



THE FOOD DEALER

"The Magazine for the Michigan Grocery and Beverage Market"

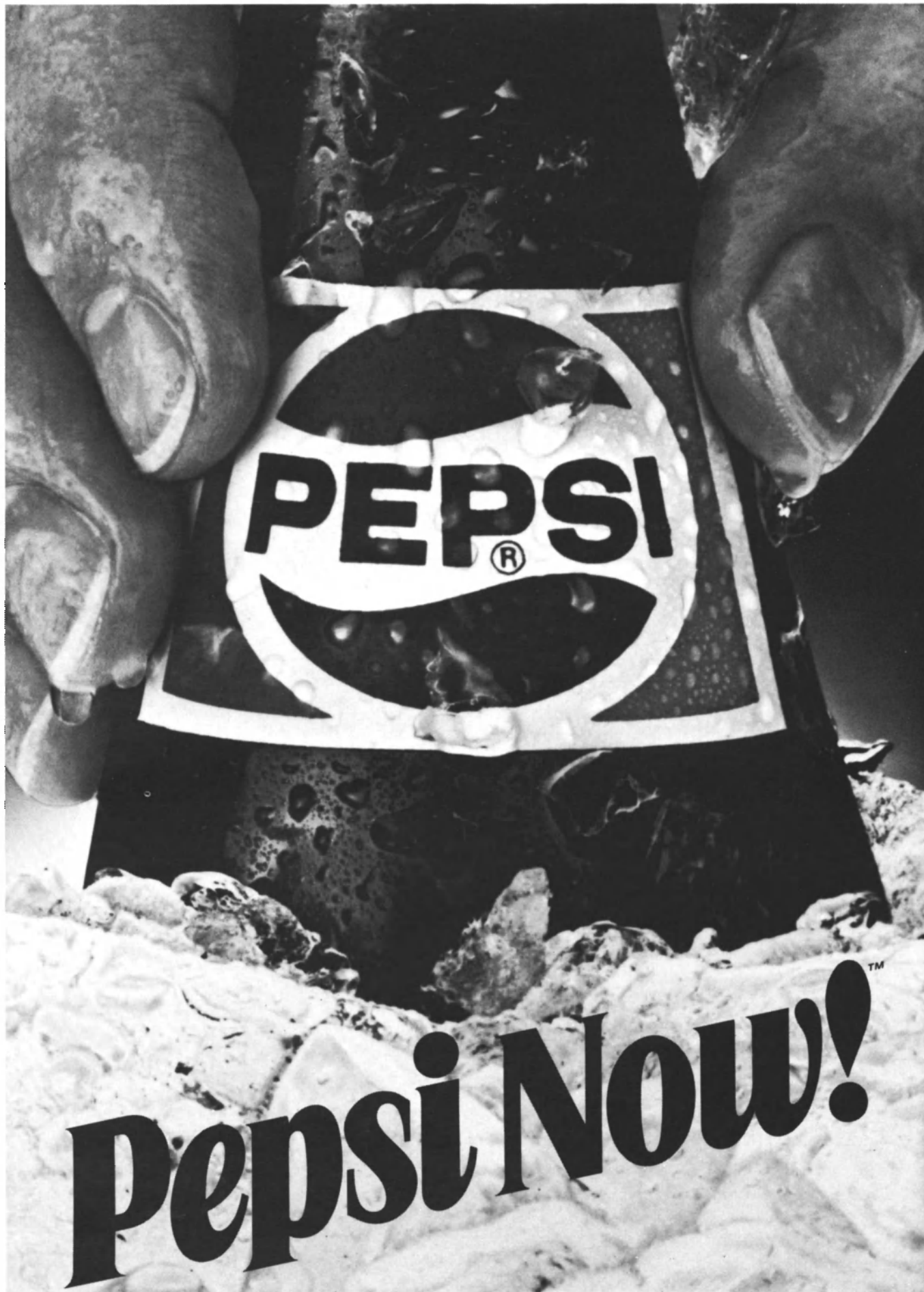
SUMMER, 1984



Governor Blanchard Signs AFD-Sponsored Bill Into Law

In Attendance on the signing of House Bills 4312 and 4313, which provides retailers with relief from wasteful dual inspections, were, left to right: Dr. Ed Hebron, Michigan Department of Agriculture; John West, Chatham Super Markets; Ed Deeb; Governor Blanchard; Mike Ranville, Karoub Associates; and Rep. Lewis Dodak, who sponsored the bills.

STORY ON PAGE 5.



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Edward Deeb, Editor Nick Delich, Associate Editor

Jack Azzam Regina Clolino Dolores Leslie Joseph Karam
Brenda McManus Thelma Shain Deann Williams Christine Wojt

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John Conti Enters U-D Hall of Fame

JOHN CONTI, Detroit Division manager, Anheuser-Busch, was inducted into the University of Detroit Athletic Department's Hall of Fame recently in ceremonies held at the Gourmet House in St. Clair Shores. Conti was a two-way lineman who starred on both offense and defense, 1946-49. He captained the 1949 Titan team which captured U-D's first Missouri Valley Conference championship. Conti later coached freshman football at U-D for two seasons.





Light



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New Bill Eliminates Wasteful Inspections

The Associated Food Dealers praises the passage of state legislation that eliminates wasteful duplication of inspection services but insures that sanitation standards will still be met in Michigan's over 9,000 food stores.

AFD executive director, Ed Deeb, said passage of House Bills 4312 and 4313 “provides much needed relief to many food merchants whose stores in the past have been inspected by both the state Department of Agriculture and local Departments of Health.”

The issue has been discussed for over ten years, but it was only recently — some four years ago — that State Rep. Lewis Dodak (D-Birch Run), decided to help AFD and our industry do something about it.

The bill's major sponsor was AFD, and it was signed into law this week by Gov. James Blanchard in a special ceremony on the front lawn of the Capitol. In addition to AFD, other industry organizations were on hand for the signing.

Under current law, some retail food stores were forced to undergo similar inspections and licensing requirements by two governmental agencies.

“These dual inspection costs sometimes reached \$350 annually, and more for some storeowners,” according to Deeb. “The consolidation of inspection and licensing under the Michigan Department of Agriculture will help provide financial relief to storeowners — and eventually benefit customers.”



GOVERNOR BLANCHARD

Meat Study Shows Trends

Armed with new data from the American Meat Institute, retailers may be better able to deal with consumer attitudes on meat to better merchandise for various shoppers.

The study, conducted by the research firm of Yankelovich, Skelly and White, reviews consumer decisions in meat purchasing. Noting that meat sales have been leveling off recently after a period of decline, the study breaks down the meat purchasing public into distinct categories to discuss how each group makes its purchasing decision.

The groups, as identified in the study, range from "meat lovers" who feel that meat is a part of any main meal, to "health-

(continued on Page 20)

(continued on Page 20)



Senior Citizens Say "Thank You"

SENIOR CITIZENS are shown signing the giant "thank you" card at the Macomb County Older American Festival which was held recently at the County Park on 16-Mile Road. In a letter of thanks to the AFD, the Macomb County Board of Commissioners praised AFD's participation and assistance in the affair which was attended by nearly 3,000 senior citizens who thoroughly enjoyed the food, drink, music and activities arranged just for them. Food industry contributors to the happy event included: AFD; The Original Buscemi's; Everfresh Orange Juice; Hygrade Food Products; Kowalski Sausage; London's Dairy; Pepsi-Cola; Prince Macaroni; Towne Club and Vernor's.

Off The Deeb End

EDWARD DEEB
AFD Executive Director



Elimination of Dual Inspections Major Victory for AFD, Industry

Gov. James Blanchard recently signed into law legislation which eliminates dual inspection of food establishments from two different governmental agencies, and at the same time cuts governmental inefficiencies and waste which has tremendous impact on small businesses trying to survive.

As our members well know, Associated Food Dealers has been trying to gain relief from dual agency inspections for over 10 years now on behalf of our over 3,500 members who employ over 43,000 persons. It was not until Rep. Lewis Dodak of Birch Run got involved in helping AFD and our industry, did anything start to happen. And happen it did.

In the past, food stores and establishments were inspected primarily by the Michigan Dept. of Agriculture. However, if you sold any prepared foods in your store (pizza, submarine sandwiches, ribs, etc.), then the Michigan Public Health Department also came into your place of business. The net result was that in many cases our industry was faced with two sets of standards. Which one do we use? Since the Michigan Dept. of Agriculture was responsible for about 98 percent of our industry, it was only natural they be the agency to deal entirely with us. Thus, the bill was drafted and eventually signed by Gov. Blanchard.

In the end, all's well that ends well. AFD was the major industry supporter of this legislation, working very hard with James Karoub Associates, our Lansing governmental liaisons. In the stretch run, we also received support from our sister associations the Michigan Merchants Council and the Michigan Food Dealers in Lansing.

We wish to thank all of the Legislators, the Governor and his staff, the MMC and MFDA and all our members who made phone calls and wrote letters. You were all so beautiful:

It goes to show — something we have been stressing for over 20 years — when we all work together in harmony we can move mountains. Or, in unity there's strength. Indeed there is.



PROUD SPONSORS OF THE 1984 U.S. OLYMPIC TEAM.

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Chairman's Message

LARRY JOSEPH
AFD Chairman



AFD's Youth Day Getting Bigger and Better Annually

Recently, the third Annual Youth Day sponsored by Associated Food Dealers, WJLB Radio, WJBK-TV2, Detroit Free Press, Detroit Parks and Recreation Department and some 60 community organizations was held at Belle Isle in Detroit. Needless to say, it was another huge success with over 8,500 youngsters participating, not counting the police cadets and the volunteer adults supervisors.

Youth Day started when AFD's Ed Deeb and WJBK-TV's Tom Fox were trying to come up with a good community relations program that would help youngsters out of school in the summer, the entire community and our food distribution industry as well. The net result is that it's getting bigger and better all the time.

It goes to show that when you get a good formula for something, everyone wants to pitch in and do his or her part. The celebrities have been very generous in donating their time. So far the following sports celebrities have chipped in to help us out: Dave Bing, Tommy Hearn, Billy Sims, Lem Barney, Charlie Sanders, Dave Laimbeer, Ken Benson, Jim Thrower and a whole host of others to name just a few.

Our food distribution industry, our supplier and retail members in particular, have done a super job in supporting this worthwhile effort in providing food and beverages, sponsoring bus loads of youth, sending volunteers to help or whatever. Youth day has given our industry a chance to show the tremendous community relations job we all are doing . . . providing us with more visibility . . . and at the same time indicate to the community we do care and want to be involved.

Now, Mayor Young of Detroit and the City Council have chosen to issue proclamations for the big event, and more government people are getting involved.

As chairman of the board of AFD, I too wish to extend my hearty congratulations to all who participated in 1984 Youth Day III as well as indicate our heart-felt thanks and appreciation for a job well done . . . especially to our own Ed Deeb and Tom Fox.

It is an event such as this which helps build goodwill and solid community relations. I am confident it will be even bigger and better in 1985. *(A complete photo review of Youth Day will appear in our next issue.)*

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Current Tax Laws Can Help Reduce The Cost Of Your New Home

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

Let's suppose that business has been very good for you in recent times and you are planning to build a new custom home. You may wonder if there are any ways you can use the current tax laws to help soften the blow that a costly new home will have on your finances.

Two things come to mind. They are the sales tax deduction you get on construction materials if you act as the general contractor, and the renewable energy source credit on qualified expenditures.

Let us discuss the latter of the two first, the renewable energy source credit. You are allowed a 40% credit on the first \$10,000 of qualified renewable energy source expenditures with respect to your principal residence. That is a maximum \$4,000 credit, which is a dollar for dollar reduction in your tax liability. This credit is allowed once per residence. The credit may not be carried back, but you can carry it forward to reduce future taxes should you not use all of it in

the year the energy expenditures were incurred.

The regulations define solar energy property as equipment and materials that when installed transmits or uses solar energy to heat, cool or provide hot water for a dwelling. The rules make the distinction between active and passive solar systems. An active solar system uses some form of mechanically forced energy transfer, such as pumps and fans. Generally, active systems use equipment such as: collectors (to absorb sunlight), storage tanks (to store hot liquids), rockbeds (to store hot air), thermostats (to activate pumps and fans) and heat exchangers (to utilize hot liquids or air to heat air or water).

On the other hand, a passive solar system is based on the use of conductive, convective, or radiant energy transfer. Now ordinarily, a passive solar system would not qualify for the credit. However, if such a system contains all of the following key elements: a solar collection area, an absorber, a storage mass, a heat distribution method and heat regulation devices; it can qualify.

To give you an example, a popular feature in many new custom homes these days, is a solarium. People like to adorn these rooms with all sorts of exotic plants and possibly use the room as a breakfast nook. A solarium would generally be considered a passive solar system and no part of the cost of this room would qualify. Though as I interpret the "regs", if the system contains all the elements mentioned above, then certain costs, including labor attributable to the construction of this room would qualify as a renewable energy source

expenditure.

The other way to help defray the cost of your new home is to act as you own general contractor as the house is being built. This way, you can deduct the sales tax on the materials used in the construction of your home. In other words, if you enter into a contract with the builder for a stated sum, any sales tax paid by the builder on the materials used in construction of your home is not deductible. It does not matter whether the price you pay the builder indirectly reflects the sales tax or not. In order to get the deduction, you must act as the general contractor and all the invoices for materials must be billed to you. They must have your name on them.

I should point out, this does not preclude you from employing a contractor. You can still use a builder as long as the bills have your name on them. In my opinion, this is the optimum situation anyway. Most of us do not have the expertise or the time to supervise the construction of a home, for one thing. Secondly, a builder is more familiar with the various material suppliers, knows when he is getting the best price and more often than not, receives some sort of trade discount.

The important thing to remember in nailing down this deduction is to make sure it is well documented. That is, before submitting bills for payment at the bank where you have your construction loan, make sure you have duplicate copies of the bills.

In conclusion, while these two facets of the tax law will not have a significant effect on the cost of your new home, it can make building one more manageable and affordable.



GEORGE SHAMIE, JR.

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Tuesday, October 30 — 10:00 AM to 5:00 PM
Wednesday, October 31 — 10:00 AM to 3:00 PM**



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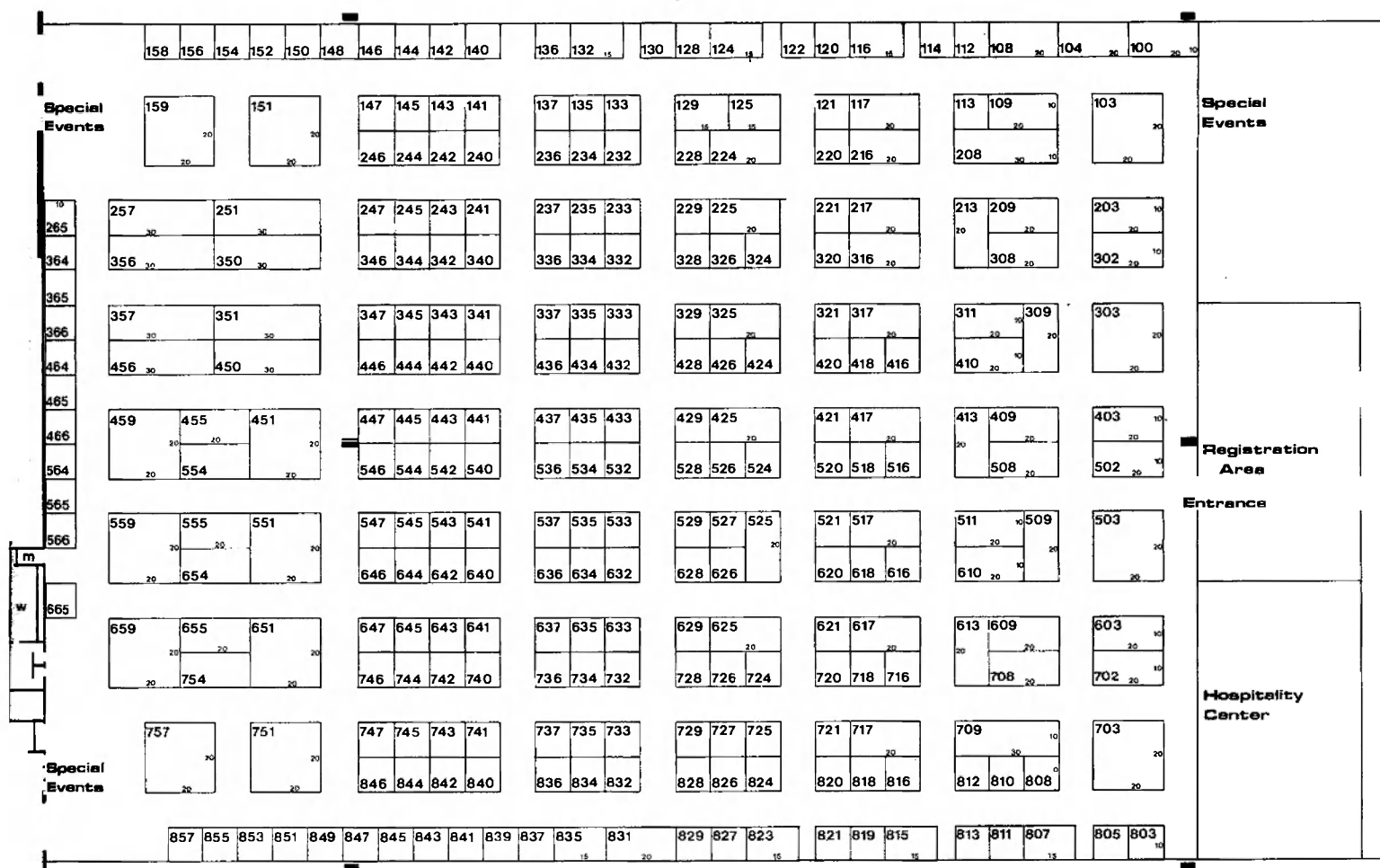
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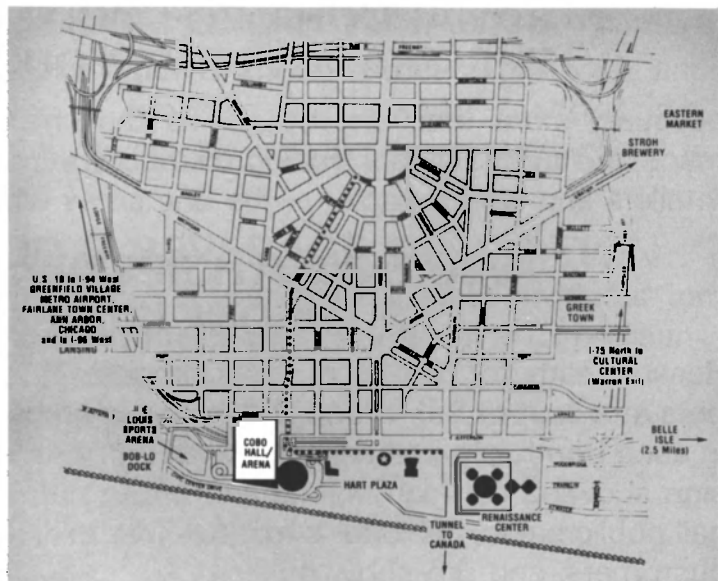
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2. Increase your regular share account by at least \$300.00 over the next six months and receive a Solar Calculator.
3. Increase your regular share account by at least \$600.00 in the next six months and receive your choice of several electrical gifts.
4. Increase your regular share account by at least \$1200.00 over the next six months and receive your choice of several G.E. gifts.

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When mailing or carrying 2nd or 3rd party checks for deposit, you should restrict negotiability to your depository. Endorse the checks "For Deposit To My Account At AFD Credit Union" followed immediately by your signature.

WELCOME ABOARD

The credit union welcomes employees of Savewel Markets and Elias Brothers restaurant chain to our membership.

NEW MEMBERS

As you probably know, recent changes in regulations now make it possible for your credit union to extend membership to all of your relatives. Now your entire family may share the many fine services and benefits offered by AFD Credit Union. Brothers, sisters, aunts, uncles, grandchildren, cousins, etc. In fact, anyone related to you in any way can now join our credit union regardless of where they may live.

The credit union needs and wants new members. We never have enough! Generally speaking, more members mean more deposits, more deposits means more loans, more loans means more interest collected, more interest collected means more income, more income means more dividends, and more dividends means more new members.

SHARE DRAFTS

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How To Stock Your Shelves

As every retailer knows, the main purpose of case and shelf stocking systems is to be sure that the customer has an adequate quantity and quality of merchandise to choose from. Definite procedures need to be established if this objective is to be realized. According to Food Marketing Institute's basic training seminars, the following principles would be applied in setting up a systematic stocking system:

1. Stocking responsibility should be specifically assigned, either to employees in each department or to a special crew; specific times of day, frequencies and schedules for checking and restocking the displays should be established.

2. Groceries should be stocked at scheduled intervals except as out-of-stocks develop; schedules should take into account deliveries of new merchandise and day-to-

day customer traffic patterns.

3. Perishables should be restocked continuously and schedules also established for taking displays down at the end of the day and for setting them up in the morning.

4. For stocking efficiency, merchandise in storage areas should be stacked to be easily identifiable, with item description markings facing the working aisle; the grocery storage area should, to the extent possible, be laid out in the same order and pattern as the sales floor.

5. Depending on the fullness of display desired, shelf and case display space allocated for fast-moving items, sufficient space should be allocated to eliminate the need for restocking between deliveries.

6. For stocking efficiency, fast-moving items and special display merchandise should be stocked in multiple-unit containers

(tray packs, produce racks, etc.) unless policy regarding display appearance dictates otherwise.

7. Stocking should interfere as little as possible with customer shopping, and aisles should be kept clear of stacked merchandise; bringing in excessive quantities at one time should be avoided.

8. Shelves and cases should be dusted or wiped off every time they are restocked, and shelf prices checked against the prices on new merchandise.

9. Merchandise should be stacked to the desired height, evenly and neatly; merchandise requiring refrigeration should not be stocked in quantities exceeding the capacity of the equipment.

10. New shelf stock should be placed behind old stock to ensure proper merchandise rotation; code dates on perishables should be checked, and damaged or spoiled merchandise should be removed.

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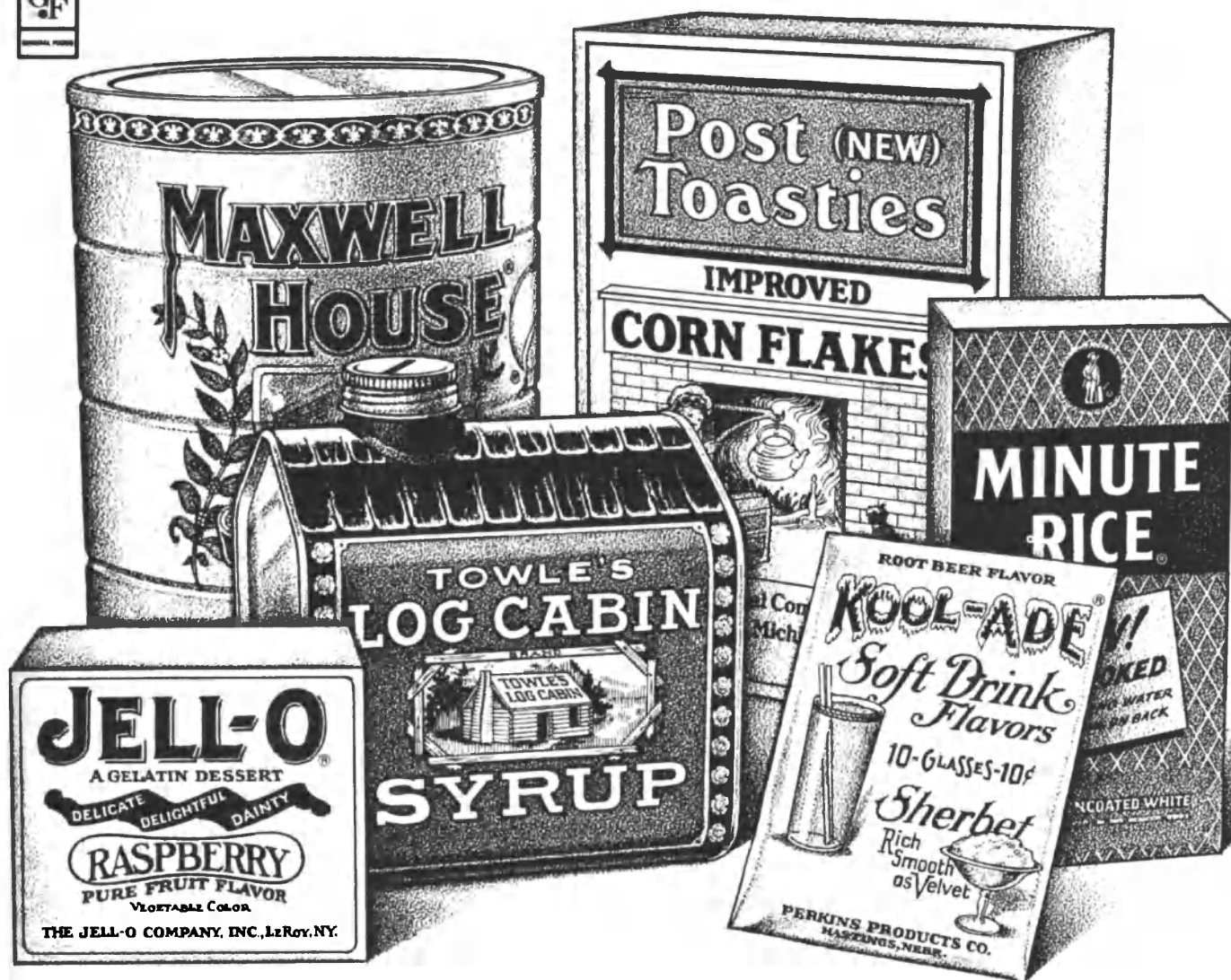


WARREN, MICH. 48089

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Good ideas will always be good ideas.

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Announcement from General Foods

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250 North St., White Plains, N.Y. 10625



GENERAL FOODS CORPORATION

MEAT

(from Page 5)

oriented" shoppers who are inclined to avoid meat buying because of health reasons.

Assorted kinds of meats were gauged in the survey to determine which groups buy them, why and how often.

"This is the first time we've done a segmented study," says Candice Pratt of the institute. Although the study wasn't targeted specially for retailers, she admits it can be of great use to them. "It gives very direct hints on merchandising," she says.

A summary of the study is available from the American Meat Institute, PO Box 3556, Washington, DC 20007.



Community Award For Coca-Cola

ACCEPTING the "Community Organization of the Year" Award for the Coca-Cola Bottlers of Detroit is Gary Giller, center, the firm's city marketing manager. The award is given in recognition of a commitment to the youth of metropolitan Detroit, by Operation Friendship, the umbrella organization of the Detroit Public and Catholic High School Leagues. Making the presentation are Walter Bazylewicz, left, Director, Catholic League and Roy Allen Jr., Director, Detroit Public League. During the past 10 years, Operation Friendship has honored other major organizations including Comerica, Police Athletic League (PAL) and the Detroit Tigers.

**PEOPLE
ARE SINGING
THE BAKING SONG**

DO IT
YOURSELF
FROM SCRATCH

THEY USE

**CLABBER
GIRL**

**MORE
PROFIT
FOR YOU**

Cashier Can Foil Shoplifter

The problem of shoplifting can be a serious threat to front-end security. The checkout is the last place to foil a shoplifter, so cashiers must be alert to possible dishonest shoppers. The following tips should assist all front-end personnel in protecting the store against shoplifters.

(1) Handle magazines and publications by the bindings, and lift them as they are being checked to discover any flat merchandise which may be concealed inside the publication.

(2) Make certain no items are concealed beneath a large bag of dog food, large box of detergent, etc., located at the bottom of the shopping cart. The cashier or bagger should lift such large items to

make certain nothing is concealed. Special labels may be affixed by the cashier to items at the bottom of the cart to assure that the item has been checked through the register and that no other item has been concealed from the checker's view.

(3) Be alert for dishonest customers who stuff smaller items into the ends of rolls of paper towels or toilet paper or into the tops of cereal boxes.

(4) Be alert for label switching, particularly on red meat items, such as a hamburger label being switched to a package of steaks.

(5) Know the prices of items on which label or cap switching is frequent. Knowing these prices will make it easier to spot dishonesty.

MICHIGAN

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NEWSNOTES

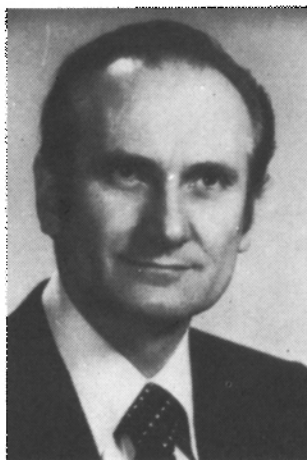
Marty Benson and Nate Fink, formerly with Great Scott Supermarkets, recently opened "Mr. Bulky's", a bulk food supermarket at 4422 North Woodward, Royal Oak, which offers more than 900 food items. According to Benson, it is the first of about 20 franchised stores planned for the Detroit area.

• • •

Manufacturers are creating new coupons that have less verbage on them. And we are seeing more scanable coupons. Here's how they work — when a scanable coupon is presented at the checkout counter with scanning equipment, the cashier runs the coupon across the scanner and the system will validate that the customer has purchased the brand called for on the coupon, and if this purchase was made, automatically deducts the value of the coupon from the cash register tape and also prints the coupon information on the tape.

• • •

Tom Ritter, a Clarkston area food dealer, has announced his candidacy for Representative to the U.S. Congress from Michigan's Sixth District. Ritter is the president of Ritter's Farm Market, Inc., a 54 year-old company started in Pontiac by his father, Kevin J. Ritter, Sr.



The Hiram Walker Company has announced the recent promotions of Stephen Escoff (left) to vice-president, national sales manager; William R. Buesching (right) to director of marketing projects; and Gerald Simpson to director of administration.

• • •

The Pfeister Company has been appointed by Chesebrough-Pond's, Inc., to represent their Personal Care and Cosmetic Care Divisions in the Detroit, Saginaw and Grand Rapids, Michigan; and Toledo, Ohio marketing areas. Tom Waller, HBA & GM department manager will serve as senior product manager.

• • •

The Pfeister Company also announced their appointment by the Sargento Cheese Company, for the Detroit, Saginaw and Toledo markets. Bill Stridiron will serve as in-house product manager.

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BIG J CORPORATION, vending machines for candy, cigarettes, coffee, popcorn, etc., 5600 W. Maple, W. Bloomfield, Michigan 48033; (313) 855-0888.

GOURMET HOUSE, INC., catering hall, 25225 E. Jefferson, St. Clair Shores, Michigan 48080; (313) 771-0300.

SERV-U-MATIC CORPORATION, vending machine distributors beverages and hot drinks, PO Box 166, LaSalle, Michigan 48145; (313) 1-879-8787.

SQUIRT-PAK, beverage distributor, 777 Brooks Avenue, Holland, Michigan 49423; (616) 396-1281.

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.

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

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Mohawk Liqueur Corp 962-4545
Needham & Nielsen Sales 476-8735
O'Donnell Importing Co 386-7600
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Stroh Brewery Co 259-4800
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Vernor's RC Cola 833-8500
Viviano Wine Importers 883-1600
Hiram Walker, Inc 626-0575
Warner Vineyards (616) 657-3165
Wayne Distributing Co 427-4400
Vic Wertz Distributing Co 293-8282
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BROKERS,

REPRESENTATIVES:

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Ameri-Con, Inc 478-8840
Bob Arnold & Assoc 646-0578
Chuck Batcheller Co 559-2422
J.M. Bellardi & Assoc. 772-4100
B-W Sales 546-4200
City Foods Brokerage Co 894-3000
Conrad-Greene & Assoc 335-2088
C.W.K. Food Enterprises, Inc. 851-2329
Embassy Distributing 352-4243
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The Pfeister Co 591-1900
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UBC Marketing 471-1480
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Fontana Brothers, Inc 897-4000
J & J Whistle Tobacco & Candy 754-2727
Macomb Tobacco & Candy Co 775-6162
Mich Whistle Tobacco & Candy 923-2808
Royal Tobacco & Candy 892-0460
Universal Cigar Corp (212) 753-5700
Wolverine Cigar Co 554-2033

CATERING HALLS:

Gourmet House, Inc 771-0300
Royalty House of Warren 264-8400
The Southfield Manor 352-9020

CREDIT UNIONS:

AFD Credit Union 547-0022

COUPON REDEMPTION:

Associated Food Dealers (313) 366-2400

DAIRY PRODUCTS:

The Borden Co 583-9191
Country Fresh Dairy (616) 243-0173
Dannon Company, Inc 946-7210
Tom Davis & Sons Dairy 583-0540
Detroit Pure Milk (Farm Maid) 837-6000
Good Humor Corp 894-1490
McDonald Dairy Co (313) 232-9193
Melody Farms Dairy 525-4000
Sherwood Dairy Distributors 375-1721
Stroh's Ice Cream 961-5843
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
Row-Bur Distributors 852-2616

DENTISTS:

Richard E. Klein, DDS, PC 547-2910

EGGS & POULTRY:

M&G Foods, Inc 875-4040
Linwood Egg Co 524-9550
Orleans Poultry Co 931-7060
Qualmann Quality Egg Co 757-4350

FISH & SEAFOOD

Al Deuel Trout Farm (1) 784-5427
Hamilton Fish Co, Inc (1) 832-6100
Michigan Food Sales 882-7779

FLORISTS:

Livernois-Davison Florist 933-0081
Anne Michaels Floral Designs 855-5406

FRESH PRODUCE:

Harry Becker Produce Co 841-2500
Ciaramitaro Bros., Inc 567-9065
Cusumano Bros. Produce Co 921-7100
Hadley Fruit Orchards 569-7030
Michigan Repacking & Produce Co 841-0303
Morelli Enterprises, Inc 978-8505
Tony Serra & Sons Produce 758-0791
Faro Vitale & Sons 393-2200

ICE PRODUCTS:

Great Lakes Ice 922-5899
Midwest Ice Corp 868-8800

IMPORTERS-EXPORTERS:

Dalaly-International & Assoc 353-2722
Energy International Corp 362-4266
Evergreen Food Supply Co 358-4740

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
Financial Guardian, Inc (1) 649-6500
Frank P. McBride, Jr., Inc 886-4460
Prime Underwriters, Inc 837-8737
K.A. Tappan & Assoc 354-0023

INVENTORY, BOOKKEEPING, TAXES:

Abacus Inventory Specialist 852-9156
Approved Inventory Spec'lists 571-7155
Gohs Inventory Service 353-5033
Akram Namow, CPA 559-6040
Quality Inventory Specialists 771-9526
R.G.I.S. Inventory Specialists 978-1810
George R. Shamie, Jr., CPA 474-2000
Washington Inventory Service 557-1272

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Bellanca, Beattie, DeLisle 882-1100

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 646-2278
Kraft Foods 261-2800
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
Safie Bros Farm Pickle Co (1) 949-2900
Shedd Food Products 868-5810
Velvet Food Products 937-0600

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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
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R.E. Smith, Inc 894-4369
Smith Meat Packing, Inc. (1) 985-5900
Vasara Meats, Ltd 791-7316
Weeks & Sons (Richmond) 727-3535
Winter Sausage Mrs 777-9080
Wolverine Packing Co 568-1900

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ABC WXYZ-TV 827-9351
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
WJOL-FM 222-2636
WWJ-AM 222-2636

MONEY ORDERS:

Associates Financial Express 386-8745

NON-FOOD DIST'S:

Cleanway Products 834-8400
Household Products, Inc 682-1400
Ludington News Co 925-7600

Nationwide Food Brokers 569-7030
Warrior Martial Arts Supplies 865-0111

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POTATO CHIPS & NUTS:

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Butts & Co 644-7712
Earl Keim Realty, North 559-1300
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RENDERERS:

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American Synergistics 464-3333
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Comp-U Check 569-1448
D/A Central, Inc 399-0600
Financial & Marketing Ent'prises 547-2813
Gulliver's Travels 567-2500
Intro Marketing 540-7790
J&M Food & Restaurant Service 445-0653
Melrose Linen Service 366-7700
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Reed, Roberts & Assoc (1) 852-6600
Retail Demonstrators, Inc 527-2882
A.J. Shaheen Electric Co 882-3710
M.A. Young, Consultant 477-1111
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SPICES & EXTRACTS:

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EQUIPMENT, STORE SUPPLIES:

AAA Pallet Co 892-4360
Almor Corp 399-3320
Belmont Paper & Bag Co 491-6550
Big J Corporation 855-0888
The Butcher Supply 522-4675
Gayl-Inn Corp 471-4080
Hobart Corp 542-5938
Hussman Refrigeration, Inc 471-0710
Liberty Paper & Bag Co 921-3400
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Zack Enterprises, Inc 554-2921

WAREHOUSES:

Armen Berry Warehouse 964-3069
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WHOLESALEERS,

FOOD DISTRIBUTORS:

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M & B Distributing Co (1) 767-5460
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Rainbow Ethnic & Spec'ty Foods 646-0611
Raskin Foods, Inc 759-3113
Scot Lad Foods, Inc (419) 228-3141
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