



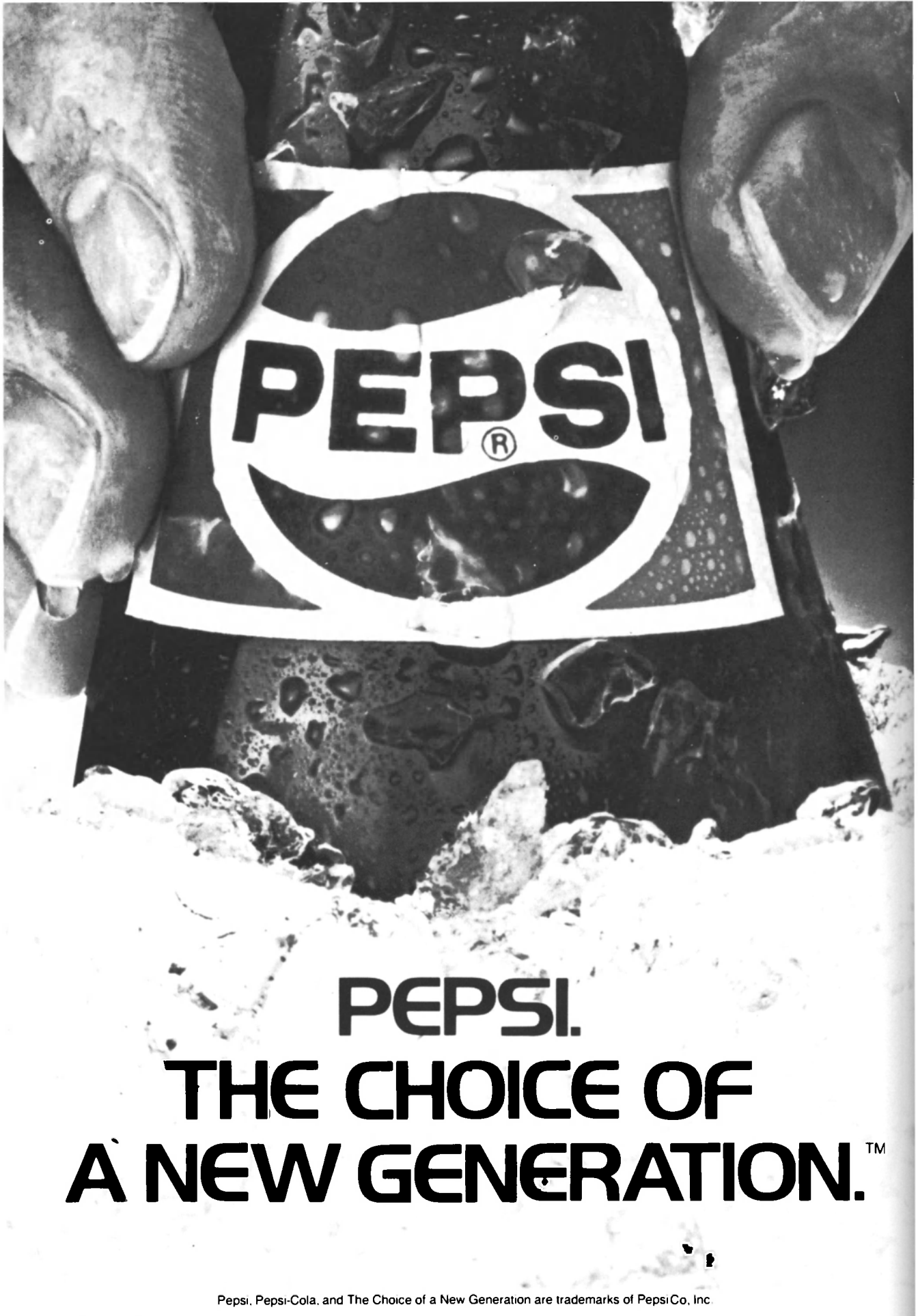
THE FOOD DEALER

"The Magazine for the Michigan Grocery and Beverage Market"

WINTER 1984 ISSUE



JOSEPH SARAFA, AFD Board Member, seated, is pictured with his proud parents Margaret and Salim Sarafa at his desk after being admitted to the Michigan State Bar Association as a practicing attorney. The new young attorney was the recipient of AFD's first scholarship award, and is now connected with Bushnell, Gage, Doctoroff & Reizen law firm in Southfield. He still finds time to assist his family at Park Lane Cork & Bottle Shop, Detroit.



Pepsi, Pepsi-Cola, and The Choice of a New Generation are trademarks of PepsiCo, Inc.

THE BOARD

• OFFICERS, 1984

Chairman:
LARRY JOSEPH
Market Square

Vice Chairman
* **JERRY YONO**
Detroit Food & Drug Center

Vice Chairman:
TOM SIMAAN
Armour Food Market

Treasurer
GEORGE BYRD
Byrd's Choice Meats

Executive Director
EDWARD DEEB

• DIRECTORS, RETAIL MEMBERS:

CLEO ASHBURN
Ashburn's Party Store

SIDNEY BRENT
Kenilworth Market

PAUL BUSCEMI
Original Buscemi's, Inc.

WILLIE COOPER
S&D Variety Store

DON HARRINGTON
Meat-N-Place

ROBERT KATO
Mission Valley Market

* **PHIL LAURI**
Grub Street Hermit

PHIL MANNONE
Mannone's Market

* **TONY MUNACO**
Mt. Elliott-Charlevoix Market

JOSEPH SARAFIA
Park Lane Cork & Bottle

* **LOUIS VESCIO**
Vescio's, Inc.

* **HARVEY L. WEISBERG**
Chatham Super Markets

SAM YONO
Tel-Kaif Party Store

• DIRECTORS, GENERAL MEMBERS:

AMIR AL-NAIMI
Metro Grocery, Inc.

* **PHIL SAVERINO**
Phil's Home Catering Company

* **ALLEN VERBRUGGE**
City Foods Brokerage

MAURY YOUNG
Daymon Associates

• REGIONAL OUTSTATE ADVISORS:

SAM COSMA
Atlas Super Market

JACOB GRANT
Farmer Grant's Market

* Past Chairman



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.



THE FOOD DEALER

Official Publication of the Associated Food Dealers

125 West Eight Mile Road, Detroit, Michigan 48203 • Phone (313) 366-2400

Volume 58 — Number 4 — Copyright 1984

Edward Deeb, Editor

Nick Delich, Associate Editor

Jack Azzam

Lisa Bennett

Gina Chmelzer

Brenda McManus

Elizabeth Meldrum

Louise Querciagrossa

Thelma Shain

Christine Wojt

The Food Dealer (USPS 082-970) is published quarterly by the Associated Food Dealers, at 125 West Eight Mile Road, Detroit, Michigan 48203. Subscription price for one year: \$3 for members, \$5 for non-members. Second Class postage paid at Detroit, Michigan. Send Form 3579 to 125 West Eight Mile Road Detroit, Michigan 48203.

CONTENTS

• • •

AFD Activities, Accomplishment in 1984	Page 5
Off The Deeb End	6
AFD "Info Expo" Report	11-14
AFD Awards Night Banquet	15
Eastern Market Plaza	19
Lighting For Security	20
Industry Training-Orientation Program	21
28 New Supplier Members Join AFD	22
AFD Supplier Member Directory	23



Ed Deeb Gets Surprise Award

EDWARD DEEB, executive director of the Associated Food Dealers, was the surprise recipient of a special distinguished service award at the AFD's 20th Annual Awards Night Banquet. He received a plaque honoring him for 20 years of dedicated service to the Associated Food Dealers. In presenting the award, AFD chairman Larry Joseph praised him for "leading the AFD's growth from 223 members in 1965 to over 3,500 today." Joseph also said, "Deeb is a community-oriented leader who has won the respect and admiration of community and political leaders throughout the state."

Deeb is pictured here with his wife Joanne, showing the plaque to well-wishers.

YOU COULDN'T PICK A BETTER CARD.

Only Blue Cross and
Blue Shield offers
all these advantages.

- The I.D. card is recognized everywhere.
- Choose your own doctor from 10,000 participating Michigan doctors.
- No cash deposits are required for covered services with participating physicians, hospitals and other providers.
- In case of emergency, your I.D. card does all the talking.
- A statewide network of Blue Cross and Blue Shield offices are ready to serve members.



CAN YOU REALLY AFFORD ANYTHING LESS?



Blue Cross
Blue Shield
of Michigan

“1984”

A Review Of AFD Involvement, Action Programs

JANUARY

The year began with the AFD Board taking time out to elect its Officers for 1984. Elected were: **Larry Joseph, Chairman for a 2nd term; Tom Simaan and Jerry Yono Vice-Chairmen; and George Byrd** re-elected Treasurer . . . AFD met with the **Southfield City Council** to protest any plans in that city to permit gas stations to also sell beer and wine in addition to gasoline; AFD preferred to keep the current State law intact. . . A select group of organizations, including the **Associated Food Dealers, met with Gov. James Blanchard** to outline problems confronting them.

AFD assisted the **Easter Seals Society** in helping plan its 1984 campaign. . . AFD strongly **testified against the permitting of floor displays** of package liquor by SDD licencees at a hearing of the **Michigan Liquor Control Commission** held in Lincoln Park; thus supporting the State's existing regulations on this subject. . . AFD met with representatives of the **Television Bureau of Advertising** to discuss food industry merchandising techniques.

Associated Food Dealers met with a **coalition of community organizations** to review plans to establish a response network to community problems and tensions, including such groups as **NAACP's Detroit Chapter, Detroit Urban League, New Detroit, Inc., the Concerned Citizens Council**, in addition to AFD. . . The Detroit Association of Grocery Manufacturers' Representatives (DAGMR) held its **Annual Inaugural Ball** at the Holiday Inn, Livonia.

At the request of AFD, officials of the **Michigan Dept. of Social Services met in Detroit to re-establish the fraudulent checks unit**, thus assisting merchants in being reimbursed for checks which were cashed by ap-

propriate recipients, but fraudulently. The unit was re-established at the meeting, following a year's absence . . . **AFD met with Wayne County Sheriff Robert Ficano** to express our industry's concerns, especially about rising crimes affecting drivers and retailers alike. Attending from AFD were **Larry Joseph, Tony Munaco, Ed Deeb and our attorney Peter Bellanca**.

The AFD Credit Union Board met to map out promotional activities and service to members for 1984, under the Chairmanship of Don Harrington and general managership of Robert Stevenson. . . **AFD met with officials of United Community Services** to provide in-put of our organization into their programs. (UCS is the funding arm for the United Foundation Torch Drive). . . **AFD met with officials of the Michigan Dept. of Labor** to review the State's Workers' Compensation regulations as they affect our industry and proposed needed amendments. Attending from AFD and our Self-Insured Workers' Compensation Program were **Ed Deeb, Mike Ranville and attorney James Bellanca, along with James Duff and Liz Vernier** from Creative Risk Management Corporation, our administrators.

AFD met with the Board of the Eastern Market Wholesale District Council to provide in-put for helping to develop and expand the market area even further. The Eastern Market Council is headed by **Vincent (Jim) Vitale of Faro Vitale and Sons**. . . **AFD's Tony and Sam Munaco along with Ed Deeb attended a tribute dinner for Rev. Obie Matthews, sponsored by the Black Baptist Ministers**, and presented Dr. Matthews with an appropriate plaque for his dedicated work to keep harmony in Detroit's center city area.

AFD met with representatives of the **Michigan Dairy Foods Association** at a preliminary meeting to

(continued on page 8)

Off The Deeb End

EDWARD DEEB
AFD Executive Director



GREATER RESPONSIBILITIES WITH GREATER GROWTH

With more and more units of chain stores being sold to independent food store operators, it has opened a wide sphere of opportunity to those independents who are astute enough to provide the types of services a large supermarket requires.

When one is used to operating smaller party stores, wine shoppes, delis or what have you, too often we forget that the bigger sales volume and labor force needed to manage a large supermarket also require more services for shoppers than were necessary in smaller stores.

Obviously, a larger store also requires more attention and sounder management to assure both customer and employee safety, proper insurance coverage, and proper legal papers to protect the new owner of a larger store or operation.

Needless to say, but an important reminder anyway, the bigger the store, the bigger the responsibilities, including more goodwill, community relations involvement with block clubs, churches, youth groups, schools etc. Being involved in the vicinity where your store is located is not only essential, but it is smart business and will help you grow in the future.

Although the independent food and beverage store operators have always played an important role in our industry, today the independents play an even greater role. In the City of Detroit proper, independents have captured about 65% of the sales volume. On a statewide basis, independents are doing about 58% of the total sales.

More and more retailers and suppliers are joining AFD and becoming part of the largest food and beverage association in Michigan which now includes over 3,600 members who employ over 43,000 persons. We are happy to report that in 1984 331 new members joined AFD, and we proudly welcome them aboard.

As 1984 closes and 1985 begins, I wish to take this opportunity to extend our best wishes for health, happiness and success to all our members. My toast to you: "May your best of 1984 be your worst of 1985."

HOUSE OF HEILEMAN



®

Light



**G. Heileman Brewing Company
Says Yes to Michigan**

America's Leading Full Line Brewer

REVIEW

(from page 5)

decide how best to curb the theft of plastic milk cases. Legislative solutions were discouraged, and a massive industry-wide promotional campaign to reach consumers was stressed. AFD participated in the effort and provided free page advertisements in our publication, and a survey of members.

FEBRUARY

Associated Food Dealers' **Ed Deeb and Mike Ranville** of Karoub and Associates, our legislative liaisons, **met with Michigan State Lottery Commissioner Michael Carr** to relate ways of improving the marketing and profitability of the Lottery, and an important need to increase commissions to retail agents, to compensate for rising costs incurred. . . . AFD met with officials of **Michigan Blue Cross and Blue Shield** to review AFD's program, expand coverage and reduce rates. (Note: Rates were eventually reduced an average of 2%.)

AFD's Sam Yono and Ed Deeb met with officers of the **Chaldean Youth Organization** to assist with their food industry programs, and outline how the two groups could work closer together. . . . AFD met with representatives of the **Michigan Special Olympics** program hosted by **Paul Inman Associates**. Featured guests were ex-Lion Ron Kramer and weathercaster Sonny Elliott. . . . AFD met with **Anthony Franco Company** to plan AFD's 1984 public relations and community relations campaign, including a survey of members and the community.

AFD hosted a meeting of the **Michigan Dept. of Agriculture Advisory Council** at the AFD office, Detroit. . . . AFD alerted Michigan banks it was not happy with charges imposed upon retailers who submit **Federal Food Stamps** for deposit into their accounts.

MARCH

AFD met with the **Detroit Economic Growth Corporation's** retail development committee to seek out major new shopping center sites in Detroit. . . . AFD met with **Detroit Police Chief William Hart** to review plans to inaugurate an Ethnic Community Response Network to deal with community problems involving merchants and residents. Also attending were **Concerned Citizens Council, Detroit Urban League, New Detroit and the NAACP Detroit chapter**.

March 16, AFD's Ed Deeb and legal counselor James Bellanca **met with officials of Comerica** to encourage them to drop bank charges for retailers who handle and redeem food stamps and deposit them in

Comerica accounts. . . . **AFD met with officials from Coca-Cola USA of Atlanta** to review Michigan's costly and inefficient returnable container law still costing our industry in Michigan over \$300 million annually to comply with. . . . **First Free Legal Clinic** of the year for AFD members, a special service in cooperation with our attorneys, Bellanca, Beattie, DeLisle et al, was held March 29.

AFD-sponsored House Bills 4312 and 4313 to eliminate duplicate food inspections, passed the Michigan House and was sent to the Senate. . . . AFD participated in a **Crime Task Force sponsored by the Detroit City Council**, and called by Erma Henderson.

AFD's 68th Annual Trade Dinner was held at the Royalty House in Warren. Featured guest of honor was **U.S. Senator Carl Levin**, who promised AFD and our members that he would continue to strive for "due process" for our industry, particularly for retailers relating to the federal food stamp program and their receiving stiff penalties without due process. **State Supreme Court Justice Thomas G. Kavanaugh** installed the AFD officers and directors. Entertainment featured the Italian comedy team of Gaylord and Holiday, and continuous music and entertainment.

APRIL

AFD co-hosted a news conference in Detroit Police Chief William Hart's office to formally announce the **Ethnic Community Response Network** and how it functioned, along with the half-dozen community groups who were part of ECRN participating. . . . **AFD met with the Michigan Merchants Council** to seek ways both organizations can work in unison for their memberships.

Detroit Food Brokers Association (DFBA) hosted a dinner at the Topinka's Country House featuring the officers and directors of the Associated Food Dealers. AFD's Ed Deeb outlined the numerous programs and services AFD was working on and involved in on behalf of the industry. Attending from AFD were **Sam Yono, Willie Cooper, Phil Lauri, Jerry Yono, Sid Brent, Don Harrington and Maury Young**. DFBA president **Phil Fischioni** praised the efforts of AFD and promised to have DFBA work closely with AFD wherever possible. . . . The **AFD Credit Union** held its annual elections.

AFD's Ed Deeb and Bob Jones of **Concerned Citizens Council** appeared on an hour-long live talk show on WXYZ radio hosted by Patrick Weiss to explain the Ethnic Community Response Network and field questions from callers. . . . AFD also taped a half-hour television show segment for **Continental Cable Television** explaining its goals, objectives and accomplishments. The show is sponsored by the Detroit

(continued on page 10)

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

ONE MILLION INVESTED IN ADVERTISING THIS YEAR!

**our total commitment to the
supermarket adds up**

Our total commitment includes strong and consistent advertising support for our retailer-members. This year we will return over half a million dollars to members in the form of advertising allowances. We have invested almost half a million in television using Ol' Buddy Ernest to increase Country Fresh brand awareness.

And, we maintain a substantial budget for member communication. It all adds up to a million dollars invested in success!

Interested in a competitive program that is committed to the supermarket? Call Jack Carroll or Ted Guthrie at 1-800-632-9300.

**"It pays to know who
your real friends are...
know what we mean?"**



2555 Buchanan Avenue, SW, Grand Rapids, Michigan 49508

REVIEW

(from page 8)

Chamber of Commerce... In cooperation with Dick Sabaugh and Anthony Franco Company, AFD developed and printed a special membership promotion letter and brochure outlining the benefits of AFD membership.

Anheuser-Busch's John Conti was inducted into the University of Detroit Hall of Fame during this month... AFD Self-Insured Workers' Compensation program issued its first dividend to participating members.

MAY

AFD's Board of Directors formally approved the sanctioning of AFD's first **Michigan Food and Beverage Exposition** in conjunction with National Exposition Services, to be held Oct. 29-31 at Cobo Hall; a breakfast meeting was held May 1st to announce plans to the trade... **AFD's Golf Committee, co-chaired by Iggy Galante and Mike Simon**, held its first meeting to formalize plans for our **9th Annual Golf Outing** in August at Burning Tree Country Club.

Hosted by Anthony Yono, **Detroit Food and Drug Center** held an appreciation party for its customers at St. Cecilia Church... Ed Deeb appeared on **WKBD-TV50** to relate AFD's new community coalition program involving the Ethnic Community Response Network... AFD's **2nd Free Legal Clinic** of the year was hosted on May 15th by James Bellanca...

AFD met with representatives of the Eastern Market Wholesale District Council, Eastern Market Development Council, the Automobile Club of Michigan and the International Freedom Festival Committee to plan a "**Taste of Eastern Market**" during the July 4th celebration... AFD **delivered its formal proposal for job training** to the State of Michigan at this time... In the Spring issue of **The Food Dealer** magazine, a feature article by William O. Haynes on "It's What's Up Front That Counts" outlined the importance of front-end operations.

The Kroger Company and Wetterau, Inc., a St. Louis-based wholesale grocer, announced it was forming a separate wholesaling company to supply retail food stores in Michigan. Called Foodland, now in operation, it supplies a full-line of groceries and general merchandise... Kroger at the same time re-opened its Livonia dairy plant... **Associated Grocers of Michigan**, based in Holt, announced it had acquired Central Grocery Company of Flint.

JUNE

The Federal Trade Commission (FTC) announced an investigation into food chain pricing responses to competition from warehouse stores and will hold public hearings... **AFD's first free accounting clinic** in cooperation with our CPA's, George Shamie CPA, P.C., was held June 1st... AFD and several members participated in the **Macomb County Older Americans Festival**... AFD sponsored an interesting and successful **Produce Seminar June 5th** at the Fairlane Manor, Dearborn with about 42 persons participating, with moderator Fred DeVries.

Officials of **AFD's Self-Insured Workers' Compensation**

Program met with the Michigan Dept. of Labor once again, only this time to review needed occupational definition changes... **AFD met with New Detroit, Inc.**, regarding the need for funding jobs generally, and AFD's program in particular.

AFD met with officials of the **Food Coalition of Southeastern Michigan** to discuss ways the two organizations could cooperate on important emergency food matters... AFD's Ed Deeb and Jerry Yono met police officials and members of the **American Chaldean University Graduates** to plan a future seminar on crime prevention.

AFD met with Gov. James Blanchard and other association leaders to learn of Project Self-Reliance which was about to be kicked off. **Project Self-Reliance**, headed by former Senator Doug Ross would move to get people off of welfare into normal jobs, while saving taxpayers money... AFD and our public relations counselor Richard Sabaugh of Anthony Franco Company met with the **Michigan Dairy Foods Association** to discuss methods for voluntarily reducing theft of plastic milk cases.

JULY

Gov. Blanchard signed House Bills 4312 and 4313 into law, thus eliminating wasteful duplicate inspections of food establishments by two differing state agencies. The bills were sponsored by AFD and carried through the process of **Rep. Lewis Dodak**. The signing took place on the capitol steps and front lawn. Along with AFD, other organizations were on hand for the signing. After the ceremony, AFD co-hosted a buffet lunch for those in attendance, along with Michigan Merchants Council and Michigan Food Dealers of Lansing. **AFD called the legislation as a "major victory for AFD and our industry."**

Youth Day III, sponsored by Associated Food Dealers, WJBK-TV2, Detroit Free Press, Detroit Parks and Recreation Dept., WJLB Radio and some 60 community organizations, was held at Belle Isle with some **9,000 youngsters and adult supervisors on hand**. Detroit sports celebrities on hand to host clinics included **Lem Barney, Jim Thrower, Bill Laimbeer and Dave Bing** to mention a few. AFD retailer and supplier members played a major role in co-sponsoring the event. Extensive media coverage was given in both the print and the electronics media.

Over 250 retailers, drivers and interested parties attended a **Crime Prevention Seminar** at the Southfield Manor sponsored by the **Detroit Police Dept., Concerned Citizens Council, Chaldean-American University Graduates along with AFD**... Met with officials of the Governor's office to outline the importance of and the need to fund AFD's Job Training Program.

AFD met with state officials to speedily put together an **intensive 10-day food industry retail orientation program**, which was not only successful but which saw 20 persons hired into fulltime jobs in conjunction with Project Self-Reliance.

"Taste of Eastern Market," held July 1st as part of the **Freedom Festival between Windsor and Detroit** was a huge success, with over 80,000 persons attending... Regarding the survey sent to AFD members on stolen

(continued on page 16)

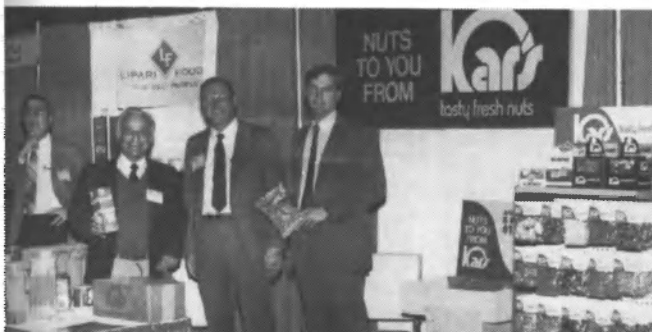
FOOD-A-GRAM

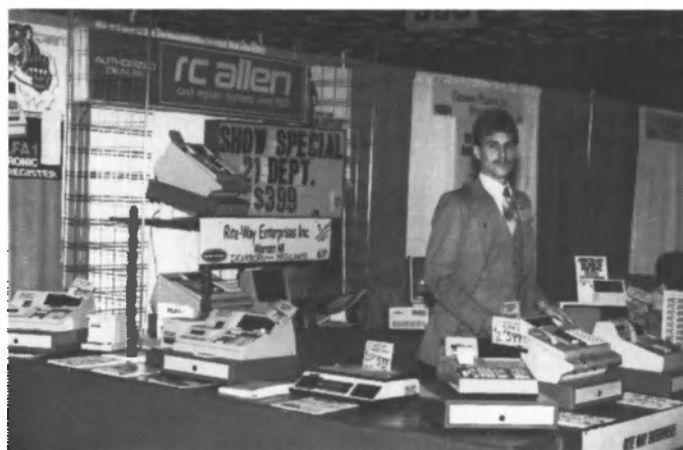
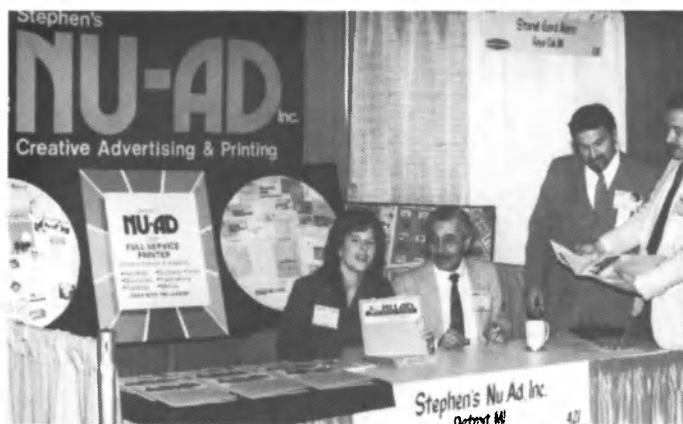
NEWSLETTER OF THE ASSOCIATED FOOD DEALERS
and supplement to AFD's award winning magazine, *The Food Dealer*

125 W. Eight Mile Rd. • Detroit, Michigan 48203 • Phone 366-2400



AFD's First Annual Food and Beverage Exposition An Unqualified Success!





“The Info Expo” Attracted

The first annual Michigan Food and Beverage Exposition, held at Cobo Hall in Detroit, was such an overwhelming success that the AFD is already making plans for the 1985 exposition.

“We are calling this year’s exposition an unqualified success because of the number of grocers who attended and the very positive response from all of the exhibitors who were present,” said Ed Deeb, AFD executive director who predicted (with more time to prepare for it) that next year’s exposition will be bigger and better.

Deeb’s optimism seems justified. The number of grocers who attended the first exposition was well beyond expectations. About 2,500 were expected — and at least 4,000 attended.

This year’s exposition was called “The Info Expo” because of the focus on information available to participants on increasing their sales and profits. Many grocers



Expo" over 4,000

the exposition said they came away with new ideas and new products that they are certain will help in their businesses. Exhibitors particularly expressed satisfaction with the opportunity to talk with individual store owners on a one-to-one basis. The exhibitors also reported "quite a lot of order-taking" and were sufficiently impressed with the success of the meeting to make advance reservations for next year's exposition. Some even increased their number of booths.

One food and beverage supplier said it would have taken him a year of constant traveling to talk to the number of grocers he met at the exposition.

The overall success of the entire show was so impressive that many non-members of the AFD joined the AFD after attending the exposition. Suppliers, wholesalers, and brokers interested in booth information for the 2nd Annual Michigan Food and Beverage Exposition should call D offices at (313) 366-2400.



Our Sincere Appreciation To These Exhibitors Who Participated In The Exposition

AFD Credit Union
 AFD Self-Insured Workers' Comp. Plan
 Alpena Screen & Art Embroidery
 A T & T Information Systems
 Anheuser-Busch, Inc.
 Arkin Distributing Company
 Awrey Bakeries, Inc.
 Bellanca, Beattie, DeLisle et al
 J.M. Bellardi & Associates
 Bigger Staff Marketing
 Blue Cross & Blue Shield of Michigan
 C.E. Sales & Services, Inc.
 Chambers & Associate
 Chemico #1
 City Foods Service Company
 City Office Supplies
 Cleanway Products, Inc.
 Coca-Cola Bottlers of Detroit
 Concepts In Foods, Inc.
 Creative Risk Management Corp.
 Creative Service Group, Inc.
 Detroit Free Press
 Dudek Deli Foods, Inc.
 Everfresh Juice Company
 F.S. Carbon
 Joseph Gadaletto Associates
 Garden Fresh Sales Company, Inc.
 Glenmore Distilleries
 Great Lakes Data System
 Harold Brehm-Broaster Sales
 Heritage Wholesale
 Hobart Corporation
 Independent Biscuit Company
 In 'N' Out Food Stores
 J & J Wholesale
 Jay's Foods
 Kar Nut Products Company
 Kowalski Sausage Company
 L. Falberg Samul Enterprises
 Labatt Importers, Inc.
 Lancia Bravo Foods
 Lipari Foods
 Mel Larsen Distributors, Inc.
 Micro Time Management Systems, Inc.
 Liberty Paper & Bag Company
 Ludington News Company, Inc.
 Oscar Mayer & Company
 Melody Farms Dairy
 Merchants Cash Register

Metro Grocery, Inc.
 Michigan Beverage News
 Michigan Department of Agriculture
 Michlin Chemical Corporation
 Midwest Ice Corporation
 Miller Brewing Company
 Mohawk Liqueur Corporation
 Nu-Method Pest Control Prod. & Svcs.
 Ontario Greenhouse Products
 Orval Kent Food Company, Inc.
 Paul Inman Associates, Inc.
 Pepsi-Cola Bottling Group
 The Pfeister Company
 Pierino Frozen Foods
 Pointe Dairy
 R.G.I.S. Inventory Specialists
 R.J. Associates
 Regal Packing Company
 Rite-Way Enterprises, Inc.
 Rose Exterminator Company
 Safie Brothers Farm Pickle Company
 Sale Control System, Inc.
 Schweitzer
 Scot Lad Foods
 Seven-Up/Canada Dry Detroit
 George Shamie, CPA/P.C.
 Simmons Products Corporation
 Southern Saw Service, Inc.
 Stand Guard Alarm
 Stark & Company
 Stella D'Oro Cookies
 Stephen's Nu Ad, Inc.
 Stroh Brewery Company
 Stroh's Ice Cream
 Taylor Freezer of Michigan, Inc.
 Thornapple Valley Products
 Toledo Scale Co.
 Tom Davis & Sons Dairy Company
 Tom's Foods, Inc.
 Tony's Pizza Service
 Towne Club Beverages
 Tucker & Associates
 United Steel & Wire Company
 Universal Refrigeration
 Variety Nut & Date Company
 Vernors, Inc.
 W.O.W., Inc.
 Ye Olde Coffee Service



AWARD WINNERS at the 20th Annual Associated Food Dealers of Michigan (AFD) Awards Night and Banquet (left to right): Edward J. Wieferman, chairman of the board of E.J. Wieferman Co. (Beverage Distributor of the Year); Ronald Kowalski, president and chief executive officer of Kowalski Sausage Co. (Food Manufacturer of the Year); Art Robbie, Hiram Walker sales executive (Special Distinguished Service Award); Thomas Angott, president of Detroit Pure Milk Co. (Man of the Year); Bernard Weisberg, chairman of the board and chief executive officer of Chatham Supermarkets (Chain Retailer of the Year); Paul Felice, president and co-owner of Felice Quality Market in Pontiac, Mich. (Independent Retailer of the Year); Edward Deeb, executive director of Associated Food Dealers of Michigan (Special 20-Year Distinguished Service Award); Harvey Weisberg, AFD board member; Joseph Licavoli, account representative for Abner Wolf (Wholesaler of the Year); Larry Joseph, AFD chairman; Warren Ivey, Pepsi-Cola (Driver-Salesman of the Year); Robert Moses, former owner of Household Products Co. (Wholesale Distributor of the Year). Award winners not pictured are Frank Stella, founder and president of F.D. Stella Products Co. (Distinguished Service Award), and Joseph Acho, owner of two Detroit-area supermarkets (Humanitarian of the Year).

Deserving Members Of Our Industry Honored At AFD Awards Night Banquet



THOMAS V. ANGOTT, president of Detroit Pure Milk Co., (Farm Maid Dairy), was the recipient of the Associated Food Dealers of Michigan "Man of the Year" award at the AFD's 20th Annual Awards Night and Banquet, held October 30 at Cobo Hall in Detroit. Presenting Angott with the award are Harvey Weisberg, AFD board member, (left), and Larry Joseph, AFD chairman (right), owner of Market Square Market in Birmingham.

The Associated Food Dealers Annual Awards Night has become a solid tradition with the Michigan food industry. Over 700 attended this year's 20th gathering at Cobo Hall, Detroit, during AFD's Michigan Food and Beverage Exposition, to give proper recognition to members of our industry who have excelled in service to their employers, retailers, the community, and the total food and beverage industry in the spirit of progress and the American free enterprise system.

Honorees and their award categories are detailed with the pictures on this page.

In turn — AFD also received an unexpected honor. The City of Detroit presented a Resolution of Tribute and the Spirit of Detroit Award to AFD. The presentation was made by Barbara Rose-Collins, Erma Henderson, Clyde Cleveland and Dave Eberhard, members of the city council.

REVIEW

(from page 10)

plastic dairy cases, 22% responded. Results: 42% do not favor a dairy case deposit; 29% said they would not mind but the vast majority opposed legislative solutions . . . **AFD announced to members that Detroit's Economic Growth Corporation** was seeking a supermarket to become a major anchor for the renovation of the Grand River-Greenfield area.

Due to numerous questionable coupon practices, **AFD cautioned members to re-train cashiers and employees on the proper method to handle coupons** at the cash registers. At the same time, AFD urged manufacturers who issued coupons to process them quicker without delays. . . **Kroger announced that it will close 70 of its 82 Michigan stores** because it saw little likelihood that employees will accept wage and benefit concessions. (Kroger later re-opened 40 stores after having closed them for 60 days.) . . . A feature article titled: "A Diplomat in Detroit's inner-city" about AFD's involvement in the Ethnic Community Response Network appeared in **Progressive Grocer**.

AUGUST

AFD's 9th Annual Golf Outing was held at Burning Tree Country Club with some 200 golfers participating and 250 attending dinner. . . AFD held its annual re-opening period for our **Blue Cross and Blue Shield** plan. . . U.S. House of Representatives passed a bill to **prohibit banks from charging retailers for food stamp deposits that** are strapped and bundled; HR 5151 was

then sent to the Senate.

DAGMR's annual Fall Golf Outing was held at Bay Pointe Golf Club. . . AFD notified its members that a band of "Gypsies" were roaming around to various food stores and issued guidelines for dealing with them.

AFD's Ed Deeb appeared on WJBK-TV2 to review the **impact of competition on the Detroit area food industry**, as well as the closing of Kroger stores. . . The Youth Day **Appreciation Luncheon** was held Aug. 30 at Strohaus. . . AFD met with representatives of the Blue Cross and Blue Shield Association Advisory Council to review HMO's (Health Maintenance Organizations) and how they operate.

SEPTEMBER

In cooperation with Rep. Curtis Hertel, **AFD completed a Summer-long sponsorship of a mobile recreation van** which was able to move to a new location each day. . . In cooperation with Food Marketing Institute, AFD ran a special article in the Summer issue of **The Food Dealer** titled "How to Stock Your Shelves."

Ed Deeb appeared on an hour-long talk show with host **Joy Skiba of WEXL Radio** to discuss various aspects of the industry and respond to questions from listeners. . . **AFD participated in a special project with WJBK-TV2 and the Jerry Lewis Muscular Dystrophy Telethon**, sponsoring a special segment on behalf of our industry.

A feature article on AFD and our many programs appeared in editions of the **Observer & Eccentric Newspapers** this month. . . **The National Football**
(continued on page 18)



IF YOU FEEL LIKE YOU'RE DROWNING IN DETAILS AND PAPER WORK

with your coupon redemptions — CALL FOR HELP! Let the AFD process your coupons. You won't have to count or sort them, you'll save valuable time and you'll get one lump-sum check for your coupons.

**Send or drop them off to: Associated Food Dealers
125 W. Eight Mile Road, Detroit, Michigan 48203**

The new Stroh: WE'RE READY.

Ready to grow. With you. With unique merchandising ideas, wide product variety, a commitment to retailer service, a national base for expansion.

Already in the "Top Three."

Stroh, Schlitz, Schaefer . . . 15
brands in all . . . strong and expanding
in all the beer categories.

Already national.

One of only three brewers
selling national brands. Wherever
you are, we're already there.

Already #1 in Popularity.

Old Milwaukee leads this growth category which already accounts for about 20% of industry volume. And there are seven other Stroh Populars.

**Already strong in
Premiums,
Premium Lights
and Supers.**

We're there and ready: Stroh's,
Stroh Light, Schlitz, Schlitz Light,
Erlanger, Signature.

**Already #1
in Malt Liquors.**

Schlitz Malt Liquor leads the herd with 18 consecutive years of sales growth. A profitable category, already larger than imports.

**All ready with ideas;
committed
to service.**

Merchandising ideas selling
more than beer . . . from people who
 know beer and *more* . . . people
 who listen and *deliver*.



THE STROH BREWERY COMPANY
Detroit, MI 48226

National Retail
Sales Department
Bill Hayes, Director
(313) 446-2025



© 1983, The Stroh Brewery Co., Detroit, MI

REVIEW

(from page 16)

League Alumni Annual Golf Outing sponsored by Anheuser-Busch was held at the Detroit Golf Club.

OCTOBER

Met with Detroit **Councilwoman Erma Henderson** and officials of the **Women's Conference of Concerns** headed by Barbara Foster to assist the group in planning its next conclave. . . The annual Fall Dinner of DAGMR was held at the Fairlane Manor. . . AFD met with representatives of the **Detroit Board of Education** to review prospective programs with them as they relate to our own industry.

Frank Angelo became a new senior editor and consultant for Grocers' Spotlight newspaper, coming out of retirement from the Detroit Free Press. . . **AFD's 1st Annual Michigan Food and Beverage Exposition** was rated a huge success by exhibitors, participants and attendees. Over 3,400 industry people officially attended the Expo, not including the other 400 guests who did not register. With over 142 exhibitors participating the future expositions are sure to be even bigger and better. Those who missed it, should plan from now to attend in 1985.

AFD held its 20th Annual Awards Night at the Riverview Room of Cobo Hall (Oct. 30) during our Exposition. **Thomas Angott** of Detroit Pure Milk Company, was named the industry Man of the Year. Others honored for Distinguished Service were: **Frank**



MORE PICTURES of Youth Day III, AFD's acclaimed and most successful summertime community relations event.

Page 18 / The Food Dealer, Winter, 1984

Stella, Edward Wieferman, Joseph Licavoli, Ronald Kowalski, John Shea, Art Robbie, Paul Felice, Bernard Weisberg, Joseph Acho, Robert Moses and Warren Ivey. AFD executive director **Edward Deeb** was honored with a special Distinguished Service Award for 20 years of dedicated service to the AFD by the Board of Directors.

NOVEMBER

AFD met with Detroit Police Chief William Hart's **Crime Prevention Advisory Board** to discuss various types of general crime, and those affecting our industry. . . Also during this month AFD met with the **Eastern Market Wholesale District Citizens Council** members and Chief Hart to discuss crime problems affecting market area merchants and distributors. . . Later (Nov. 27) **Mayor Coleman Young** announced he would have the Detroit Police lead a "war on crime."

Michigan Liquor Control Commission passed a new rule which permits triple facings of all package-liquor containers on a merchant's shelf, instead of two; this was an accepted industry compromise in lieu of permitting massive floor displays. AFD discovered that, mysteriously, **casualty, fire and property insurance in Michigan** was scarce; and hardly available, and if available, at double and triple premiums. AFD is seeking intervention of the Insurance Commissioner regarding this serious shortage of insurance.

DECEMBER

AFD met with Paul Kindinger and officials of the **Michigan Dept. of Agriculture** to discuss a variety of problems encountered by the industry, including several major recommendations AFD made to improve MDA operations and assure due process between MDA representatives and the total industry. . . **AFD began preparations to up-date retail food industry statistics** which will be released in 1985.

AFD finalized and sent to the printer **AFD's analysis of member and community survey** conducted for AFD by the Anthony M. Franco Co. to measure community relations activity. This will be mailed to both members and community leaders in early 1985.

AFD met with members of the **Emergency Food Community Network** to learn of up-dated plans to gear for future food emergencies if necessary. . . **The Kroger Company** won a court ruling to open its stores New Year's Day, despite a protest from employees who felt the move violated its contract with Kroger. As a result, the chain hoped to earn about \$1 million in sales during this period, while other chains were closed. . . **Farmer Jack** and representatives of the Commercial food workers and meatcutters union were not able to reach new terms on its contract negotiation. As a result, the meatcutters went on strike.

At its annual meeting, **AFD members elected five retailers and two supplier members to the Board.** The retailers elected were: George Byrd, Larry Joseph, Joseph Sarafa, Phil Lauri and Frank Tumbarello. Supplier members elected were Vincent (Jim) Vitale and Bill Viviano. The members also learned at the meeting that 331 new members joined the association during 1984.

END OF REPORT

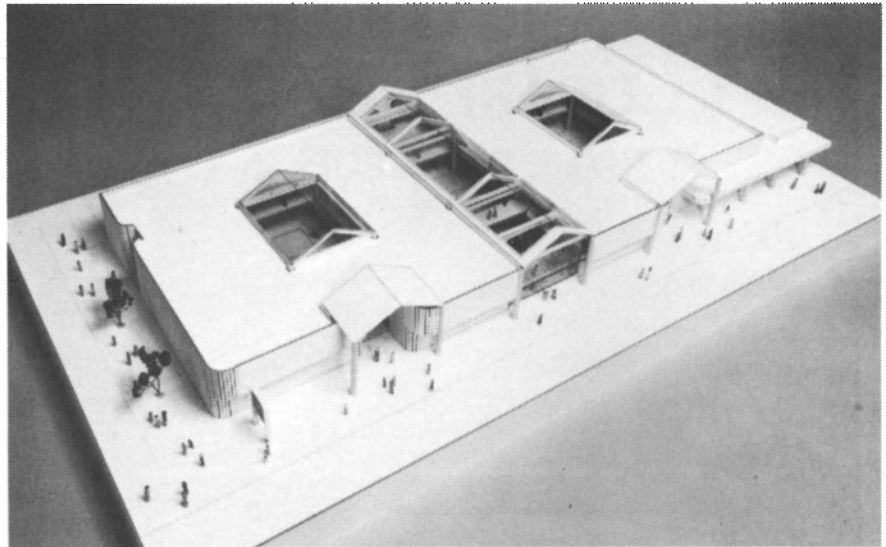
Vitale Associates Unveil Plans For Eastern Market Plaza

Construction of the \$1,200,000 modern marketplace, which will be located directly east of the Eastern Market facing Russell Street, is scheduled to begin this spring with occupancy in the fall.

Farbman/Stein and Company have been appointed as exclusive leasing and management agents for Eastern Market Plaza by the developers, Jim Vitale, Al Chirco and Ralph Brumer.

The structure, a two story building, will contain 44,164 gross square feet with 29,360 net rental square feet. It will accommodate approximately 68 different retailing and service activities, providing a cross-section of traditional Eastern Market vendors as well as some new and related types of retail activities.

Eastern Market Plaza will



OVERALL VIEW of proposed Eastern Market Plaza

have an open-air market type of design with easy access to both levels of the development at different sides of the mall. A

skylighted roof and natural plantings throughout the building will add considerably to the concept of an open-air market.

EASTERN MARKET PLAZA WILL BE EUROPEAN STYLE MARKETPLACE

**68 Retail
and Service Units
Under One Roof**

**A Completely Protected
Open-Air Concept**

PLAZA IMAGE: It is the purpose of the developers, Vitale Associates to provide a marketplace of specialty retail food products. The tenant mix is anticipated to be 75% retail sales and 25% fast food operations. For example — we are not looking for just butchers — we are looking for one butcher who will specialize in beef; one butcher who will specialize in lamb; one butcher who will specialize in veal; one butcher who will specialize in pork; etc. In deli, we are looking for an operator who specializes in kosher foods; an operator who specializes in Italian lunchmeats; another who specializes in German lunchmeats; etc. We are not looking for just a poultry man — we are looking for a chicken and egg business; a goose, duck and wild game business. Not just a baker — but a French bakery; an Italian bakery; a Middle Eastern bakery; etc. We wish to offer the Southeastern Michigan community a European-style marketplace housed under one roof, protected from the elements.

INQUIRE NOW!

LEASING AGENTS:

FARBMAN/STEIN AND COMPANY
REAL ESTATE

TOP OF TROY BUILDING — TWENTY FIRST FLOOR — TROY, MICHIGAN 48084

(313) 362-3333



LIPARI FOODS

"THE DELI PEOPLE"

40585 PRODUCTION DRIVE, MT. CLEMENS, MICHIGAN 48045
(313) 469-0131

Lighting For Security

Good lighting inside and outside the store is a great deterrent against burglary, vandalism and night robberies. External lighting should be provided at all sides of the building. The building itself, rather than the areas beyond the building, should be illuminated sufficiently to discourage a burglar using a ladder to gain access to the roof.

Every rear or side door not secured on the inside with a padlock or pintumbler cylinder lock and deadbolt should have a lighting fixture above on the outside to illuminate the door. The lighting fixture should be placed high enough above the door to prevent someone from easily damaging the fixture or removing the light bulb.

Parking lots should be well-lighted to reduce the risks of assaults, thefts from automobiles, customer falls and vehicular accidents.



ADRIAN — Siena Heights College Activity Center, APRIL 1, 1985
ANN ARBOR — Yost Field House, APRIL 4, 1985
PORT HURON — McMorran Auditorium, APRIL 6, 1985

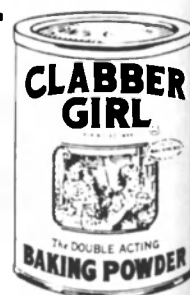
**PEOPLE
ARE SINGING
THE BAKING SONG**

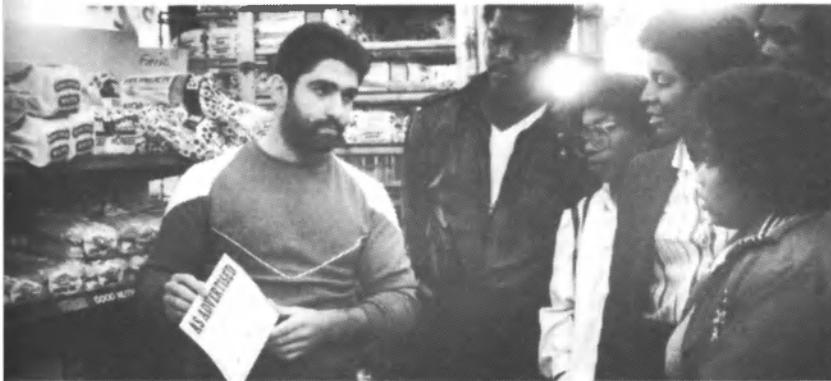
**DO IT
YOURSELF
FROM SCRATCH**

THEY USE

**CLABBER
GIRL**

**MORE
PROFIT
FOR YOU**





AFD Sponsors Job-Producing Training-Orientation Program

In cooperation with Governor James Blanchard and Doug Ross of Project Self-Reliance, Associated Food Dealers sponsored an intensive 10-day crash orientation job training program resulting in jobs for 20 young men and women in Detroit-area food stores . . . and off the state welfare rolls.

On this page is a photo story of participants in the program in various job-training functions at Armour

Food Center in Detroit operated by Charles, Tom, Peter and Jerry Semaan. Gov. Blanchard and Project Director Ross praised AFD for the effort. The course was written by AFD executive director Ed Deeb, who, along with Isadore Malin, conducted the training.

Staff members of Project Self-Reliance and Career Works assisted in part of the program.

28 New Suppliers Join AFD

The Associated Food Dealers, Michigan's largest food and beverage association and service organization representing over 3,600 members, wishes to welcome aboard 28 new supplier members to the association. Their names, addresses and phone numbers:

ALPENA SCREEN & ART, silk screen company which imprints on most any item, 3153 US 23 South, Alpena, Mich. 49707; phone (517) 354-5198.

AMERICAN TELEPHONE & TELEGRAPH, business service and equipment sales center division, 26533 Evergreen Rd., Southfield, Mich. 48075; phone (313) 827-1796.

ARKIN DISTRIBUTING COMPANY, distributors of a variety of toys and non-food products, 43100 Nine Mile Rd., Novi, Mich.; phone (313) 349-9300.

BIGGER STAFF MARKETING, factory representatives, all types, 324 W. Fourth St., Royal Oak, Mich. 48068; phone (313) 543-9600.

C.E. SALES & SERVICE, represent Hotsy pressure washers and cleaning equipment for commercial use, 6665 Burroughs, Sterling Heights, Mich. 48078; phone (313) 739-3250.

CHAMBERS & ASSOCIATES, manufacturers' representative for a variety of food equipment, 14102 Penrod, Detroit, Mich. 48223; phone (313) 272-6735.

CONCEPTS IN FOOD, INC., suppliers of southern fried chicken and equipment to retail trade, 13965 Farmington Rd., Livonia, Mich. 48154; phone (313) 421-6292.

F.S. CARBON COMPANY, processors of pancake flour and ice cream cone flour, 107 Days, Buchanan, Mich.; phone 1-800-253-0590.

GARDEN FRESH SALES CO., marketers of refrigerated salad dressings and condiments, P.O. Box 24099, Cleveland, Ohio 44224; Phone (216) 721-5548.

GLENMORE DISTILLERS, producers and distributors of a variety of alcoholic beverages, 782 Hollywood, Grosse Pointe Woods, Mich. 48236; phone (313) 424-8899.

GREAT LAKES DATA SYSTEMS, INC., sales and repairs of DTS and Casio cash registers, 20900 W. Eight Mile Rd., Southfield, Mich. 48075; phone (313) 356-4100.

LABATT IMPORTERS, INC., brewers and distributors of a variety of beer and malt beverage products, 1821 Walden Office Square, Schaumburg, Illinois 60195; phone (312) 397-9180.

LANCIA BRAVO FOODS, producers and distributors of a variety of pasta products, 58 A Hook Ave., Toronto, Ontario, Canada 76P1T5; phone (416) 766-7631.

LIPARI FOODS, wholesale distributor of food and beverage products, 40585 Production Dr., Mt. Clemens, Mich. 48045; phone (313) 469-0131.

L. FALBERG SAMUL ENTERPRISES, distributor of a variety of barbeque meat and seafood sauces and

mustards, 19455 Yonka, Detroit, Mich. 48234; phone (313) 892-2595.

MERCHANTS CASH REGISTER, manufacturers' representative and distributor of cash registers and business equipment, 19631 W. Eight Mile Rd., Detroit, Mich. 48219; phone (313) 255-3600.

MICHLIN CHEMICAL CORPORATION, producer and distributor of Roman Cleanser and a variety of other products, 48 W. State Fair, Detroit, Mich. 48203; phone (313) 366-2244.

ORVAL KENT FOOD COMPANY, processor and distributor of a variety of salad products for restaurants and retail delis, 120 W. Palatine Rd., Wheeling, Ill. 60090; phone (313) 459-9010.

PIERINO FROZEN FOODS, producer and distributor of a variety of frozen Italian-style foods, 17211 Ecorse Road, Allen Park, Mich. 48101; phone (313) 928-0950.

POINTE DAIRY, distributors of dairy products, 30389 Stephenson Hwy., Madison Heights, Mich. 48071; phone (313) 589-0666.

RITE-WAY ENTERPRISES, computers and computer supplies sales, 8262 Twelve Mile Rd., Warren, Mich. 48093; phone (313) 751-2454.

SIMMONS PRODUCTS CORPORATION, sales representatives for cool (or ice) tables and other equipment, 4030 Sleeth Road, Milford, Mich. 48042; phone (313) 684-2240.

SOUTHERN SAW SERVICE, distributor of various saws and saw products, 1594 Evans Drive, SW, Atlanta, Georgia 30310; phone (404) 752-6000.

TOLEDO SCALE COMPANY, producers and distributors of a variety of scales and related equipment, 1021 Naughton St., Troy, Mich. 48083; phone (313) 438-4940.

UNITED STEEL & WIRE CO., manufacturer of shopping carts and other supermarket equipment, 4141 Joslyn Rd., Pontiac, Mich. 48055; phone (313) 391-4900.

UNIVERSAL REFRIGERATION, distributors of refrigeration equipment for restaurants and food stores, 5483 Commonwealth St., Detroit, Mich. 48208; phone (313) 455-2988.

W.O.W., INC., commercial and industrial cleaning of refrigeration lockers, meat plants, etc.; also steam and pressure cleaning compounds, 35774 Griswald, Mt. Clemens, Mich. 48043; phone (313) 294-0730.

YE OLDE COFFEE SERVICE, placement of coffee machines in offices, and provider and sales of needed product, 63453 Pierson Place, Flushing, Mich. 48433; phone (313) 733-6880.

These new members, and all AFD supplier and service company members, and advertisers, deserve your support and patronage. Please refer to the AFD Supplier Directory often. In fact, clip it out of *The Food Dealer* and post near your phone.

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 Co 924-8520
Archway Cookies 532-2427
Awrey Bakeries 522-1100
B&C Distributors 843-2898
Creme Curls Bakery (616) 669-6230
Entenmann's 464-8008
Franchise Bakery, Inc. (1) 674-4671
Grennan Cook Book Cakes 896-3400
Oven Fresh 537-2747
Independent Biscuit Co. 584-1110
Koepplinger's Bakery, Inc. 967-2020
Pepperidge Farms 435-2145
Fred Sanders Co. 868-5700
Schafer Bakeries (517) 386-1610
S & M Biscuit Dist'g Co 893-4747
Stahl's Bakery, Inc. (1) 725-6990
Stella D'Oro Cookies 893-4747
Taystee Bread 896-3400
Wonder Bread 963-2330

BANKS:

Comerica, Inc. 222-3898

BEVERAGES:

Action Distributing Co 591-3232
Anheuser-Busch, Inc 354-1898
Bellino's Quality Beverages 946-6300
Canada Dry Corp 937-3500
Coca-Cola Bottling Co 897-5000
J. Lewis Cooper Co 835-6400
EverFresh Juice Co 755-9500
Harvey W. Ewald & Assoc 527-1654
Faygo Beverages 925-1600
G. Heileman Brewing Co 941-0810
Hubert Distributors, Inc. 858-2340
Kozak Distributors, Inc. 925-3220
Don Lee Distributors, Inc. 584-7100
Mel Larsen Dist's, Inc. 873-1014
L & L Liquor Sales 362-1801
L & L Wine Co 491-2828
McInerney's Syrup Co 477-6333
Metes & Powers, Inc 682-2010
Metropolplex Beverage Corp 897-5000
Miller Brewing Co 465-2866
Mohawk Liqueur Corp 962-4545
Needham & Nielsen Sales 476-8735
O'Donnell Importing Co 386-7600
Pabst Brewing Co 525-7752
Pepsi-Cola Bottling Co 362-9110
Pure Beverage Co 885-3409
Jos. Schlitz Brewing Co 567-4000
Seagram Distillers Co 354-5350
Serv-U-Matic Corp (1) 879-8787
Seven-Up Bottling Co 937-3500
Squirt-Pak (616) 396-1281
Stroh Brewery Co 259-4800
Towne Club Beverages 756-4880
H.J. Van Hollenbeck Dist's 469-0441
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
E.J. Wierferman Co 521-8847

BROKERS,

REPRESENTATIVES:

Acme Food Brokerage 968-0300
Acorn Oaks Brokerage 967-3701
American Food Assoc 478-8910
Ameri-Con, Inc 478-8840
Bob Arnold & Assoc 646-0578
J.M. Bellardi & Assoc 772-4100
B-W Sales 546-4200
City Foods Brokerage Co 894-3000
Conrady-Greenson & Assoc 335-2088
C.W.K. Food Enterprises, Inc. 851-2329
Embassy Distributing 352-4243
Estabrooks Marketing 553-3637
Five G's Food Brokers 286-8555
John Huetteman & Sons, Inc. 296-3000
Paul Inman Assoc 626-8300
Karas and Company 855-2013
McMahon & McDonald 477-7182
Marks & Goergens, Inc 354-1600

Northland Marketing 353-0222
J.B. Novak & Assoc (1) 752-6453
The Pleister Co 591-1900
Sahakian, Salm & Gordon 968-4800
Sosin Sales Co 557-7220
Stark & Co 478-6800
James K. Tamakian Co 352-3500
UBC Marketing 471-1480
United Salvage Co 772-8970

CANDY & TOBACCO:

Eastern Mkt Candy & Tobacco 567-4604
Fontana Brothers, Inc. 897-4000
J & J Whistle Tobacco & Candy 754-2727
Macomb Tobacco & Candy Co 775-6162
Mich Whistle Tobacco & Candy 923-2808
Wolverine Cigar Co 554-2033

CATERING HALLS:

Gourmet House 771-0300
J.F.R. Corp 468-1486
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
Tom Davis & Sons Dairy 583-0540
Detroit Pure Milk (Farm Maid) 837-6000
Good Humor Corp 894-1490
London's Farm Dairy, Inc. (1) 984-5111
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:

Eastern Poultry Co 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:

Horticultural Int'l Prod's (616) 956-9119
Livernois-Davison Florist 933-0081
Anne Michaels Floral Designs 855-5406

FRESH PRODUCE:

Harry Becker Produce Co 841-2500
Claramitaro Bros., Inc 567-9065
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:

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
Joseph Gadaletto & Assoc (517) 351-7375
Prime Underwriters, Inc 837-8737
K.A. Tappan & Assoc 354-0023

INVENTORY, BOOKKEEPING, TAXES:

Abacus Inventory Specialist 852-9156
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

LAW FIRMS:

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

MEAT PRODUCERS, PACKERS:

Dart Meats 831-7575
Detroit Veal & Lamb, Inc. 961-1248
Fillmore Beef Co (616) 396-6693
Flint Sausage Works (Salays) (1) 239-3179
Frederick Packing Co 832-6080
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
Kahn's & Co 521-5354
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
Monarch Packing Co 567-3420
Naser International 464-7053
National Chili Co 365-5611
Peter Eckrich & Son, Inc. 937-2266
Potok Packing Co 893-4228
Regal Packing Co 875-6777
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 Mfrs 777-9080
Wolverine Packing Co 568-1900

MEDIA:

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
WJ01-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

OFFICE SUPPLIES, EQUIPMENT:

City Office Supplies, Inc 885-5402

POTATO CHIPS & NUTS:

Better Made Potato Chips 925-4774
Cain's Potato Chips 756-0150
Frito-Lay, Inc 271-3000
Jay's Foods 731-8400
Kar-Nut Products Co 541-7870
Tom's Foods 562-6660
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
R/J Associates 445-6100
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 By-Products Co 842-6002

SERVICES:

A.L.H. Protective Service 275-7830
Atlantic Saw Service Co (800) 631-7650
Beaver Mechanical Services 343-1616
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
A.J. Shaheen Electric Co 882-3710
Suburban Coffee Service 541-8522
Unique Travel & Tours 855-3409
M.A. Young, Consultant 477-1111

SPICES & EXTRACTS:

Rafal Spice Company 962-6473

STORE SUPPLIES, EQUIPMENT:

AAA Pallet Co 892-4360
Almor Corp 399-3320
AmSyn/Taski 1-800-44-TASKI
Belmont Paper & Bag Co 491-6550
Big J Corp 855-0888
Harold Brehm Broaster Sls (517) 427-5858
The Butcher Supply 522-4675
Central Sales 843-6600
Hobart Corp 542-5938
Hussman Refrigeration, Inc 471-0710
Liberty Paper & Bag Co 921-3400
Pappas Cutlery & Grinding 965-3872
Taylor Freezer of Mich 525-2535
Tony's Pizza Service (517) 224-9311
Zack Enterprises, Inc 554-2921

WAREHOUSES:

Armen Berry Warehouse 964-3069
U.S. Cold Storage 295-1310

WHOLESALE, FOOD DISTRIBUTORS:

Associated Grocers of Mich (517) 694-3923
Bay City Milling & Grocer Co (517) 892-5593
Detroit Marine Supply Co 842-2760
Jerusalem Falafil Mfg. Co 595-8505
Kap's Wholesale Food Service 471-4080
Kramer Food Co 585-8141
M & B Distributing Co (1) 767-5460
Metro Grocery, Inc 871-4000
Philip Olender & Co 921-3310
Rainbow Ethnic & Spec'ly Foods 646-0611
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
Abner Wolf, Inc 943-3368

Associated Food Dealers

A.F.D. WORKERS' COMPENSATION SELF-INSURANCE PROGRAM

- FULL PROTECTION
- IMMEDIATE PREMIUM DISCOUNT
- EARNINGS ON THE INVESTMENT OF PREMIUM RESERVES
- ANTICIPATED SAVINGS OF 40 TO 60%
- PERSONALIZED AND FAIR CLAIMS SERVICE
- VIGOROUS DEFENSE AGAINST FRAUDULENT CLAIMS
- DETAILED MONTHLY REPORTS TO MAKE INFORMED DECISIONS
- LOSS CONTROL AND SAFETY COUNSEL SPECIFICALLY FOR FOOD DEALERS
- ADMINISTERED BY EXPERIENCED RISK MANAGEMENT PROFESSIONALS
- PLUS OTHER STANDARD AND CUSTOM SERVICES

CHECK OUT THE BENEFITS.

Join the many small and large-sized A.F.D. members already in the savings program that's professionally designed just for us.

It's easy to wrap up the details!
For more information, call

• **Keith Tappan and Jack Sutton**
K.A. Tappan & Associates, Ltd.
North, Northwest Area — 354-0023

• **Paul Pellerito**
Financial Guardian
North, Northeast Area — 649-6500

George Khoury
Carney-Moelke
West, Southwest Area — 421-8866

Sabah P. Najor
Marketplace Agency
Detroit Proper — 885-5402
or the A.F.D. office
313/366-2400

Program administrator:

CRMC

1-792-6355

Creative Risk Management Corporation