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 Hefron, 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.
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
Milton Valley Market
# PHIL LAURI
# Grub Street Hermit
PHIL MANNONE
Mannone's Market
# TONY MUNACO
Mt. Elliott-Chevrolet Market
JOSEPH SARAF
Park Lane Cork & Bottle
# LOUIS VESCO
Veros, Inc.
# HARVEY L. WEISBERG
Chatham Super Markets
SAM YONO
Tel-Kaif Party Store

DIRECTORS, GENERAL MEMBERS:
AMIR AL-NAIMI
Metro Grocery, Inc.
# PHIL BAVOCIO
Phil's Home Catering Company
# ALLEN VERBRUGGE
City Foods Brokerage
MAURY YOUNG
Dayton Associates

REGIONAL OUTSTATE ADVISORS:
SAM COSMA
Atlas Super Market
JACOB GRANT
Former Grant's Market

Past Chairman

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 2 — Copyright 1984
Edward Deeb, Editor Nick Delich, Associate Editor

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

New Law Ends Duplicate Inspections ................................ Page 5
Meat Study Shows New Trends ........................................... 5
Off The Deeb End .............................................................. 6
Chairman's Message .......................................................... 8
Tax Laws Can Help Cut Cost of Your New Home ................... 10
First Annual AFD Food & Beverage Exposition ................. 11-14
How To Stock Your Shelves and Cases ............................... 18
Cashiers Can Catch Shoplifters ......................................... 20
NewsNotes ........................................................................ 22
New Suppliers Join AFD ..................................................... 22
AFD Suppliers’ Directory .................................................... 23

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 varsity football at U-D for two seasons.
G. Heileman Brewing Company Says Yes to Michigan
America's Leading Full Line Brewer
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.”

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)
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 employee 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.

Budweiser, Michelob, Natural Light, Busch, and the A&E Eagle design are trademarks of Anheuser-Busch, Inc., St. Louis.
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 Hearns, 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.)
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 Populars.
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
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 principle 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 your 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.
THE 1st ANNUAL MICHIGAN FOOD & BEVERAGE EXPOSITION

COBO HALL
Detroit, Michigan

Monday, October 29 — 3:00 PM to 9:00 PM
Tuesday, October 30 — 10:00 AM to 5:00 PM
Wednesday, October 31 — 10:00 AM to 3:00 PM

Sponsored by
ASSOCIATED FOOD DEALERS
on behalf of our 3,500 members throughout Michigan
1st ANNUAL
MICHIGAN FOOD & BEVERAGE EXPOSITION
providing the right exposure to the right audience — the opportunity to make the most valuable contacts — the proper environment for aggressive selling!

A MAJOR ATTRACTION FOR THOUSANDS
of key employees and personnel from all types of food and beverage stores and retail outlets — including retail owners, managers and buyers — wholesalers’ purchasing agents and departmental buyers — coming from everywhere in Michigan.

MICHIGAN’S BEST FOOD & BEVERAGE EXPOSITION
of its type. Presenting over 200 exhibits — unveiling the newest products for seasonal and year-round selling — offering the latest promotional and merchandising ideas for generating sales and profits.

EXPOSITION HOURS
Monday, October 29 — 3:00 PM to 9:00 PM
Tuesday, October 30 — 10:00 AM to 5:00 PM
Wednesday, October 31 — 10:00 AM to 3:00 PM
THE TRADE EVENT YOU CAN’T PASS UP

because, more than any other, it’s the one trade show in the industry most respected by the area’s leading distributors, brokers, wholesalers, manufacturers, retailers and sales people — the one show which most of all means business.

MAKE BOOTH RESERVATIONS EARLY
PHONE (313) 366-2400

Reserve early for best locations! Complete 10' x 10' booths are available to members at a cost of $450 each and to non-members at a cost of $550 each. Included in each booth is a standard backwall and side rail divider drapery, standard booth sign showing company name and booth number, general cleaning of the exhibit hall public areas, exhibitor’s manual, free exhibit viewing tickets for distribution to customers, and pre-show publicity.
COBO HALL, DETROIT

Metropolitan Detroit's most prestigious trade show complex — spacious and well appointed — featuring every imaginable facility and service, including the convenience of excellent parking and a special large truck level entrance for bringing in heavy equipment.

THE PERFECT LOCATION

Cobo Hall is conveniently located for local and out-of-town visitors — in the heart of downtown Detroit. It’s only minutes from the Southfield-Birmingham area — 20 minutes from Metro Airport — 30 minutes from Ann Arbor — one hour from Lansing!

THE 1st ANNUAL MICHIGAN FOOD & BEVERAGE EXPOSITION

sponsored by

ASSOCIATED FOOD DEALERS

and

NATIONAL EXPOSITION SERVICES, INC.
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?"

Country Fresh

2555 Buchanan Avenue, SW, Grand Rapids, Michigan 49508
3rd ANNUAL GIFT BONANZA UNDER WAY!
The promotion will run from July 1, 1984 to January 1, 1985. Results will be tabulated at the end of the six month period. Computer printout will indicate which accounts qualify for a free gift. To qualify:
1. Open a new account and receive a key chain (available immediately).
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.
Gifts are on display at the Credit Union office. Substitutions may be necessary due to availability of gifts.
RULES: Increase in shares must be in the members main account and gifts are limited to one gift per main account. Direct deposits in an account will qualify the member for their gift immediately. However the deposit must remain in the account for a six month period.

ENDORSEMENTS
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 Savevel 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
Have you opened your share draft account? If not – why now? It’s the best deal in town! Write all the drafts you want for $1.00 per month. No minimum balances, no transaction fees or hidden charges. Your drafts are accepted almost anywhere and certainly are safer than cash. Call 547-0022 for more information.

IRA’s
Individual Retirement Accounts (IRA’s) are presently paying 10.25% per annum, compounded quarterly. This rate, plus the advantage of payroll deduction, makes this tax deferred investment a bargain. Contact the credit union office for further details.
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?
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.

PRINCE PRODUCTS PRODUCE
STEADY PROFITS FOR YOU

We appreciate your business and hope you will continue to sell our popular Prince brand spaghetti, macaroni, egg noodles and sauces.

THE PRINCE COMPANY, INC.
26155 GROESBECK HWY.
WARREN, MICH. 48089

Phone: Bill Viviano or Paul Marks at 372-9100 or 772-0900
Good ideas will always be good ideas.

Time has a funny effect on some products. One day they can sell like crazy. And then the craze is gone.

At General Foods, we look for product ideas that will stand the test of time. Products that always answer a consumer need. Products that never stop selling.

At General Foods, we want to make sure good ideas stay good ideas.

Announcement from General Foods
Occasionally, General Foods offers advertising, merchandising and display payments, assistance and materials to all retail customers. For details see your local supplier or write directly to these General Foods divisions: Birds Eye Agricultural • Beverage • Breakfast • Desserts • Main Meal • Maxwell House and Pet Foods. 250 North St., White Plains, N.Y. 10625
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.
ARE YOU READY FOR SUMMER?

BODY BY NAUTILUS

SHAPE UP NOW!

20 DAYS FOR $20 OFFER EXPIRES SEPTEMBER 15, 1984

MAY BE APPLIED TO FULL MEMBERSHIP WITHIN ONE WEEK.
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 scan-nable coupons. Here’s how they work — when a scan-nable 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.

### New AFD Supplier Members

**A.L.H. PROTECTIVE SERVICE**, security services, 309 W. Grand Avenue, Highland Park, Michigan 48203; (313) 275-7873.

**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.
**Support These AFD Supplier Members**

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Beef Brokers</td>
<td>900-7230</td>
</tr>
<tr>
<td>Warrior Martial Arts Supplies</td>
<td>865-0111</td>
</tr>
</tbody>
</table>

**EQUIPMENT, OFFICE SUPPLIES**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>City Office Supplies</td>
<td>885-5402</td>
</tr>
</tbody>
</table>

**POTATO CHIPS & NUTS**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Better Made Potato Chips</td>
<td>925-4774</td>
</tr>
<tr>
<td>Frito-Lay</td>
<td>711-3030</td>
</tr>
<tr>
<td>Jay’s Foods</td>
<td>731-9400</td>
</tr>
<tr>
<td>Kat-Nut Products</td>
<td>541-7879</td>
</tr>
<tr>
<td>Tom’s Foods</td>
<td>562-6660</td>
</tr>
<tr>
<td>Variety Nuts &amp; Date</td>
<td>269-4800</td>
</tr>
</tbody>
</table>

**PROMOTION**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Action Adv. &amp; Stamping &amp; Mailing Co.</td>
<td>964-4500</td>
</tr>
<tr>
<td>American Mailers</td>
<td>842-4000</td>
</tr>
<tr>
<td>Bowlsus Display Co (Signs)</td>
<td>278-5758</td>
</tr>
<tr>
<td>J.H. Corp</td>
<td>350-2700</td>
</tr>
<tr>
<td>Stephen’s N-Ad Adv &amp; Prom</td>
<td>251-3792</td>
</tr>
<tr>
<td>Stanley’s Adv. &amp; Distributing</td>
<td>961-7177</td>
</tr>
</tbody>
</table>

**REAL ESTATE**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Butts &amp; Co</td>
<td>664-7712</td>
</tr>
<tr>
<td>Earl Kein Realty</td>
<td>559-1390</td>
</tr>
<tr>
<td>Kraycak Enterprises</td>
<td>362-1668</td>
</tr>
<tr>
<td>Ryllie &amp; Reality Investments</td>
<td>685-8844</td>
</tr>
</tbody>
</table>

**RENDEZVOU**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Darling &amp; Co</td>
<td>926-7480</td>
</tr>
<tr>
<td>Way By Products</td>
<td>842-9202</td>
</tr>
</tbody>
</table>

**SERVICES**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.L.H. Protective Service</td>
<td>275-7830</td>
</tr>
<tr>
<td>American Syndemicals</td>
<td>464-3333</td>
</tr>
<tr>
<td>Atlantic Saw Service Co</td>
<td>600-3150</td>
</tr>
<tr>
<td>Benef Healthy Medicines</td>
<td>345-1616</td>
</tr>
<tr>
<td>Comp-U Check</td>
<td>560-1448</td>
</tr>
<tr>
<td>D/A Central, Inc</td>
<td>399-0600</td>
</tr>
<tr>
<td>Financial &amp; Marketing Ent's</td>
<td>547-2813</td>
</tr>
<tr>
<td>Suburban’s Travels</td>
<td>567-2500</td>
</tr>
<tr>
<td>Intro Marketing</td>
<td>540-7790</td>
</tr>
<tr>
<td>J&amp;M Food &amp; Restaurant Service</td>
<td>445-0553</td>
</tr>
<tr>
<td>Merino Line Service</td>
<td>356-7700</td>
</tr>
<tr>
<td>Preferred Marketing Service</td>
<td>509-4042</td>
</tr>
<tr>
<td>Pro Demos</td>
<td>348-3050</td>
</tr>
<tr>
<td>Reed, Roberts &amp; Assoc.</td>
<td>315-6600</td>
</tr>
<tr>
<td>Retail Distributors</td>
<td>527-2882</td>
</tr>
<tr>
<td>R.J. Sheenon Electric</td>
<td>882-3710</td>
</tr>
<tr>
<td>M.A. Young, Consultant</td>
<td>477-1111</td>
</tr>
<tr>
<td>Subway’s Coffee</td>
<td>541-8522</td>
</tr>
</tbody>
</table>

**SPICES & EXTRATES**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>C&amp;K Spicy Company</td>
<td>962-6473</td>
</tr>
</tbody>
</table>

**EQUIPMENT, STORE SUPPLIES**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA Pallet Co</td>
<td>892-4360</td>
</tr>
<tr>
<td>Almor Corp</td>
<td>858-3999</td>
</tr>
<tr>
<td>Belmont Paper &amp; Bag Co</td>
<td>330-2930</td>
</tr>
<tr>
<td>Big Corporation</td>
<td>855-0888</td>
</tr>
<tr>
<td>The Butcher Supply</td>
<td>522-4675</td>
</tr>
<tr>
<td>Gay-Inn Corp</td>
<td>471-4080</td>
</tr>
<tr>
<td>Robert Corp</td>
<td>865-3800</td>
</tr>
<tr>
<td>Rustman Refrigeration, Inc</td>
<td>471-0171</td>
</tr>
<tr>
<td>Liberty Paper &amp; Bag Co</td>
<td>921-3400</td>
</tr>
<tr>
<td>Multi Refrigerator</td>
<td>390-5060</td>
</tr>
<tr>
<td>Pappas Cutting &amp; Grinding</td>
<td>965-3972</td>
</tr>
<tr>
<td>Zack Enterprises</td>
<td>504-2921</td>
</tr>
</tbody>
</table>

**WAREHOUSES**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Armst Berry Warehouse</td>
<td>904-3009</td>
</tr>
<tr>
<td>U.S. Cold Storage</td>
<td>295-1310</td>
</tr>
</tbody>
</table>

**WHOLESALERS**

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associated Grocers of Mich</td>
<td>517-3692</td>
</tr>
<tr>
<td>Bay City Milling &amp; Grocer Co</td>
<td>892-5593</td>
</tr>
<tr>
<td>Central Grocery Co</td>
<td>315-2065</td>
</tr>
<tr>
<td>Detroit Marine Supply Co</td>
<td>842-2760</td>
</tr>
<tr>
<td>Jerusalem Fastaki Mfg Co</td>
<td>595-8505</td>
</tr>
<tr>
<td>Kap’s Wholesale &amp; distributor</td>
<td>559-5006</td>
</tr>
<tr>
<td>Kramner Grocery Co</td>
<td>395-6141</td>
</tr>
<tr>
<td>Laddys Wholesale Co</td>
<td>772-2218</td>
</tr>
<tr>
<td>M &amp; Distribution Co</td>
<td>706-5406</td>
</tr>
<tr>
<td>Metro Grocers</td>
<td>871-2400</td>
</tr>
<tr>
<td>Philip Olenier &amp; Co</td>
<td>921-3310</td>
</tr>
<tr>
<td>Rainbow Ethnic &amp; Spec Ed Cover Foods</td>
<td>460-0061</td>
</tr>
<tr>
<td>Texas Food Co</td>
<td>333-3113</td>
</tr>
<tr>
<td>Scotch Land Foods</td>
<td>428-1911</td>
</tr>
<tr>
<td>Spartan Stores</td>
<td>616-7680</td>
</tr>
<tr>
<td>State Wholesale &amp; Distributors</td>
<td>244-7054</td>
</tr>
<tr>
<td>Super Food Services</td>
<td>517-832-8421</td>
</tr>
<tr>
<td>United Whlsle Grocery Co</td>
<td>616-872-276</td>
</tr>
<tr>
<td>Aimer Wolf, Inc</td>
<td>943-3368</td>
</tr>
</tbody>
</table>
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

Creative Risk Management Corporation
1-792-6355