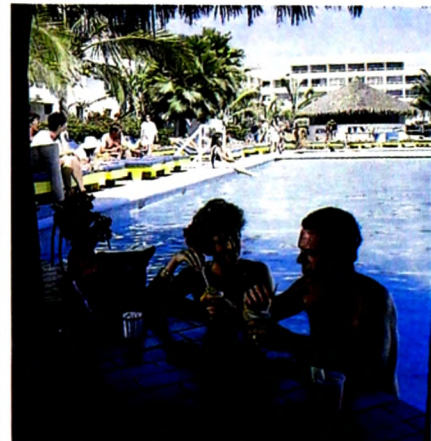




# THE FOOD DEALER

SEPTEMBER/OCTOBER • A MAGAZINE FOR THE MICHIGAN GROCERY AND BEVERAGE INDUSTRY • 1988

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# THE FOOD DEALER

Official Publication of the Associated Food Dealers of Michigan  
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# Chairman's Report



## Chairman's Report

Sam Yono  
Associated Food Dealers

# AFD IS YOU!

It belongs to you and it is more than just you reading this article or our monthly newsletter. AFD stands ready to assist you - to act for you - to help you - to be there for you to rely on - and to be a part of.

BUT...it takes two - you and AFD. So a question! When is the last time you said, "I'd better call AFD on that?" "I've got a problem - I'd better check with AFD!" When's is the last time you attended a Public Hearing or called AFD regarding your benefits? Our services, our officers, our director, our committees, our staff, all stand ready to assist you - but - you have to take the initiative to call. As the old saying goes: "Try it - you'll like it."

Probably one reason why some of you do not use AFD to the extent you should, and could, is because you are not sure of what our Association really is. So perhaps this will help:

A - a  
S - stable  
S - service  
O - organization  
C - committed  
I - in  
A - assisting  
T - the  
I - individual  
O - operators  
N - NOW!

This is what AFD is all about! Its business is to serve its customers - you - our members.

And like all businesses, we can't stand still - we can't rest on our laurels or our successes. We at AFD have to constantly work to be better, to be professional, and to be responsive to your needs. That is why your Officers and Directors spent three days at a Board Retreat...to again chart our course and to re-commit our pledge of professional service.

### The results?

- We are financially solvent - thanks to our new Finance Committee.
- We are "open" to our members - thanks to our many committees.
- We have greater participation and attendance at the many functions we host - thanks to our new image of professional management.
- Our services are expanding - thanks to a better monitoring system and the addition of newer services like Liquor Liability Insurance.
- And our Political and Legislative

activity is constantly expanding - thanks to our lobbyists, James Karoub and Associates and our new PAC.

Incidentally, this was our second Board Retreat and I'd like to publicly thank everyone who attended. They did one heck of a job and I think that it is important that you know who they were. So... on behalf of each of you - - - let us thank:

Frank Arcori, Vegas Market; Tony Munaco, and Jerry Yono, Past Presidents and our Senior Statesmen; Amir Al-Naimi, Metro Grocery; Sam Dallo, In & Out Markets; Thom Welch, Hollywood Markets; Richard George, Wine Barrel Liquor and Deli; Tom Simaan, Lafayette Towers SuperMarket; Mel Larsen, Mel Larsen Distributors; Louis Stephen, Nu-Ad; Barbara Manlove, Paddington Corp.; Jim Bellanca, Bellanca, Beattie, & DeLisle; Nabby Yono, Xtra Foods; Mike Ranville, James Karoub & Associates; Jacki Berg, Rehm, Southland Corporation; Ron Paradowski, Coca Cola; Steve Ramsby and Joe Gadaletto, Gadaletto & Ramsby; Mike Hartkoff, Action Distributing; Jim Petcoff, North Pointe Insurance; Tom Mather, Creative Risk Management; Jerry Urcheck, CPA; Harley Davis, Coupon Consultant; Jerry Tobin, Director of Safety, City of Southfield; Dick Hackendahl, Director of Marketing; and of course, our Executive Director and Discussion Moderator, Joe Sarafa.

They all did one heck of a job, and you can be sure that we - you and I - AFD - are now in "good hands."

## Register for the AFD Convention Early!

**PLEASE NOTE!** The reason it's important for you to register early for AFD's Mexico Convention is to guarantee your hotel rooms.

February is the biggest tourist month in Mexico, particularly at a resort like Jack Tar, and they will sell out well before Thanksgiving.

Therefore, they have to know how many rooms we will need and they will not hold them past the cut-off date. It is for this reason that we are asking for your early registration NOW!. There will be NO last minute reservations, because there will be NO rooms available.

So... to enjoy the best dollar deal that you can find anywhere - and enjoy Mexico in the winter - send in your deposit check for \$100 per person NOW! This is your last chance.



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# Director's Report



## Executive Director's Report

Joseph D. Sarafa  
Executive Director  
Associated Food Dealers

### The Fifth Dimension

**P**rotecting the Food and Beverage Industry from unnecessary government legislation and intervention has always been a concern at the Associated Food Dealers of Michigan. However, under the current administration this objective has assumed top priority.

To talk about it, is one thing. To get the job done, is quite another. AFD has taken a very aggressive approach to meet this very important goal. I call it the five (5) dimensions.

#### 1st Dimension. Forming Alliances.

Many issues that face our industry impact on other industries and associations as well. Therefore, we have actively sought out others and allied ourselves with organizations who sympathize with our cause. From our sister organization, the Michigan Grocers Association in Lansing, to the Fraternal Order of Police, to MADD and SADD. We have been forming alliances with organizations like the Service Station Dealers Association (SSDA) who have the same small business interests that we have. We have found that there is truly unity and strength in numbers and have worked with these organizations for a common cause and the benefit of many.

#### 2nd Dimension. Communication.

Communication with every segment of government that affects our industry. That is why AFD and its Executive Committee regularly meet with the Michigan Liquor Control Commissioners, the heads of the Department of Agriculture, the leaders at State Lottery, Commerce, the Department of Public Health and many, many others. Of course, agreement is not always possible but keeping the channels of communica-

***"You are the most important ingredient in making this work and it only takes a few minutes of your time."***

tion open is critical. We must respect other points of view just as we expect our view points to be respected. This communication has led to cooperation in many areas including task forces that have recommended and implemented changes. Cooperation not only on the state level, but even on the city level in places like Detroit or Southfield where AFD joined with the city of Southfield and 7-Eleven in promoting a Safety Policy for Retailers. Even the AFD-sponsored Reception (attended by many AFD members) at the Legislative Conference on Mackinac Island was designed to enhance communication and cooperation. AFD also sponsors an Annual Legislative Dinner with our Board and members of key Michigan House and Senate Committees to ensure that our interaction and communication is an

ongoing process.

#### 3rd Dimension. Lobbying.

AFD is proud to say that our lobbying firm, Karoub and Associates was voted Number 1 by State Senators and Representatives in a recent poll. Through their efforts, AFD is able to monitor issues that have an impact on our industry. Through their efforts we have access to decision makers throughout the State of Michigan. And through our efforts, we have testified at every hearing either in person or in writing for legislation that will have a positive impact on our business and against legislation that will have an adverse effect.

#### 4th Dimension. PAC - Political Action Committee.

The dollars behind the lobbying and the communication. The dollars that support candidates who support us. Dollars that help keep in office or put in office friends of Small Business. AFD has raised funds that will enable us to participate in this years election and "put our money where our mouth is."

#### 5th Dimension. You.

That's right. You! You are the most important ingredient in making this work and it only takes a few minutes of your time. Simply call your local Senator or Representative to make your concerns known about a particular piece of legislation. It's a smart business call and it takes a minimal amount of time. When making a call, keep the following points in mind:

1. Be brief - Remember that you are one of hundreds or even thousands of interested parties who might be trying to have a word with a government official. A brief message is more memorable and is greatly appreciated by your listener.

2. Be specific - Tempting as it might be sometimes to get a few things off your chest, a tirade won't help your cause nearly as much as providing a legislator with specific information about the effects a proposed law will have on you, your employees and the buying public.

3. Be selective - Focus! Expending precious time to discuss issues of smaller importance will dilute the strength of your main message.

So there you have it. The Fifth Dimension. And you thought I was going to talk about a singing group from the 70s.

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# Free Trade Agreement Hits Home

## Michigan Stands to Benefit

***"The United States certainly needs to address the whole spectrum of issues involved in promoting and establishing our international trade relationships. The U.S./Canada Free Trade Agreement is but one positive step in improving our competitive position in the global marketplace."***

**I**t is often said that free trade is an issue without a constituency, but a battle now underway in the committee rooms and halls of Congress pokes holes in that old political axiom. The subject under debate: the United States-Canada Free Trade Agreement (FTA).

The FTA is a sweeping measure that could have a major impact on Michigan and every state in the nation. Canada is already our largest trading partner, buying 22 percent of all American exports: \$8.2 billion from Michigan alone in 1986.

But Canadian tariffs, on average, are the highest in the industrialized world, and pose a significant barrier to trade. The Free Trade Agreement basically does away with all tariffs between the U.S. and Canada by the year 1999 and eliminates many non-tariff barriers that hamper business expansion and market access between the two countries today. Our trading relationship with Canada, already the largest in the world with an annual volume of some \$150 billion, would expand even more as these barriers come down. One result is that both nations would improve their efficiency and competitiveness in the international marketplace.

Not only businesses, but workers and consumers in Michigan and Canada would also benefit from the FTA. As tariffs disappeared, the prices of goods crossing the border would drop, a greater diversity of products would be-

This article submitted by John R. Block, President, Nat.-American Wholesale Grocers Association (NAWGA).

come available, and business operations would become more efficient. Since the prices of needed resources would no longer be artificially inflated by tariffs, our manufacturers would be able to produce their goods more cost effectively, and consumers would reap the benefits. In 1986, for instance, Michigan imported over \$17.5 billion worth of commodities from Canada including motor vehicle parts and engines, special industrial machinery, machine tools and metal working machinery. In just one year, Michigan imported over \$655 million in petroleum and coal products, and natural gas — 4% of the state's energy expenditures — from Canada. The FTA would provide for free bilateral energy trade, ensuring Michigan non-discriminatory access to energy supplies, and guarantee that Canada would not impose export taxes or price requirements that now add millions of dollars to energy costs.

Other provisions of the FTA would eliminate non-tariff barriers. Companies in both countries, for instance, would face fewer difficulties and regulations in making investment choices, allowing them to invest more confidently and efficiently through such measures as investor protections and the removal of discriminatory barriers. Investment by Canadian companies in the state is \$1.9 billion and generates over 17,500 jobs.

The Agreement would also enhance service trade opportunities for Michigan firms by assuring their right to establish a commercial presence in Canada, and by simplifying border-crossing procedures. American businesses would no longer be at a disadvantage because they cannot reach customers in the other country.

Few people are aware of the amount of trade Michigan already has with Canada. In 1986, according to the U.S. Department of Commerce, Michigan exported \$25.4 million in furniture, fixtures and office machines, and conducted at least \$961 million worth of service trade with Canada. Canadian tourists in the state spent \$59 million



## Free Trade

that same year.

The future for Michigan's exports looks bright, too, especially under the FTA. The leading American export prospect to Canada in 1988 is the state's top export items — motor vehicle engines and parts. Nearly \$6 billion worth of these products, over 70% of our exports, went to Canada in 1986, and changes under the FTA would even further expand that market. That's good news for the 250,000 Michigan workers employed in the manufacture of these items and for businesses looking to broaden their markets.

If these results are felt in Michigan and are mirrored in other states across the nation, then it makes no sense to say that free trade has no constituency. Thousands of consumers and businesses in the state represent an impressive audience. In Michigan, free trade is an issue that hit home.

No doubt, every member of Congress will pay particular attention to trade issues which affect their home state or district. But the FTA is also a national policy. Beyond local concerns, the U.S.- Canadian trade agreement has to be seen in its broader context — as a long term boon to the country as a whole. Our country truly needs the FTA. Indeed, the major failing of the proposal is that it does not achieve even more.

The United States certainly needs to address the whole spectrum of issues involved in promoting and establishing our international trade relationships. The U.S.- Canada Free Trade Agreement is but one positive step in improving our competitive position in the global marketplace. But it also reaches beyond our two nations and holds out the great promise of influencing positively the multilateral talks of the General Agreement on Tariffs and Trade (GATT). These talks, aimed at improving the world economic environment, are for the first time addressing the important issues of agricultural subsidies and trade in services. This is of great importance to the United States as a whole, and it could have significant economic benefits in the state, too. If approved, the FTA would serve as an important first step towards addressing these complex issues on a worldwide basis.

The consequences of not approving

the FTA would be unfortunate. At the most basic level, if the United States and Canada, two countries with numerous common interests and unique affinities in trade and politics, cannot solve their trade problems, then what are the hopes for our trade negotiations with other nations? Disapproval of the FTA would also undermine our bilateral relationship with Canada, threatening our political, strategic and economic ties with a valuable ally.

If the Agreement is not approved because of apathy or the objections of a few narrow interests, we will have lost more than just one battle. We will have compromised our ability to wage a

strong campaign for a free trade policy which is clearly in the best interests of the entire country.

The FTA is a significant step for the U.S. in both substance and symbol. Reduced tariff and non-tariff barriers to trade, increased markets, and greater efficiency of production are all worthy goals. And, while it is not perfect, in almost every instance the rules proposed in the FTA would be better for American businesses than the plethora of tariffs and regulations that hamper their progress today. Free trade and the FTA deserve the support of Congress and the American people.

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## Member Profile

# HARBORTOWN MARKET

**T**he key to a lot of successful businesses is being the first to fill an empty niche in a community where the demand is high.

It looks like Tom George and Jerry Mansour have found a huge niche just east of downtown Detroit and filled it with their Harbortown Market.

Located on East Jefferson just West of Mt. Elliot, the market is surrounded by high-rent luxury apartments and condominiums making up the new Harbortown Riverfront complex. The market caters to up-scale shoppers who fill their baskets with gourmet coffee, imported cheese, and Haagan Dazs. Previously, Detroiters with a taste for gourmet goodies and the dollars to indulge had to head out to Southfield or Grosse Pointe for their brie and imported wine.

Open for almost a year now, the market has done exceedingly well, offering products and services that east-siders aren't used to seeing in their neighborhood. The store stocks 125 types of beers, (including raspberry beer), over 250 types of domestic and imported wines, freshly cooked breads and soups, a gourmet deli counter with fresh fish and seafood, hot food and sandwiches to go, gourmet and ethnic foods such as fresh hummus, a variety of bottled water, flowers and plants, and an in-house bakery.

"I think it's a marvelous place to shop," says Mayor Young, a regular at the Harbortown Market. So do many other Detroiters with lucrative disposable incomes.

Shoppers at the market are 80% professionals, says Mansour. He says they are big consumers of the over 45 varieties of pre-made salads that are offered daily. They are also interested in more gourmet foods than the owners had anticipated. This has called for even a greater increase in the varieties



*Tom George and Jerry Mansour are enjoying success in their Harbortown Market located on East Jefferson just West of Mt. Elliot near downtown Detroit.*

of produce and deli items the store must stock to keep up with the sophisticated tastes of Detroit's well-to-doers.

Taking up 17,000 square feet of a 62,000 square foot retail strip, the market is about half the size of the average grocery store. This poses no problem for Mansour and George.

"We offer a lot more," (than a grocery store twice the size) says Mansour. "They have several rows of Del Monte corn, where we only have one; but then we offer several other varieties.

"We deal with less volume but more variety," says Mansour. "For instance, we offer six types of mushrooms. They may not be in high demand, but when Mrs. Jones comes in and wants them, they're here," says Mansour.

Besides unique food, Harbortown market also houses its own full-service

post office, and offers Western Union services. Competition in the area is slim. The closest grocery store is Farmer Jack on Warren Avenue and I-75, but it does not come close to offering the variety of Harbortown.

Owners Mansour and George, native Detroiters, are veterans in the grocery-market business and own two other markets in Toledo and Detroit. George runs the front of the Harbortown Market, while Mansour is in charge of the bakery and deli.

The projected \$4 million that the partners hoped to have in revenues this year will swell to at least \$5 million, George says.

Looks like Mansour and George have filled this niche in Detroit with a goldmine.

# Christopher's Corner

Hello, my name is Christopher Zebari. It is likely that you haven't a clue as to who I am or what it is that I do for the Associated Food Dealers of Michigan. Well, let me explain...

The story began back in May of this year when Joe Sarafa, Executive Director of the AFD, asked me to meet with him. When we got together, Joe asked me to consider a position on the staff at your Association, pending of course, the approval of the Board of Directors.

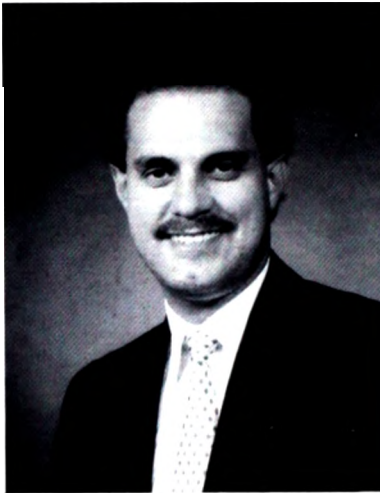
What would my position be? How does this sound?: "Manager of Membership Services." This was to be a newly created position. It would take an area of AFD's membership that had not really been given due attention. In listing the priorities of my new position, they would go as follows...

1) Giving our members, who are such a vital part of the AFD team, a chance to express their opinions in an open forum, one on one, in a straightforward manner, as it should be.

2) Letting our members know what is actually available to them, as members of this Association, besides what is obvious when they first join.

3) Handling problems and concerns that our members may have.

For years, our members would join AFD for a variety of reasons. It may have been, for instance, that they wanted to get into our Blue Cross Blue Shield program, or that they had heard about our coupon redemption services, our workers compensation program, and even most recently, the tremendous liquor liability program through North Pointe. But after becoming an AFD member, then what? Were the members really taking advantage of ALL that was available to them? Not really. This is the main source of my concern, as it is Mr. Sarafa's, as it should be yours too.



Christopher Zebari

I, of course, hope to be of service to each and every one of you. I personally want to sit down and speak to all members who truly want to explore the many different options and alternatives that are available to them, as members of this state's oldest and largest Association representing the Food and Beverage Industry. We hope to prove to you that we are committed to making this association the best that we possibly can. I think we have a tremendous head start with the membership that we currently have.

Now seriously, aside from reading monthly newsletters, paying your insurance premiums and your annual dues, how many of you could get more involved in your Association? Ask yourself that question this month, and next month I'll have my answer to that question.

In closing, let me say that I'm very happy to be a part of "The Action Team" at AFD. I know, in time, that this relationship will prove to be rewarding for you and your Association, but more importantly, for you and your business.



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## From the Michigan Liquor Control Commission

by Daniel L. Sparks  
Michigan Liquor Control Commission



The Liquor Control Commission is presently involved in two issues that should be of interest to members of the Associated Food Dealers. Probably of most immediate interest is Senate Bill 951 which if passed would raise both the Commission's markup on liquor and the licensee's discount on their liquor purchases from the Commission. Under the terms of the bill, which was introduced by Senator Dillingham and several co-sponsors, the discount to licensees would increase from the current 17% to 19%. If case sales remained at the same level as 1988, this increase would result in about \$12.8 million in additional profits to licensees.

Another section of Senate Bill 951 deals with the question of liquor displays - often called floor displays - in SDDs. Under the Commission's existing rules no more than three facings or rows of any code of liquor can be on display. If passed in its present form, Senate Bill 951 would allow liquor displays of up to five cases in size.

The bill was introduced shortly before the Legislature recessed for the summer, so that no action has yet been taken by either the Senate or House of Representatives. However, it appears that the Senate may begin work on the bill shortly after the end of the recess in mid-September.

Another issue with which the Commission is involved concerns the question of whether SDM and SDD licensees should be issued to gas stations and other businesses which sell gasoline. At present most businesses which sell gasoline, particularly in the metropolitan areas of the state, are not eligible to obtain either SDM or SDD licenses. Earlier this year the Legislature passed a bill which allows businesses having over \$250,000 in inven-

tory to obtain a license and also sell gasoline. As a part of that bill the Legislature directed the Michigan Liquor Control Commission and the Michigan Department of Commerce to conduct a study to determine if other businesses which sell gasoline should also be allowed to have SDM and SDD licenses. By the time this article is published the Commission will already have held two public hearings, one in Lansing and one in Detroit, to obtain the views of licensees and all other parties interested in the gasoline question. If you did not attend one of the hearings but want to express your opinion on the

gasoline issue you may do so by writing the Commission at 7150 Harris Drive, P.O. Box 30005, Lansing, Michigan 48909.

Once the Commission has received input from licensees, persons in the gasoline business and any others who have an interest in the gasoline question, a report will be prepared. This report must be submitted to the Legislature no later than December 31, 1988. Once the Legislature has received the report it will be up to the individual Legislators to decide if further changes to the law are necessary or desirable.

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# "TOGETHER-WE MEAN BUSINESS"



Detroit All-Star Isiah Thomas, the Coca-Cola Bottling Company of Michigan and the Associated Food Dealers of Michigan have formed an All-Star Partnership for education. Through our All-Star Partnership we have committed \$50,000 to 4-year scholarships... "We Mean Business" Scholarships... for five (5) Detroit minority college-bound students majoring in Business and Marketing, to be administered by the Coleman A. Young Scholarship Foundation.

Together — Coca-Cola, based within the City of Detroit, the Associated Food Dealers, comprised of hun-

dreds of independent neighborhood stores throughout Detroit, and Isiah Thomas — are committed to supporting the pursuit of higher education among Detroit's minority youth.

You can join the All-Star Partnership too by supporting Coke and the stores that support your community!

For more information about the scholarships visit independent neighborhood stores with "We Mean Business" displays; contact your high school's guidance counselor, or call the C.A.Y. Scholarship Foundation at (313) 224-6855.



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**ISIAH THOMAS, COCA-COLA, DETROIT'S INDEPENDENT NEIGHBORHOOD STORES,  
AND YOU... "WE MEAN BUSINESS!"**

**Coleman A. Young Foundation**





## ***Bottled Water Regulations***

# **Increase in Bottled Water Sales Spurs Calls for State Regulations**

*By Ed Heffron  
Michigan Department of Agriculture*

It is anticipated that bottled water will be purchased as regular as bread, milk, or other staples within the next few years. The sales of bottled water in the southwestern and southern United States have expanded beyond most expectations and continue to grow. Real and perceived contamination problems of municipal and private water supplies are the primary reasons given for the purchase of bottled water, although the desire to have a uniform "better tasting" supply of drinking water is another important reason.

There are two sources for bottled water. One is preprocessed, bottled, and sold in a container. The other is dispensed through a vending machine serving a quantity of water into the container provided at that location. Water is considered food under federal and state laws and is considered especially important because of its high and consistent usage throughout the population. Michigan has experienced the initial expansion in retail sales of bottled water and in an effort to prevent some of the problems happening previously in other states, it is prepared to propose bottled water regulations. It is anticipated within the next year, the Michigan Department of Agriculture will initiate the process to more specifically regulate bottled water.

The primary reason for regulating bottled water as a separate food is its lack of consistent labeling and purity standards. Competition is often credited with creating an improved market place, but if conditions within the competition are unequal, the true basis for the competition is lost. This has often been the case with the manufacture and sale of bottled water. For example, what really is mineral water? Should it contain minerals, and if so, how many? "Spring water" often brings a premium price, but what is spring water? Is it no different than well water or artesian well water? Should there be allowances

for carbonating water so that it can be sparkling, even though it may have come out of the earth in a nonsparkling condition?

Michigan anticipates adopting from a model regulation make up about four years ago by a national organization of state food regulators. The manner of definition should be more uniform across the United States allowing free interstate sale of product, and better recognition by consumers of the standards and labeling requirements. It is expected that Michigan's requirements will include manufacturer analysis for

this source water as well as the finished product. In this way the state would only be verifying the purity of the product rather than continually monitoring it.

The Food Division of the Department of Agriculture would be pleased to discuss or furnish a copy of this model bottled water regulation. It is believed that by emphasizing the prevention of deceptive or potentially unsafe practices of manufacturing and distributing bottled water, the growth of this industry can be steady and furnish a vital product to Michigan consumers.



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# How to Lower Unemployment Insurance Costs

**E**mployers might trim unnecessary unemployment insurance costs in the future if they follow suggestions from Thomas Malek, head of MESC's Bureau of Unemployment Insurance (UI).

"Understand the payment system, monitor claims, communicate with MESC and exercise appeal rights," Malek says.

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Employers can pay a considerable price when an ineligible claimant receives unemployment benefits.

Benefit payments are figured into an employer's tax rate for a five-year period. Payments can run as high as \$6,292 per claimant.

Overcharging can happen

when a claimant's benefits are incorrectly calculated because of missing significant data, says Malek.

Employers should monitor claims filed against them,

Malek says. He says they should notify MESC, for example, if a claimant draws wages, receives retirement, vacation or holiday pay, or was discharged because of other disqualifying information. Those are vital pieces of information that could prohibit or reduce benefits.

Malek says employers have the opportunity to provide this information when they receive a wage and separation request from MESC whenever a former employee files a new claim for benefits.

Some companies also fail to file quarterly unemployment tax reports as required by law, Malek says. These reports list an employer's payroll during that quarter.

Failure to file could result in an employer receiving the maximum tax

rate of 10 percent for the next year, in addition to the assessment of penalties and interest.

To avoid penalties, tax reports should be filed on time, even if taxes due can't be paid immediately, he says. However, interest would accrue on the unpaid balance at the rate of 12 percent per year.

Tax rates are set by law and are based on the size of an employer's payroll and the amount of prior benefits charged against the company.

Employers with smaller payrolls and lesser amounts of unemployment benefits charged to them will, over time, pay lower taxes.

Taxes paid result from the tax rate, which can range anywhere from 1.0 to 10.0 percent, times the first \$9,500 of employees' wages covered under the law.

Inattention to appeal rights also costs employers money when cases are lost, Malek says.

He suggests that employers attend referee hearings even if they won a decision at the branch office

level.

The referee hearing officer accepts documents and testimony only from those present at the hearing and bases the decision on that evidence.

At the higher appeal level after the referee, additional testimony is rarely taken. Future decisions are based on testimony and documents from the referee hearing.

*More information about topics covered in this story is contained in the Employer's Handbook and the Business Guide to Understanding Michigan's Insurance System. For copies, write to the MESC Bureau of Unemployment Insurance, Room 506, 7310 Woodward Ave., Detroit 48202.*

# Tax

# ASK THE LOTTERY



*By Nancy Horton  
Director of Licensing*

## Question:

Will the new on-line lottery terminal being installed this fall have any features not available on my present terminal?

## Answer:

GTECH Corporation has been awarded the contract to furnish over 4,000 on-line lottery terminals to our agents throughout Michigan. Agents will receive individual training prior to the installation of the equipment on their stores. A few of the features include:

**Customer Display Unit** This will show specific customer selections, the amount of money due, jackpot information and winning numbers information. It will allow the customer to view the information or it can be easily turned off if the customer does not wish the data displayed.

**Optical Mark Reader (OMR)** The OMR is built into the terminal for processing betslips. It allows tickets to be validated and canceled quickly. Rather than entering the control number, the clerk may insert the winning ticket into the terminal to validate it.

**Totaling** The new terminal will maintain a running total at the bottom of the wagering screens and the total key

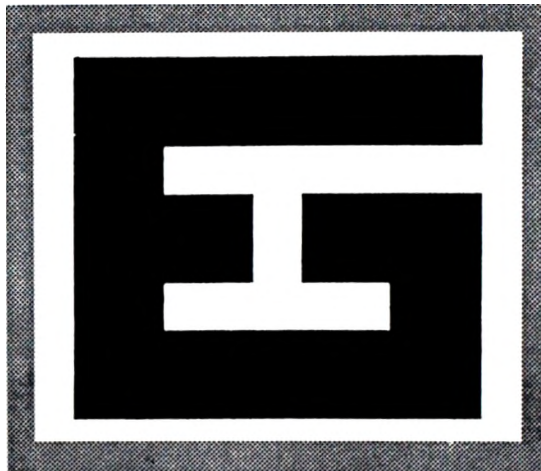
will display the change due the customer.

**Same Day Winners Reports** Daily numbers and prize amounts will be available approximately 20 minutes after the draw. Preliminary reports for Super Lotto will also be available the same evening as the draw.

There will be as little disruption of service as possible when your new terminal is installed. The agent will not be charged for the conversion to the new equipment.

**IF YOU HAVE ANY  
QUESTIONS ABOUT  
THE LOTTERY,  
PLEASE SEND THEM  
TO:**

**Associated Food Dealers  
18470 W. 10 Mile  
Southfield, MI 48075**



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# New Law Helps Store Owners

By Judge Stephen C. Cooper, 46th District Court

Shoplifting is a problem! A big problem!

As a Judge, I have seen many hundreds of people charged and convicted of stealing from stores. There seems to be no pattern: they are both young and old; they are both male and female; both customers and store employees; both rich and poor; both employed and unemployed. They come in all sizes, shapes, colors, creeds and backgrounds.

As part of last year's joint House and Senate Crime Package, we have three new laws in the State of Michigan dealing with this problem. It's important that store owners, their employees and the public are aware of these new laws and the changes that they make. These three new laws:

- a) create a crime of retail fraud
- b) protect merchants in certain cases of charges of false arrest
- c) allow merchants to sue shoplifters for goods taken and an additional penalty.

Under the previous law, a person who steals from a store could be prosecuted under the State's larceny laws for taking property under false pretenses. Now, a new crime has been established which is known as "retail fraud."

### The Law of Retail Fraud

Public Act 20 (of the laws passed by the legislature in 1988) states that people are guilty of "retail fraud" if they did any of the following:

- Altered, transferred, removed and replaced, concealed, or otherwise mis-

represented the price of a product, while the store was open to the public, with the intent to pay less than the price for which the product was offered for sale or not to pay at all.

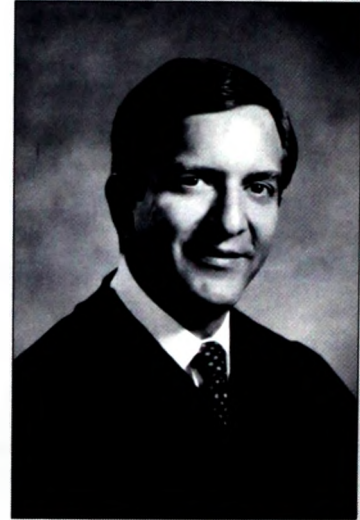
- Stolen property of the store that was offered for sale, while the store was open to the public.

- Obtained or attempted to obtain money or property from the store, with the intent to defraud, as a refund or exchange for property that was not paid for and belonged to the store.

If the value in question is more than a hundred dollars the person would be guilty of "first degree retail fraud" which is a felony punishable by up to two years in prison or a fine of up to \$1000.00 or both. If the value were \$100.00 or less, the person would be guilty of "second degree retail fraud" which is a misdemeanor punishable by up to 93 days in jail and a fine of not more than \$100.00 or both. If a person were convicted of second degree retail fraud and already had a prior conviction for retail fraud, larceny or false pretenses, they would be found guilty of retail fraud in the first degree.

Another new provision of the law allows a merchant, an employee of the merchant, or a store's security guard to arrest someone for "retail fraud" if they have "reasonable cause to believe" that the person committed the offense even though it was not committed in their presence.

*Continued on Next Page*



Judge Stephen C. Cooper

*The Honorable Stephen C. Cooper was a trial lawyer from 1969 until his election in 1986 as District Judge. He previously served on the Southfield City Council as City Council President Pro-tem. He is the immediate past President of the Southfield Bar Association, past President of the B'nai B'rith Bar-risters and serves on the District Court Committee of the Oakland County Bar Association. He was elected by the judges and lawyers of Oakland County to a second term on the Representative Assembly of the State Bar of Michigan. He has served many community organizations in various capacities including Vice President of the Southfield Chamber of Commerce, Board Member of the League of Women Voters, and Delegate to the Southfield/Lathrup PTA Council.*

*Judge Cooper serves on Committees of both the Michigan District Judges Association and the National Conference of Special Court Judges of the American Judges Association. Judge Cooper lives in Southfield with his wife and sons where he continues his active involvement in community, educational and charitable efforts.*

## New Laws

The third new law provides as follows:

Public Act 50 protects store owners from liability for wrongful arrest in certain cases and allows them to sue the thief.

This law provides that in a lawsuit against the store for false imprisonment, unlawful arrest, assault, battery, libel, or slander, the plaintiff can not win any amount for mental anguish or to punish the store owner if the store owner, employee or security guard used "reasonable force," acted within a "reasonable length of time," acted with "reasonable regard of plaintiffs rights or sensibilities" and did not act with the "intent to injure" the alleged thief.

### Small Claims Cases Against the Thief By the Store

A unique new provision in this law allows a "merchant who is the victim of" retail fraud to sue. A "merchant who is the victim of" retail fraud can sue the alleged thief for the value of the items stolen, together with a penalty of ten times the retail price of the property (not less than \$40.00 and not more than \$100.00 for the penalty). Before starting a lawsuit, the merchant must first send a letter to the defendant by certified mail, return receipt requested with delivery restricted to the defendant. The letter must say certain things in it. A sample copy of this letter is available at the AFD office that you can use for this purpose.

Simply fill in the blanks telling the person why you believe they committed the crime of retail fraud, the date on which they committed it, the dollar value of the items taken and the total amount that you are entitled to including the penalty.

If the person to whom you send this letter fails to answer, you can then sue in Small Claims Court and collect the value of the item plus an increased penalty of \$200.00 and costs (not exceeding \$50.00).

It is important to note the following:

**1** Do not start a Small Claims case against anyone who is not collectible. There is nothing more frustrating than going through an entire

**"There seems  
to be no  
pattern: they  
are both young  
and old; they  
are both male  
and female;  
both rich and  
poor ..."**

Small Claims case, receiving a Judgment, and being unable to collect it because the defendant is not employed. That should not stop you from sending out the certified letter as that might produce some money without any lawsuits being filed.

**2** Under this new law if a minor steals, the merchant can sue the child's parents.

**3** You cannot sue in Small Claims Court if you have not first filed a formal police report with the prosecuting attorney or city attorney (so make sure you have a copy of that police report to show the Small Claims Court if the defendant raises this issue.)

If the thief (or his parents if he is not an adult) pays voluntarily within 30 days of the date of your letter you cannot proceed in Small Claims Court for the additional \$200.00 penalty.

These new laws allow new protections and rights for merchants who are affected by shoplifters, but they must be enforced with care. The protections are available only if the merchant does not overstep his limited authority.

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# Hazards In The Food And Beverage Industry

**I**t is generally assumed that the injuries incurred in the food and beverage industry are relatively inconsequential. However, facts show that two million workers employed in these operations do have dangerous jobs.

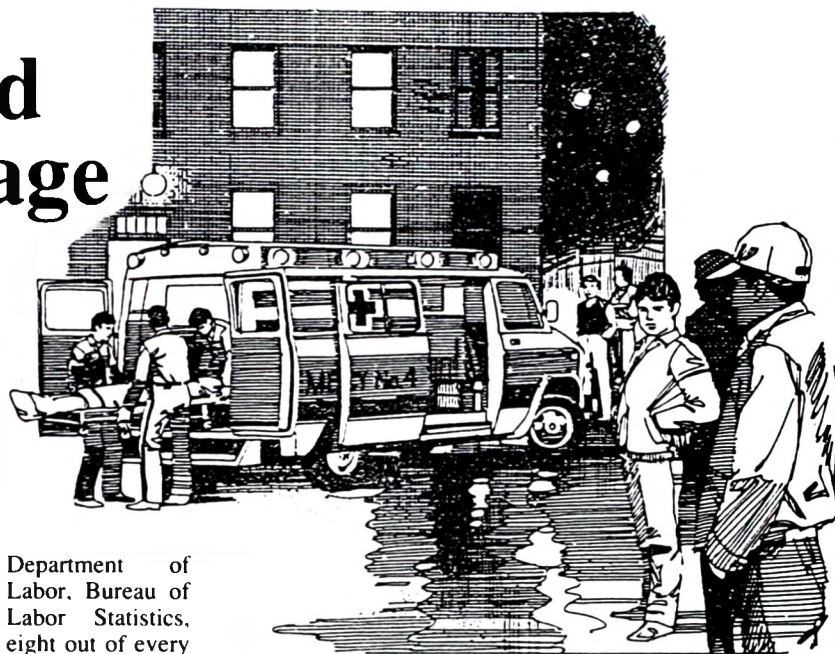
Food service operations have accident and illness rates as high as industries that are commonly thought of as being hazardous places to work. These operations, like any other, present a number of hazards that can result in accidents, injuries, and illnesses.

Stressful and hazardous work environments in the food and beverage industry lead to bruised knuckles and minor cuts that reduce production rates and heighten production errors. Human error frequently results from working under hot, noisy and extremely fast-paced conditions which are ever present in many food and beverage operations.

Sprains and strains account for most lost-time injuries. Floor surfaces, knives, hot water, containers, metal stock and conveyers were the primary causes of all injuries. More than 30 percent of the injuries resulted from slips (not falls) and overexertion.

The average lost work days per injury amounted to 17.9. However, of all the accident causes, the greatest number of average days lost were caused by cutting and slicing machines. The average was 167.7 days lost per injury.

The food and beverage industry, on a national scale for occupational injury and illness incidence rates, ranks last and worst, respectively, in the incidence of lost workdays. According to the U.S.



Department of Labor, Bureau of Labor Statistics, eight out of every 1,000 workers in food processing jobs reported cases of occupational illnesses, with three cases involving lost workdays. Health problems consisted of skin diseases and disorders, respiratory problems, poisoning and diseases from physical agents.

Nationally, the highest rate of injury was observed in the meat product operations. Non-powered (knives, etc.) and electric hand devices resulted in cuts, wounds, amputations, electrocutions, tenosynovitis, falls and strains.

The high injury rates found in the beverage manufacturing operations were from material handling strains, wet work areas and misuse of chemicals.

Because of the dangers involved in the food and beverage industry, it is essential that accident safety records are properly taken and are analyzed by safety personnel so meaningful accident prevention methods can be established.

For more information on accident prevention in the work place, call AFD. AFD has the only self-insured worker's compensation program in the food and beverage industry.

***“The average lost work days per injury amounted to 17.9. However, of all the accident causes, the greatest number of average days lost were caused by cutting and slicing machines.”***



## Seafood Month

# Vitamin 'Sea'

## Good for Heart and Profits

October is "National Seafood Month" according to the National Fisheries Institute, the National Marine Fisheries and Wildlife Association, and the U.S. Department of Commerce.

Ever since seafood and fish were deemed as food that could reduce the risk of heart disease, they have gained a whole new school of admirers. Many people are now making it a habit to include fish and other seafoods in their diet at least once a week.

Most seafood is low in fats and cholesterol, high in protein, low in calories and sodium, and a good source of vitamins and minerals.

Seafood entrees have become

popular in most restaurants, and many people have a desire to become more familiar with the different preparations. Educating customers about the preparation of seafood lessens the intimidation some may feel about purchasing different seafoods. Recipes and nutritional information near the seafood display may entice more customers to buy and prepare their own seafood.

For nutritional information and recipes for a variety of seafood, or for information about starting a seafood display, contact Arthur Tillman, Corporate Chef and Advisor for Salasnek Fisheries, 2140 Wilkins St., Detroit.



*Arthur Tillman displays one of many varieties of fish handled by Salasnek Fisheries in Detroit.*



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## SALASNEK FISHERIES, INC.

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**1-800-553-2225**

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**Salasnek Fisheries, Inc.**  
**2140 Wilkins St. Detroit, MI 48207**

# Associated Food Dealers Wholesaler - Supplier - Service Directory

The businesses listed below are associate members of Associated Food Dealers of Michigan and/or Detroit Association of Grocery Manufacturers Representatives (DAGMAR).

## Associates

**Amano America, Inc.**  
(313)279-3515

**American Synergistics, Inc.**  
(313)427-4444

**Bureau of State Lottery**  
517-887-6820

**Cliff Scepansky Associates**  
(313)751-2131

**Danor Corporation**  
27451 Pierce  
Southfield, MI 48076  
(313)557-3476

**H & S Distributors**  
1412 Beard  
Detroit, MI 48209  
(313)842-6204

**Herman Ruben Sales Company**  
23350 Essex Way Court  
Southfield, MI 48034  
(313)354-6433

**Hubbard Apiaries**  
Box 160  
Onsted, MI 49265  
517-467-2051

**Kindred Corp.**  
6899 Lange Ct.  
Clarkston, MI 48016  
(313)625-7212  
*Sales training, Inventory control,  
Field Sales*

**Lauren Kachingian Distributors**  
(313)843-2898

**Lloyd's & Associates**  
29330 Manmoor  
Southfield, MI 48076  
(313)356-0472

**Miko & Associates**  
21083 Virginia  
East Detroit, MI 48021  
(313)776-0851

**Motor City Ford Truck**  
(313)591-1234

**Wileden & Associates**  
659 Hudson  
Clawson, MI 48017  
(313)588-2358

## Bakeries

**Archway Bakeries, Inc.**  
19669 Parker  
Livonia, MI 48152  
(313)476-2066  
*Archway cookies, cakes, danish,  
pies*

**Awrey Bakeries**  
12301 Farmington Rd.  
Livonia, MI 48150  
(313)522-1100  
*Quality Fresh Baked - Breads, Buns,  
Cakes, Cookies, Danish, Pies, Muffins,  
Donuts*

**C & C Distributors**  
3435 - 22nd Street  
Wyandotte, MI 48192  
(313)283-8693

**Continental Baking Co.**  
1100 Oakman Blvd.  
Detroit, MI 48238  
(313)868-5600  
*Hostess Cake, Wonder Bread*

**Franchise Bakery**  
(313)674-4671

**Genreal Biscuit Brands**  
Goulds100  
Dearborn, MI 48126  
(313)584-1110

**Hostess Cakes**  
1100 Oakman  
Detroit, MI 48238  
(313)868-5600

**Koeplinger Bakeries, Inc.**  
15200 W. 8 Mile Rd.  
Oak Park, MI 48237  
(313)967-2020

**S & M Biscuit Distributing**  
15200 Rushmoor  
Taylor, MI 48180  
(313)893-4747  
*Stella D'Oro Cookies, Breadsticks,  
Delverde Pasta, Perugina, Chocolate,  
Confections*

**Stella D'Oro Biscuits**  
(313)893-4747

**Taystee Bakeries**  
(313)476-0201

**Veri-Best Baking Company**  
1111 E. 8 Mile Rd.  
Ferndale, MI 48220  
(313)398-6830

**Wonder Bread**  
1100 Oakman Blvd  
Detroit, MI 48238  
(313)963-2330

## Banks

**Comerica, Inc**  
(313)222-3898

**Madison National Bank**  
(313)548-2900

**Michigan National Bank**  
(313)489-9100

## Beverages

**7UP of Detroit, Inc.**  
12201 Beech Daly Rd.  
Detroit, MI 48239  
(313)937-3500  
*7UP, Canada Dry, Royal Crown  
Cola, Sunkist, Perrier, Hawaiian Punch,  
Red Rose Tea, Country Time Lemonade,  
Hires Root Beer*

**Adolph Coors Company**  
(313)312-693-188-  
*Coors, Coors Light, Heman Joseph's,  
Killian's Red Beer, Coors Extra Gold*

**Anheuser-Busch, Inc.**  
29100 Northwestern Hwy.  
Southfield, MI 48034  
(313)354-1860  
*Budweiser, Bud Light, Busch,  
Natural, LA, King Cobra, Michelob,  
Michelob Light, Michelob Dark,  
Carlsberg, Elephant Malt Liquor,  
Carlsberg Light*

**Bellino's Quality Beverage**  
25555 Northline  
Taylor, MI 48180  
(313)946-6300  
*Gallo, Riunite, Paul Masson, Prince  
Pirate, Bellino Asti Spumante*

**Coca-Cola Bottlers of Detroit**  
5981 W. Warren, Detroit MI 48120  
(313)897-5000  
*Coca-Cola Brands, Squirr, Dr. Pep-  
per, Lipton Tea*

**Continental Liquor Co.**  
1940 Thunderbird  
Troy, MI 48064  
(313)362-2691  
*Jim Beam Brands Co.*

**Cooper-Wiefferman Spirits Co.**  
11211 Morang  
Detroit, MI 48224  
(313)521-8847  
*Bacardi, Gallo, W.A. Taylor, Stolich-  
naya, Laird Co, Schieflein- Somerset,  
Fleishmann's, Sazerac, Suntory,  
American Distilled Spirits, Associated Im-  
porters, Carriage House Imp., Federal  
Distillers, Sidney Frank Imp., E & J Dis-  
tillers, Heaven Hill Dist, Kentucky  
Brands*

**Demorest Enterprises Int.**  
P.O. Box 183  
St. Clair Shores, MI 48080  
(313)773-5850  
*Demorest Ent. Int., Paramount Dis-  
tillers*

**Don Lee Spirits Group**  
14301 Prospect  
Dearborn, MI 48126  
*Don Lee Spirits, Christian Brothers,  
Seagram Golden Spirits*

**Ever Fresh Juices, Inc.**  
6600 E. 9 Mile Rd.  
Warren, MI 48091  
(313)725-9500  
*Pure Fruit Juices, Fruit Drinks,*

**Faygo Beverages Inc.**  
3579 Gratiot  
Detroit, MI 48207  
(313)925-1600  
*Faygo, Schwepps, Bubble Up*

**G. Heileman Brewing Co.**  
303 E. Wacker, Suite 1040  
Chicago, IL 60601  
(313)941-0810

# Wholesalers - Suppliers - Services

## General Liquor Co.

373 Victor Ave.  
Highland Park, MI 48203  
(313)867-0743

*American Liqueur Co., Barton Brands, Distillers Stock USA, Domecq Imps., Freihof, Jagertee Dist., Glenmore Distillers, Hot Shot, Inc., Mar Salle, Medley Distilling, Potter Distilleries, Premiere Wine Merchants, Renfield Imps., Shenley Dist.*

## Goebel Brewing Company

(313)567-6667

## Great Lake Spirits

17321 Telegraph #203  
Detroit, MI 48219  
(313)538-4996  
*Black Prince Dist., Crestfield Importers, Star Liquor Prod.*

## Hiram Walker, Inc.

31275 Northwestern Hwy #231  
Farmington Hills, MI 48018  
(313)626-0575

*Canadian Club, Canadian Club Classic, Royal Canadian, Harveys, Teacher's Scotch, Irish Mist, Hiram Walker Cordials*

## The House of Seagram

26955 Northwestern Hwy. #145  
Southfield, MI 48034  
(313)262-1375

*Crown Royal, Chivas Regal, 7-Crown, V.O., Seagram Gin, Glenlivet, Myers's Rum, Captain Morgan Rum, Leroux Cordials*

## Hubert Distributors, Inc.

(313)858-2340

## J. Lewis Cooper

12400 Strathmoore  
Detroit, MI 48227  
(313)835-6400  
*Imported & Domestic Wines*

## K & R Spirits Group

373 Victor Ave.  
Highland Park, MI 48203  
(313)869-7755  
*Calech Imports, Campari USA, Carillon Imports, Carumba, Wm. Grant & Sons, Juarez Tequila, Lumont Winery, White Rock, Twelve Stone Flavors, Age International, Brown Forman Beverage Co.*

## L & L Liquor Sales Company

(313)362-1801

## Majestic Liquor Sales

1242 Rankin  
Troy, MI 48063  
(313)583-2011  
*Hiram Walker, Inc.*

## Mel Larsen Distributors, Inc.

(313)873-1014

## Michigan Crown

25511 Southfield #120  
Southfield, MI 48075  
(313)424-8899  
*Barton Brands, Buckingham Wine Co., Consolidated Dist. Prod., Robert Denton & Co., Kobrand Corp., L&L Wine & Spirits, Vintners Int.*

## Miller Brewing Co.

2323 N. Mayfair Rd.  
Wauwatosa, WI 53226  
414-259-9444  
*Miller High Life, Miller Lite, Miller Genuine Draft, Lowenbrau Special & Dark Special, Meister Brau, Milwaukee's Best Lite & Dark, Magnum Malt Liquor, Manilla Bay Original Fruit, Manilla Bay Spec Dry*

## Pacific Ocean Pop Co., Inc.

35601 Veronica  
Livonia, MI 48150  
(313)591-2560  
*Original New York Seltzer, Canfield Beverages, Tropicana Juices, Gatorade*

## The Paddington Corporation

(313)345-5250  
*J & B Scotch, Bailey's Irish Cream, Amaretto di Soranno, Knockando Single Malt, Malibu Coc Rum, Rumble Minze, Cinzano Asti & Vermouth*

## Paul Mann Distributors

20320 Cornille  
Roseville, MI 48066  
(313)294-9390  
*Paul Mann Vintage Wine*

## Pepsi-Cola

2651 E. 10 Mile Rd.  
Warren, MI 48091  
(313)754-7550  
*Pepsi, Diet Pepsi, Caffeine Free Pepsi, Vernors, A & W Root Beer, Mountain Dew, Lemon Lime Sice, Orange Slice*

## Powers Distributing, Inc.

2000 Pontiac Drive  
Pontiac, MI 48053  
(313)682-2010

## R & A Marketing

24400 Northwestern #209  
Southfield, MI 48075  
(313)356-4191

## R. M. Gilligan, Inc.

28237 Orchard Lake Rd #130  
Farmington Hills, MI 48018  
(313)553-9440  
*Heublein Inc., Palace Brands Co., The Paddington Corp., Maidstone Wine & Spirits Inc., Morgan Furze LTD, Austin Nichols & Co. Int. Vintage Wine*

## R & M Liquor

1940 Thunderbird  
Troy, MI 48064  
(313)362-1801  
*Chaska Products, Imported Products Co., James C. Sussex*

## Serv-U-Matic Corporation

P.O. Box 166  
LaSalle, MI 48145  
(313)528-0694

## Squirt-Pak

616-396-0591

## The Stroh Brewery Company

100 River Place  
Detroit, MI 48207  
(313)446-5026  
*Stroh, Old Milwaukee, Schaefer Red Bull Signature, Sundance White Mountain Cooler*

## W. A. Taylor & Company

671 E. Big Beaver #105  
Troy, MI 48063  
(313)689-6941  
*Courvoisier Cognac, Drumbui Liqueur, Tia Maria Coffee Liqueur, Maker's Mark Bourbon, Carolans Irish Cream, Glenmorangie Malt Scotch, Black Tower Wine, Old Smuggler Scotch, Pommery Champagne, Cockburn Ports*

## Towne Club Beverages

25109 Ryan Road  
Warren, MI 48091  
(313)756-4880  
*44 Flavors of Soda Pop*

## Universal/L&L Liquor Co.

1940 Thunderbird  
Troy, MI 48064  
(313)362-1801  
*Jacquin Florida Dist., Mohawk Liqueur Corp., Montello Brands, Scheffelin & Somerset, Shaw Ross Importers, 21 Brands*

## Vernors, Inc.

(313)833-8500

## Vic Wertz Dist. Co.

44900 Vic Wertz Drive  
Mt. Clemens, MI 48043  
(313)469-6333  
*Miller High Life, Miller Genuine Draft, Lowenbrau, Meister Brau, Heineken, Grizzly, Amstel, Milwaukee's Best*

## Viviano Wine Importers, Inc.

15100 Second Blvd  
Detroit, MI 48203  
(313)883-1600  
*Michigan's Largest Selection of Imported and American Wines, Vermouths and Champagnes*

## Warner Vineyards

706 S. Kalamazoo Street  
Paw Paw, MI 49709  
616-657-3165

## Wayne Distributing Co.

12200 Sears  
Livonia, MI 48150  
(313)427-4400  
*Molson Canadian, Old Milwaukee, Schlitz, Malt Liquor, Altes, Black label, Old Vienna, California Cooler*

## Brokers

## Acorn Oaks Brokerage

25240 Rue Versailles  
Oak Park, MI 48237  
(313)967-3701

## Ameri-Con, Inc.

24395 Indoplex Circle  
Farmington Hills, MI 48018  
(313)478-8840  
*Eagle Brand Milk, Cremora, Cracker Jacks, Vanish, Drano, Juices, Heinz tomato products, Prince and Classic Italian food products, On-Cor frozen entrees, Plochman Mustard, Mountain Top Pies*

## Arlanda Food Brokers

17630 W. Seven Mile  
Detroit, MI 48235  
(313)567-6011

## Bob Arnold & Associates

950 E. Maple  
Birmingham, MI 48011  
(313)646-0578  
*Salad Dressing, Dog and Cat food, Juices, Canned Hams and Luncheon Meats, Popcorn, Cereal, Pancake Mix, Syrup, Sausage*

## Carlton-Hawkins and Associates

616-534-7611  
*Duracell, Egg Ro., Golden Dipt., Flanagan, Reames, Farm Rich, Sea Pak, Servaes*

## City Foods Brokerage

3273 Hubbard  
Detroit, MI 48210  
(313)894-3000  
*Bil-Mar Mr Turkey, Jones Dairy Farms, Gold Kist Cornish Hens, On-Cor Redi-Serve, S & T Bakery*

## Charles Mascari & Associates

(313)399-0950

## Chuck Batcheller Company

(313)559-2422

## Conrady-Greenson Company

500 Oliver  
Troy, MI 48084  
(313)362-0800  
*Dressings, Cheese, Peanuts, Seafood*

## Estabrooks Marketing

300 S. Hughes  
Howell, MI 48843  
517-548-3750

## James Tamakian Associates, Inc.

P.O. Box 2127  
Southfield, MI 48037  
(313)424-8500  
*Grocery, Bakery, Deli, Produce, Hardware/Houseware, Foodservice, candy*

## Mashour Food Brokers

3251 S. Telegraph  
Dearborn, MI 48124  
(313)565-2030

## Marks & Goergens, Inc.

3522 Roger Chaffee Blvd. S.E.  
Grand Rapids, MI 49508  
(313)354-1600  
*Durkee-French Foods, Kraft Dairy Group, Mrs. Smith Pies, Andrew Jergens Co., Stokley USA, U.Pjohn Co., Beech Nut Nutrition Corp., Del Monte USA, Duracell, Miles Laboratories, Chuck full o' Nuts Corp*

## Marks & Goergens of Grand Rapids Inc.

3522 Roger Chaffee Blvd S.E.  
Grand Rapids, MI 49508  
616-452-8771  
*Monarch Store Labelers, and Supplies, Sonoco Plastic Sacks, Frozen, Grocery and Haba items*

## McMahon & McDonald, Inc.

5247 Secor Road  
Toledo, OH 43623  
477-7182



# Wholesalers - Suppliers - Services

## Brokers

*Continued*

### Northland Marketing

24445 Northwestern Hwy  
P.O. Box 865  
Southfield, MI 48037  
(313)353-0222

*Reynolds, Speas, Roman, Klondike,  
Knorr, Schaffer Clarke, New England  
Shrimp*

### J.B. Novak & Associates

69505 Saxon Dr.  
Romeo, MI 48065  
(313)752-6453

*Private label Mfg. food products*

### Paul Inman Associates

P.O. Box 1600  
Farmington Hills, MI 48018  
(313)626-8300

### Pfeister Company

36300 Schoolcraft, Box 3304  
Livonia, MI 48150  
(313)591-1900

*Grocery, Frozen, Dairy, Deli, Meat,  
Produce, HBA, Food Service*

### Sahakian Salm & Gordon

15160 W. Eight Mile Suite 207  
Oak Park, MI 48237  
(313)968-4800

*Seafoods, Nuts, Dates, Raisins*

### Stark & Company

30301 Northwestern Hwy  
Farmington Hills, MI 48018  
(313)851-5700

### United Salvage Company

28349 Fountain  
Roseville, MI 48066  
(313)772-8970

### V.I.P. International Enterprises

16937 Harper Ave.  
Detroit, MI 48224  
(313)885-2335

*Pre-Moistened Towellets, Paper  
Towels, Extracts, Flavorings, Sauces,  
Salad Dressings, Herbal & Medicinal  
Teas, Pasta's Salad Mixes*

### VanDusen, Hall Stevens, Inc.

P.O. Box 07086  
Detroit, MI 48207  
(313)567-3865

## Candy/Tobacco

### Eastern Market

**Candy/Tobacco**  
(313)567-4604

### Fontana Bros., Inc.

365 Victor Ave.  
Highland Pk., MI 48203  
(313)868-8600

### Wolverine Cigar Company

4603 W. Fort  
Detroit, MI 48209  
(313)554-2033

## Consultants

### Bellanca, Beattie, DeLisle

(313)882-1100

### Kindred Corporation

6899 Langle Ct.  
Clarkston, MI 48016  
(313)625-7212

### National Exposition Services

(313)865-1000

## Dairy

### The Borden Company,

30550 Stephenson Hwy  
Madison Heights, MI 48071  
(313)583-9191

### C.F. Burger Creamery

P.O. Box 28006  
Detroit, MI 48228  
(313)837-6000

### Country Pride Dairy

2934 Fenkell  
Detroit, MI 49238  
(313)864-0550

*Fresh Dairy-Milk, Sour Cream, Cot-  
tage Cheese, Ice Cream*

### Tom Davis & Son Dairy

P.O. Box 318  
Madison Hgts, MI 48071  
(313)583-0540

*Milk, Ice Cream, Butter, Eggs,  
Cheese, Salads*

### Golden Valley Dairy

12800 Northend  
Oak Park, MI 48237  
(313)399-3120

*Haagen-Daz Ice Cream, Breyers,  
Sealtest Milk Ice Cream*

### London Farm Dairy

P.O. Box 887  
Port Huron, MI 48060  
(313)984-5111  
*Milk, Ice Cream*

### Melody Farms Dairy

3111 Industrial Dr.  
Livonia, MI 48150  
(313)525-4000

*Milk, Ice Cream, Fruit Juices*

### Stroh's Ice Cream

100 River Place  
Detroit, MI 48207  
(313)568-5106

*Ice Cream, Novelties, Italian Ices, N-  
Joy Frozen Dessert*

### Twin Pines Farm Dairy

8101 Greenfield  
Detroit, MI 48228  
(313)837-6000

*Milk & Dairy Products*

### Wesley's Ice Cream Co.

18940 Weaver  
Detroit, MI 48228  
(313)270-3200

*Ice Cream products*

## Delis

### Dudek Deli Foods, Inc.

3303 Caniff  
Hamtramck, MI 48212  
(313)891-5226

*Pierogi, Stuffed Cabbage, Crepes,  
Potato Pancakes, Meatballs, Deli Dills,  
Hot Deli Mustard, Horseradish*

### Pluss Marketing

(313)895-7587

### Row-Bur Distributors

226L Star Court  
Auburn Heights, MI 48057  
(313)852-2616

## Dentist

### Richard E. Klein, DDS, PC

(313)547-2910

## Eggs/Poultry

### Capitol Poultry

1466 Fisher Fwy.  
Detroit, MI 48207  
(313)567-8200

### Linwood Egg Co., Inc.

1725 Larchwood  
Troy, MI 48064  
(313)524-9550

*Fresh Shell Eggs, Frozen Egg  
Products*

### McCully Mendelson Company

13080 Capital Ave.  
Oak Park, MI 48237  
(313)541-4060

*Eggs, Butter, Cheese, Yogurt, Deli  
Products*

### McInerney-Miller Brothers

2001 Brewster  
Detroit, MI 48207  
(313)833-4800

### Qualmann Quality Egg Com- pany

28021 Shadowood Lane  
Mt. Clemens, MI 48045  
(313)468-0351

## Equipment

### Am Syn Cleaning Systems

800-448-2754

*All equipment, chemicals and sup-  
plies for retail store cleaning*

### Ameri-Pro Systems Corp.

419-693-3276

*Chemicals/Machinery, Propane Buf-  
fers*

### Belmont Paper & bag Com- pany

(313)491-6550

### Black Jack Iron Works

(313)893-7677

### Brehm Broaster Sales

P.O. Box 545  
Edmore, MI 48829

517-427-5858

*Equipment & Supplies*

### Bunzl-Detroit

(313)334-5900

### Central Alarm Signal, Inc.

(313)864-8900

### DCI Food Equipment

5350 E. Davison  
Detroit, MI 48212  
(313)369-1666

*Digi Scales, Hollymatic, Juice Tree,  
Bicerba, Smith Equipment*

### Gardell Company

(313)567-5515

### Kasco Atlantic Service CO.

800-631-7650

### Market Mechanical Services

(313)546-6840

### Michigan Bakery Supply Co.

326L BELLEVUE  
Detroit, MI 48207  
(313)571-3300

### MMI Distributing

3910 Jonathon  
Dearborn, MI 48126  
(313)582-4400

*Alto-Shaam hot deli systems, Chester  
Fried Chicken systems, Ice- O-Matic Ice  
Machines, Nicco Automatic Broilers,  
Pizza Ovens, Amana Microwaves, sales,  
parts and service*

### Refrigeration Engineering

616-453-2441

### Superb Vacuum Cleaners

(313)491-3900

### Steger-Stowel Corp.

421 Main St.  
Toldeo, OH 43605  
419-693-0571

*Foodservice Equipment, Design,  
Supply*

## Fish/Seafood

### Hamilton Fish Co.

1901 Brewster  
Detroit, MI 48207  
(313)832-6100  
Fish, Seafood

### Michigan Food Sales

16901 Harper  
Detroit, MI 48224  
(313)882-7779

### Salasnek Fisheries, Inc.

2140 Wilkens  
Detroit, MI 48207  
(313)567-2000

*Large variety of fish and seafood*

### Standard Fish Dist.

101 E. Ferry  
Detroit, MI 48211  
(313)871-1115

### Tallman Fisheries

Rt. 2 Box 2242  
Manistique, MI 49854  
906-341-5887

*White Fish Cavier, Smoked Fish,  
Fresh Fish*

# Wholsalers - Suppliers - Services

## Florists

**Flower Menageri**  
(313)771-0011

**Livornois-Davison Florist**  
(313)933-0081

## Ice

**Midwest Ice Corporation**  
14450 Linwood  
Detroit, MI 48238  
(313)868-8800  
*Packaged Ice Cubes, Ice Carvings,  
Rock Salt*

**New City Ice Co.**  
1781 Cadillac  
Ypsilanti, MI 48198  
(313)485-0430

## Insurance

**Blue Cross & Blue Shield**  
(313)486-2229

**Creative Risk Management**  
34820 Harper Rd  
Mt Clemens, MI 48043  
(313)792-6355

**D.O.C. Optical Centers**  
(313)354-7100

**Financial Guardian, Inc.**  
5435 Corporate Drive, Suite 300  
Troy, MI 48098  
(313)649-6500

**Frank P. McBride, Jr., Inc.**  
(313)445-2300

**Gadaletto, Ramsby & Associates**  
517-351-7375

**K.A. Tappan & Associates**  
(313)354-0023

**Mitzel Agency, Inc.**  
(313)773-8600

**Monroe-George Agency**  
(313)646-0311

**North Pointe Insurance**  
(313)358-1171

**Prime Underwriters, Inc.**  
(313)837-8737

**Rollins Burdick Hunter of Mich.**  
(313)962-6442

**Ward S. Campbell, Inc.**  
616-531-9160

## Inventory

**Abacus Inventory Specialists**  
(313)852-9156

**Goh's Inventory Service**  
(313)353-5033

**Menczer & Urcheck P.C.**  
(313)356-1320

**RGIS Inventory Specialists**  
(313)978-1810

**George R. Shamie Jr., P.C.**  
(313)474-2000

## Manufacturers

**Absopure Water Company**  
P.O. 377  
Plymouth, MI 48170  
(313)459-8000

**Carnation Co.**  
31313 Northwestern Hwy.  
Farmington Hills, MI 48018  
(313)851-8480  
*Coffee Mate, Carnation Instant  
Breakfast, Evaporated Milk, Ice Cream,  
Mighty Dog, Fancy Feast*

**Don's Chuck Wagon Products Co.**

27300 Gloede  
Warren, MI 48093  
(313)771-9410  
*Onion Rings, Chicken Batter Mix,  
Fish-n-Chips Batter Mix, Mushroom Batter Mix*

**Del Monte USA**  
31600 W. 13 Mile #120  
Farmington Hills, MI 48018  
(313)737-4790  
*Del Monte, Hawaiian Punch*

**General Foods Corporation**  
(313)427-5500  
*Jell-O Frozen Novelties, Birds Eye  
Cool Whip, Birds Eye Vegetables*

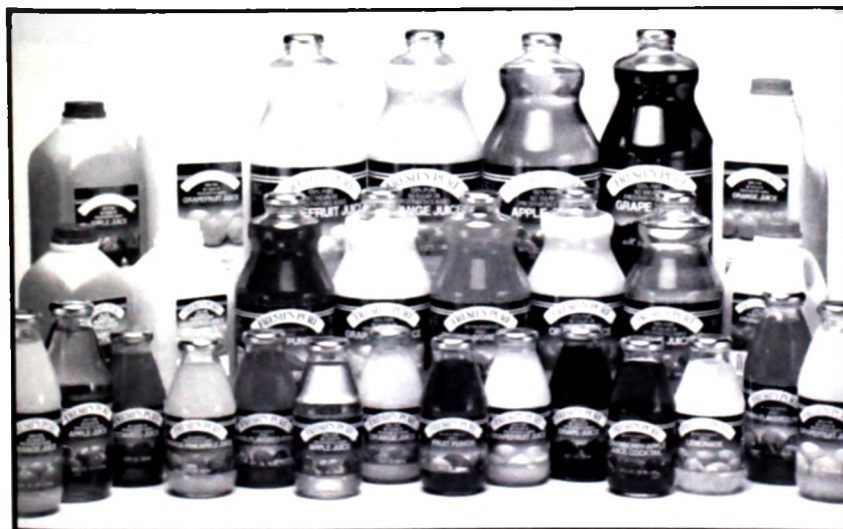
**Great Lakes Mushroom CoOp**  
23950 Ryan Road  
Warren, MI 48091  
(313)757-0888  
*Canned Mushrooms*

**Groeb Farms, Inc.**  
P.O. Box 269  
Onsted, MI 49265  
517-467-2065  
*Honey, Molasses, Peanut Butter*

**Hamilton Meat Pie Co.**  
5252 Oakman  
Dearborn, MI 48126  
(313)582-2028

# EVERFRESH

## Fresh 'N Pure Juice Incorporated



**"Made Fresh in Michigan"**

**For delivery in your area phone:**  
**(313) 755-9500**



**6600 E. NINE MILE ROAD • WARREN, MICHIGAN 48901**

# Wholsalers - Suppliers - Services

## Home Style Food, Inc.

5163 Edwin  
Hamtramck, MI 48212  
(313)874-3250  
*Potato Salad, Cole Slaw, Macaroni Salad*

## Kraft Foods

33530 Schoolcraft  
Livonia, MI 48150  
(313)261-2800

## Lancia Bravo Foods

58 A Hook Ave  
Toronto, ON, CA 0  
416-766-7631

## Nabisco Brands, Biscuit Division

24100 Research Drive  
Farmington, MI 48024  
(313)478-1402

*Oreo Cookies, Premium Crackers, Ritz Crackers, Chips Ahoy, Fig Newtons, Triscuit, Wheat Thins, Honey Maid Graham Crackers*

## Philip Morris U.S.A.

(313)855-6454  
*Virginia Slims, Merit, Benson & Hedges, Marlboro, Cambridge*

## The Prince Company

26155 Groesbeck  
Warren, MI 48089  
(313)772-0900  
*Pasta, Egg Noodles*

## Proctor & Gamble

P.O. Box 5100  
Southfield, MI 48086  
(313)336-2800

## Rafal Spice Co

2521 Russell  
Detroit, MI 48207  
(313)259-6373  
*Bulk Coffee Beans, Teas, Spices, Poupourris, Herbs*

## Red Pelican Food Products

5650 St. Jean  
Detroit, MI 48213  
(313)921-2500  
*Mustard, Vinegar, Horseradish, Catsup*

## Safie Bros. Farm Pickle Co.

52365 N. Gratiot Avenue  
New Baltimore, MI 48047  
(313)949-2900

## Shedd's Food Products

14401 Dexter Blvd  
Detroit, MI 48238  
(313)868-5810

## Stehouwer Frozen Foods

2055 Bristol Road, N.W.  
Grand Rapids, MI 49504  
616-453-2471

## Tony's Pizza Service

3045 Grange Hall Rd.  
Holly, MI 48442  
517-224-9311  
*Red Baron Frozen Pizza, Frozen Mexican Dishes*

## Tony Packo Food CO.

1902 Front Street  
Toledo, OH 43605  
419-691-1953

## Meats

### Bob Evans Farms

6270 Plymouth  
Ann Arbor, MI 48105  
(313)422-8000

### Butcher Boy Meats, Inc.

20643 Stephens  
St. Clair Shores, MI 48080  
(313)771-9880  
*Hams, Lunch Meats, Hot Dogs, Pepperoni, Hard Salami*

### Flint Sausage Works

1517 St. John Street  
Flint, MI 48501  
(313)239-3179

### Guzzardo Wholesale Meat, Inc.

2888 Riopelle Ave  
Detroit, MI 48207  
(313)833-3555  
*Meats*

### Hartig Meats

1525 Division  
Detroit, MI 48207  
(313)832-2080

### Herrud & Company

616-774-0711

### Hygrade Food Products

38200 Plymouth  
Livonia, MI 48151  
(313)464-2400

### Kowalski Sausage Co.

2270 Holbrook  
Hamtramck, MI 48212  
(313)873-8200  
*Smoked Meats, Kielbasa, Hot Dogs, Bologna, Ham*

### Maxwell Foods, Inc.

1951 E. Ferry  
Detroit, MI 48211  
(313)923-9000  
*Meats, Seafoods*

### Oscar Mayer Foods Corp.

17177 N. Laurel Pk. Dr.  
Livonia, MI 48152  
(313)464-9400  
*Processed Beef, Pork, Turkey*

### Osten Meat Co.

3340 Trumbull  
Detroit, MI 48208  
(313)963-9660  
*Excel and IBP Beef & Pork, Veal, Lamb, Chicken, Cheese*

### LKL Packing, Inc.

2920 Riopelle  
Detroit, MI 482087  
(313)464-2400

### Midwest Butcher & Deli Supply

P.O. Box 3117  
Pontiac, MI 48059  
(313)332-5650

### Naser Internaitonal Wholesale

37455 Lancaster  
Livonia, MI 48154  
(313)464-7053

## National Chile Company

6700 E. Davison  
Detroit, MI 48212  
(313)365-5611

## Potok Packing Company

2415 E. McNichols  
Detroit, MI 482212  
(313)893-4228

## R.E. Smith, Inc.

4510 Livernois  
Detroit, MI 48210  
(313)894-4369

## Ray Weeks & Sons Co., Inc.

36901 32 Mile Rd.  
Richmond, MI 48062  
(313)727-3535  
*Carcass & Boxed Beef, Pork Products*

## Sheldon's Packing House

657 W. Front  
Ovid, MI 48866  
517-834-2218

## Smith Meat Packing, Inc.

1420 Thomas Street  
Port Huron, MI 48060  
(313)985-5900

## Swift-Eckrich, Inc.

26135 Plymouth  
Redford, MI 48239  
(313)937-2266  
*Swift-Premium, Butterball, Eckrich*

## Thorn Apple Valley, Inc.

1487 Farnsworth  
Detroit, MI 48211  
552-0700

## Winter Sausage Mfg., Inc.

22011 Gratiot  
East Detroit, MI 48021  
(313)777-9080

## Wolverine Packing Company

1340 Winder  
Detroit, MI 48207  
(313)568-1900

## Media

### Arab & Chaldean TV-62 Show

(313)352-1343

### The Beverage Journal

8750 Telegraph Rd. Suite 104  
Taylor, MI 48180  
(313)287-9140

### Daily Tribune

(313)541-3000

### Detroit Free Press

321 W. Lafayette  
Detroit, MI 48231  
(313)222-6400

### Macomb Daily

(313)296-0800

### Michigan Chronicle

(313)963-5522

## WDIV-TV 4

(313)222-0643

## WJBK-TV 2

(313)557-9000

## WWJ-AM/WJOL-FM

(313)222-2636

## Non-Food

### Gibraltar National Corp.

8951 Schaefer - Bldg 4  
Detroit, MI 48228  
(313)491-5610

### Items Galore

(313)774-4800

### Ludington News Co., Inc.

1600 E. Grand Blvd.  
Detroit, MI 48211  
(313)925-7600  
*Magazines & Books*

### Sandler-Stone Company

2260 Scott Lake Rd.  
Pontiac, MI 48054  
(313)333-4300

### Warrior Martial Arts Supplies

(313)865-0111

## Office Supplies

### City Office Supplies

(313)885-5402

## Produce

### Faro Vitale & Sons, Inc.

2820 Rivard  
Detroit, MI 48207  
(313)393-2200

### Harry Becker Produce

2820 Rivard  
Detroit, MI 48207  
(313)841-2500

### M.B.C. Foods

(313)963-0746

### Michigan Repacking & Produce

7201 W. Fort Street  
Detroit, MI 48207  
(313)841-0303

### Tony Serra & Sons Produce

15241 East 10 Mile Rd.  
East Detroit, MI 48021  
(313)758-0791

### Vitale Terminal Sales 393-2200



# Wholesalers - Suppliers - Services

## Promotions

**Action Advertising Dist.**  
(313)964-4600

**American Mailers**  
(313)842-4000

**Gateway Outdoor Advertising**  
(313)544-0200

**Haan Display Sign Service**  
(313)547-7474

**Orient Printing & Advertising**  
(313)961-7177

**Stanley's Advertising & Investments**  
(313)961-7177

**Stephen's Nu-Ad, Inc.**  
17650 East 10 Mile Rd.  
East Detroit, MI 48021  
(313)777-6823

## RealEstate

**Butts & Company/Earl Keim**  
(313)644-7712

**Coldwell Banker**  
(313)559-1300

**Kryszak Enterprises**  
(313)362-1668

**O'Riley Realty & Investments**  
(313)689-8844

**Sarafa Realty**  
(313)851-5704

## Services

**A.J. Shaheen Electric Co.**  
(313)792-4656

**Checkpoint Systems**  
(313)592-8300

**D/A Central, Inc.**  
(313)399-0600

**F.D. Stella Products**  
7000 Fenkell  
Detroit, MI 48238  
(313)341-6400

**Guardian Armored Security**  
(313)697-7060

**Hobart Corporation**  
(313)697-7060

**Intro Marketing**  
(313)646-8655

**J.R. Marketing & Promotions**  
(313)296-2246

**Letter Perfect Mailers**  
2530 Woodcreek Lane  
Davisburg, MI 48019  
(313) 634-5006

**M & H Supply Co.**  
11351 E. Seven Mile Rd  
Detroit, MI 48234  
(313)521-5150

**Marketplace Services**  
(313)557-4500

**Motor City Electronics**  
(313)559-4080

**PJM Graphics**  
20600 Schoolcraft  
Detroit, MI 48223  
(313) 535-6400

**Professional Floor Maintenance**  
(313)839-5840

**Retail Demonstrators**  
(313)846-7090

**Sales Control Systems**  
(313)356-0700

**Vend-A-Matic**

## Snack Foods

**Better Made Potato Chips**  
(313)925-4774

**Cain's Potato Chips**  
2229 John R  
Warren, MI 48091  
(313)756-0150

**Detroit Popcorn Co.**  
12065 Telegraph Rd.  
Redford, MI 48239  
(313)531-9200

*Popped Corn, Caramel Corn, Cheese Corn, Popcorn Machines, Slush Machines, Slush Puppies*

**Express Distributors**  
(313)853-7733

**Kar Nut Products Company**  
525 Wanda  
Ferndale, MI 48220  
(313)541-7870

*Edible Nuts, Meat Products, other related snack food items*

**Jays Potato Chip Co.**  
25300 Northline  
Taylor, MI 48180  
(313)946-4024  
*Jays Potato Chips, Pop Corn, Pretzels*

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# Wholesalers - Suppliers - Services

## Snack Foods

*Continued*

**Frito-Lay, Inc.**  
1200 Reek Rd.  
Southgate, MI 48195  
(313)287-4550

**Metro Snacks**  
(313)525-4000

**Nichlas Distributors**  
(313)571-2447

**Variety Nut & Date Company**  
7001 Chicago  
Warren, MI 48092  
(313)268-4900

## Spices

**Rafal Spice Company**  
2521 Russell Street  
Detroit, MI 48207

## Warehouse

**Boag Cold Storage Warehouse**  
1448 Wabash  
Detroit, MI 48216  
(313)964-3069

## Wholesalers

**Abner Wolf Distributors**  
8601 Meadowdale  
Detroit, MI 48226  
(313)943-3300  
*Grocery, Meat, Produce, Frozen Food, Dairy.*

**Bernea Food Services, Inc.**  
616-694-9478

**Boag Cold Storage Warehouse Co.**  
1448 Wabash Ave.  
Detroit, MI 48216  
(313)964-3069  
*Cold storage and by products packer*

**D.M.F. Bait Company**  
1711 Cass Lake Rd.  
Keego Harbor, MI 48320  
(313)681-0049  
*Packaged Canadian nightcrawlers*

**D.S.M. Food Products, Inc.**  
(313)491-3333  
*Ingredients and packaging products for the bakery industry*

**Detroit Food Service Company**  
(313)842-2760

**Empire Wholesale Company**  
(313)447-8491

**Epco Foods, Inc.**  
5454 Russell  
Detroit, MI 48211  
(313)875-4040  
*Poultry, Beef, Pork, Smoked Meats, Processed Meats, Lunch Meats, Fish, Seafood*

**Food Marketing Corporation**  
219-483-2146  
*Voluntary Wholesaler, Retail Support Center*

**Foodland Distributors**  
12701 Middlebelt  
Livonia, MI 48150  
(313)523-2177  
*Grocery, Tobacco, Non Foods, Haba, Dairy, Frozen Produce, Meat*

**Jerusalem Falafil Mfg.**  
35695 Ford  
Westland, MI 48185  
(313)595-8505

**Kap's Wholesale Food Services**  
2630 Riopelle  
Detroit, MI 48207  
(313)961-6561

**Kramer Food Company**  
1735 E. 14 Mile Rd.  
Troy, MI 48064  
(313)585-8141

**Lipari Foods**  
40585 Production Drive  
Mt. Clemens, MI 48045  
(313)469-0131

**M & B Distributing Co.**  
925 South Dort Hwy.  
Flint, MI 48503  
(313)767-5460  
*Grocery, Frozen Food, Dairy, Meat*

**Mel Larson Distributors, Inc.**  
9450 Buffalo  
Hamtramck, MI 48212  
(313)873-1014  
*Reno's Pizza, LaYogurt, Hillshire, Kahn Meats, Jello Pudding snacks, Contadina Pasta*

**Metro Grocery, Inc.**  
1331 Holden  
Detroit, MI 48202  
(313)871-4000  
*Grocery, Health & Beauty Aids, Frozen Foods*

**National Wholesale Food**  
6425 W. Vernor  
Detroit, MI 48209  
(313)841-7730  
*Grocery products*

**Norquick Distributing Co.**  
P.O. Box 3308  
Livonia, MI 48151  
(313)522-1000  
*Complete line grocery, frozen, dairy*

**Northwest Food Co of Mich.**  
12301 Conant  
Detroit, MI 48212  
(313)368-2500

**Party Maker Inc.**  
1267 Oak  
Wyandotte, MI 48192  
(313)281-1751  
*Keg Cooler, Adult video distribution*

**Pellerito Foods**  
1995 Wilkins  
Detroit, MI 48207  
(313)831-3344

**Philip Olender & Company**  
(313)921-3310

**Plus Marketing**  
5255 Tillman  
Livonia, MI 48154  
(313)895-7587  
*Full line deli & bakery*

**Rainbow Ethnic & Specialty Foods**  
947 Madison  
Birmingham, MI 48008  
(313)646-0611

**Raskin Foods**  
24660 Dequindre  
Warren, MI 48091  
(313)759-3113

**Row-Bur Distributors, Inc.**  
2261 Star Ct.  
Auburn Hgts, MI 48057  
(313)852-2616  
*All delicatessen foods, Salads, Ready-to-eat Roast Beef, Chicken Breast, Turkey Breast, Kosher Corned Beef, Hams, all Cheeses*

**Scot Lad Foods, Inc.**  
1100 Prosperity  
Lima, OH 45802  
419-228-3141  
*Grocery, Dairy, Frozen Foods, Meat*

**Serv-U-Matic Corp.**  
P.O. Box 166  
LaSalle, MI 48145  
(313)243-1822  
528-0694  
*Maxwell House Coffee, JFG Coffee, Folgers Coffee, Cadillac Coffee, Cream, Sugar, Cups*

**Sherwood Food Dist.**  
18615 Sherwood  
Detroit, MI 48060  
(313)366-3100

**State Wholesale Grocers**  
2739 Russell St.  
Detroit, MI 48207  
(313)567-7654

**Spartan Stores, Inc.**  
616-878-2284  
*Full line retailer owned Food Distribution CTR. Providing products & supportive retail services to their customers.*

## The Wholesale House

10450 W. Warren  
Dearborn, MI 48126  
(313)846-6209  
*Grocery, Candy, Non-foods, Cigarettes*

## Association News

### Another Successful Golf Outing

Hundreds of golfers came out on August 15th to enjoy, mix, mingle, hit 'em long and straight, eat and drink and celebrate AFD's 14th Annual Scholarship Golf Outing.

To all of the companies who supported our Scholarship Golf Outing, by sponsoring a golf hole, by serving on the Golf Committee, by donating prizes, gifts, and/or food, we THANK YOU! Be sure to show your appreciation by supporting the following companies:

Paul Inman & Assoc. - Gadaletto & Ramsby - Coca-Cola/Detroit - Sargent to Cheese - 7-Up/Detroit - Stroh's Ice Cream - Oak Distributing - City Marketing - Blue Cross/Blue Shield - Mel Larsen Dist. - Hiram Walker - Adolph Coors - Check/Point Systems - Jay's Foods - Detroit Free Press - AIN Plastics - Faygo Beverages - Miller, Mason & Dickenson - La Yogurt - J.

Lewis Cooper - Kowalski Sausage - Ludington News - Brown-Forman Beverage - Hillshire Farms - Pepsi Cola - Miceli Cheese - Wayne Distributing - Stark & Co. - Don Lee Distributors - General Wine - Cooper-Wieferman - Frito Lay - House of Seagram - Archway Cookies - Wisdom Importing - Gorman Golf Inc. - Dial Corp. - Campbell Soup - Procter/Gamble Soap Div. - North Pointe Ins. - Stacy's Golf Center - Lever Brothers - Maxwell Coffee - McMahon & McDonald - Acme Food Brokerage - PJM Printing - Stotz Publications - My 3 Sons Party Store - Norquick Dist. - Metro Grocery - Tony's Pizza - Koeplinger's Bakery - Kraft Foods - Northland Marketing - Hills Bros. Coffee - Carnation - Pfeister - Delta Airlines - Nippon Travel Agency - AAA - AmeriCon - KarNut - Creative Risk - Philip Morris - Royal Food Center.

### Reserve this Date: January 27, 1989

The Associated Food Dealers has selected January 27, 1989 as the date for the next annual AFD Trade Dinner, one of the highlights of the year for the AFD membership.

The 1989 Trade Dinner will be held at the same location as last time — luxurious Penna's of Sterling Heights.

You won't want to miss the exciting evening of fun, food, fellowship and entertainment that has been planned. Following a Mardi Gras theme, entertainment will feature fortune tellers, caricaturists and the "Great Impersonators," a hilarious comedy act featuring impersonations of well-known stars.

So be sure to mark January 27, 1989 on your calendar. Watch your mail and your Food Dealer magazine for ticket information or call the AFD office at (313) 557-9600.

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Only the finest ingredients, prepared with special care, go into Awrey's Best products.

Like Waldorf Coffee Cake. Authentic Danish pastry... ripe, juicy apples... plump raisins... plenty of nuts... Top it with a delicate icing, and you've got a classic.

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# Confused by all the Health Care Coverages?

Become "unconfused" by checking out AFD's exclusive "Triple Option" Blue Cross Blue Shield plans. These "cost containment" options can save you and your employees premium dollars without reducing benefits. Depending on the size of your group, your employees can choose from three basic types of coverage and only Blue Cross and Blue Shield of Michigan offer these choices across the state:

- Blue Traditional the time tested coverage which allows you to choose your own doctor, hospital and other health care providers.

- Blue Care Network - statewide network of seven HMOs focuses on preventive medicine by covering most health care services with no co-payments and deductibles.

- Blue Preferred Plan PPO/Prudent Purchaser Organization which combines the advantages of traditional and HMO coverage. You choose from a large list of statewide doctors, hospitals and other providers.

Following are additional elections designed to reduce premiums and still provide comprehensive coverage. For instance:

1. If your current plan pays 100% of hospital and surgical expenses, consider an annual deductible with co-payments. Choose from deductibles of \$100, \$250 and \$500. The premium savings can range from 5% to 20%.

2. Select a \$275 annual hospital charge deductible-full 100% payment thereafter for a savings of approximately 20%.

3. If your plan includes full payment of X-Rays and lab tests, add a modest deductible for a savings of about 5%.

4. If your plan includes a co-pay drug card, consider having prescriptions paid under the master medical, if available. You will save approximately 5%.

To learn more about these cost-savings health coverages, contact AFD's Insurance Specialist, Judy Mansur at 313-557-9600.



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# HOTLINE



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