Mich. 48236; phone (313) 882-5697.

TOCK, BRIDGE & ASSOCIATES, insurance specialists, 2211 E. Jefferson, Ste. 605, Detroit, Mich. 48207; phone (313) 259-0655.

UNITED STATES COLD STORAGE, complete warehouse facilities, 21740 Trolley Industrial Dr., Taylor, Mich. 48180; phone (313) 295-1310.

VASARA MEATS, LTD., distributor of a variety of meat products, 18057 Cedarlawn, Fraser, Mich. 48026; phone (313) 791-7316.

VERY BEST BAKING CO., distributor of bakery products, 5340 Highland Rd., Pontiac, Mich. 48054; phone (313) 673-9928.

JOHN L. WARD & COMPANY, building contractors, 167 Lake Park, Birmingham, Mich. 48009; phone (313) 645-1677.

JOHN WEST & ASSOCIATES, broker and manufacturers representative, 5125 Elkin Rd., Union Lake, Mich. 48085; phone (313) 360-0536.

WILSON BUSINESS MACHINES, distributors of computers and other types of business machines, 24565 Hallwood Court, Farmington Hills, Mich. 48164; phone (313) 478-7700.

MAURICE A. (MAURY) YOUNG CONSULTANT, consultant to the food and beverage industry, 22597 Brookdale, Farmington, Mich. 48024; phone (313) 477-1111.

ZACK ENTERPRISES, distributor of store equipment products, P.O. Box 2153, Farmington Hills, Mich. 48018; phone (313) 554-2921.

These new members, and all AFD supplier and service company members, and advertisers, deserve your support and patronage. Please refer to the AFD Suppliers' Directory 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.

Support These AFD Supplier Members

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

• ASSOCIATIONS

American Lamb Council 592-1127

• BAKERIES

Allen's Biscuit Company 924-8520
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
Me & Mine Thrifty Bakery 882-5745
Pepperidge Farms 435-2145
Fred Sanders Company 868-5700
Schafer Bakeries (517) 386-1610
S & M Biscuit Distributing Company 893-4747
Stella D'Oro Cookies 893-4747
Taystee Bread 896-3400
Very Best Baking Company (1) 873-9928
Vincent Trescone Company 977-6634
Wonder Bread 963-2330

• BANKS

Detroit Bank & Trust 222-3898

• BEVERAGES

Abe Cherry Distributors 923-0044
Action Distributing Company 591-3232
Anheuser-Busch, Inc. 642-5888
Bellino's Quality Beverages 675-9566
Canada Dry Corporation 937-3500
Coca-Cola Bottling Company 897-5000
J. Lewis Cooper Co. 835-6400
D. B. D. Inc. 834-7170
EverFresh Juice Company 925-1600
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
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L & L Wine Company 491-2828
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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
SquirPak Sun-Glo Pop (616) 396-1281
Stroh Brewery Company 259-4800
H.J. Van Hollenbeck Distributors 469-0441
Vernor's RC Cola 833-8500
Viviano Wine Importers 883-1800
Hiram Walkers, Inc. 851-4800
Warner Vineyards (616) 857-3165
Wayne Distributing Co. 427-4400
Vic Wertz Distributing Company 293-8282
E.J. Wierfman Co. 521-8847

• BROKERS, REPRESENTATIVES

Acme Food Brokerage 968-0300
American Food Associates 788-8910
Bob Arnold & Associates 646-0578
J.M. Bellard & Associates 772-4100
B-W Sales 546-4200
Conrady-Greene & Associates 335-2088
Continental Food Brokerage 525-1120
Embassy Distributing 352-4243
Estabrooks Marketing 553-3637
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
Mid-America Food Brokers 478-8840
Nationwide Food Brokers 569-7030
Northland Marketing 353-0222
J.B. Novak & Associates (1) 752-6453
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
USC Marketing 471-1480
John West & Associates 360-0536

• CANDY & TOBACCO

Fontana Brothers, Inc. 897-4000
J & J Wholesale Tobacco & Candy 754-2727
Quality Distributors 538-2961
Royal Tobacco & Candy 892-0460
Wolverine Cigar Company 554-2033

• CATERING HALLS

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

• CONTRACTORS

John L. Ward & Company 645-1677

• 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
Weiss'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
Winchester Foods, Inc. 348-7750

• DENTISTS

Richard E. Klein, DDS, PC 547-2910
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

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

• FLORISTS

Livemore-Davison Florist 933-0081

• FRESH PRODUCE

Ciaramitaro Bros., Inc. 567-9065
Cusumano Bros. Produce Company 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

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

• INSECT CONTROL

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

• INSURANCE, PENSION PLANS

Blue Cross, Blue Shield of Michigan 225-8000
Ward S. Campbell, Inc. (616) 531-9160
Creative Risk Management Corp. (1) 792-6355
Frank P. McBride, Jr., Inc. 886-4460
Michigan HMO Plans 961-1610
Mutual of Omaha 569-2200
Prime Underwriters, Inc. 837-8737
K.A. Tappan & Associates 354-0023
Tock, Bridge & Associates 259-0655

• INVENTORY, TAXES, BOOKKEEPING

Abacus Inventory Specialist 362-3110
Approved Inventory Specialists Co. 571-7155
Farquharson & Pointon 353-1130
Gohs Inventory Service 353-5033
Quality Inventory Specialists 771-9528
George R. Shamie, CPA 474-2000
Washington Inventory Service 557-1272

• 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
McInerney's Syrup Company 477-6333
Nabisco, Inc. 478-1400
Prince Company 772-0900
Procter & Gamble Company 336-2800
Quaker Oats Company 645-1510
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
J.N.D. Associates (1) 661-2121
J.G. Food Products 296-7330
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

Milton Chili Company 585-0300
Naser International 464-7053
National Chili Company 365-5611
Peschke Sausage Company 368-3310
Peter Eckrich & Son, Inc. 937-2266
Potok Packing Company 893-4228
Regal Packing Company 875-6777
R.E. Smith, Inc. 894-4369
Vasara Meats, Ltd. 791-7316
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
El-Kay Distributors Co. 861-0208
Household Products, Inc. 682-1400
Ludington News Company 925-7600
Nationwide Food Brokers 569-7030
Warrior Martial Arts Supplies 865-0111

• OFFICE SUPPLIES EQUIPMENT

City Office Supplies, Inc. 885-5402
Flint Office Supply 235-0676

• POTATO CHIPS & NUTS

Better Made Potato Chips 925-4774
Frito-Lay, Inc. 271-3000
Jay's Foods 731-8400
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
Bowling Display Company (signs) 278-6288
J.H. Corporation 582-2700
Panel Display Corporation 776-7080
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 Synergetics 464-3333
Atlantic Saw Service Co. (800) 631-7650
Beaver Mechanical Services 343-1616
Comp-U Check 569-1448
Daniels Glass Company 538-2746
Financial & Marketing Enterprises 547-2813
Gulliver's Travel Company 567-2500
Metro Line Service 366-7700
Print-Guard Thumpprints 343-0222
Preferred Marketing Service 569-4042
Reed, Roberts & Associates (1) 852-8600
Relay Corporation 477-3600
A.J. Shaheen Electric Company 885-3670
Squier Sash & Screen Company 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

• STORE SUPPLIES & EQUIPMENT

AAA Pallet Company 892-4360
Almor Corporation 399-3320
Belmont Paper & Bag Co. 491-6550
Frazz 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
Wilson Business Machines, Inc. 478-7700
Zack Enterprises, Inc. 554-2921

• WAREHOUSES

United States Cold Storage 791-7316

• WHOLESALE, FOOD DISTRIBUTORS

Associated Grocers of Mich. (517) 694-3923
Bay City Milling & Grocer Co. (517) 892-5593
Central Grocery Company (1) 235-0605
Detroit Marine Supply Co. 842-2760
Jerusalem Falafel Mfg. Co. 595-8505
Kramer Food Company 585-8141
Kaplan's Wholesale Food Service 961-6561
Leddly Wholesale Co. 272-2218
M & B Distributing Co. (1) 767-5460
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
Tom's Foods 562-6660
United Wholesale Grocery Co. (616) 878-2276
Abner Wolf, Inc. 943-3368

Drinkin' buddies.

