Get involved in the issues which affect you and your business. 
Catch up on the issues on page one and refer to page three for suggestions on how write an effective letter to your legislators.

Find out how the 1990 Census count affects the Michigan liquor business, on page four.

A task force was assigned by the National Institute of Standards and Technology to study gasoline sale violations. Results of that study are reviewed on page eight.

An updated AFD supplier member listing is on page 15.

Legislators prepare for elections

With the close of the August 7th primary elections, legislative leaders in the state of Michigan are now focusing their attention on the November general elections. As expected, Senate Majority Leader John Engler handily defeated opponent John Laufe of Grosse Pointe for the right to challenge Governor James Blanchard in what is expected to be a hotly contested gubernatorial race.

Both Blanchard and Engler recently rounded out their tickets. Senator Engler selected as his running mate Senator Connie Binsfeld, a highly respected, long term legislator from Maple City. Shortly thereafter, Governor Blanchard chose Olivia (Libby) Maynard, who has served as director of the Office of Services in the Aging for the past several years. Like her Republican counterpart, Maynard, who ran as lieutenant governor with William Fitzgerald in 1978, enjoys an excellent statewide reputation.

An unusually high number of incumbents did not seek re-election this year. In addition, seven legislators will not be returning in January because they were unsuccessful in their effort to secure a higher office. The two legislators who failed to win re-nomination in the primary were Representative Ed Giese (R-Manistee) and Representative Ethel Terrell (D-Detroit). The winners of the respective primaries were Bill Bobier and Chester Wozniak. Wozniak previously served as a State Representative from 1953 to 1963.

Those legislators defeated in their attempt to seek higher office include Senator Ed Fredricks (R-Holland) to incumbent U.S. Representative Fred Upton; State Representative John Maynard (D-St. Clair Shores) to incumbent Senator Gil DiNello (D-F. Detroit); State Representative Bart Stupak (D-Menominee) to former State Representative Don Koivisto for the open 38th Senate district seat; State Representative Judith Miller (R-Birmingham) to State Representative see ELECTIONS, page 10

An updated AFD supplier member listing is on page 15.

Food and beverage industry faces important legislative issues

On Tuesday, September 11, the Legislature returned from its annual summer recess. Lawmakers are expected to stay in session for approximately three weeks and the recess for campaign purposes.

Karoub Associates is actively involved in several issues of importance to AFD members.

The issue of joint ownership of a liquor license and a petroleum distribution license was once again considered by the Legislature. Under see ISSUES page 12

New store size appears to be stabilizing

According to FMI's Facts About Store Development, 1989, the size of new stores increased steadily throughout much of the decade, reaching a peak in 1987. The last two years seem to indicate that the growth in store size is stabilizing.
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2—FOOD AND BEVERAGE REPORT, SEPTEMBER 1990
Write to your legislator

by Amir Al-Naimi, Chairman

An important benefit of your membership with AFD is the legislative support you receive from the association and our lobbyists in Lansing. As a group we are able to accomplish what we could not as individuals.

However, there is much you can do to make your personal opinions known to those representing you. As a constituent it is important for you to become acquainted with elected officials. Visits, calls, and correspondence are the most effective ways to communicate with your Representatives.

When writing to political figures it is important to follow the proper format. Writing a letter that gets results is not difficult if you apply a few guidelines. The following suggestions may help you get started:

1. Always write on your personal or business letterhead. Include your return address on the letter and envelope.
2. Identify your subject clearly. State the name of the legislation you are writing about and give the Bill's House Bill number if you know it.
3. State your reason for writing. Be constructive in your support or non-support of an issue.
4. Concentrate on your own elected officials.
5. Request a reply to your letter. Ask your official to write to you and state his or her opinion on the issue you have expressed your interest in.
6. Remember to thank your legislator if he or she pleases you with the support of an issue.
7. Consider the factor of timing. Try to write your letter while the Bill you are concerned with is still in committee, awaiting legislative action, or receiving media attention.

More importantly, stay on top of the issues affecting you. If you stay aware and involved you can make a difference!

Al-Naimi

LETTERS

Dear AFD:

Public concern is increasing over the sale and use of tobacco products. Of immediate concern is the sale of tobacco products to minors. A recent lawsuit against the Philip Morris Company was thrown out of court. In a potentially precedent-setting move, the Supreme Court allowed the plaintiffs to name as a defendant the retail store that allegedly sold the company's cigarettes to the minors.

The message is clear that retail operators will be held accountable for verifying the legal selling age of their customers for tobacco sales.

Current federal legislation is proposing that convenience stores be licensed, much like our current LCC licensing process. Because of the potentially negative impact this proposed legislation could have on our industry, you may want to let your employees know about the sale of cigarettes in order to avoid such licensing requirement.

If you have any questions or comments, please feel free to call me.

Sincerely,

Jackie Rehm

The Southland Corporation

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If we can help you, please call the staff members at (313) 557-9600 or (1-800) 666-AFD
Liquor laws and rules affected by the Census count of 1990

By John Dagenais

The ongoing 1990 Federal Census count affects the Michigan liquor business and various laws and administrative rules governing the beverage industry. In fact, far more than most Michigan licensees realize. Let's take a closer look.

The population count concerns both Class C and SDD license counts due to the fact that the Michigan Liquor Control Commission depends on those figures every 10 years. The population quota is 1,500 people for each Class C license servicing liquor in on-premise and 3,000 population count for each SDD or package liquor takeaway establishment.

Local government has considerable say about the granting of a Class C license, but little input on the eligibility of a new package liquor outlet or even a transfer of such a license.

The latest census count may mean that a community is entitled to another SDD license or several more depending on the latest population. There is a good chance, providing the Michigan Liquor Control Commission approves from a list of eligible applicants now on file, that several package liquor outlets could be issued for the community. Of course, there are factors that the MLCC must take into consideration such as distance away from existing SDD license (2,640 feet or ½ mile) or exceptions to the half-mile rule.

Exceptions to the granting of a new SDD license favor the new applicant if he or she is in a shopping center or separated from the existing liquor retailer by not less than four lanes of a major thoroughfare. There are, of course, other technical exceptions for the new SDD applicant and another, the Michigan Liquor Control Commission has the final say. For example, the LCC may consider granting a new SDD license if the existing SDD licensee has purchased less than $10,000 in spirits during the past year from the liquor control agency.

Close proximity to schools and churches, gasoline pumps with the business, drive-in or drive-through establishments are some of the other reasons that may cause the liquor board to reject the issuance of a new SDD license following an increase in population of a local community.

Class C license application requirements for SDD or package liquor stores can be found in Rule 436.1141 of the Liquor Control Act. It states that the LCC may issue a specially designated distributor (SDD) license “for every 3,000 population, or fraction thereof.” That rule goes on to say that the Commission shall accept any one of several means of determining the population of a local governmental unit. Chief factor is the Federal Decennial Census which means the 1990 census presently being conducted holds the most strength in arguing figures. However, special census counts or the latest population estimates and projections prepared by the U.S. Department of Commerce may also be considered.

The latest population count may have a greater effect on large communities like Detroit because the latest census figures for the first time show Detroit’s population as below one million people; in fact, approximately 30,000 short of the one million mark.

Several mentions of governing bodies with one million or more persons are now contained in the Liquor Control Act as amended. The local governing body would have the authority to approve on-premise consumption licenses and also be able to recommend other actions to the Michigan Liquor Control Commission on license matters in Detroit.

Special licenses for national sporting events in a city having a population of one million or more is another part of the Liquor Act that may be affected since Detroit’s drop below the one million population mark.

However, it should be pointed out that the U.S. Census Bureau has until the end of 1993 to declare the final and official totals.

 Communities losing population go into a category recorded by the Liquor Control Commission as “over quota.” While not affecting any existing licenses within those communities, a licensee who has his or her license revoked especially under mandatory legislation now governing sales to minors may see that license drop out of existence. In other words, no transfer!

Although the LCC’s state liquor stores sell only to licensees and not the public, the Liquor Act refers to a population count of 40,000 according to the last federal census wherein counties under 40,000 population shall not have more than one state store.

On-premise licenses may be issued to municipal civic centers or civic auditorium if the centers are within a city or township having a population of not less than 5,000.

Resort licenses for both SDD and Class C licenses are very much controlled by population count. Government units having a population of 50,000 persons or less as determined by the last federal decennial census may qualify for extra licenses if the quota for SDD licenses has been exhausted. In such case, the LCC may issue not more than 10 additional SDD licenses per year for 1991, 1992 and 1993.

Early returns from the U.S. Census Bureau shows Macomb County with a count of 715,240 for a three percent gain; Oakland County now at see CENSUS, page 7

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AFD NOTES:

AFD/PAC meets with Mayor, Commissioner

Members of the AFD board and Political Action Committee met with Detroit mayor Coleman Young and Liquor Control Commissioner Patti Knox. From left: Executive Director Joseph D. Sarafa, Mayor of Detroit Coleman Young, Board Member Sam Yono, Board Member and PAC Chairman Nabby Yono, Liquor Control Commissioner Patti Knox and PAC member Richard Gergis.

Hiram Walker Dinner

Hiram Walker recently hosted a dinner at their headquarters in Walkerville, Windsor, Ontario. In attendance were AFD board members, a smattering of committee members and their wives.

“Summer in the City” wine tasting

The second annual “Summer in the City” wine tasting party took place recently to benefit Detroit Meals on Wheels Holiday and Weekend program. Dinner was prepared by the Rattlesnake Club and the wine tasting was run by Seagram Classic Wine Company. Pictured above: Jim Ellers, Executive Director, House of Seagram’s; John Marasco, Seagram’s; Barbara Stevenson, DAAA; and Paul Bridgewater, DAAA.

CENSUS

continued from page 4

1,076,234 for a 6.3 increase; Washtenaw County now at 280,222 for a 5.8 percent rise. Wayne County incurred a drop of 12.3 percent in people. The entire State of Michigan’s early count shows Michigan having an approximate total of 9,049,294 persons or a drop of 0.8 percent.

Hottest growth areas listed now are Chesterfield Twp. with 39 percent; Clinton Twp. with 39 percent; Farmington Hills with 27.8 percent; Novi with 36 percent; Northville Twp. with 24.7 percent; and Rochester Hills with a booming 51 percent increase in population.

More statistics will be reported in future issues of AFD’s FOOD AND BEVERAGE REPORT.
A review of consumer protection violations and penalties

by E. C. Heffron, D. V. M.
Director, Food Division
Michigan Department of Agriculture

During 1985, Michigan experienced a serious series of fraud in the retail sale of gasoline. As a result of the subsequent legal reviews it was determined that penalties for weights and measures offenses were too generalized and failed to discourage persons from indulging in fraudulent activities because potential gains far exceeded potential losses. The National Conference on Weights and Measures, an organization dedicated to studying such situations and recommending model codes for correction and an organization sponsored by the National Institute of Standards and Technology (formerly the National Bureau of Standards), assigned this charge to a task force.

Not surprisingly, the task force concluded that although some sanctions were inadequate for serious fraudulent crimes and should be identified as criminal in nature subject to criminal penalties. The task force expanded its consideration to administrative hearings or civil penalties to provide an alternative to burdensome criminal prosecutions. They found that enforcement of weights and measures laws and similar consumer protection laws utilizes criminal penalties to better compete for a prosecuting attorney’s time, which must be used to prosecute crimes such as rape, murder, etc.

Michigan was involved in this task force and encouraged consideration of both civil and administrative proceedings as part of a comprehensive review.

In 1905 Michigan was one of the seven states which helped organize the National Conference on Weights and Measures after realizing it to be a forum for all states and territories to reach consensus and have a broader perspective on establishing model codes. Consideration of a penalty is the need to have the penalty suitable for the intensity of offense in addition to have the penalty serve as a deterrent for any future violations. A study of many consumer protection types of law violations show a broad spectrum of past history of violations, seriousness of violations, impact of violation upon others, generally public customers, the degree of involvement of those placed in charge and the degree of intention or gain. In general, alternative penalty considerations are:

1. Administrative hearings permit seeking a civil penalty and are governed by the Michigan Administrative Procedures Act. Generally this hearing is conducted by the department which has responsibility for enforcement of a particular act. The department mails a notice of hearing to a respondent (alleged violator) to appear at a hearing at which the basic charges have been identified. The respondent has the opportunity to defend against the charges with or without legal counsel. The hearing officer issues a ruling based on evidence produced. This ruling can be reviewed and subject to final approval by the department director and generally would be reviewable on appeal to a state civil court. The advantage of administrative proceedings relative to any type of court action, either civil or criminal, is the relative simplicity of the proceedings and quicker conclusion. “Discovery”, a process in civil and criminal litigation that can be drawn out, time consuming, and expensive, is usually limited or non-existent in administrative proceedings. Administrative proceedings could be restricted for violations which are within a defined degree of intent, do not have a continuing pattern within a certain period of time, and similar definable types of violations.

2. Civil penalties are similar to criminal sanctions in that fines are sought, but through civil litigations. A civil court is asked to assess a monetary penalty and may also include a request to the court for an injunction that is an order telling the respondent or defendant to cease or desist from a specific act or practice. There cannot be imprisonment for a past violation under a civil proceeding, but there can be payment of money either agreed upon by parties in an out-of-court settlement or ordered by the court following civil litigation. Considerations in the use of civil penalties is similar to the administrative proceedings in that the burden of proof is not as great generally; the burden being a “preponderance of evidence”, but the conclusion does not identify a person in a context of “completing a criminal act” while still serving as a deterrent for many types of violations. Criminal actions would likely still be sought where there is serious intentional violations or violations being consistent over a period of time.

Aside from the study and conclusions by the NCWM Task Force on the prevention of fraud, see VIOLATIONS, page 12

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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.
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The quality of employees is what...
ELECTIONS
continued from page 1

David Honigman (R, West Bloomfield) for the open 17th Senatorial district and State Representative Juanita Watkins (D, Detroit), who was seeking the nomination in a crowded field for the 13th Congressional District. Due to the partisan composition of districts, the primary winners are expected to win in the general election.

State legislators successful in their attempt at higher office besides Honigman include State Representative David Camp (R, Midland) for the U.S. House seat in the 10th district, State Representative Matt Dunskis (R, Lake Orion) in the open 8th Senatorial district, State Representative Paul Wartner (R, Portage) in the open 21st Senatorial district, State Representative William Van Remsmeister (R, Jenison) in the open 23rd Senatorial district, and State Representative Debbie Stabenow of Lansing, the narrowly Republican controlled Senate, anticipating she will win in the 24th Senatorial District against Michigan State University Professor Herbert Rudman. Other targeted races include the 37th Senatorial district, where Democrats have held this seat which encompasses the Eastern Region of the Upper Peninsula for the last twelve years. However, with the retirement of Senator Mitch Irwin, there will be a serious challenge to Democrats with Republican George McManus making a strong showing in the primary. He will be opposed by Democrat Tom Weiss of Gaylord.

"The 1990 elections will set the stage for crucial redistricting."

Other hotly contested Senatorial races include the seats currently held by Senator Jerone Hurt (D, Saginaw) who is facing Republican John Cisky and Senator Jack Faxon (D, Farmington Hills) who will be opposed by challenger Dennis Alexander. House leaders are now turning their attention to targeted seats they hope to pick up in November. Both parties will be attempting to change their current position with the Democrats holding 60 seats and the Republicans holding 50 seats. The 1990 elections will set the stage for the crucial redistricting for the 1992 election.

Democrats have targeted at least eleven seats which include three seats now held by Democrats who left for Senate elections. Those seats are in the 58th, 74th, and 109 districts. A closely watched race will be that of the 100th House district, an Upper Peninsula region formerly represented by Bart Stupak. The region was served by a Republican prior to Stupak's Democratic victory in 1988. Two strong candidates will be vying for the position in November: David Anthony (Democrat) and Craig Woerpel (Republican).

Another closely watched race will occur in the Lansing area. The 58th districts seat, held by Representative Debbie Stabenow, has traditionally been Democratic, but the Republicans have a very strong candidate in Jerry Mills. Mills will face Democrat Diane Byrum in November.

The retirement of Representative Francis Spaniola in the 87th district may provide the Republicans with a good chance at picking up a seat. Primary winner Jim Civille is seen as a strong Republican candidate for that district. He will be facing Clark Harder, Representative Spaniola's legislative aide. With Republican incumbent William Runco (R, Dearborn) retiring, the Democrats have an opportunity to regain the seat with former Representative Agnes Debromski making a strong showing in the primary. She will be facing Gayle Thomas, a Dearborn dentist. Incumbents facing what is expected to be tough challenges include Republican Representatives Terry London (R, Marysville) and David Jaye (R, Utica). These challenges will be matched with former Democratic incumbents James Doherty and Bill Browne. In what is generally viewed as a Democratic seat, Representative Roman Kalchiks (R, Warren) will face a tough race from Democratic primary winner Dennis Ohshove.

In this year's closest primary race, the unofficial vote count in the 24th House District reveals a one vote difference between the apparent winner Barbara Dobbs and runner-up Debbie Schlussel. The race was for the House seat being vacated by Representative David Honigman.

In what had been expected to be a close race to fill the House seat being vacated by Representative Matt Dunskis, Republican candidate Tom Middleton easily beat all challengers. This district, 61st, (Oakland County) will likely remain Republican. In addition, it appears that Republican Michael Bouchard will succeed outgoing Representative Judith Miller in Oakland County's 65th District. In open Republican districts on the west side of the state, winning candidates include Robert Brasenridge in the 44th district (Berrien Springs), Dale Shugars in the 37th district (Portage), Jessie Dalman in the 55th district (Kent County) and Jack Horton in the 90th district (Kent County). Other seats which Republicans hope to hold are Jim McBryde in the 95th district (Mt. Pleasant) and James McNeil in the 102nd district (Midland).

PRODUCTS

Coors products receive kosher certification

Another "first" for Coors Brewing Company has been achieved as kosher certification has been awarded to the beers produced by the United States' third-largest brewer.

This marks the first time American malt beverages have received kosher certification by the Union of Orthodox Jewish Congregations of America. The Jewish symbol of unity—an encircled "U"—has long represented quality within the food and beverage industry. The symbol will initially appear on primary packages of Coors, Coors Light and Coors Extra Gold in cans, bottles and kegs.

"A large percentage of Coors products with the encircled U symbol are already on store shelves," explained Rob Klugman, Coors vice president of Brand Marketing.

As existing inventories of cans, bottles and kegs are used, we are converting to new packages showing the kosher certification symbol. All primary packages of Coors, Coors Light and Coors Extra Gold should contain the encircled "U" by December 1990." Klugman added.

In seeking kosher certification of its products, Coors underwent an extensive examination, including the itemizing of all ingredients and suppliers used in making the beers. Additionally, rabbinical inspections of Coors' brewing and packaging facilities in Colorado and Virginia were conducted.

"We're extremely honored to include the kosher certification symbol on our beers, and to be the first American brewer ever to achieve this distinction," explained Peter H. Coors, president of Coors Brewing Company.

Watch for the encircled "U" on all primary Coors product lines by the end of 1990.
Veryfine Products, Inc. celebrates 125th anniversary

This October, National Apple Month, marks an important milestone in the history of Veryfine Products, Inc., as it celebrates its 125th anniversary.

Since 1865, the company has grown from a small New England vinegar company to one of the nation's leading juice manufacturers. "We are very proud of our history and of the strong foundation upon which this company was built," says Samuel B. Rowe, president of Veryfine. "Few family-owned companies are able to maintain the momentum that Veryfine has gained over the years. Our strength is not only in the fact that the company has been a part of the Rowe family since 1900, but because Veryfine has always sought out and attracted some of the most dedicated and talented professionals in the beverage industry."

In 1990, Veryfine is the No. 1 seller of juice products in convenience and vending machines nationwide, and offers a full line of more than 20 different flavors, including 100 percent fruit juices, fruit blended cocktails and drinks, in 10-, 16-, 32-, and 64-ounce bottles and 11.5-ounce aluminum cans.

With the fastest juice canning line in the country, Veryfine's Littleton plant produces more than 2 million single servings of juice products, or 100,000 cases, each day. To maintain its momentum and to be more price competitive in areas beyond New England, Veryfine contracted with co-packers across the country to produce its product line. Consequently, Veryfine products are produced in four locations around the country, and are distributed internationally through Veryfine's broker and sales network.

Kowalski names Grand Rapids representative

The Kowalski Sausage Company, Inc., announces the appointment of Anthony J. Rossi to the position of sales representative for the Grand Rapids, Michigan area. Rossi is responsible for introducing the Kowalski product line to Grand Rapids and developing a market for the product there.

Rossi is a recent graduate of Michigan State University, with a degree in advertising. While at Michigan State, he was a member of the Michigan State University Marketing Association. He is a resident of Byron Center, located southwest of Grand Rapids.

Zebari moves to Pepsi-Cola Central

October 5 will be the last day Chris Zebari will serve as membership representative for AFD. He has been with AFD for about two-and-one-half years and is leaving to work as a sales manager for Pepsi-Cola Central.

"It is with mixed feelings that I leave a position with AFD which has been so good to me and my family, but it is with great zest and earnest that I start my job with Pepsi," said Zebari. "I am confident that AFD will continue on its upward trend and will continue to be the voice of the food and beverage industry."

Zebari plans to stay involved with AFD on a volunteer basis.

WESTFORD, Mass. — Three generations of Veryfine management in front of Veryfine headquarters in Westford, Mass. James A. Rowe, chairman of the board, on the right, Samuel B. Rowe, president and son of James A. Rowe, in the middle, and Steven D. Rowe, director of marketing and grandson of James A. Rowe, on the left.

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31111 Industrial Road, Livonia MI 48150

FOOD & BEVERAGE REPORT, OCTOBER 1990—11
VIOLATIONS continued from page 8

Michigan has drafted the opportunity for administrative proceedings and civil fine in a proposal for amendments to the Michigan Comminuted Meat Law. Informal meetings with manufacturers of comminuted meats (sausages and other ground meats) have indicated support for such a provision, which also allows the respondent the option of choosing a court proceeding in lieu of administrative proceedings. Although the seeking of a penalty is viewed by the regulars and often by the respondent as a failure to be able to maintain compliance, there should be no reason that any applied penalty not meet the criteria of being suitable for the offense and serving best for a deterrent. These changes conceptually discussed here would be subject to the legislative process in order to be amended into existing laws. The Michigan Department of Agriculture has sought industry’s input thus far in this study and looks forward to its continued participation.

For Sale: Liquor license SDO for Troy. Call Alvin or Harvey at (313) 589-4442
For Rent: Westland/Livonia area. Deluxe two bedroom, two bath condo in Woodview. Newly decorated, new carpeting, new air conditioning, all appliances, clubhouse, pool, near Westland shopping center and public transportation. $445 per month. Call anytime 296-1822

If you would like to place a classified advertisement, call Debbie Cooper at (313) 557-9600.

In addition to service, Fisher's Market is known for its quality of meat. "The business hasn't changed that much over the years," said Fisher. "People still want quality and service.

Fisher grew up in the business and came back to the store to work full time about 12 years ago after working in sales. The store was founded by his grandfather. He is proud to be in the independent grocery business, because, "We are the only ones keeping chains in line; we are the buffer between the customer and fair pricing."

Fisher is involved in many community activities, especially those which need help. He is a part of the AFD Minor Monitor Task Force and is president of the Berkley/Huntington Woods Optimist Club. "I think Minor Monitor has done a wonderful job getting information out on alcohol purchasing by minors. People aren’t aware of how much it has done to increase awareness," said Fisher.

Fisher has two children of his own, a son 15 and a daughter in college.

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For information, call Judy Mansur at (313) 557-9600.

ISSUES continued from page 1

current law joint ownership is permissible in municipalities with a population under 3,000. Recently an amendment was approved increasing the figure to 4,000. Alteration of this carefully crafted section of law would add approximately 100 communities to the number whose licensure is now allowed. The House rejected the amendment and the bill was sent to a conference committee in an attempt to resolve the differences between the two versions.

Another area of concern involves revocation of lottery terminals and liquor licenses. The discussion centers around two bills (HB 5093-5094) introduced by Representative Burton Leland (D-Detroit). They call for revocation of liquor licenses and lottery terminals of retailers who are found guilty of dispensing or redeeming food stamps or WIC coupons in a manner not consistent with federal

COMING EVENTS

October 3 - FMI Human Resources Conference, to be held in Hilton Head Island, South Carolina. Call (202) 452-8444 for information.

October 14 - 17 - National Frozen Food Convention & Exposition, to be held in San Francisco, Ca. For information, call (717) 534-1661.

October 14 - 17 - FMI/WAGA Supermarket Foodservice Conference, to be held in Atlanta, Georgia Call (202) 452-8444 for information.


Vegas, Tinas, and Shoppers Supermarkets Diabetes Golf Outing Held

The 4th Annual Vegas, Tinas, and Shoppers Supermarkets Diabetes Golf Outing was a smashing success. The outing was held at Rochester Hills Golf Club on Monday, September 24, 1990. The outing had over 250 participants mainly from the food industry.

The food industry is committed to giving back to its community and this is just another example of that commitment. The Arcori, Denha, and Imbronone families which worked so hard to coordinate this event are committed to work with associations like the American Diabetes Foundation and Rose Hill Center so that their contributions are put back into the communities in which they operate their businesses.

The "hole in one" hole was sponsored by the Everfresh Juice Company and the Acme Food Brokers. The ninth hole at Rochester Hills was the designated hole. This year a player with a "hole in one" won a 1990 Ford Taurus. Gerald Kliuz had a hole in one with an eight iron.

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The intent of the legislation is to put those retailers out of business who are defrauding the federal and state government via WIC coupon and food stamp irregularities.

The Legislature will also deliberate legislation introduced by Senator James Barca (D-Bay City) calling for a sharing of the legal burden when minors purchase alcoholic beverages. Similar legislation was vetoed by the Governor during the previous legislative session. The concerns registered by the governor, namely a lack of flexibility in allowing a judge to permit a minor with a revoked drivers license to drive under special circumstances, has been addressed in the new bill. Other concerns now center on whether not the bill should even include a drivers license suspension for a minor convicted of illegally purchasing alcoholic beverages.

INMAN continued from page 9

Paul Inman Associates has its own in-house marketing department headed by Phil Fischioni which plans and executes such major promotions as the Centurie Super Saver program. The company represents major, national brands for every department including: grocery, perishable, health and beauty aids, confectionary, deli and food service. The company has six offices in three states (Michigan, Ohio and Indiana) and employs approximately 300 people.

Jerry Inman joined his brother Paul, the company founder, in the business about 34 years ago and has been an AFD board member for three years. "The company has been involved with AFD for a long time," he said. He also serves on several business and civic committees.
# Seagram's Exclusive Gift Ideas

<table>
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<tr>
<th>Item</th>
<th>Size</th>
<th>Code</th>
<th>Bottles Per Case</th>
<th>Base Price</th>
<th>Shelf Price</th>
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<td>V.O. Quarterback Glass</td>
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<td>9445-0</td>
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<td>Crown Royal Glass Set</td>
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<td>15.40</td>
<td>$18.24</td>
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<tr>
<td>Captain Morgan w/Twister</td>
<td>1.75L</td>
<td>9533-0</td>
<td>3</td>
<td>$16.35</td>
<td></td>
</tr>
</tbody>
</table>

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- GREEN GIANT FRZN PASTA ACCENT VEGETABLES
- GREEN GIANT FRZN RICE MIXTURES
- GREEN GIANT FRZN VEGETABLES BTR/CHS SAUCE
- JENO'S FRZN PIZZA ROLLS
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- MORNING STAR FARM SCRAMBLERS
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- RED STAR YEAST
- RICH'S FRZN BREAD DOUGH
- RICH'S FRZN COFFEE RICH CREAMERS
- RICH'S FARM RICH DAIRY CREAMER
- RICH'S FRZN WHIPPED TOPPINGS
- TYSON FRZN CHICKEN CHUNKS
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