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, Gadaleto, 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."

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 Grocergram, 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 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.

* Related stories, pages 4, 11
AS EASY AS A, B, C, CAMPBELL’S 1990 “BACK TO SCHOOL” PROMOTION PROVIDES EXCITING OPPORTUNITIES TO SUPPORT THESE MAJOR BRANDS:

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- 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.

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

Capistar, Inc.
Formerly Associated Grocers of Michigan  A subsidiary of Spartan Stores, Inc.
AFD CHAIRMAN'S REPORT

AFD scholarships contribute to future of our young people

By Amir Al-Naimi
Chairman, AFD

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 applicants from around the state, AFD will distribute 15 awards valued at a total of $9,500.

There are two $1,000 and 13 $500 scholarship awards. Gaddelto, Rastily & Associates have donated one of the $500 awards in memory of the late Robert I. 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

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

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AFD works closely with the following associations:

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FOOD INDUSTRY ASSOCIATION EXCHANGE

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For our customers. Detroit Pop Corn Company, an institution for over 50 years, manufactures OLDE TVME 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.

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4—FOOD & BEVERAGE REPORT, AUGUST 1990
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 Amr 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, Amr Al-Naimi, chairman, Frank Arvin, board member, Tom Mungan, board member, Bill Vossano, board member, Uline Stephen, board member, Nabby Yono, board member, Frank Turnbarello, board member, Sam Dallo, board member, Fred Dally, board member, Richard George, board member, Mark Karim, board member, Jim Bellanca, AFD legal counsel, Richard Gerigo, Jim Garmo, Karen Yono, John Louisua, Pete George, Pat Krey, Chairwoman of the LCC, and Amr Denha.

T.I.P.S. session

TIPS 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

Distributing: Ray Arvin

Associated Food Dealers: Nick Borruto

Coca Cola: Brian Buckley

Ken Hunt

Farley

Ludington News

Jerry Moon

Jay's Foods

Joe B Bryan

Faygo Beverages

Helen Panyko

COCA COLA

Joe Sarafa

STARK & COMPANY

Mark Sarafa

GAF COLA

KOEPPER'S BAKERY

NOELL WOOD BEVERAGES

PEPSI COLA

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.

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

FOOD & BEVERAGE REPORT, AUGUST 1990—7
Nine out of ten Michiganians 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 crop.
With Fresh Michigan Produce.

Grows 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.
Nabby Yono makes the extra effort at XTRA Foods

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 customr requests."
Spartan stores adds consumer affairs coordinator

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 Piomb'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 303 stores in Michigan, Indiana and Ohio.

Russ Shipleys joins National Grocers Association

The National Grocers Association (NGA) has announced the appointment of Russell L. Shipleys, Jr. to the position of director, membership and business development.

Shipleys brings more than 15 years of trade association experience to NGA., 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.

Shipleys has served on the board of directors of the Small Business Legislative Council and on the association executive 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 NGA. 60 state/local associations and 105 manufacturer suppliers hold associate membership in NGA.

Coors Brewing adds Rich Lubash for Michigan area

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

Lubash

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 1983 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., a manufacturer of specialty meat products, including sausage, kielbasa, hot dogs, bologna, and hams, introduces the Kowal Ski 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 95 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.

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 1,200 Lottery retailers, sales commissions and special fees are currently averaging $3,000 per 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 one of the top four games, 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 at Mt. Clemens. He also played on the football and track teams.

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.

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 chemical engineering at University of Michigan.

Tracyen 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 Ehrle will be awarded $500. She plans to attend Oakland University and major in business. A student at Cass City High School, Cass City, Ehrle ranked first in her class. She was a member of the National Honor Society and yearbook staff. She also served as senior class secretary.

Douglas Dekker graduated from Macomb Trail High School. He will receive a $300 award. He will attend Grand Valley State University and major in computer science. He is a member of the National Honor Society. He is also a member of the marching band and bible study. He was a member of the National Honor Society and received an academic letter.

Anne Marie Scheid graduated from Cranbrook Kingswood School, Michigan. She was ranked first in her class and was named valedictorian. Scheid has also been honored with the Torch of Knowledge, a Varsity Scholar letter and is listed in Who’s Who in American High Schools. She graduated from Cranbrook Kingswood School, Michigan. Scheid graduated Cranbrook Kingswood School, Michigan. She will receive $500 to major in broadcasting.

Tracey Ann Kaminski will receive a $500 scholarship award. She plans to attend Central Michigan University and major in mechanical engineering. As a member of the National Honor Society, she was named an Academic Fitness Award recipient. 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 from Cass City High School. Cass City, Michigan. She will receive $500 to major in broadcasting.

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, Michigan. 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 Richard is a $500 scholarship award recipient. She will attend Wayne State University with a biology major. She graduated Cum Laude from Cranbrook Kingswood School, Michigan. Currently, Richards participates in the Association of Pre-Medical Students at WOU.

“Paint the Town” with Council President pro tem Gill 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 Summit of your time for such a worthwhile cause. It will be lots of fun! 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 Gill 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.
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 has 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 1980, 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.

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.

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.

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.
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 237-9925. 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:

- Arcway Cookies
  
- Artie's Owl Food
  
- C & D Distributors
  
- Continental Baking Co
  
- Green Fields Baking
  
- Hains Cakes
  
- International Baking
  
- J & J Food Distributors
  
- Kyoeplinger Bakeries
  
- Michigan National Bank
  
- Northern Bakers
  
- Abby's Coors Company
  
- Bdlino Quality Beverages, Inc
  
- Cooper/Wieferman Company
  
- G. Heileman Brewing Co
  
- Everfresh Juice Company
  
- Serv-U'Malic Corporation
  
- Paddington Corp
  
- Hubert Distributors, Inc
  
- St. Julian Wine Co.
  
- RM Gilligan, Inc
  
- Tough Gub Beverages
  
- Royal Crown Cola
  
- Estabrooks Marketing
  
- Warner Vineyards
  
- United Salvage Company
  
- Amana-Con. Inc
  
- Acme Food Brokerage
  
- Tallman Fisheries
  
- Mitzel Agency, Inc
  
- Gadaleto, Ramsby & Assoc
  
- Financial & Mktg. Enterprises
  
- Capital Insurance Group
  
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- Qualmann Quality Egg Company
  
- Mendolion Egg Company
  
- Menczer & Urcheck P.C.
  
-ICE PRODUCTS:

- Swift Knock

- Smith Meat Packing, Inc
  
- Osten Meats
  
- Guzzardo Wholesale Meats
  
- Nabisco, Inc
  
- Kalil Enterprises, Inc
  
- Home Style Foods, Inc
  
- Hillshire Farms & Kahn's
  
- Hamilton Meat Pie Co.
  
- Bemie & Sons, Inc
  
- Menczer & Urcheck P.C.
  
- Monroe-George Agency

- Refrigeration Engineering

- Sarafa Realty

- Stanley's Advertising Service
  
- Haan Display Sign Service
  
- Action Advertising Distributors

- POTATO CHIPS/NUTS/SNACKS:

- Warrior Martial Arts Supplies
  
- Akarname, C.P.A.
  
- Lansing Sausage Co.
  
- Kowalski Sausage Company
  
- Flint Sausage Works
  
- Bob Evans Farms
  
- Red Pelican Food Products
  
- Kowal's Wholesale Food Services
  
- J. Lewis Cooper Company

- Jerusalem Falafel Mtg.

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