



AFD

FOOD & BEVERAGE REPORT

An official news publication of the Associated Food Dealers of Michigan and its affiliate, Package Liquor Dealers Association.

VOLUME ONE, NUMBER SIX

AUGUST 1990

INSIDE

Retailer Profile

Don Bosco of Bosco's Wine & Liquor sells unusual gift baskets as one of his marketing tools.

See profile on page 10.

Industry trends

Food Marketing Institute's annual study gives a clear look at recent industry trends.

For details see page 7.

Board Member Profile

An active contributor to AFD's success is Nabby Yono of XTRA Foods.

For his profile see page 10.

Point/Counterpoint

Consider two points of view on lottery license procedures and the Bureau's relationship with retailers.

Editorials on page 6.

AFD names 1990 scholarship winners

Associated Food Dealers of Michigan is proud to announce the recipients of the 1990 Scholarship Awards. The \$500 scholarship award is given based on achievement rather than financial need. Fifteen students were selected from more than 200 applicants. Two \$1,000 awards will be given as well as 12 \$500 awards. In addition, Gadaletto, Ramsby & Associates will give an award for \$500 in memory of Robert L. Jackson this year. The winners will be honored at the Annual Scholarship Golf dinner on August 9, 1990 at the

Links of Pinewood, Walled Lake.

The AFD scholarship fund was established in 1972. Employees of AFD members or children of employees are eligible for the program.

To ensure complete impartiality in the selection of the winners, Scholarship Program Administrators, Inc., a firm directed by Dr. Nyles Ayers, administers the program. Criteria for evaluating the applicants includes high school records, college grades, ACT test scores, extracurricular activities and recommendations.

Scholarship recipients must attend college on a full-time basis in the fall of 1990 and continue in school for the entire academic year.

"The Associated Food Dealers' scholarship program encourages intelligent and active students to further their education," said Joseph Sarafa, AFD executive director. "These students exemplify the academic excellence and leadership that is vital to our nation's future."

* Related stories, pages 4, 11

Make the grade with back-to-school sales

Take advantage of the intrinsic marketing theme provided by the back-to-school season. According to IGA Grocogram, industry figures indicate that the back-to-school season produces 40 percent of the total sales for stationery items and mass retailers say that these items rank number two in the area of dollars returned versus dollars invested. To gain the full benefit of back-to-school marketing, adopt the following suggestions:

1. Consider stocking loss leader items like commodity filler paper and notebooks early. Though the main selling time for stationery items is late August/early September, consider displaying them again at some point



Don't miss the 1990 AFD golf outing, see details on page 5.

during the middle of winter.

2. Cash in on multipacks which have become profitable. This is especially true for pen and pencil combinations.

3. Stock a wide variety of products and product designs. Different students have different needs and bright, eye-catching items brighten up the department.

4. Segment the stationery aisle. Instead of stocking items by shape, with pegable items like pens on top and flat items like notebooks on the bottom, build interest with unusual looking displays.

5. Many back-to-school products are impulse sellers, such as highlighters, which do well near the checkout. Others may sell better when displayed together on a table.

6. When advertising back-to-school products pick a theme and make sure all items described make sense with the headline. For example, don't advertise unrelated food items in these promotional pieces.

Some items may seem unrelated to back-to-school promotions, but can be tied in to advertisements and displays

Consider lunch items:

aluminum foil	cheese
fruit	lunch boxes
Vacuum bottles	milk
waxpaper	napkins
canned meats	individually wrapped
luncheon meats	cookies and snacks
sandwich bags	lunch boxes

The most significant problems facing small businesses





AS EASY AS A, B, C, CAMPBELL'S 1990 "BACK TO SCHOOL" PROMOTION PROVIDES EXCITING OPPORTUNITIES TO SUPPORT THESE MAJOR BRANDS:

- Marie's® Salad Dressings
- Le Menu® Light Style Dinners
- Franco-American® Gravy
- V8® Vegetable Juice
- Prego® Spaghetti
- Campbell's® Tomato Juice
- Swanson® Pot Pies
- Franco-American® Pasta
- Campbell's® Condensed Soups
- Campbell's® Chunky Soups

CONSUMER ADVERTISING

Impactful Free Standing Insert—a 2 page spread:
Sunday, August 19, 1990
Total Circulation—2,390,00

ALLOWANCES

Merchandising allowances on a wide range of Campbell products to help you improve your grades at the cash register.

CAMPBELL SALES CO.
32000 Northwestern Highway, Suite 190
Farmington Hills, MI 48018 • (313) 855-1750

Watch Us.



A Winning Combination

The expertise and strength of the Spartan system stands solidly behind Capistar Inc. as it serves its retail customers.



Formerly Associated Grocers of Michigan

A subsidiary of Spartan Stores, Inc.

AFD staff

Joseph D. Sarafa
Executive Director
Judy Mansur
Blue Cross/Blue Shield
Coupon Redemption
Sue Knapp
Office Administration
Debbie Pagett
Bookkeeping
Chris Zebari
Membership
Jim Larges
Computer System
Membership Records
Deborah Cooper
Communications
Vicky Zuschnitt
Special Events

If we can help you, please call the staff members at (313) 557-9600 or (1-800) 66-66-AFD.

Officers

Amir Al-Naimi
Chairman
Metro-Politan, Inc.
Sam Yono
Immediate Past Chairman
Gala Food Store
Frank Arcori
Vice Chairman
Jerry Yono
Vice Chairman
Tony Munaco
Vice Chairman
Bill Vivlano
Treasurer
Mel Larsen
Secretary

Directors Retail Members

Cal Abbo
King Cole Markets
Sam Dallo
In N' Out
Fred Dally
The Medicine Chest
Terry Farida
Valu Center Markets
Richard George
Wine Barrel Liquor & Deli
Mark Karmo
Royal Food Center
Thom Welch
Hollywood SuperMarket
Frank Tumbarello
Frank's Party Store
Tom Simaan
LaFayette Towers SuperMarket
Nabby Yono
XTRA Foods

Directors General Members

Jerry Inman
Paul Inman & Associates
Mel Larsen
Mel Larsen Distributing, Inc.
Barbara Weiss Street
The Paddington Corp.
Ron Paradoski
Coca-Cola Bottlers
Louis Stephen
Stephen's Nu-Ad, Inc.
James Bellanca Jr.
Legal Counsel
Bellanca, Beattie & Delisle

AFD CHAIRMAN'S REPORT

AFD scholarships contribute to future of our young people

By Amir Al-Naimi
Chairman, AFD



Al-Naimi applicants from around the state. AFD will distribute 15 awards valued at a total of \$8,500.

Each year since 1972, the outstanding quality of the AFD Scholarship Awards winners indicate the future is in good hands and this year is no exception. From more than 200

There are two \$1,000 and 13 \$500 scholarship awards. Gadaletto, Ramsby & Associates have donated one of the \$500 awards in memory of the late Robert L. Jackson.

The scholarship program is a valuable contribution AFD makes to ensure the future of our young people. Funding for the program is provided by AFD's annual golf outing. While you are out having fun and making business contacts it is rewarding to know that your expenditure goes in part to this worthy cause.

The awards are given based on achievement rather than financial need. The 1990 recipients are an impressive group of students who have just

graduated from high school or who are already attending college. The recipients are all either employees of AFD members or children of employees of AFD members. The program is administered by an outside agency to ensure complete impartiality.

Many of the recipients are National Honor Society members and five ranked first in their class. Two others ranked second in their class. The students also participated in a variety of extracurricular activities ranging from SADD to sports teams.

Get to know the 1990 AFD Scholarship Award recipients by looking at the personality profiles on page 12. You will no doubt be impressed by the caliber of these students and will be pleased to be contributing to their bright futures through AFD.

Scholarship winner sends thanks to Association

Dear Mr. Sarafa:

Thank you very much for the scholarship you have awarded me. Paying for college would have been difficult, if not impossible, had it not been for the opportunity to apply for financial assistance awards from programs like yours.

By awarding these scholarships, you are recognizing students who exhibit academic excellence, leadership skills, and just simple responsibility and determination. It is reassuring to know that my years of hard work throughout high school were recognized, awarded, and therefore completely worthwhile.

Sincerely,

Deborah Williamson
\$500 AFD Food and Beverage
Scholarship winner



Knapp

AFD welcomes new staff member Sue Knapp

The most recent addition to the AFD staff, Sue Knapp handles office administration. Prior to AFD she worked at The American Center in Southfield. While there she coordinated a life insurance plan for American Motors.

Statement of ownership

The Food & Beverage Report (USPS 082-970; ISSN 0894-3567) is published monthly by the Associated Food Dealers at 18470 W. 10 Mile, Southfield, MI 48075. Subscription price for one year is \$3 for members, \$6 for non-members. Material contained with *The Food & Beverage Report* may not be reproduced without written permission from the AFD. Second Class postage paid at Southfield, Michigan.

POSTMASTER: Send address changes to Food & Beverage Report, 18470 W. 10 Mile, Southfield, MI 48075.

ADVERTISERS: For information on advertising rates and data, call AFD, Debbie Cooper, 18470 W. 10 Mile, Southfield, MI 48075, (313) 557-9600.

AFD works closely with the following associations.



WE MAKE PROFIT

For our customers. Detroit Popcorn Company, an institution for over 50 years, manufactures OLDE TYME popcorn products, and sells them direct, which means more profit for you. All of our high quality snacks are available for private label and we offer discounts based upon quantity. Call today for more information.

DETROIT POP CORN COMPANY
1-800-642-CORN FAX (313) 535-4501

12065 TELEGRAPH ROAD, REDFORD, MICHIGAN 48223 LOCAL (313) 531-9200



The Greater Detroit Chamber of Commerce 1990 Legislative Conference on Mackinaw Island was attended by AFD Board Members Louis Stephen, Tom Simaan, Mrs. Janet Blanchard, Gov. James Blanchard, and AFD Chairman Amir Al-Naimi (not pictured). AFD Board Member Nabby Yono.

AFD NOTES

AFD members attend legislative dinner

At the recent Legislative Dinner at the Michigan Automobile Dealers Association in East Lansing, the following AFD members were in attendance: Sam Yono, board member; Jerry Yono, board member; Joe Sarafa, AFD executive director; Amir Al-Naimi, chairman; Frank Arcori, board member; Tony Munaco, board member; Bill Viviano, board member; Louis Stephen, board member; Nabby Yono, board member; Frank Tum-

barello, board member; Sam Dallo, board member; Fred Dally, board member; Richard George, board member; Mark Karmo, board member; Jim Bellanca, AFD legal counsel; Richard Gergis; Jim Garmo; Karen Yono; John Louissa; Pete George; Patty Knox, Chairwoman of the LCC; and Amir Denha.

T.I.P.S. session

T.I.P.S. training session: August 23 at AFD offices; two sessions: 9 a.m. and noon; call AFD at (313) 557-9600 for reservations.

GOLF'90

Date: Thursday, August 9, 1990

Place: Links of Pinewood, Walled Lake

Event: Golf and Dinner

Time: First Tee at 7:45 a.m.

Dinner at 7:00 p.m.

Call AFD for more information: 557-9600

A special thank you to the 1990 scholarship golf outing committee for their hard work on these sub-committees including: door prize donations; hole sponsorships; hole contests; goodie bag donations; and the food and beverage donations. Thank you for a job well done!

Committee Members

Chairman:
Kevin Larsen
MEL LARSEN
DISTRIBUTING

Ray Amyot:
ASSOCIATED FOOD
DEALERS

Nick Bontomas:
COCA COLA

Brian Bushen:
KONNIA SKI

Jim Eilers:
HOUSE OF SEAGRAMS

Jim Farber:
STARK & COMPANY
Ken Hunt:
FRITO-LAY

Dana Ludington:
LUDINGTON NEWS

Jerry Moon:
JAY S. FOODS

Joe O'Bryan:
TUP of Detroit

Dave Przygodko:
FAYGO BEVERAGES

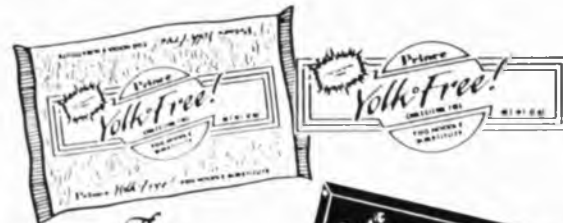
Mark Sarafa:
COCA COLA
Joe Vultagari:
KOEPLINGER'S BAKERY

Bob Welch:
HOLLYWOOD SUPER
MARKET

Thom Welch:
HOLLYWOOD SUPER
MARKET

John Wornick:
PEPSI COLA

**Don't forget Prince pasta
in your cool summer salads!**



*The President's
Silver Award*



Prince®
Made to be Number One!



Being #1 runs in the entire family of Prince products. And we're running harder than ever to sell more pasta. We thought you'd like to know.

SDD/SDM

Group wants flexible bottle deposit

Michigan politicians and members of the Michigan United Conservation Clubs are now looking at a flexible bottle deposit method which would place a greater burden on food and beverage retailers.

The MUCC, a Michigan group which spearheaded the bottle bill of 1976, recently called for an increase of Michigan's beverage container deposit fees.

A recent editorial in MUCC's publication *Michigan Out-Of-Doors* stated: "Inflation has changed purchasing power to the point where the original 10-cent deposit is equivalent to only about a nickel. . . this threatens to reduce the incentive for consumers to return bottles and cans for the mandatory deposit."

Robert H. Rasche, professor of economics at Michigan State University, has come up with a formula for increasing the deposit amount in 5-cent increments to maintain purchasing power if inflation continues.

Professor Rasche suggested that it is appropriate for the Michigan legislature to act to restore the value of the bottle and can deposit to its original purchasing power and called for increasing the beverage container

deposit to 20 cents.

According to a MUCC publication, Professor Rasche wrote to William A. Sederburg, R-East Lansing, who has a long-standing interest in beverage container deposit legislation. He stated "If we continue to experience inflation at annual rates of four percent, I believe that the deposit requirement of 10 cents will become less and less effective in inducing customers to recycle cans and bottles."

"The danger of erosion of the bottle bill's effectiveness through inflation could be permanently solved by adoption of a flexible deposit adjusted each year by the state on the basis of the Consumer Price Index for the previous year."

POINT/COUNTERPOINT

Lottery license rights are examined

by Konrad Stauch
Stauch, Arabo and Dickow, P.C.

In recent years, lottery terminals have become more and more valuable to merchants in the Detroit area. With the increase of demand and the decrease in supply, the competition for these terminals has become fierce. This has resulted in much litigation concerning the Lottery Commission's denial and revocation of lottery terminals.

Of all the state agencies, only the Lottery Commission does not operate under the procedures of the

Administrative Procedures Act. All other state agencies such as the Michigan Liquor Control Commission must have notice of hearing, opportunity to present evidence and right to an attorney before they are involved in the revocation or suspension of the license.

The Lottery Commission, on the contrary, makes a determination to suspend or revoke a license and then notifies the licensee of an opportunity for an informal conference to discuss the matter and present evidence. This procedure has been under challenge in several Circuit Court actions.

Recently, the Oakland County Circuit Court has ruled that this entire procedure is unconstitutional. According to Konrad Stauch of the law firm of Stauch, Arabo and Dickow, P.C., Judge Gene Schnelz has recently ruled that the procedures of the Lottery Commission must change. In a case pending in the Oakland County Circuit Court, Judge Schnelz ruled that the Lottery Commission must comply with the Administrative Procedures Act. He also ruled that the Lottery Commission licenses are, in fact, property rights that are protected by both the United States and the Michigan Constitution. This, in essence, means that these licenses cannot be taken away without due process of law.

Hopefully, with this new decision, there will be a change in the procedures of the Bureau of State Lottery. The time has now come for


Lottery agents to be treated fairly and equally with the same rights as holders of liquor licenses or holders of driver's licenses. These licenses should not be terminated upon the mere whim of the Lottery Commission without a full hearing and an opportunity to confront witnesses and examine them with representation of counsel.


Bureau to seek appeal by Bureau of State Lottery

From its inception in 1972 to the present time, the Bureau of State Lottery has always viewed the legal relationship between it and licensed agents as an agency relationship. This position has been repeatedly and successfully advanced by the Attorney General in numerous circuit court actions about the state.

The significance of these circuit court rulings lies in the fact that decisions by the Bureau concerning agent licenses have been found to be legally exempt from the procedural formalities and requirements of the Administrative Procedures Act.

While the recent Oakland County Circuit Court ruling regarding 14 Oak Wine and Liquor mandates that licensing decisions be made in the context of a formal "contested case" hearing, no other Court has reached the same result. Therefore, a specific request has been made to the Attorney General that an appeal be taken to the Michigan Court of Appeals from the Oakland County ruling.






FOOD BROKERAGE, INC.

- ★ 80 Calories Per Serving
- ★ 97% Fat Free
- ★ The Finest All Natural Dairy Ingredients
- ★ Six Fresh Flavors:
 - Peach • Cherry
 - Strawberry • Blueberry
 - Raspberry • Mandarin Orange





FOOD BROKERAGE, INC.
21850 Greenfield Road, Oak Park, Michigan 48126 • (313) 968-0300

GRAND RAPIDS, MICH.
(616) 538-4040

"Our Individuals. We feel this is the greatest resource of any corporation."

Silver Premium Frozen Yogurt

DISTRIBUTED BY:
Golden Valley Dairy Co.
(313) 399-3120

TOLEDO, OHIO
(419) 891-1034

Nothing else



covers you like Blue.



Rest assured.

Why settle for health coverage that doesn't cover you? With Blue Traditional and Blue Care Network, you know you're getting the most doctors. The most hospitals. Along with coverage throughout the state...and the United States.

Not to mention fifty years' experience in bringing you the best quality health care possible. Blue Cross and Blue Shield of Michigan. It's health coverage that will make you feel better. And sleep better.





YIELD A BUMPER CROP OF CUSTOMERS

Nine out of ten shoppers select their grocery store by the quality of its produce section. And nine out of ten Michigani-
ans believe Michigan produce is fresher than any other. So if you want to cash in on this
cash crop, display our point-of-sale materials that promote the freshness and seasonality of our state's





MS WITH FRESH MICHIGAN PRODUCE.

its and vegetables. And sell even more fresh Michigan produce in your store. However, only a limited number of Michigan Produce Sales Kits are available. To receive yours, call 313/557-9600. Because nothing's as good as homegrown for you and your customers.



BOARD MEMBER PROFILE

Yono makes extra effort at XTRA Foods

Nabby Yono has supplied the extra effort and service that takes XTRA Foods in Detroit beyond being typical supermarket to a store that offers all manner of products with a focus on freshness.

"Anybody can sell peas and corn and in any market you'll find the same peas and corn," said Yono. "Part of this store's success is the high quality of the perishables." Yono prides himself on the superior quality of XTRA's produce and meat, of which he offers a variety that goes far beyond the basics.

"Before it became popular I would order kiwi even if I had to throw some of it out," he said. "It gave me an edge, like offering a broad lunch meat variety." He works with specialty food companies to get brands not available through wholesalers and will special order customer requests.

"All competitors have the same other items in terms of nonperishables," he

says. "It's the meat and produce that determines success in the supermarket business."

Yono has owned the store for about four-and-one-half years. Prior to that he owned two liquor stores, one on Eight Mile Road and one on Joy Road. XTRA Foods is 20,000 square feet and Yono did extensive cosmetic remodeling when he moved into the building. "I like being an owner-operator business," he said. "You have to devote more time to the business but dealing with the public is nice."

One of the challenges of working in Detroit is the population decrease.

"We need three things in this city: people, people, people," he says. Another challenge is the peaks and valleys in business caused by the timing of government aid distribution. Yono believes a possible solution would be to disperse government aid in two shifts rather than in a monthly lump sum.



Governor James Blanchard, Janet Blanchard and Nabby Yono, at the recent Governor's Dinner at Southfield Manor.

Yono and his wife Mary Ann have a three-and-one-half year old daughter and an 11 month old son. He has two brothers who also work in the industry.

Yono has been an AFD member since 1972. He was asked to join the board about 15 years ago but didn't feel he had enough time to devote then. He is now an active board member and serves as chairman of the Political Action Committee. "You

must look at yourself to see if you have time to contribute, not just to have your name on the marquis," he said.

Yono emphasizes the willingness to offer variety as the cornerstone of his success. "What excites me most is when a customer asks for something we don't have and I get to accommodate the customer," he said. "Nothing makes me happier than to get something a customer requests."

RETAILER PROFILE

Don Bosco makes innovative marketing his trademark

Don Bosco has run a successful store through hard work and a good attitude. Located at the corner of 12 Mile Road and Orchard Lake Road in Farmington Hills, Bosco's Wine & Liquor has established itself as a party store which offers innovative products at competitive prices.

Prior to the current location, which he moved to in 1980, Bosco ran a store across the street. He started in the industry after working as a business course teacher at Birmingham Groves High School. "I don't regret getting into this business," says Bosco. "I enjoy it."

Bosco laid out the direction he wanted to go with the interior and brought in a designer to handle the specifics. The result is a modern, clean store design which reflects the upscale specialty items available. "We try to use unusual items," said Bosco. "We have unique things from all over the country, from all over the world." Bosco attends one or two specialty food store seminars each year, and will often take an employee.

One outstanding product offered by Bosco's is the gift basket. Designed in-house, there are a variety available in a wide range of prices. One basket is highlighted by a small television set, while others showcase products in attractive containers such as wicker baskets, a wheelbarrel, and

a backgammon set. The clever concepts behind the gift boxes accounts for their popularity and provides a focal point in the store. Bosco's delivers the baskets worldwide and guarantees safe delivery 100 percent.

In addition to the color brochure which promotes the gift baskets, Bosco markets the store by sending flyers. Last year he held an open house which he plans to do again in November. "This gives us a chance to expose customers to what we are doing," he says.

Bosco is as careful with the selection of employees as he is with the selection of products. The general manager, Todd King has been at Bosco's for 16 years. Mike Dzialowski, who designs the gift baskets, has worked there intermittently for many years. "It's nice to see these kids grow up," said Bosco.

Bosco sent employees to a Training Intervention Procedures by Sellers program to educate them on how to avoid selling alcohol to minors. "It impresses on them the seriousness of the issue," said Bosco.

"I think the most important thing is attitude," says Bosco of his business philosophy. "I treat customers the same way I want to be treated. The customer has to feel satisfied when they walk out the door."



Mike Dzialowski, and Don Bosco use innovative gift basket designs in their arsenal of marketing concepts.



ELECTRIC COOKING IS LESS OF A MESS. SO YOU DON'T GET TAKEN TO THE CLEANERS.

Flames create soot and smoke that smudge and smear walls, ceilings, work areas and utensils. All of which must be scrubbed and scoured. All of which cost money. All of which you can wash your hands of because electricity cooks clean. So, from steamers to ovens, it's wise to electricize.

Detroit Edison
A good part of your life.

PEOPLE

Spartan stores adds consumer affairs coordinator



Steinbach

Spartan Stores, Inc., announces that Shari Steinbach has joined Spartan's Controlled Brands Department in the newly created position of consumer affairs coordinator.

Steinbach comes to Spartan from Hackley Hospital where she was instrumental in creating the Hackley For Health community program used by Plumb's, a Spartan retailer. Her responsibilities at Spartan Stores, Inc. will involve consumer issues and correspondence, the development of recipes and nutritional programs, menu planning and assistance in creating educational materials for Spartan's private label line of products.

"Based on retailer and consumer needs, Spartan Stores felt that the addition of a consumer affairs associate would strengthen our Controlled Brands Department. Because of today's emphasis on health, diet and nutrition, we are certain that Shari's expertise and knowledge in this area will fulfill our continuing commitment to provide our retailers and their customers with healthy foods and valuable health-

related information," comments Ken Wagar, vice president of marketing for Spartan Stores.

Spartan Stores, Inc. is a retail-owned grocery wholesaler serving 503 stores in Michigan, Indiana and Ohio.

Russ Shipley joins National Grocers Association

The National Grocers Association (N.G.A.) has announced the appointment of Russell L. Shipley, Jr. to the position of director, membership and business development.

Shipley brings more than 15 years of trade association experience to N.G.A., with 14 of them in the food, confectionary and tobacco industry at the National Candy Wholesalers Association (NCWA). He served as NCWA associate director and, from 1983 to 1989, as executive vice president and publishing director.

Shipley has served on the board of directors of the Small Business Legislative Council and on the association executives council of the National Association of Wholesaler-Distributors.

The National Grocers Association is the national trade association with over 2,500 member firms operating over 50,000 stores in the independent sector of the food distribution industry. Retail and wholesale grocers hold full membership in N.G.A.; 60 state/local associations and 105 manufacturer-suppliers hold associate membership in N.G.A.

Coors Brewing adds Rich Lubash for Michigan area



Lubash

The Coors Brewing Co. recently announced the appointment of Rich Lubash to the position of national accounts manager for the state of Michigan.

Lubash began his career in the industry as sales manager and later became general manager for beer distributors in the midwest. He accepted a position at the Coors Brewing Co. in 1985 as area manager for western Iowa, and was transferred to Michigan in 1987 where he served as area manager for eastern Michigan.

PRODUCTS

Kowalski Sausage Co. introduces low fat product line

The Kowalski Sausage Co., Inc., introduces Kowalski Lite Line, a line of specialty meats that are up to 95 percent fat free. Made by the Michigan-based company from original recipes, the meats have always been low in fat and the new marketing concept is in response to the growing concern with health and fitness.

"These products are from my great-grandfather's recipes. We are

simply presenting some of our oldest favorites in a new way to remind our customers that they have always made a healthy choice with Kowalski," says Kowalski vice president Michael J. Kowalski. The Kowalski Lite Line product line includes Kowalski Deli Ham, Bavarian Ham, Baked Krakowska, Cooked Krakowska, New York Style Loaf, Honey Loaf, and the 94 percent fat free Pepper Loaf. They are available at the 1,100 delicatessens and the grocery stores where Kowalski products are sold.

The Kowalski Sausage Co., Inc., is a manufacturer of specialty meat products, including sausage, kielbasa, hot dogs, bologna, and hams. Kowalski products are made in the Old World Michigan community of Hamtramck and distributed in Michigan, Ohio, Indiana, North and South Carolina, and Florida.



Kowalski Sausage Co., Inc. addresses the consumers' concerns with health and fitness

GET A LOAD OF THESE GUYS.



To Michigan Lottery retailers, these faces are very familiar. After all, the success of Keno and the other games has meant increased profits for all.

In fact, for the more than 8,600 Lottery retailers, sales commissions and special fees are currently averaging \$1,500,000 a week. That includes a 6 percent commission

that comes with every ticket sold, and a 2 percent redemption commission on all prizes paid at the retail level. Not to mention the publicity gained when a customer wins the top Lotto 47, Zinger, Keno, and Fame and Fortune prizes.

So, as a retailer, make the most of all the Michigan Lottery has to offer. It's the one game you can't lose.



1990 AFD golf scholarship award recipients are winners



Carl Buccellato is the recipient of a \$1,000 AFD scholarship. He graduated first in his class from Chippewa Valley High School in Mt. Clemens. He also played on the football and track teams and served as class

treasurer during his junior and senior years. Buccellato attends University of Michigan as a chemical engineering major.



Leonard Buccellato will receive a \$500 scholarship award. He attends the University of Michigan and majors in chemical engineering. A graduate of Chippewa Valley High School, Mt. Clemens, he was a member of the National

Honor Society, SADD, and student government. He was junior class vice president and played football and track.



Jaime Grayson, third in her class at Lee M. Thurston High School, Redford Township, will receive a \$500 award. Grayson will attend University of Michigan - Dearborn with a major in business management.

She received a Phi Beta Kappa Award, the Madame Curie Award and a Presidential Academic Fitness Award. She also played on the tennis and track teams.



Deborah Williamson will be awarded \$500 to attend Western Michigan University. A graduate of Anderson High School in Southgate, she plans to major in engineering. Williamson was president of the

National Honor Society, vice president of student council and has won several music medals. She received a Phi Beta Kappa award and a Principal's Leadership Award.



Mark Olszewski will receive a \$1,000 award. While attending Paul K. Cousino Senior High, Warren, he ranked second in a class of 289 students. He was a National Merit Scholar, Regents Alumni Scholar and a

member of the Phi Beta Kappa County Academic Team. Olszewski participated in the Quiz Bowl, Student Council, jazz and marching bands and SADD. He plans to major in electrical engineering at University of Michigan.



Douglas Dekker graduated from Hudsonville High School, Hudsonville, and will receive a \$500 award. He will attend Grand Valley State University and major in computer science. His extra-

curricular activities included band and bible study. He was a member of the National Honor Society and received an academic letter.



Tracy Ann Kaminski will attend Oakland University with the help of a \$500 scholarship award. She has also been honored with the Torch of Knowledge, a Varsity Scholar letter and is listed in Who's Who

Among American High School Students. She graduated Summa Cum Laude from Warren Woods Tower, Warren. Kaminski plans to major in broadcasting.



Ganesa Rebecca Wegienka will receive a \$500 scholarship. She was a member of the National Honor Society and graduated Phi Beta Kappa. Wegienka participated in the German Club, Latin Club, Girl's

Varsity Club and marching band. She plans to attend Alma College as a math major. Wegienka graduated from Trenton High School, Trenton.



Tracey Barnett is the recipient of a \$500 award. She will attend Georgia Institute of Technology as an architecture major. Barnett ranked first in her class at Carlson High School, Gibraltar. She also

participated in basketball, volleyball, and track. She served as president of the National Honor Society.



Janet Erla will be awarded \$500. She plans to attend Oakland University and major in business. As a student at Cass City High School, Cass City, Erla ranked first in her class. She was a member of the

National Honor Society and yearbook staff. She also served as senior class secretary.



Anne Marie Scheid will receive \$500 to continue her education at Central Michigan University and major in marketing. She graduated from Bishop Foley High School, Madison Heights. She has also been awarded

a Central Michigan Board of Trustees Scholarship. Currently she is a member of the marketing association at CMU.



Wendy Wypych is a \$500 scholarship award recipient. She will attend Michigan Technological University with a major in mechanical engineering. Wypych ranked second in her class at

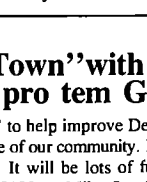
Marysville High School, Maryland. Recognition of her academic accomplishments include a Marysville Chamber of Commerce Academic Award and a Michigan Mathematics League Certificate of Merit for Highest Honors in Science and Mathematics.

Colleen Richards attends Wayne State University as a biology major. She will receive a \$500 scholarship award. She graduated Cum Laude from Cranbrook Kingswood, Bloomfield Hills. Currently, Richards participates in the Association of Pre-Medical Students at WSU.



Nicole Weidler has been awarded the contribution and will use it to help finance her education at University of Michigan this fall. Weidler is a graduate of East

Jordan High School, East Jordan. She was ranked first in her class and was named valedictorian. Weidler participated in SADD, softball, and volleyball.




"Paint the Town" with Council President pro tem Gil Hill

Please join the "Top of the Hill Gang" to help improve Detroit neighborhood and, at the same time, help improve the image of our community. It's just one Saturday of your time for such a worthwhile cause. It will be lots of fun too! If you have any questions, contact: John Loussia 933-8100 or Mike Sarafa 517-373-0836.

Volunteer one day of your time to help the low income and elderly make home improvements. A fresh coat of paint will brighten the entire neighborhood. Join Gil Hill's team and help those who cannot afford the paint or the labor. Be sure to mark your calendar for:

Saturday, August 18, 1990 (Rain Date August 19, 1990)
time: 7:00 a.m. - 3:00 p.m. Refreshments will be served.



COOKING ELECTRICALLY IS LESS COSTLY.

SO UNLESS YOU HAVE MONEY TO BURN...

Consider Electricity. It's efficient by design. More of the heat energy goes directly to the product. There's also less maintenance. Cleanup is easier. And replacement costs are lower. When you know all the facts - from fryers to broilers - it's wise to electrify.

Detroit Edison

A good part of your life.

ACCORDING TO FOOD MARKETING INSTITUTE:

Annual study reflects changes in the 1980's

The Food Marketing Institute's annual study of the food distribution industry, called "The Food Marketing Industry Speaks," provides a clear look at just what occurred in our industry during the 1980's. At the beginning of the decade, "Speaks 1981" observed, "For almost two years the country has stumbled across a rocky path of inflation, record interest rates, fuel shortages and bracket creep". In 1989, the economy has become healthier and the energy crisis had subsided. Retailers and wholesalers surveyed in the latest "Speaks" survey said major concerns today include health-care costs and the labor shortages.

Consumer activism and consumer confidence in the industry have been constant concerns throughout the past decade. Early on, the problem was fair pricing. Today, the paramount issues are food safety and nutrition.

In 1986, the Food and Drug Administration reported receiving more than 2,000 product-tampering complaints, a problem that still persists. Today, major consumer issues also are food safety and nutrition. As the decade comes to a close, consumer worries focused on pesticide residues and such nutritional concerns as saturated fats, cholesterol and artificial ingredients.

The 1980's were a time of adjustment as the industry confronted the issues mentioned, as well as the changes in the lifestyles of its customers. In 1980, slightly more stores opened than closed. Each year thereafter, though, except for 1987, 1989, the opposite was true. The industry has been in a period of consolidation, with less emphasis on new stores and more on maintaining the existing store base through remodelings.

"Today, the paramount concerns (in the industry) are food safety and nutrition"



On the other hand, the size of these stores and the number of things

found in them increased phenomenally, settling down only during the last two years of the decade. New stores grew in size each year from 1980 through 1987, when the median new store size was 42 percent higher than in 1980. In 1981, the median size was 23,000 square feet compared with 35,000 square feet in 1989. In real terms, median weekly supermarket sales climbed \$124,434 in 1980 to \$155,778 in 1989.

Lifestyle changes of supermarket customers brought increased demand for convenient pre-cooked prepared foods, as well as a vast array of new services and non-foods. In 1980, an average of 12,745 items was sold in typical supermarkets compared with 25,855 in 1989. Competition for shelf space in supermarkets intensified as suppliers introduced new products in record numbers. The number of new products introduced annually rose from 2,689 in 1980 to 12,055 in 1989.

During the 1980's, the in-store bakery became a mainstay, with 62 percent of stores including this service by 1989, compared with 28 percent in 1980. As the decade began, 37 percent had a deli offering carryout products. Last year, that figure reached 72 percent. Today's supermarkets also feature services not

imagined 10 years ago; banks, automated teller machines, video rentals, one-hour photo labs, prescription drugs, flowers, postage stamps, and dry cleaning are examples.

Northern WIC vendor application reminder

The WIC application period for stores in the northern part of Michigan will be July 1, 1990 through September 30, 1990.

Notices to extend current contracts with northern stores for six months until December 31, 1990 have been sent. The next two year contract period for the northern part of the state will be January 1, 1991 through December 31, 1992.

Applications have been mailed to currently contracted northern stores via certified mail. The deadline for receipt of application is October 1, 1990. All currently authorized northern WIC vendors must apply during this period, if continued WIC authorization is desired.

Other northern non-contracted stores may also apply for authorization during this period by sending a written request for an application.

LOOK WHAT WE ADDED TO YOUR SHOPPING LIST.

PLUS

Rani
Welch's
Hawaiian Punch
Minute Maid
Melody Farms
Ocean Spray
Campbell's

V-8
Tropicana
Gatorade
Citrus King
Saint Jean Imported Water
Grayson Water



For more information—In Detroit call Terry Bunting at 525-4000
Outstate call Jerry Shannon at 1-800-333-7838
31111 Industrial Road, Livonia MI 48150



**SAVE
UP TO \$500,
BY NOT
REKINDLING
AN OLD FLAME.**

If you're thinking about replacing your old gas cooking equipment, think electric. It's clean. It's efficient. It's more profitable. And if you qualify, we'll give you a discount incentive of \$50 to \$500. To find the registered Detroit Edison food service dealer nearest you, call 237-9225. Or call and make an appointment to try out electric cooking in a dealer test kitchen. Once you've given it a try, you'll find that it's not only wise, but it pays to *electricize*.

**Detroit
Edison**

A good part of your life.

SUPPORT THESE AFD SUPPLIER MEMBERS

BAKERIES:

Archway Cookies (616) 692-6211
 Arvey Bakesies, Inc. 522-1100
 C & C Distributors 283-8693
 Continental Baking Co. 868-5600
 General Biscuit Brands 352-4343
 Hostess Cakes 868-5600
 Koepfing Bakeries, Inc. 967-2020
 S & M Biscuit Distributing 893-4747
 Taystee Bakeries 476-0201
 Veri-Best Baking Company 398-4200
 Wonder Bread 963-2330

BANKS:

Madison National Bank 548-2900
 Michigan National Bank 489-9100

BEVERAGES:

Adolph Coors Company 540-0654
 Anheuser-Busch, Inc. 354-1860
 Bellino Quality Beverages, Inc. 946-6300
 Central Distributors of Beer 946-6250
 Coca-Cola Bottlers of Detroit 585-1248
 Everfresh Juice Company 755-9600
 Paygo Beverages, Inc. 925-1600
 G. Heileman Brewing Co. (414) 796-2540
 General Wine & Liquor 353-5040
 Hiram Walker, Inc. 626-0575
 House of Seagram 262-1375
 Hubert Distributors, Inc. 858-2340
 Cooper/Wierman Company 633-6400
 Miller Brewing Company (414) 259-9444
 Pacific Ocean Pop Company 551-2560
 Paddington Corp. 345-5250
 Pepsi-Cola Bottling Group 641-7888
 Powers Distributing, Inc. 682-2010
 R.M. Gilligan, Inc. 553-9440
 Royal Crown Cola (616) 392-2468
 Serv-U-Matic Corporation 528-0694
 Seven Up Bottling Company 837-3500
 St. Julian Wine Co., Inc. (616) 657-5568
 Stroh Brewery Company 446-2000
 Towne Club Beverages 756-4880
 Vernors, Inc. 833-8500
 Viviano Wine Importers, Inc. 883-1600
 Warner Vineyards (616) 657-3163

BROKERS/REPRESENTATIVES:

Acme Food Brokerage 968-0300
 Ameri-Con, Inc. (512) 790-0047
 Arlana Food Brokers 833-8686
 Bob Arnold & Associates 646-0578
 Chuck Batcheller Company 559-2422
 City Foods Brokerage Company 894-3000
 Conrady-Greene Company 362-0800
 Eastbrooks Marketing (517) 548-3750
 Five G's Food Brokers 765-8363
 J.B. Novak & Associates 752-6453
 James K. Tamakian Company 424-8500
 Marks & Georgens, Inc. 354-1600
 McMahon & McDonald, Inc. 477-7182
 Northland Marketing 353-0222
 Paul Inman Associates 626-8300
 Pfeister Company 591-1900
 Sabakian Company 968-4800
 Stark & Company 851-5700
 United Salvage Company 772-0951
 VanDusen, Hail, Stevens, Inc. 567-3865
CANDY & TOBACCO
 Central Sales 843-6600
 Eastern Market Candy Tobacco 567-4604
 Wolverine Cigar Company 554-2033

CATERING/HALLS:

Gourmet House, Inc. 771-0300
 Penna's of Sterling 978-3880
 Phil's Catering 751-0751
 Southfield Manor 352-9020

CONSULTANTS:

Bellanca, Beatrice Delisle 964-4200
 Detroit Food Service 563-4282
 National Exposition Services 865-1000

DAIRY PRODUCTS:

Borden Company, The 583-9191
 C.P. Burger Creamery 837-6000
 Landon's Farm Dairy 984-5111
 Melody Farms Dairy Company 525-4000
 Strohl's Ice Cream 568-5106
 Tom Davis & Sons Dairy 583-0540

DELICATESSENS:

Dudel Deli Foods 891-5236
 Plus Marketing 934-0880
 Saw-But Distributors 825-2616

DEVELOPERS:

Richard E. Klein DDS, PA 547-2910
EGGS & POULTRY
 Eggs Foods, Inc. 857-4040
 Capital Poultry 567-8200
 Linnwood Egg Company 524-9550

Mendelson Egg Company 541-4060
 McInerney-Miller Brothers 833-4800
 Qualmann Quality Egg Company 468-0351

FISH & SEAFOOD:

Hamilton Fish Company, Inc. 832-6100
 Michigan Food Sales 882-7779
 Salasnek Fisheries, Inc. 567-2000
 Standard Fish Dist. 871-1115
 Tallman Fisheries (906) 341-5887

FLORIST:

Livernois-Davison Florist 933-0081

FRESH PRODUCE:

Faro Vitale & Sons, Inc. 393-2200
 Michigan Repacking & Produce 841-0303
 Tony Serra & Sons Produce 758-0791
 Vitale Terminal Sales 393-2200

ICE PRODUCTS:

Great Lakes Ice 774-9200
 Midwest Ice Corporation 868-8800
 New City Ice Co. 485-0430

INSECT CONTROL:

Eradico Inc. 354-5440
 Rose Exterminators 588-1005

INSURANCE/PENSION PLANS:

AlphaAmerica Insurance Agency 263-1158
 Blue Cross/Blue Shield 486-2172
 Capital Insurance Group 354-6110
 Creative Risk Management Corp. 792-6355
 Financial Guardian, Inc. 641-0900
 Financial & Mktg. Enterprises 547-2813
 Frank P. McBride, Jr., Inc. 445-2300
 Gadaletto, Ramsby & Assoc. (517) 351-7375
 Jackson Park Agency 381-7000
 K.A. Tappan & Associates 344-2500
 Rocky Husaynu & Associates 350-3400
 Rollins Burdick Hunter 962-6442
 Sun Financial Group 350-3400
 Mittel Agency, Inc. 773-8600
 Monroe-George Agency 646-0311
 North Pointe Insurance 358-1171

INVENTORY/BOOKKEEPING/TAXES:

Abacus Inventory Specialists 651-9161
 Goh's Inventory Service 353-5033
 Menzies & Urcheck P.C. 356-1620
 Quality Inventory Specialists 771-9526
 George R. Shamie, JR., P.C. 474-2000

MANUFACTURERS:

Abspure Water Company 358-1460
 Bernie & Sons, Inc. 943-3437
 Carnation Company 851-8480
 Del Monte Sales Company 968-1111
 Don's Chuck Wagon Products 771-9410
 General Mills, Inc. 642-2894
 Grob Farms (517) 467-7609
 Hamilton Meat Pie Co. 582-2028
 Hills Bros Coffee 851-5774
 Hillshire Farms & Kahn's 778-3276
 Home Style Foods, Inc. 478-3250
 Kahl Enterprises, Inc. 527-7240
 Kraft Foods 261-2800
 Lancia Rayo Foods (416) 766-7631
 Milton Chif Company 585-0300
 Nabisco, Inc. 478-1400
 Philip Morris U.S.A. 489-9494
 Prince Macaroni of Michigan 772-0900
 Proctor & Gamble 336-2800
 Red Pelican Food Products 921-2500
 Stehouwer Frozen Foods (616) 453-2471

MEAT PRODUCERS/PACKERS:

Bob Evans Farms 729-7660
 Flint Sausage Works 239-3179
 Guzzardo Wholesale Meats 833-3555
 Hartig Meats 832-2080
 Hygrade Food Products 464-2400
 Kowalski Sausage Company 837-8200
 LKL Packing, Inc. 833-1550
 Maxwell Foods, Inc. 923-9000
 Naser International Wholesale 464-7053
 National Chili Company 365-5611
 Oscar Mayer & Company 464-9400
 Oster Meats 963-9660
 Potok Packing Company 893-4228
 Ray Weeks & Sons Company 727-3535
 Sheldon's Packing House (517) 834-2218
 Smith Meat Packing, Inc. 985-5900
 Swift Eckrich 937-2246
 Thorn Apple Valley, Inc. 552-0700
 Winter Sausage Mfg., Inc. 777-9080
 Wolverine Packing Company 568-1900

MEDIA:

Arab & Chaldean TV 62 Show 352-1343
 Daily Tribune 541-3000
 Detroit Free Press 222-6400
 Detroit News 222-2000
 Marcomb Daily 294-0800

Michigan Chronicle 963-5522
 Michigan Grocery News 357-4020
 The Beverage Journal 287-9140
 WDIV-TV4 222-0643

WJBL-TV2:

WKSG - KISS-FM 557-9000
 WWJ-AM-WJOL-FM 792-6600
 222-2636

NON-FOOD DISTRIBUTORS:

D.M.F. Bait Company 681-0049
 Gibraltar National Corporation 491-3500
 Ludington News Company, Inc. 925-7600
 Personal Greetings, Inc. 863-1410
 Sandler-Stone Company 333-4300
 Warrior Martial Arts Supplies 865-0111

OFFICE SUPPLIES:

City Office Supplies 885-5402

POTATO CHIPS/SAUSAGES/STICKS:

Cain's Potato Chips 756-0150
 Detroit Popcorn Company 531-9200
 Express Distributors 853-7733
 Frito-Lay, Inc. 287-9477
 Jay's Foods, Inc. 946-4024
 Kar-Nut Products Company 541-7870
 Nicholas Distributors 571-2447
 Variety Nut & Date Company 268-4900
 Viter Snacks 368-2447

PROMOTION/ADVERTISING:

Action Advertising Distributors 964-4600
 American Mailers 842-4000
 Gateway Outdoor Advertising 544-0200
 Haan Display Sign Service (616) 243-3223
 Orient Printing & Advertising 547-7474
 P.J.M. Printing 535-6400
 Stanley's Advertising Service 961-7177
 Stephen's NU-Ad, Inc. 777-6823

REAL ESTATE:

O'Riley Realty & Investments 689-8844
 Sarafa Realty 851-5704

SERVICES:

A & A Management Services 559-7202
 Akram Namou, C.P.A. 557-9030
 At Your Service, Ltd. 887-0628
 Central Alarm Signal, Inc. 884-8900
 Checkpoint Systems 582-8300
 Detroit Edison Company 323-7786
 Ellison Refrigeration 399-9656
 Guardian Armored Security 868-1500
 InfoMarketing 549-5000
 Jam Sound Specialists 545-9912
 J.R. Marketing & Promotions 296-2246
 Marketplace Services 557-4500
 Michigan Cash Register 845-8660
 National Exposition Service 865-1000
 Pappas Cutlery Grinding 965-3872
 Point of Sale Demo Service 887-2510
 Retail Demonstrators 846-7090
 Supermarket Development Corp. 521-5150
 Sales Control Systems 356-0700
 Telecheck Michigan, Inc. 354-5000
 Tri-County Restaurant Service 445-0653
 Toledo Scal Reliance Electric 454-1472
 Vend-A-Matic 585-7700

SPICES & EXTRACTS:

Rafal Spice Company 259-6373

STORE SUPPLIES/EQUIPMENT:

Ameri-Pro Systems Corp. (419) 693-3276
 Belmont Paper & Bag Company 491-6550
 Black Jack Iron Works 893-7677
 Brehm Broaster Sales (517) 427-5858
 Bunzi-Detroit 334-5900
 Central Alarm Signal 864-8900
 DCL Food Equipment 369-1666
 Gardell Company 567-5515
 H. Raadeo Inc. 933-6323
 Hobart Corporation 697-7060
 Kasco Atlantic Service Co. (800) 631-7650
 MMI Distributing 582-4400
 Market Mechanical Services 680-0580
 Michigan Bakery Supply Co. 571-3300
 Midwest Butcher & Deli Supply 332-5650
 Party Maker 281-1751
 Refrigeration Engineering (616) 453-2441
 Superb Vacuum Cleaners 491-3900
 Winston Sales & Services 739-3210

WAREHOUSES:

All American Cash Register 561-4141
 Boag Cold Storage Warehouse 964-3069
WHOLESALE/FOOD DISTRIBUTORS:
 Abner Wolfe-Meadowdale Foods, Inc. 943-3437
 Associated Bakeries Company 924-8520
 Bremer Sugar (616) 772-9100
 Cary's Self-Serve (616) 544-6228
 Central Distributors 946-6250
 Don Lee Distributor, Inc. 584-7109
 D.S.M. Food Products, Inc. 491-3333
 Eastern Market Wholesaler 259-6161
 Easttown Distributors 867-6900
 Foodland Distributors 523-2177
 Food Marketing Corporation 219-483-2146
 Great Lake Fish & Seafood 368-6050

Hubert Distributors, Inc. 858-2380

Jerusalem Falafel Mtg. 595-8505
 Jindo Specialty Foods, Inc. 852-1910
 J. Lewis Cooper Company 835-6400
 Kap's Wholesale Food Services 961-6581
 Kehe Food Distributors (800) 888-4681
 K & K Brokers Bareman's 537-2630
 Kramer Food Company 585-8141
 Lauren Sales Inc. 945-1111
 Lipari Foods 469-0131
 M & B Distributing Company 893-4228
 McInerney-Miller Bros. 833-8660
 Metro Grocery, Inc. 871-4000
 Metro Packing Company 259-8872
 Mel Larsen Distributors, Inc. 873-1014
 Miesel/Sysco Food Service 397-7990
 M & M Bread Distributors 235-6640
 Monique I. Natural Cosmetics 464-8076
 Mucky Duck Mustard Co. 683-5750
 National Wholesale Foods 841-7736
 Norquick Distributors 522-0000
 Northern Michigan Food Services 478-6200
 Northwest Food Co. of Mich. 368-2500
 Oak Distributing Company 674-3171
 Quick Foods Company 546-4884
 Rainbow Ethnic & Specialty Foods 646-0611
 Raskon Foods 759-3113
 Ray Weeks & Company 727-2525
 Rich Plan of Michigan 293-0900
 Sardies Wholesale Lumber 893-7677
 Scot Lad Foods, Inc. (419) 228-3141
 Sena Snacks & Vending, Inc. 740-6444
 Sherwood Food Distributors 366-3100
 Spartan Stores, Inc. (616) 455-1100
 State Wholesale Grocers 567-7654
 Super Food Services (517) 777-1891
 Tony's Pizza Service 634-0606
 Trepoia Ltd. 546-3661
 Tri-State Cash & Carry (517) 789-6301
 Warehouse Club Inc. 532-0629
 Wholesale House Inc. 846-6209
 Wine Dimensions 465-5700
 Wolverine Cigar Systems 229-9070
 Wolverine Cigar Company 554-2033
ASSOCIATES:
 AAA Pallet Company 756-3555
 ABC & T Inc. 855-8882
 Ackroyd's Scotch Bakery and Sausage 532-1181
 Alan Dean & Company, Inc. 886-6161
 Alpha I Ltd. (616) 962-6808
 American Dairy Asso. 439-8923
 American Synergistics, Inc. 427-4444
 Bethkay 789-2084
 Bomarke Corporation 517-887-6820
 Bureau of State Lottery 727-1173
 Canbaskack Food Management (517) 887-6820
 Danor Corporation 557-3473
 Delta Administration Group 350-3430
 Derda Brothers 342-1679
 Detroit International Corp. 341-4522
 Dino's Emmet One Corporation 727-5150
 First Exchange (616) 962-6808
 Gamma III Ltd. 393-1900
 General Provision 757-0888
 Great Lakes Mushroom Co-Op 842-6204
 H & S Distributors 354-6433
 Herman Rubin Sales Co. 491-5252
 Hermiz & Son, Inc. (517) 467-2051
 Hubbard Apiaries (517) 482-5000
 James Karoub & Associates 625-7212
 Kindred Corporation 256-0472
 Lloyd's & Assoc. 843-2898
 Lauren Kachigian Distributors 332-3100
 Lubin Schwartz & Goldman 765-5096
 Marine City Dairy Queen 544-4400
 McCulloch & Co., P.C. (616) 961-5222
 Michigan Veal Committee 776-0851
 Miko & Assoc. 591-1234
 Motor City Food Truck 949-5055
 Pepper Tree Inc. 979-4493
 R.D.K. Enterprises, Inc. 557-7700
 Red Carpet Keim 422-1570
 Shonce Inc. 255-7526
 Slim's Video 332-3060
 Sullivan Gregory 522-3111
 Tander Inc. 350-3430
 Tee Corporation 737-8822
 Traveler Incentive Programs, Inc. 885-2335
 VIP International (800) 694-6941
 W.A. Taylor & Co. 588-2358
 Wildeen & Assoc. 483-1520
 Ypsilanti Food Co-Op

If you are not listed or need to change your listing contact Debbie Cooper at 557-9900

BACK TO SCHOOL

- *DOLE 6 PK JUICES
- *DOLE RAISINS
- *GLAD SANDWICH
- *NESTLES FROZEN TOLL HOUSE COOKIES
- *ORVAL KENT/UNDERWOOD SALADS
- *RICH'S FROZEN PUDDINGS
- *STAR KIST TUNA
- *WEAVER LUNCHEON MEATS
- *WEIGHT WATCHERS YOGURTS
- *WELCH'S JAMS AND JELLIES



FALL CLEANUP



- *GLAD GARBAGE BAGS
- *GLAD TRASH BAGS
- *LYSOL BASIN TUB TILE CLEANER AERO/TRIGGER
- *LYSOL BATHROOM TOUCHUPS
- *LYSOL DEODORIZING CLEANERS
- *LYSOL DIRECT
- *LYSOL GLASSMATES
- *LYSOL LIQUID DISINFECTANT
- *LYSOL LOVE MY CARPET
- *LYSOL PINE ACTION
- *MOP AND GLO
- *O-CEL-O SPONGES
- *PERK
- *X-14 MILDEW REMOVER
- *X-14 SOAP SCUM REMOVER

**ORDER PROMOTIONAL MERCHANDISE FROM
YOUR WHOLESALER TODAY .**



DETROIT
36300 SCHOOLCRAFT
LIVONA MI 48150
313-591-1900

SAGINAW
3159 CHRISTY WAY
SAGINAW MI 48603
517-793-8100

GRAND RAPIDS
3663 BROADMOOR SE
GRAND RAPIDS MI 49512
616-949-7210

