

THE FOOD DEALER

"The Magazine for the Michigan Grocery and Beverage Market"

WINTER, 1982



Honored At AFD Awards Banquet

HONOREES at AFD's 18th Annual Awards Night included, left to right: Salim Sarafa, Tom Fox, Esther Shapiro, Joseph Solaka and Sami Jihad. The awards were made in recognition of their distinguished service to our industry and to the community at large.

**SPECIAL
TAX INFORMATION**
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John Stroff
 1775
Georg F. Stroh
 1810
Bernhard Stroh
 1850
Julius Stroh
 1886
Gari Stroh
 1939
John W. Stroh
 1950
Peter W. Stroh
 1982

There's a lot of Stroh behind a Stroh Signature.

This exceptional premium beer is a product of over 200 years of Stroh family brewing experience.

Our family began brewing in Kirm, Germany in 1775. Three quarters of a century later, Bernhard Stroh introduced Stroh's Beer to America. Through the years, Stroh has come to represent the highest standards of the brewer's art.

We believe that Stroh Signature is as fine a beer as can be produced. It contains none but the choicest ingredients, including 100% imported European hops.

I personally hope you enjoy it.

John W. Stroh
 Chairman

© 1982, Stroh Brewery, Detroit, Michigan



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*Past Presidents



THE FOOD DEALER

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CONTENTS

With the exception of AFD accountant George Shamie's tax feature outlining IRA and Keogh plans, on page 12, this issue of The Food Dealer is devoted to a highlighted review of AFD's activities and accomplishments during 1982.

Food Management Conference Set For March

The Sigma Phi Omega fraternity at Western Michigan University will present its 18th Annual Food Management Conference at the Kalamazoo Center Hilton, in Kalamazoo, March 22 and 23.

This year's theme is **"Food Management Conference 1983. A Learning Fair."**

As previously, respected food industry authorities and executives will participate in the various enlightening and informative activities which will include **"Learner Controlled Instruction"**, student presentations, and a **Health and Beauty Aids** panel conducted by Certified Grocers of Illinois.

"Learner Controlled Instruction" is a program in

which the learner initiates and directs his/her own learning activities in accordance with personal objectives, making use of the resources that suit one's individual learning style. It is in a booth type atmosphere with 16 different resource people and 16 different areas of expertise.

Costs for this two day event are \$85 for both days, \$30 for Tuesday, and \$60 for Wednesday. This cost does not include hotel room costs.

For registration information contact **Karrie Lindow** or **Bill Dargan** at (616) 383-0953 or write to the Distributive Education Department, Western Michigan University, Kalamazoo, Michigan 49008.

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.

1982 IN REVIEW

JANUARY

The year began with AFD president **Tony Munaco** and his fellow officers being re-elected for a second term . . . AFD met with the **U.S. Secret Service's** Detroit office to discuss reimbursements to retailers for fraudulent U.S. Government checks cashed legitimately . . . **Tom Schweigert** was re-elected chairman of the **Michigan Liquor Control Commission**; Ed Weist, longtime LCC commissioner, died of a heart attack.

AFD participated in Rick Weronko's talk show on **WTWN Radio** in Grand Rapids, reporting on Michigan's so-called bottle bill

and the problems the industry has had to live with . . . AFD participated in the **Michigan Department of Agriculture's** retail advisory committee meeting in Lansing.

Super Bowl XVI fever hits Michigan; the big game played in Pontiac's Silverdome, attracted an estimated \$60 million in extra revenue to the tri-County area of Wayne, Oakland and Macomb . . . As of mid-January, some 20 Michigan counties of 83 still have not approved **Sunday liquor sales**, a bill sponsored by AFD as an "equality" measure.

FEBRUARY

AFD's Beverage Container Committee and our legislative liaisons, **Karoub & Associates**, met with Rep. Jeff Padden to relate why SB/62, supported by AFD would provide some relief to retailers. The bill would limit refunds to \$25 per person per day and permit retailers to reject dirty containers . . . AFD met with the **Eastern Market Wholesale District Council**, chaired by Vincent (Jim) Vitale, to discuss mutual concerns.

AFD officers met with our **legal counselor Peter Bellanca** to review the implications of Michigan Attorney General Frank Kelley's ruling striking down the Liquor Control Commission rules which prevented a retailer from

advertising beer or wine by brand and price . . . AFD met with officials of **Consumer Money Orders** to attempt to offer a special group program to members. (AFD had a program with American Express, but since the company was getting out of this segment of the business, the program ceased.)

The State of Michigan formally approved AFD's application to initiate our own **Self-Insured Workers Compensation Program**, which took effect Feb. 15. The program promised to save AFD members money on their annual worker's comp. premiums . . . **WJBK-TV2** featured AFD with a special report on the economic state of the food distribution industry.

MARCH

AFD Board directed AFD attorney Peter Bellanca to research similar action taken by other states to the **attorney general's action** to strike down beer-wine rules, especially California and New York, and the impact it had on small retailers forced out of business. AFD also reviewed legislative options, and met with the **Michigan Beer-Wine Wholesalers Association** to consider jointly challenging the ruling in the courts.

AFD's 66th Annual Trade Dinner was held at the Hillcrest
(continued on page 6)



TONY MUNACO completed his second term in office in December. During his tenure AFD continued its steady progress and growth, and established a new record in signing up 321 new members in 1982.



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.



REVIEW

(from page 4)

Country Club in Mt. Clemens. Featured guests of honor included: Sens. Mike O'Brien, Gil DiNello, Wayne County Sheriff William Lucas, Reps. Ted and Stan Stopczynski, members of the Detroit Common Council, the Michigan Department of Agriculture, etc. Giving the installation oath of office was Judge Thomas Van Tiem . . . AFD Board members, Karoub & Associates, Peter Bellanca and others met with **State Financial Institutions Bureau** to seek approval of the re-chartering of the Chatham Employees Credit Union into the **AFD Credit Union**.

Representatives of AFD and **Creative Risk Management Corp.** met with officials of the **Michigan Dept. of Labor** to go over plans for administering AFD's new self-insured Worker's Comp. program . . . Chatham Super Markets met with its creditors on Mar. 17 to review plans to reorganize after the firm filed for Chapter 11.

APRIL

Proposed food stamp program changes by U.S. Dept. of Agriculture would seriously affect retailers. AFD's Board urged AFD members to contact **Sens. Carl Levin or Donald Reigle** to protest the changes. AFD printed and distributed a special postcard to speed up responses.

AFD officials, led by director Louis Najor, met with **Highland Park Mayor Robert Blackwell** to relate AFD members' concerns with growing crimes involving retailers and drivers . . . AFD's Ed Deeb appeared on **WKDB-TV50's Morning Break** to relate how consumers can save money by using better shopping habits.

MAY

AFD officials met with **Detroit Mayor Coleman A. Young** to discuss the city's economic development as it relates to federal funding and incentive programs. Representing AFD were Tony Munaco, Jerry Yono, Lafayette Allen, Jr., Willie Cooper, Ed Deeb and Peter Bellanca. AFD



Distinguished Guests and Speakers At AFD Awards Night Banquet

Top photo: Mike Bixler, president of the Detroit Food Brokers Association. Above: Judge Gus Cifelli, Oakland County District Court. Below: Jerry Schoendorf, president of DAGMR, and Mrs. Schoendorf are shown with Father Lloyd Thiel of the Capuchin Soup Kitchen.



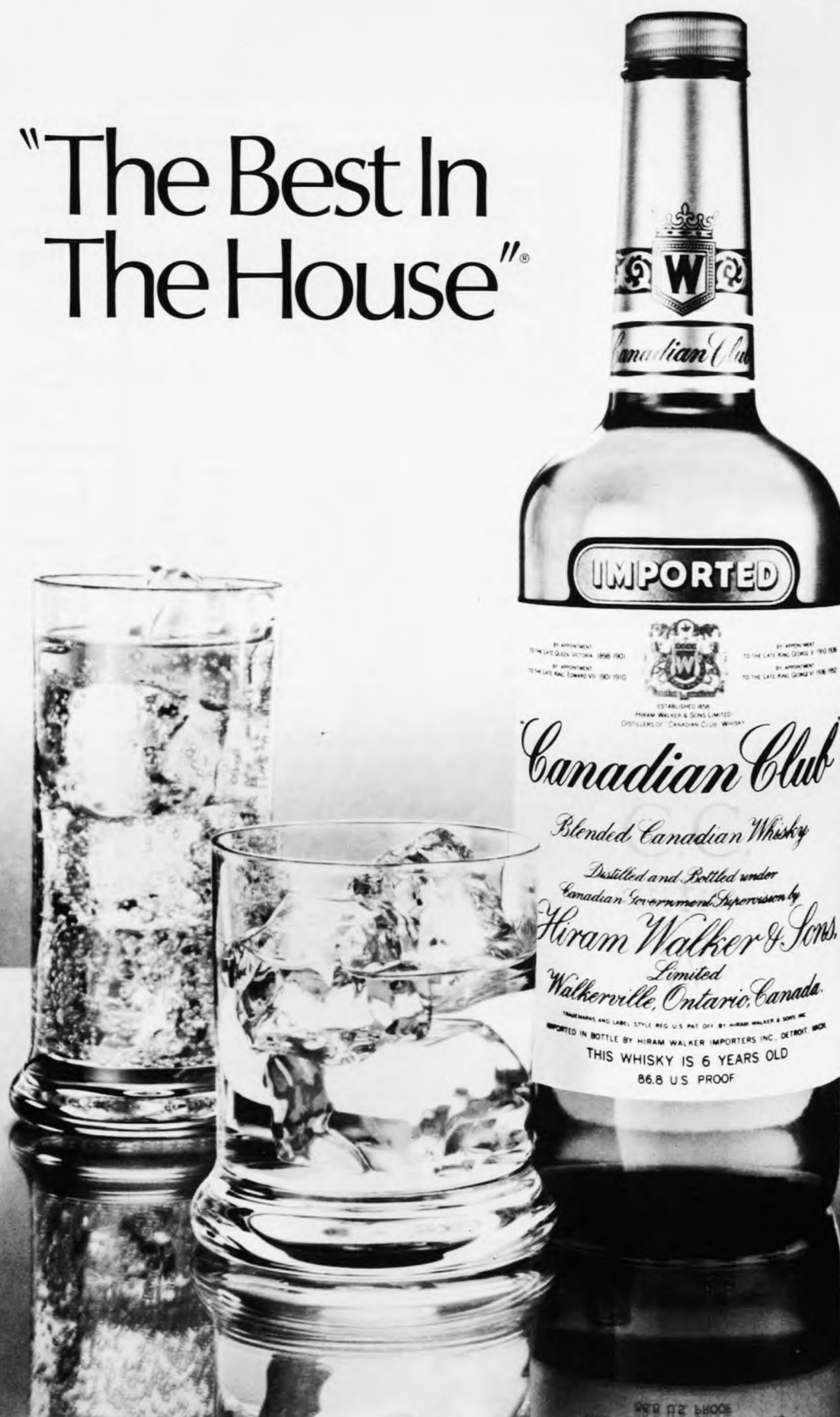
also discussed the need for greater police patrols to lessen crimes; and the need for training funds.

AFD participated in a meeting of the **Michigan Dept. of Agriculture's** advisory committee meeting in Lansing . . . AFD participated in the Greater Detroit

Chamber of Commerce's Food Council's **"Feed the Hungry"** program . . . AFD met with members of the Grand-Green Business Community Association of Detroit to seek ways to improve business-community relations.

(continued on page 8)

"The Best In
The House"



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

REVIEW

(from page 6)

A food stamp seminar held at the Southfield Manor to review various portions of the program, including questions, was co-sponsored by AFD and the Chaldean-Iraqi Association of Michigan, and featured **William Hairston**, director of the program for USDA in Eastern Michigan.

JUNE

In cooperation with our government relations liaisons, **James Karoub & Associates**, AFD issued another timely **Legislative Report** . . . As a follow-up to AFD's meeting with Mayor Young, **AFD met with Emmet Moten**, director of Detroit's Community and Economic Development Dept., reiterating the points made to the mayor.

Representatives from AFD and Karoub & Associates met with state officials on the **Women Infant Care program** (WIC) and problems members were encountering . . . AFD met with representatives of the New York news media to relate problems of Michigan's bottle bill, prior to the fall's vote on the measure by the Legislature.

JULY

AFD representatives met with officials of the **Michigan State Lottery Bureau** to urge more financial incentives to retail sales agents; ask that formal procedures be drafted for granting daily terminals; and questioned the use of EPT terminal systems . . . **Coca-Cola Bottlers of Detroit** announced this month a \$5.4 million expansion that will require adding 100 workers, according to President Stuart Giller.

AFD sponsored its 4th **free legal clinic** of the year in conjunction with AFD legal advisor Peter Bellanca and his law firm. The clinics permit members to meet with Mr. Bellanca for one-half hour at no charge by appointment to discuss any legal matter . . . AFD met with news media reps to discuss **fraudulent coupon redemption scheme** of the U.S. Post Office and "Attract" shampoo, a

non-existing product; The Detroit News, the Free Press, and TV4, TV2 and TV7 carried the story.

AUGUST

Borman's, Inc., operator of Farmer Jack Super Markets, took 13 independent market operators to court on grounds the food chain was "the target of a concerted and malicious campaign of harassment" by the independents . . . AFD's Ed Deeb appeared on WXYZ Radio, **Buzz Luttrell's talk show**, on the problem of coupon misredemption . . . **Don Rishoi**, director of quality assurance and sanitation at Chatham Super Markets, died of a heart attack. Mr. Rishoi who was very active in the industry and with AFD was 50.

National Association of Retailer Grocers of the U.S. (NARGUS) and the Cooperative Food Distributors of America (CFDA) approved plans to merge into the **National Grocers Association** . . . The future of the food industry was the topic of a WNIC radio talk show hosted by Tish Myers of the Detroit News, with AFD participating.

AFD's 7th Annual Golf Outing was held at Hillcrest Country Club Aug. 30. The outing was chaired by Iggy Galante, with committee members including Mike Simon, Carl Leonhard, Alex Keurijian, Tony Munaco, Phil Saverino, Phil Lauri and Izzy Malin . . . AFD officer **Larry Joseph** appeared as a special retail panelist at the annual convention of the **New York State Food Merchants Association** in the Catskill Moun-



This symbolic emblem, adopted by the Youth Fun and Sports Day program, was designed by the AFD.

tains, to relate bottle bill problems in Michigan.

AFD co-sponsored and spearheaded the successful **Youth Fun and Sports Day** at Belle Isle, Aug. 25. Some 50 food and beverage distributors retailers and over 40 community organizations participated in the event which drew some 2,300 youngsters and 400 adult volunteers. The big event, chaired by AFD's **Ed Deeb** and **WJBK-TV2's Tom Fox**, also drew several local sports celebrities who held sports workshops for the kids.

SEPTEMBER

AFD met with representatives of the newly formed **Unemployment Compensation Alert Network (U-CAN)** to find ways to reduce unemployment costs in Michigan . . . AFD also met and participated in the newly formed **Wayne County Employment and Training Council**.

AFD met with a delegation of **21 Japanese businessmen** from the beverage industry there studying Michigan's bottle bill problems, since they are now faced with a national law . . . AFD again met with the Michigan Dept. of Agriculture's retail food advisory council in Lansing.

A delegation of news media **representatives from Arizona** were hosted by AFD to inform them of the real horror stories of the Michigan bottle bill. (It should be noted here that voters in the States of **California, Arizona, Colorado and Washington** all defeated bottle bill referendums. AFD played a major role in disseminating statistics to those state's news media, or inviting them to Michigan.) . . . An **Appreciation Ceremony** sponsored by AFD was held at the Strohaus for Youth Day participants. Certificates of appreciation were given out.

OCTOBER

After two years of planning, the **Michigan Financial Institutions Bureau** approved the expansion of the newly chartered AFD Credit Union, which now gives credit union services to our mem-

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HOUSE OF HEILEMAN



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



REVIEW

(continued from page 8)

bers around Michigan . . . **Pepsi-Cola Bottling Group** plant workers began the third week of its strike this month. Retailers meanwhile, complained of empty cans and bottles piling up in back rooms.

Detroit Police asked AFD to alert members of an individual soliciting food or funds under false pretenses, posing as Dr. Melvin Douglas of New Detroit and saying, "Mayor Young sent me." . . . **AFD sent out food stamp questionnaires** to members seeking suggestions to problems and regulations involving the food stamps program.

AFD met with Robert Little, director of **Michigan Department of Social Services**, Wayne County division, to review various problem areas . . . AFD met with officials of the **Can Manufacturers Institute** of Washington, D.C. to review an up-date of Michigan's bottle bill.

NOVEMBER

A federal grand jury indicted 31 people, many of them owners of grocery stores, on charges of illegally buying food stamps, as a result of a six-month investigation . . . Following the election of **James Blanchard** as

the new Governor of Michigan, AFD submitted a list of recommendations concerning our industry for the Governor-Elect's transition team's consideration.

AFD held its 18th Annual Awards Night at The Westin Hotel, in Detroit's Renaissance Center. **Wilbur and Elton Awrey of Awrey Bakeries** were named Men of the Year. Others honored for Distinguished Service were: James Bonahoom, Dennis Siedlaczek, Douglas McDonald, Victor Wertz, Sal Landa, Clyde Dick, Jack Rixmann, and the independents of Michigan (with Larry Joseph, Cal Abbo and Willie Cooper accepting the awards); Also community awards were presented to Tom Fox, Esther Shapiro, Salim Sarafa, Joseph Solaka and Sami Jihad.

DECEMBER

Detroit Mayor Coleman Young called on AFD and the food distribution industry to assist the city in feeding the needy, as he announced a food emergency . . . AFD met with the Michigan Dept. of Agriculture's advisory committee, this time at Kroger headquarters in Livonia . . . AFD began renovation and modernization of our offices at 125 W. Eight Mile.

AFD participated in a panel discussion and filming sponsored by the **Can Manufacturers' In-**

stitute in Greenwich, Ct. at the headquarters of the American Can Company. As a result CMI has produced a colorful and informative brochure and 30-minute video tape, mainly for use in "getting ready" for the bottle bill in New York.

During AFD's Annual Membership Meeting and elections, Sid Brent, Paul Buscemi, Don Harrington, Tony Munaco, and Lou Vescio were elected to 3-year terms on the Board; Larry Joseph and Jamal Shallal were elected to fill 2-year vacancies; and Lafayette Allen, Jr. and Jerry Yono were elected to fill 1-year vacancies.

Also, for the first time in AFD's 66-year history, **two general or supplier members were elected to serve on the AFD Board.** They were Allen Verbrugge of Regale Importing Co., and past-president; and Maury Young of his own food consulting firm, formerly with Chatham and A&P.

The newly elected AFD Board then elected **Jamal Shallal as Chairman**, to succeed Tony Munaco; Larry Joseph and Don Harrington were elected Vice-Chairmen; and George Byrd was elected Treasurer . . . AFD Director and past-president Louis Vescio was elected to the **Saginaw Valley Food Bank** board of directors . . . AFD signed up 321 new members during 1982, a new record.

END OF REPORT

REMINDER:

Attend AFD's 67th Anniversary Banquet

TUESDAY
MARCH 22nd

THE WAYNE SOAP COMPANY

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Program administrator:

CRMC Creative Risk
Management Corporation

ON THE SUBJECT OF TAXES

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

The Individual Retirement Account

In 1982 the individual retirement account was made available to virtually every working individual. This marked the start of one of the greatest tax saving opportunities available to the average working taxpayer. Prior to 1982, IRA's were not available to those already participating in qualified pension plans. Now such individuals can contribute up to the lesser of 100% of compensation or \$2,000.00.

The advantage, taxwise, is the \$2,000.00 contributed can be deducted from the individual's

gross income. Therefore, a taxpayer in the 30% tax bracket would save \$600.00 in federal tax alone. In addition, any amounts earned from contributions are not taxed until they are distributed to you. The theory is that the person's tax bracket will be much lower upon retirement and therefore significant tax savings will have resulted. The rules do not allow withdrawals until a person reaches the age of 59½. Premature withdrawals will be subject to a 10% non-deductible excise tax.

It is not too late to set up and make contributions to an individual retirement account for 1982, if you have not already done so. Deductions can be taken for 1982 as long as they are made prior to the time your return is filed, including extensions. Most banks, savings and loans, credit unions and brokerage firms offer these accounts.

If you file a joint return and both spouses have earned income of at least \$2,000.00 in 1982, you may deduct up to \$4,000.00. If your spouse does not work, you may contribute a maximum of \$2,250.00. This amount may be


divided in any manner you choose between a spousal IRA account or two separate plans as long as no more than \$2,000.00 is contributed to either account.

To illustrate compound interest, assume an individual begins investing \$2,000.00 a year into a IRA account at age 25. By the time this individual reaches the normal retirement age of 65, he would have amassed over \$885,000.00 assuming a 10% interest rate compounded annually. That is quite a nest egg to retire on.

The Keogh Plan

In addition to your own IRA account, you may be able to contribute to a Keogh Plan as well, provided you are self-employed. Beginning in 1982 the contribution rate was increased to the lesser of 15% of net income or \$15,000.00, up from \$7,500.00 in previous years. Like an IRA, you may make contributions for 1982 up to the due date of your return, including extensions. However, unlike an IRA, you must have had the plan established in 1982 to take advantage of a 1982 deduction.

CUT COSTS



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125 W. Eight Mile Road
Detroit, Michigan 48203**



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PHONE**

for your
informational
pamphlet

TODAY

THE HOW, WHY & RULES

OF MEMBERSHIP IN
AFD CREDIT UNION



"Members Serving Members"

AFD, 125 W. Eight Mile Road, Detroit, Michigan 48203



(313) 366-2400



**Never food shop
when you're hungry.**

THIS HUMOROUS POSTER (everybody smiles) was brought to our attention by a regular reader of The Food Dealer who saw it posted on a wall in one of our local suburbs. No, reprints are not available.

Support These AFD Supplier Members

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

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Pepperidge Farms 435-2145
Fred Sanders Co 868-5700
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Vincent Trescone Co 977-6634
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Coca-Cola Bottling Co 897-5000
J. Lewis Cooper Co 835-6400
EverFresh Juice Co 755-9500
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Faygo Beverages 925-1600
G. Heileman Brewing Co 941-0810
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Kozak Distributors, Inc 925-3220
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L & L Wine Co 491-2828
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Metropolx 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
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Wayne Distributing Co 427-4400
Vic Wertz Distributing Co 293-8282
E.J. Wiefelman Co 521-8847

BROKERS,

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J.M. Bellardi & Assoc. 772-4100
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McDonald Dairy Co (313) 232-9193
Melody Farms Dairy 525-4000
Najor's Dairy Co 861-7050
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Stroh's Ice Cream 961-5843
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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
Pesckke 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
WDIV-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 964-4600
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
Frazz 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
Leddly Wholesale Co 272-2218
M & B Distributing Co (1) 767-5460
Metro Grocery, Inc 871-4000
Philip Olender & Co 921-3310
Rainbow Ethnic & Spec'ly Foods 345-3858
Raskin Foods, Inc 759-3113
Scot 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 Whistle Grocery Co (616) 878-2276
Abner Wolf, Inc 943-3368

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