



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

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and its affiliate, Package Liquor Dealers Association

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LEGISLATIVE UPDATE

Bottle bill defeated

Attempts to add a provision calling for a national bottle bill to the reauthorization of the Resource Conservation and Recovery Act (RCRA) were defeated when the House Energy and Commerce committee eliminated this proposal from the reauthorization bill. —FMI

Price gouging charges

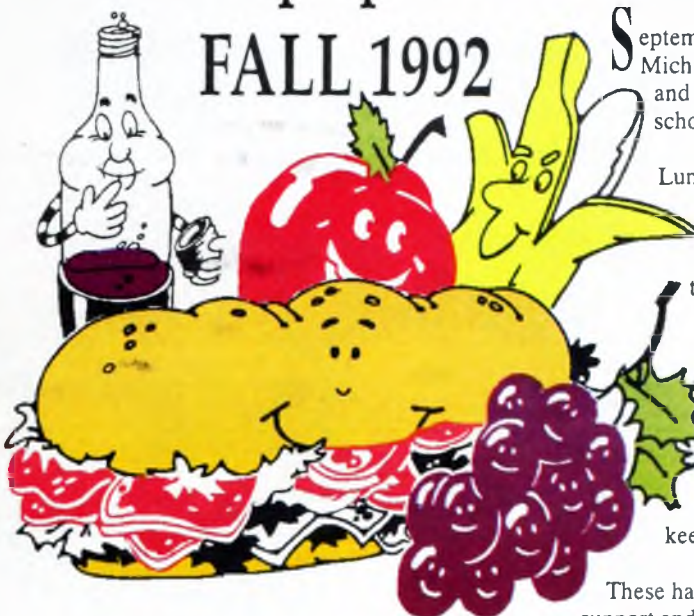
A group of California vegetable growers has launched a campaign charging that retailers are price gouging on certain produce items. These growers have formed the "Consumer Information Network," and are attempting to enlist the support of certain consumer advocacy groups in bringing attention to their "cause." They plan to publish a newsletter every six weeks listing retailers who they claim are price gouging. —FMI

OSHA reform legislation

Comprehensive reform of the Occupational Safety and Health Act of 1970 is being sought in companion Senate and House bills (S. 1622 and H.R. 3160). The legislation would apply a broad brush approach penalizing all businesses for the failure of a very small number of companies. The bills were developed partly because of a recent disastrous fire in a poultry processing plant. However, the provisions would apply to all employees with 11 or more employees. A now written, the OSHA reform legislation would require every employers having 11 or more employees to establish a health and safety committee comprised of employee and employer representatives. The committee would have the right to review safety and health programs established by the employer, review incidents involving work-related fatalities, injuries and illnesses, and complaints by employees regarding health and safety issues. The committee would have the right to conduct workplace inspections at least quarterly. OSHA inspectors could report "an imminent danger violation" which could result in a shutdown of a department or an entire business. —FMI

Retailers prepare for back-to-school rush

FALL 1992



September is just one month away, and Michigan retailers, as well as wholesalers and distributors, know the back-to-school rush is on.

Lunch meats, apples, juice boxes, paper, pencils, notebooks, etc., will fly out stores' doors as fast as any other item all year, and the grocery industry is gearing up for the charge.

In keeping with the back-to-school tradition and its support of education, AFD announces the 22 winners of the 1992 Food & Beverage Scholarship. Generous funding from dedicated corporate sponsors is helping send them to or keep them in college.

These hardworking youths deserve your full support and congratulations. They will receive their awards at the dinner reception of the 1992 Scholarship Golf Outing Aug. 3 at Shenandoah Golf & Country Club in West Bloomfield. If you see them there, don't forget to wish them luck in their higher education studies.

The educational system in Michigan is much to celebrate, whether it be in your stores or at the golf outing. So with that in mind, make August your best month!

Why Consumers Refuse to Shop at Supermarkets



Over a quarter of the respondents reported that there is a supermarket in which they refuse to shop, the primary reason related to facility (51%), followed by pricing (33%) and service (29%). Source: The Service Advantage.

Infant formula rebate program

On Nov. 1, 1992, Wyeth-Ayerst Laboratories will become the new contractor to provide iron fortified infant formula for the Michigan WIC program. Wyeth-Ayerst will replace Mead Johnson Nutritionals which has been the contractor for providing iron fortified infant formula for the Michigan WIC Program since Nov. 1, 1989. Under the terms of the three-year contract, Wyeth-Ayerst will supply SMA with Iron and Nursoy to more than 96 percent of the non-breastfed infants in the Michigan WIC program.

SMA is in a "blue" colored can, the Nursoy is in an orange/yellow colored can.

See FORMULA, page 22

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AFD CHAIRMAN'S REPORT

BENEFITS BEAT BULK:

Don't fret over the warehouses

By Frank Arcori
AFD Chairman

Warehouse clubs are popping up throughout Michigan, but they need not be a threat to the independent grocer. According to a recent study, consumers stay loyal to their neighborhood groceries for a number of reasons.



Arcori

To start, prices might look better, but item pricing at the warehouse clubs does not reflect membership fees or dues, which run about \$25 a year. Saving 19 cents on a head of lettuce isn't quite as exciting when a customer considers he or she has spent \$25 for the privilege. Many consumers interviewed for the survey balked at forking over such fees.

Of course, most of the money-saving at the warehouse clubs comes from buying multiple items and large quantities. But can you fit 48 rolls of toilet paper in your linen closet at home? Chances are, your customers can't either. A person living alone also doesn't need or want 8 pounds of corn flakes. Not surprisingly, a

large number of survey respondents said they can't use enough product to justify buying in bulk.

In addition, while buying in bulk and storing items is a favorable option to some, consumer advocates warn it is not wise for people on a fixed income to spend their last dimes stocking up on items they won't use right away. In these hard times, the experts suggest conservative purchasing.

However, many grocers feel compelled to compete with the warehouse genre. Those retailers have successfully added bulk-purchase aisles to their stores. This is

an excellent way to give customers a choice of small or large purchases—under one roof and close to home.

Remember, the big warehouse clubs can never compete with the location, service and atmosphere of a neighborhood grocery. Warehouse customers don't get warm greetings from owners who know them by name, and they don't get special assistance from friendly proprietors. Customers at warehouse clubs might go home with extra unnecessary purchases, but only at the independent local grocer can they get loads of extra attention and service.

COMING EVENTS

Aug. 3: AFD Golf Outing, Shenandoah Country Club, West Bloomfield. For information call 557-9600.

Aug. 10-12: NFDA 65th Annual Convention & Trade Show, Las Vegas, Nev. For information call 312-644-6610.

Aug. 16-19: FMI Seafood Merchandising Conference, Seattle, Wash. For information call Tony Spleen at 202-452-8444.

Sept. 20-24: Performance Skills I, Denver, Colo. For information call 202-452-8444.

Oct. 3-5: Wine Market Week, San Francisco. For information call 510-528-0665.

Oct. 4-9: FMI 1992 Supermarket Operations Management course, West Lafayette, Ind. For information call 202-452-8444.

Oct. 10-13: PMA Convention & Exposition, Denver, Colo. For more information call 302-738-7100.

LETTERS

I would like to thank you for sponsoring the Chaldean Federation of America's 10th Annual College and High School Chaldean Commencement Ceremony. As this year's recipient of your scholarship, I would like to thank you for helping me to further my education. I hope you will continue to sponsor this program in years to come. I am sure that future recipients will benefit from and appreciate your generosity as much as I have.

Thank you for believing in the youth of our community. Sincerely,

Doral Abraham

Statement of ownership

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AFD works closely with the following associations:



The Grocery Zone By David Coverly



Bankes believes the work force of the future has a lot to learn

When Republican Rep. Lyn R. Bankes was contacted by the *Food & Beverage Report* for an interview, she cut the caller short.

"O.K. But I don't want this to be about me," she said. "I want to talk about the child care tax deferral. Let's make it a constructive article."

That's the way Bankes is: to the point and always constructive. The way Bankes sees it, she has a lot of messages to get out to her constituents of the 35th District, and never enough ways to get them there.

One of the biggest messages is on the importance of education—a crucial issue to AFD members, as well as all business owners concerned about the work force of the future.



Representative Lyn Bankes

"Everyone talks about education and everyone talks about the work force," she says, adding she's frequently confronted by business people who complain young people today don't know how to make change, talk, or dress for work.

Education, Bankes insists, does not cover Kindergarten through 12th grade, but begins at birth and is established in the first few years of life—before the children go to school.

"Sixty percent of the work force in the '90s is going to be female. We've got to make sure the kids are in quality, safe, affordable child care," Bankes says. "And that's not just mom and dad's responsibility. It's also the employers' responsibility."

That's where the child care block grant comes in. The child care block grant is a new federal program which provides more than \$20 million in federal funds to Michigan families who earn 75 percent or less of the state's median income and need child care services.

Pegging it "one of the best-kept secrets of the year," Bankes, who chairs the House Republican Task Force on Child Care, ecstatically embraces the program as one which will preserve the family unit.

"We give every child between birth and 15 years of age a wonderful head start," she explains.

Bankes is quick to point out employers' taking the responsibility of the children does not mean they should have a room on the premises for parents to drop off their children. She says parents want a choice of how the children should be cared for.

Another way employers can see to it their employees' children are cared for is by setting up pre-tax dollar spending accounts, whereby an employer sets aside up to \$5,000 of an employee's income in a special account which the employee may draw upon to pay for child care. Employers who fear their other workers will feel slighted can set up similar accounts for them to cover health care costs.

Excuses eliminated, Bankes says, "Employers can provide child care at little or no expense. Parents can afford to spend more and put their children in a better place, hopefully, and children will learn those skills that employers will need in the future."

Bankes doesn't believe education should stop at the 12th grade, either, but someday continue to a 14th grade to keep up with business's demand

for ever-increasing technological knowledge. She sits on a special subcommittee designed to rewrite Michigan's educational system, and recently traveled to Germany at her own expense to study a successful educational system in action.

Bankes' interest in educational issues isn't new. A former "stay-at-home mom" of boys John and Mark, she got herself involved with her children's school activities through extensive volunteer work and her presidency of local Grant Elementary School's PTA. Her political involvement isn't new, either: she was active in the women's movement of the '60s and '70s.

When the principal of Grant Elementary School told her he was running for state representative, Bankes campaigned for him. When he retired in 1984, she campaigned for herself and took his spot.

Just as she has remained true to her original cause of education, Bankes also feels a strong alliance with the other women in the House of Representatives.

"Only 15 percent of the representatives are female," she says. "And we're all good friends."

Bankes also likes to think of herself as a friend to her constituents

and is always available to listen to anyone who needs an ear, whether it's a gripe about a pothole or a comment about a nursing home. Her job, she insists, is not to bring her views into the legislature, but to represent the needs of the people in her district, so every concern is evaluated and acted on accordingly.

"When you call me, I'm automatically on your side," she says.

Bankes says she recently heard a minister describing his job as laughing and crying with the people of his church and it rang a bell.

"I thought that's very much like a legislator," Bankes says. "I have a senior citizen who calls just to talk."

It was that concern which also led her to the doorstep of AFD board member Richie George, who contacted her in his fight against bottle-deposit burdens to retailers. The two have remained "dear friends."

But soon Bankes may be listening to the woes of a different constituency as the boundaries of the 35th District have changed. Since the redistricting, she changed her legal address to one different from her husband's home south of Six Mile

See BANKES, page 22

DAY CARE INCOME ELIGIBILITY SCALE

Family groups whose gross income falls within the Income Scale below are eligible to receive Departmental payment for the full or partial cost of child care up to 95% of the Department's maximum rates.

FAMILY GROUP SIZE	GROSS BIWEEKLY INCOME									
	0-	691-	708-	725-	742-	759-	776-	793-		
2	690	707	724	741	758	775	792	811		No DSS assistance if gross biweekly income is above \$811
3	0-852	853-874	875-896	897-918	919-940	941-962	963-984	985-1002		No DSS assistance if gross biweekly income is above \$1,002
4	0-1014	1015-1040	1041-1066	1067-1092	1093-1118	1119-1144	1145-1170	1171-1193		No DSS assistance if gross biweekly income is above \$1,193
5	0-1177	1178-1207	1208-1237	1238-1267	1268-1297	1298-1327	1328-1357	1358-1384		No DSS assistance if gross biweekly income is above \$1,384
6	0-1339	1340-1373	1374-1407	1408-1441	1442-1475	1476-1509	1510-1543	1544-1575		No DSS assistance if gross biweekly income is above \$1,575
7	0-1501	1502-1539	1540-1577	1578-1615	1616-1653	1654-1691	1692-1729	1730-1766		No DSS assistance if gross biweekly income is above \$1,766
8	0-1663	1664-1705	1706-1747	1748-1789	1790-1831	1832-1873	1874-1915	1916-1957		No DSS assistance if gross biweekly income is above \$1,957
9	0-1825	1826-1871	1872-1917	1918-1963	1964-2009	2010-2055	2056-2101	2102-2147		No DSS assistance if gross biweekly income is above \$2,147
10 +	0-1988	1989-2038	2039-2088	2089-2138	2139-2188	2189-2238	2239-2288	2289-2339		No DSS assistance if gross biweekly income is above \$2,339
% of DSS RATE PAID	95%	90%	80%	70%	60%	50%	40%	30%	0%	

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Bridgeport, MI 48722
(517) 777-0660

TOLEDO
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Toledo, OH 43615
(419) 531-9739

Players respond to choices—instant ticket sales up!

By Jerry Crandall
Michigan Lottery Commissioner

The Lottery will now offer at least one and sometimes two new games each month under an intensified version of the successful multiple-game marketing strategy launched last year.



Crandall

Players clearly enjoy having more choices; we've seen a 50-percent increase in instant ticket sales. Instant games now generate more sales than the other Lottery games, with the exception of Lotto and the Daily 3 game.

We've just "scratched" the surface on what we can do with instant ticket sales. Players are excited about having more choices, and it's making a difference on the Lottery's bottom line—as well as on our retailers'.

Two new instant games on sale in August

The Michigan Lottery will launch sales of two new instant games this month—"7-11-21" and "Treasure Hunt."

Michigan Lottery players will try their luck on "7-11-21" starting

Aug. 5. Players can win up to \$1,500 in the new game, with more than \$9 million in total cash prizes up for grabs in "7-11-21." There are three chances to win on each ticket! If a player scratches off the latex covering and the numbers under add up to 7, 11 or 21 exactly, in any of the three rows on the ticket, then they win the prize shown for that row.

"Treasure Hunt," which goes on sale Aug. 26, has prizes ranging from \$2 to \$2,500. If a player's "symbol" matches any one of the four treasure chest symbols on the ticket, he or she wins the prize shown. There are more than \$9 million in total cash prizes up for grabs in the new game.

"20th Anniversary Game" is a big hit with lottery players

The Lottery introduced a special instant game in June to celebrate the Lottery's 20th anniversary. The "20th Anniversary" game—the only one of its kind—is a collector's item and offers two chances to win great cash prizes.

Sales on the new "20th Anniversary" instant game have topped \$3 million a week for three weeks straight in July, which is almost 60 percent higher than sales of the most popular ticket so far this year,

"Lucky 7's." So keep the instant game momentum building with the new and exciting "anniversary" game.

Michigan Lottery hosts community events across the state

The biggest crowd yet—700 people—turned out to watch the Lottery's latest "Spin to Win" event held at Hampton Square Mall in Essexville.

Lottery players winning big cash prizes in the Essexville "Wheel Spin" event were:

Hampton Square Mall, June 30:
•Virginia Behrendt of Warren won \$10,000.

•Dorothy Husdon of Twining won \$10,000.

•Phillip Graham of Bridgeport won \$10,000.

•Michael Reynolds of Kentwood won \$5,000.

Lottery retailers are also benefiting from the Lottery's "Wheel Spin" events being held across the state this summer. Not only are the media publicizing the events, but the local Lottery retailers are also being announced at the events.

Lotto 20-car giveaway

Clifford DeWolfe, of Woodhaven, and the Foursome Lottery Club, of Milford, got extra "mileage" out of their Lotto tickets. After trying their luck on Lotto, they each won a new Chevrolet Caprice Classic in the first "Lotto 20 Car Giveaway" second-chance sweepstakes drawing.

In celebration of the Michigan Lottery's 20th Anniversary, the Bureau is giving away 20 brand new automobiles from July 9 through Sept. 11. Michigan Lottery players who miss out on Lotto this summer will get a second chance to win big by driving away with a brand new vehicle. The Lottery is giving away two automobiles each week for 10 weeks.



HERE ARE SOME TRAFFIC TICKETS YOU WON'T MIND HAVING.

The Michigan Lottery can increase your store traffic and increase your profits.

For any business, nothing is more important than creating store traffic. And nothing can help you do that more easily than carrying the games of the Michigan Lottery.

With thousands of people playing every day, the Michigan Lottery can attract a lot of people to your store — where they will not only play our different games, but they will also

spend money on the other products you sell.

Plus, when you sell the games of the Michigan Lottery, you receive a 6% commission on every ticket you sell, and a 2% commission on every winning ticket you redeem up to \$600.

So carry the games of the Michigan Lottery. They're one kind of traffic ticket you'll be glad to have.

Store Name (Please Print) _____

Address _____

City/State _____

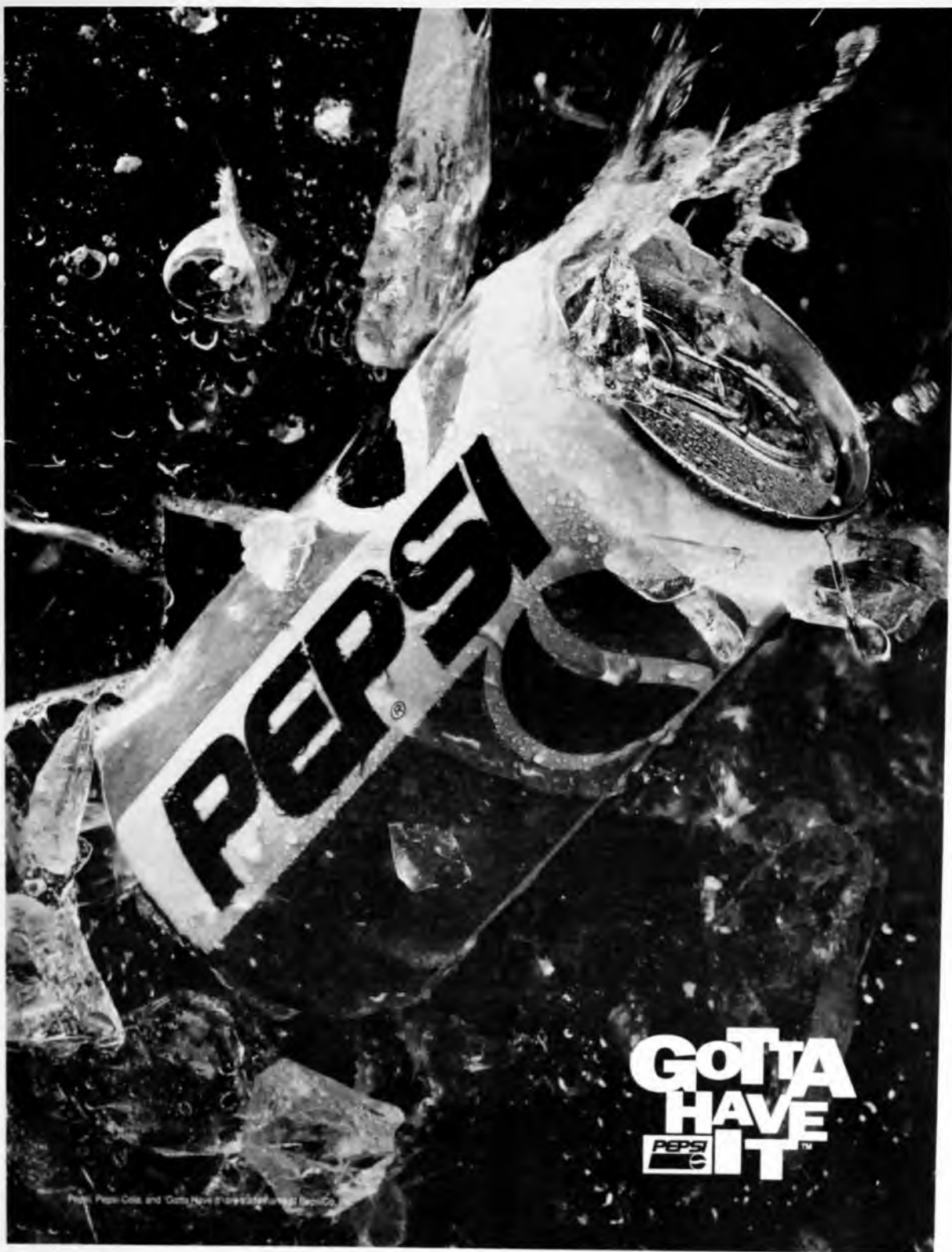
Zip _____

Phone Number _____

Contact Person _____

For information on how to become a Michigan Lottery retailer, please return to: Bureau of State Lottery, 101 East Hillside, Box 30023, Lansing, MI 48906. Or Call (517) 335-5600





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How it works, and making it work better

By Vernice Davis Anthony, Director
Michigan Dept. of Public Health

Since its inception in 1974, the Michigan WIC program has grown dramatically from its initial enrollment of 292 eligible participants. Today, WIC is instrumental in helping to meet the basic nutrition needs of more than 170,000 at-risk women, infants and children in Michigan.



Anthony

Several significant factors have contributed to the size and growth of the program. First, we know that prenatal participation in the WIC program has a direct and profound impact on birth outcomes, including increased birth weight and decreased incidence of infant and fetal mortality. Second, numerous studies indicate that the program more than pays for itself. For example, it is estimated that for every \$1 spent helping pregnant women purchase nutritious food, \$3 is saved in reduced medical and other incidental costs. Third, WIC plays an important role in improving the nutritional status of at-risk women, infants and children.

Despite the overall success of the Michigan WIC program, much more can and should be done to identify and meet the needs of persons eligible for the program but who, for whatever reason, are not enrolled. Eligible participants must be nutritionally at-risk as well as meet income and residency requirements. As grocers, you play a key role in helping us to secure that everyone eligible for the program is participating.

Currently more than 1,600 Michigan vendors are authorized to accept WIC coupons. Authorized vendors may include large grocery store chains, large and small independent food stores as well as pharmacists throughout the state of Michigan. Many of these stores are located in areas where a high number of at-risk individuals reside.

In 1992, we estimate that participating vendors will help us to provide more than \$96 million in food expenditures to approximately 182,000 pregnant women and preschool children. Because these vendors are generally located in

remote or at-risk areas where a significant percentage of the population may receive other forms of assistance, including Aid for Families with Dependent Children (AFDC) and food stamps, the stores themselves are an ideal environment for increasing public awareness of the program. In fact, in-store advertising has been found to be very effective in reaching the program's intended audience. By advertising the WIC program internally, participating vendors provide a tremendous service to the community; therefore, the

Michigan Department of Public Health (MDPH) urges you to maximize your outreach efforts as they relate to heightening awareness of the program as well as your store's acceptance of the coupons.

Finally, although the WIC program is one of the most cost-effective government-funded programs in the nation, we are always looking at ways to improve and enhance the overall effectiveness of Michigan's program. Recent initiatives include an upgraded data system that has enabled us to deliver better, more timely

information for program analysis; the establishment of a help-line to assist local agency staff; and a cooperative agreement with the Centers for Disease Control (CDC) to monitor trends in pregnancy risks and outcomes in the low-income subpopulation. We also encourage vendors to submit innovative ideas or suggestions on what we can do to make Michigan's WIC program the best in the country.

See opposite page for a notice retailers are encouraged to tear off and post in their stores.

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■ Electro Freeze is one of the leading manufacturers in soft serve, yogurt and slush with over a half-century of experience.

COMING EVENTS

Oct. 12-14: FMI Retail Store Development Conference. Kansas City, Mo. For information call Barbara Sisson at 202-452-8444.

Oct. 18-20: NACS 1992 Annual Meeting & Exposition. Atlanta, Ga. For more information call 703-684-3600.

Oct. 25-30: FMI 1992 Professional Management Course. Hillsdale. For information call 202-452-8444.

FOR MORE INFORMATION, CONTACT YOUR LOCAL ELECTRO FREEZE DISTRIBUTOR.

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2	327	1,417	17,002
3	412	1,784	21,405
4	497	2,151	25,808
5	581	2,518	30,211
6	666	2,885	34,614
Each additional person	85	367	4,404

For Information
CALL 1-800-26-BIRTH
or
Call your Local Health Department
The Women, Infants & Children Program (WIC).

ATTENTION RETAILERS: Clip Poster - Display in Prominent Location

Presenting the 1992 AFD Golf/Scholarship Winners!

Karl D. Lewis, a 1992 Pontiac Northern High School graduate, will use his scholarship to attend the University of Michigan in Ann Arbor to study aerospace engineering. While in high school, Lewis was an exchange student to Japan, marching band section leader, treasurer of the National Honor Society, and captain of the ski team. He was also involved in boy Scouts of America and won numerous civic and scholarly awards. His corporate sponsor is Detroit Edison.



Rohit Pallegar is a 1992 Notre Dame High School graduate from Detroit. He will use his scholarship to study electrical engineering at Saginaw Valley State University. His entry was submitted by Yorkshire Food Market in Detroit. Pallegar's corporate sponsor is Mohawk Distillers.



Troy B. Griese, the 1992 valedictorian of Bullock Creek High School in Midland, plans to use his scholarship to pursue a computer engineering major at Oakland University. In high school, he participated in varsity basketball, varsity track and field, and DARE. He also received academic awards for high achievement in math and was president of the National Honor Society. Griese's entry was submitted by Sanford IGA. His corporate sponsor is Mohawk Distillers.



Holly K. Noble will use her scholarship for studies at Western Michigan University this fall. She was the 1992 salutatorian of Hemlock High School, where she participated in cheerleading, the yearbook staff, softball, National Honor Society, and Student Council. Noble received academic recognition for math and took an honorable mention in the Tri-Valley Conference. Her entry was submitted by Express Mart Food. Her corporate sponsor is Scot Lad Foods.



Scholarship recipient **Haile Nicholson**, a 1992 Northern High School graduate from Detroit, plans to study physical therapy at Langston University in Oklahoma. While a student, Nicholson was captain of the football team and student council president, and received an ROTC commendation. His corporate sponsor is Pfeister Company.

Todd H. McKinney, a 1992 graduate of Mumford High School in Detroit, will use his scholarship to study business at Grambling State University in Louisiana. While at Mumford, McKinney participated in basketball, DECA, Dapcep, baseball, UNCF, and track. His corporate sponsor is Tony's/Red Baron Pizza.



Randall S. Meisner, a 1992 graduate of Andover High School in Bloomfield Hills, will use his scholarship to study biology or chemistry in a pre-medical major at University of Michigan in Ann Arbor. In high school, Meisner got involved in Spanish club, radio broadcasting, international club, astronomy club, quiz bowl, floor hockey and National Honor Society, and was an alternate for Student Congress. He also received numerous honors and awards for academic achievement including those for Spanish, math, sports writing, chemistry, leadership, and sports broadcasting. Meisner's entry was submitted by F & M Coffee Service. His corporate sponsor is Pepsi Cola Company.



Michelle T. Rozinski will continue her hearing impaired education studies at Eastern Michigan University with her scholarship. She is a graduate of Franklin High School in Livonia, where she participated in cheerleading, Students Against Smoking, student government, and the yearbook staff. She is now involved with Campus Peers at EMU. Rozinski's entry was submitted by Spartan Stores. Her corporate sponsor is General Wine Company.



Tammie Tarver will use her scholarship to continue her education at University of Detroit Mercy, where she studies computer information systems. Her entry was submitted by Pepsi-Cola Company. Her corporate sponsor is Creative Risk Management.



Julie A. Godin was valedictorian of the class of 1992 at South Lyon high, where she participated in the National Honor Society, volleyball, cheerleading, SADD, Spanish Club and Dearborn Youth Theater. She will use her scholarship to pursue industrial engineering at GMI Engineering & Management Institute. Her entry was submitted by Frito Lay, Inc. Her corporate sponsor is Seven-Up Bottling Co.



Nefertoria D. Harris, a graduate of Tapac High School in Detroit, will use her scholarship to continue her business administration major at Wayne County Community College. In high school she was the winner of the WJBK TV2 Editorial Writing Contest, Act-50 Gold Award Essay Contest, and the Spirit of Detroit Award. Harris also participated in the drama club. Her corporate sponsor is Faygo Beverages.



Amy R. Gentner is a 1992 graduate of Ubly High School, where she was valedictorian. In high school she participated in 4-H, SADD, cheerleading, basketball, volleyball, and Business Professionals of America. She received numerous scholastic awards for algebra, biology, accounting, U.S. history, Spanish, business law, English and writing. She plans to use her scholarship for a major in pre-law or human resources at Saginaw Valley State University. Gentner's entry was submitted by Korner Store. Her corporate sponsor is Coors Brewing Company.



Mark A. Shaya, a 1992 graduate of Detroit Catholic Central in Redford, will use his scholarship in pursuit of a pre-medical major at Kalamazoo College. In high school, he played piano and varsity and tournament tennis, and volunteered at a hospital. He was a member of the Gabriel Richard Club, and received a National Honor Society Scholarship, as well as awards in advanced placement Spanish and biology. Shaya's entry was submitted by Ren Cen Tobacco. His corporate sponsor is Melody Farms.



Doral Abraham will use her scholarship to study liberal arts and literature at Wayne State University. She is a 1992 Troy Athens graduate. Her corporate sponsor is J. Lewis Cooper.



Brian G. Tollenaar was the 1992 salutatorian at Inland Lakes High School in Indian River, where he played golf, worked on the yearbook staff, and was a member of the National Honor Society. He will study at Alma College this fall. Tollenaar's entry was submitted by Indian River Trading Post. His corporate sponsor is Mohawk Distillers.



Continued next page

SCHOLARSHIPS

from previous page

Paul Malick, a 1992 Brother Rice High School graduate, will receive a scholarship which he will use to study pre-medicine at Wayne State University. His Corporate sponsor is Coca-Cola.



Sana Abid is a 1992 graduate of Ferndale High School. Her entry was submitted by Wyoming & 6 Market in Detroit. Abid's corporate sponsor is Mohawk Distillers.



Balssam W. Jarbo is a 1992 graduate of Troy High School, where she participated in the Chaldean Youth Club. Her corporate sponsor is Mohawk Distillers.



Bradley J. Flint will use his scholarship to continue his studies in religion at Sacred Heart Seminary College in Detroit. Flint is a graduate of St. Mary Catholic Central in Monroe, where he participated in intramural basketball, National Honor Society and varsity football, and was president of the senior class and varsity club. He is a member of Who's Who Among American High School Students, All-American Scholars, and the State of Michigan Competitive Scholarship



Program. At Sacred Heart, Flint participates in recreational softball and varsity football. His entry was submitted by Feer-Mee III Party Store. His corporate sponsor is Mohawk Distillers.

Balsam F. Yono, a 1992 Southfield Lathrup High School graduate, will use her scholarship to study business management at Wayne State University this fall. Her corporate sponsor is Mohawk Distillers.



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Anne M. Risch plans to use her scholarship to continue her commercial art studies at Kendall College of Art & Design in Grand Rapids. She is a graduate of Bath High School, where she was involved in track, cross country, National Honor Society, SADD, drama, and the school newspaper. In college, she is a member of Phi Beta Kappa, and works as a cartoonist for the school newspaper and a prop artist for the drama club. Risch's entry was submitted by Westside Deli. Her corporate sponsor is Mohawk Distillers.



Matthew Eddy has been selected to receive a scholarship to continue his accounting studies at Central Michigan University. He was the valedictorian at Vassar High School, where he received an academic letter and was on the Math Academic Team, football team, French club, and the cast of a musical. At Central, Eddy is a member of the Phi Eta Sigma Honor Society and Student Campus Services. His entry was submitted by Super Food Service. Eddy's corporate sponsor is House of Seagram.



The Board of Directors and staff of the Food and Beverage Report congratulate all scholarship winners, and extend best wishes for continued success in all future endeavors.

Retailer's charity makes parents' dreams come true

Proud Detroit parents were able to share in their son's Olympic trials victory last month thanks to the generosity of a Detroit businessman.

Paul Yatooma, owner of Scotch Plus Liquor Store on Dexter, donated \$300 to help send Nelson and Dana Hall to New Orleans to watch their 20-year-old son Darnell compete and place in the 400 meter run. It was a trip the Halls would not otherwise have been able to afford.

The young runner's family's financial plight came to the attention of Yatooma through his sponsorship of the Detroit Hawks track team, for whom Hall ran. Believing community involvement is the backbone of his business, Yatooma didn't hesitate to join others in helping to fund the worthy cause. Thanks possibly in part to his parents' and his community's support, Darnell Hall now takes his quest for gold to Barcelona.

There's not much philanthropic work in his community in which Yatooma doesn't get involved. Besides his generous gift to the Halls and his support of the Detroit Hawks, Yatooma also gives his time to other community events including involvement in the Police Athletic League, Dexter Business Association, and St. Gregory's Church, and playing Santa Claus every year.

When asked what his favorite community project is he speaks highly of Business United with Officers and Youth (BUOY), which helps youngsters explore law enforcement. The youngsters are trained in hopes of eventually attending the police academy.

All of these projects keep Yatooma quite busy but he believes it's all worthwhile. His philosophy is simple, "without the community I wouldn't be here, so it's always nice to give back to them."

Yatooma learned that philosophy while working at his father's store,

which he started doing at age 12. Yatooma was taught to follow in his father's footsteps and that is exactly what he has done in his last 10 years as owner of Scotch Plus.

Maybe someday one or all of his four boys, ages 3-10, will follow in his footsteps. If they do it is certain he will take the time to explain to them just how important people are. Perhaps he will also share with them his motto for doing business: "Treat customers as people and give them respect."



Paul Yatooma gives his time to many community projects, including B.U.O.Y.

Faygo announces winner of Cherry Festival Sweepstakes

Melbourne Moore of Detroit is the grand prize winner of a red 1992 Pontiac Grand Am GT in the Cherry Festival Sweepstakes sponsored by Faygo Beverages, Inc.

The contest ran from April 15 to July 4 as part of the introduction of "Cherry Festival," Faygo's newest flavor. Michigan pop drinkers who discovered the word "winner" under their specially marked Faygo 2-liter caps were asked to send them into Faygo for a special drawing. Twenty-five people received the second place prize, which was a two-night stay at the Grand Traverse Resort in Traverse City. A thousand cases of Faygo were distributed as third place prizes.

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Michigan: an active participant in pesticide data testing assurance program

By Edward C. Heffron, D.V.M.
Director, Food Division
Michigan Department of Agriculture

Public concern has grown over the last several years about the effects of agricultural pesticides on human health and environmental quality. Chemical residues on domestic and imported fruit and vegetables have been of particular interest. Complicating the consumer's perspective is the consistency of information made available to them as well as to researchers. Following a national television program concerning the use of Alar on fruit, the United States Congress in January 1991 funded a long-term comprehensive program for fruit and vegetable chemical residue data collection,



Heffron

which for the first time will provide very precise residue data to help form the basis for conducting realistic risk assessment and setting pesticide tolerances.

Michigan, as well as some other states, has been active approximately 40 years in testing chemical residues present in imported and domestic foods. A weakness in the separate residue testing programs was the lack of precise random sampling, comparable uniform testing procedures and reporting methods. As a result, data is often released to the public or used for risk assessment which, although similar, appears to be in conflict and cannot easily be compared.

Congress intended there be accurate and reliable data for the Environmental Protection Agency (EPA) to conduct risk assessments. Risk assessment is the calculation of expected human response to a dose of one or more substances and is used

to determine pesticide tolerance allowances. Obviously collected data if as precise as Congress intended will provide for a high degree of uniformity and reliability.

Congress designated the United States Department of Agriculture's (USDA) Agricultural Marketing Service to develop cooperative agreements with six participating states (Michigan, California, Florida, Texas, New York and Washington) to collect and analyze fresh produce for pesticide residues. These states were selected because of their history of interest in pesticide residue data, the availability of laboratory facilities, qualified staff and technical expertise, regional diversity and the fact that their own produce production is substantial, representing approximately 40 percent of that of the United States. Initial produce being tested includes grapes, lettuce, potatoes, oranges, grapefruit, bananas, and apples. Other commodities will be assigned.

Michigan as well as the other five states has been furnished identical state-of-the-art laboratory testing

equipment with uniform training programs and on-site monitoring by USDA. This will be the first time state-of-the-art testing techniques and totally random sampling will be achieved in a national setting. In addition to providing data for risk assessments never before possible, more accurate information will become available on post-harvest applications of fungicides, the effects of commodity preparation by the consumer, the effects of metabolites from residues, manufacturing impurities and biodegradation products all important for supplementary information to conduct risk assessments.

Michigan collects its samples at 27 predesignated distribution points throughout the state. The cooperation of these distributors in providing samples (collected unannounced) has been very supportive. This cooperation, along with the long-term commitment of USDA and the Michigan Department of Agriculture is expected to make a significant breakthrough in establishing a better understanding of food safety.

Electronic article surveillance (EAS) pays off

Do you want to cut shrink in grocery 21 percent, general merchandise by 55 percent and 10 percent in meat? These are the shrink reduction figures an FMI member realized in 1991 in stores where EAS systems were installed to control shoplifting. The average dollar improvement in 1991 was \$60,000 per store. In the four stores provided the EAS equipment, the return on investment ranged from 7 weeks to 13 weeks.

Since its introduction 25 years ago, EAS has helped prevent the loss of billions of dollars worth of soft goods merchandise. Most people are familiar with EAS via the hard white plastic tags seen on clothes in department stores. Over the past decade EAS systems have also become available to other segments of the retail world, protecting everything from videotapes in retail video stores, to health and beauty care items in drug stores, and meats in supermarkets.

Breakthroughs in the types of electronic labels have expanded the kinds of merchandise which can be protected to include cold or glass merchandise, such as meat or bottles. Many supermarkets are currently protecting high-ticket and high-loss merchandise by using EAS. Before investing in an EAS system, however, supermarkets need to carefully consider the different types of systems

that are available.

All EAS systems involve primarily the same procedure. Systems (detection pedestals) are placed either at the exit of a store or in the actual checkout lane. Once the electronic sensors are in place, the next step involves the tagging of select merchandise. With the assistance of supermarket scanning equipment, detailed information is typically available which identifies high-theft items. Initially, a supermarket may tag only 10 to 15 percent of the products in the store, with special attention being paid to health and beauty care items, tobacco, batteries, expensive canned meats and fish, and both packaged and butcher-cut meats.

When an individual approaches the detection point (at the checkout counter or the exit of the store), and he or she has concealed tagged merchandise, the system will detect the electronic label and an alarm will sound to alert the cashier or store manager that someone is stealing merchandise from the store.

EAS systems are designed to deter shoplifting rather than to try to catch shoplifters. By deterring the casual or average shoplifter, a food retailer can immediately reduce shrinkage and also improve the general shopping atmosphere within the store.

See EAS, page 22

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1992 Scholarship Award Winners

Minority-owned distributors enter metro area

A dynamic new group of ambitious beer and soft drink distributors has entered the metro Detroit market.

The company, American Brokers Association (ABA), located in Oak Park, incorporated in September of 1991. In the very short period since incorporation, the progress of ABA has been noteworthy. ABA has an exclusive distribution agreement with Pittsburgh Brewery, the eighth largest brewery in the U.S., to distribute and market its line of beer products

within the Wayne, Oakland and Macomb County areas. The brands distributed are American, Mustang Malt Liquor, I.C. Light, Classic Draft, Iron City and I.C. Cooler.

ABA is currently distributing Mustang Malt Liquor, American and American Light brands to more than 400 stores in the metro area with aggressive plans to phase in the other brands by late July. "So far, we have had positive response in the marketplace," says Vice President of Marketing Chuck Hobson.



The American Brokers team (clockwise): Director of Warehouse Operations Sher Apollyon Singh, Chairman Nate Crump, Director of Sales Ron Nash, Vice President of Marketing and Sales Chuck Hopson, Vice President of Finance Glen G. Stafford, and President William Johnson, pose with the many products they distribute.

The company also has exclusive agreements to distribute Lotsa Pop and Fairlee Fruit Juices in the

Oakland and Macomb County areas with a target date for distribution in early August.

See AMERICAN, page 22

AISLES OF SMILES.

for Jerry's Kids.

Aisles of Smiles promotion underway

The Pfeister Company is hoping customers will shop Aisles of Smiles to aid Jerry's Kids.

Now through Sept. 1, 1992, participating manufacturers will make cents-per-case contributions to the

Muscular Dystrophy Association based on total shipments during the program period.

Put Aisles of Smiles in your stores and help Jerry's Kids.



Pfeister President Don Gundle addresses the crowd at the Aisles of Smiles kickoff.



WJBK-TV2 anchor Joe Glover speaks with Michigan MDA poster child.

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Losses revealed in crime survey

•**Number of shoplifters apprehended per store.** The median number of shoplifters apprehended per store increased from 28.6 in 1990 to 35.1 in 1991. The average number of shoplifters apprehended increased slightly, too. The change in the median value is quite substantial and probably reflects improved loss control efforts.

•**Arrests as a percent of total apprehensions per company.** Both the average and the median number of arrests as a percent of total apprehen-

sions per store were considerably lower in 1991 compared to 1990. For example, the median percent fell from 70.0 percent in 1990 to 55.2 percent in 1991. This sizable shift suggests an increased hesitancy to arrest shoplifters.

•**Companies that use electronic monitoring.** The percent of companies using some type of electronic monitoring to control employee theft and shrinkage was up considerably in 1991 compared to 1990. A full 93.5 percent of companies in 1991 used

some form of electronic monitoring system compared to 78 percent in 1990. And the use grew dramatically in certain areas. For instance, 84.8 percent of the chains reported the monitoring of scanning data from checkout lanes in 1991 compared to only 66 percent in 1990.

•**Average amount taken per incident—robberies.** Both the average and the median amounts taken per act of robbery were down considerably in 1991 (average—\$2,549, median—\$1,019)

compared to 1990 (average—\$3,789, median—\$1,700). This reflects improved controls in robbery prevention and mitigation.

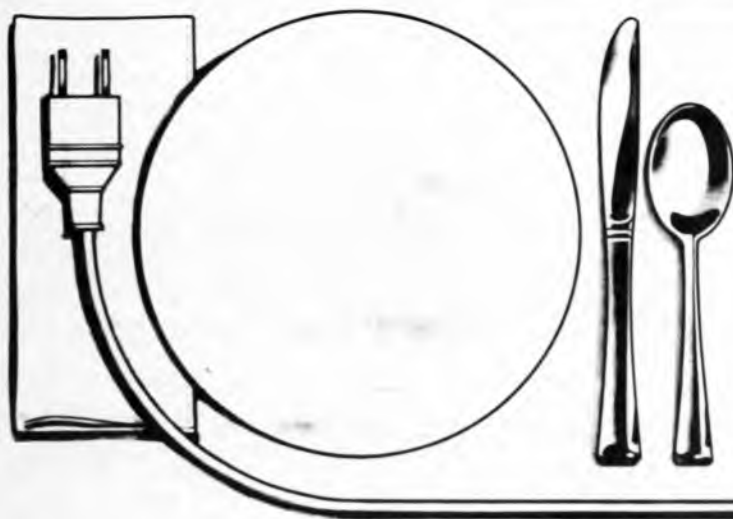
•**Time of day and day of week on which robberies occurred.** While only 29 percent of the robberies occurred between 6-9 p.m. in 1990, a full 42.5 percent occurred in this time slot in 1991. Moreover, while 33.4 percent of the robberies occurred on Saturday in 1990, only 11.6 percent occurred on Saturday in 1991.

•**Average amount taken per incident—burglaries.** Both the average and the median amount taken during a typical burglary in 1991 were up considerably compared to 1990 figures. For example, the average amount taken per burglary in 1991 equalled \$2,034, compared to \$1,386 in 1990. The median amount taken in 1991 equalled \$850, compared to \$500 in 1990. Hence, the costs of burglaries are becoming much greater. This trend warrants further monitoring.

•**Percentage of companies providing formal loss prevention training for key positions.** Loss prevention training is up considerably for 1991 versus 1990. For example, 80.4 percent of both store managers and security guards received training in 1991, while only 70.7 percent of store managers received training in 1990 and only 65.9 percent of security guards were formally trained in 1990.

•**Percentage of annual sales budget spent on security/loss prevention.** The median percentage of the annual sales budget dedicated to security/loss prevention was lower in 1991 (median—.07 percent) compared to 1990 (median—.16 percent). A similar yet less dramatic trend was discovered when comparing the 1991 mean (average—.14 percent) to the 1990 mean (average—.17 percent). Hence, as a percentage of sales, there were less loss control dollars available in 1991. This might be due in part to budget cutbacks related to the economy. Parenthetically, the median amount of money spent per store for security/loss prevention was also down from \$23,810 in 1990 to \$14,493 in 1991.

•**Percentage of loss prevention security costs charged to individual facilities.** This variable showed a dramatic shift from 1990 to 1991. That is, an average of 73.9 percent of costs were charged back to individual facilities in 1991 (median—90 percent), compared to an average of only 54 percent in 1990 (median—56 percent) —FMI



Detroit Edison cordially invites you to attend The Michigan Restaurant Association 1992 Great Lakes Food Service Show Cobo Center, Detroit, MI, September 13 and 14

Detroit Edison, a good neighbor and ally of the Food Service Industry, is proud to sponsor a series of seminars filled with valuable information on the restaurant industry. This is your opportunity to learn the keys to success in this most challenging of trades. Scheduled presentations include:

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Tom Borg & Associates, Canton, MI

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Jon Huegli, Ph.D., ROIX
The Development Organization, Inc.
Ann Arbor, MI and
Larry Johnson, Ph.D.
Detroit Edison, Detroit, MI

Small Business Skills Workshop

Stephen G. Miller
Miller Resource Group, Inc., Framingham, MA

Energy Analysis for Restaurants

Rick Tatro
Quantum Energy Resources, Auburn Hills, MI

How to Double Your Sales

James Wm. Moffa
Food for Thought, Grosse Pointe, MI

Environmental Impact on Restaurants

Ernest R. Hickson, P.E.
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Continuing chaos in workers' comp program

A California physician, convicted of 25 felony counts of grand theft, fraud and perjury, has been receiving worker's compensation benefits for the stress he was experiencing as a result of his indictments. In another interesting case, after a 14-year legal battle in Michigan, the widow of a brewery employee has been awarded \$85,000 in worker's compensation because her husband became an alcoholic while working in the brewery which, at the time, provided free beer during lunch and dinner breaks to its employees.

Worker's compensation, the 80-year-old arrangement between an employer and his workers that the boss will pay medical costs and wages for lost time if injured workers agree not to take their case to court, continues to display more and more signs of distress. Legislatures have been doctoring workers' comp for more than a decade, prescribing one kind of reform or another.

The latest treatment for the ailing comp system calls for a comprehensive examination of the entire program. To address comprehensive reform, an increasing number of state legislatures have called special session in recent years—Texas, Oregon, Alabama, Maine and New Mexico; a growing number of special task forces and study groups have been set up in virtually all the states; and a growing number of comprehensive bills have been introduced—California, Oregon, and Texas.

The National Conference of State Legislatures Workers' Compensation Task Force is slated to issue a report on what is causing the difficulties in the system and its recommendations for solutions by December. Solutions are expected to include alternatives to the system, the feasibility of integrating workers' compensation with other social insurance programs and

employer-sponsored health benefit programs.

The most daunting obstacle to comprehensive analysis and reform is that states do not have necessary information on litigation rates and the effectiveness of cost-containment measures. On top of everything, the system also has become entangled in the health care crisis. Health care costs now account for at least 40 percent of the premium paid by employers to insure or self-insure their work injury risks, with some states estimating that these costs are as high as 55 percent. Over the last 10 years, health care costs in the workers' compensation system have risen faster than those outside the system—both of which have increased substantially—mainly because of cost shifting.

A 1990 study by the Minnesota Department of Labor and Industry found that the same treatments for

back injuries and sprains cost more than twice as much when charged to workers' compensation than to a Blue Cross program whose treatment lasted longer. Workers' comp health care costs are generally higher because the cash benefits paid to workers are dependent on doctors' opinions based on numerous tests. It is difficult to determine if unnecessary testing is taking place.

Looking for ways to stop cost shifting and to cut down on health care costs in the workers' comp system, state lawmakers are looking at the strategies already being used in the health care arena. Some states—California, Oregon and Florida—are considering programs to eliminate the barriers between health care programs. These proposals would combine the fragmented health care components of workers' comp, auto and health coverage in order to eliminate costly disputes over who or what

caused an illness or injury. At least 15 states are looking at the 24-hour coverage concept.

Other states are focusing on medical cost containment. Until recently, virtually no workers' comp law regulated the delivery of health care services, with two exceptions—medical fee schedules and limits on employees' choice of physician. But in the last few years, lawmakers have started to look at such strategies as pre-admission certification, retrospective utilization review and diagnosis-related group (DRG) systems—Washington, Utah, Michigan and New York.

As legislators look at reforms, at least eight states—California, Colorado, Connecticut, Florida, Louisiana, Massachusetts, Nebraska and Rhode Island—have recently passed laws aimed at reducing fraud on the part of both employers and employees.

—FM

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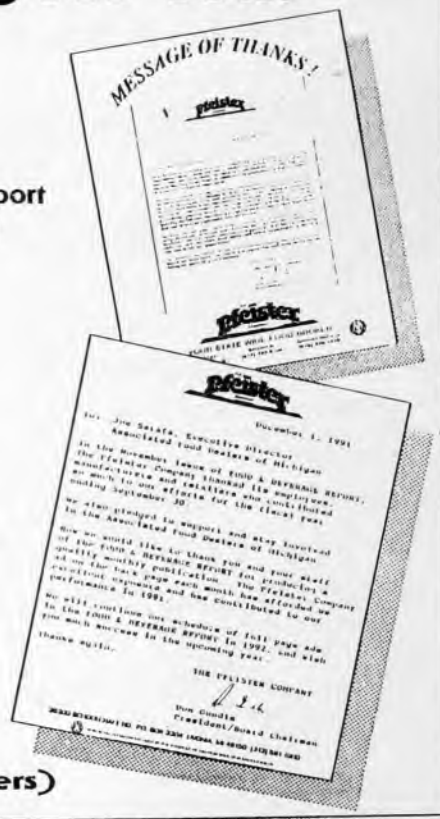
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Food stamp usage hits record high

The number of Americans using food stamps has risen to an all time high according to the U.S. Department of Agriculture. Nearly one in 10 Americans depends on food stamps, which is the highest percentage of the population in the program's 30 year history.

The number of food stamp recipients has climbed to 25.5 million, almost 7 million more than just three years ago. The increase has been attributed, in part, to the recession and other economic difficulties.

Food stamps is one of the largest Federal programs—twice as large as the welfare program—costing the Federal government close to \$20 billion annually. Almost 50 percent of all convenience stores accept food stamps, and it is likely that usage will continue to increase.

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PEOPLE

Sebewaing resident becomes 1992 Michigan Sugar Queen



The queen's court (left to right) Annisa Hornbacher, first runner-up, 1992 Michigan Sugar Queen Kristy Adam, Deanne Dutcher, 2nd runner-up.

June included a great deal of nervousness, excitement and anticipation for Sebewaing resident Kristy Adam, 20. But those stressful days were all forgotten when her childhood dream came true last weekend at the 28th Annual Michigan Sugar Festival hosted by the Sebewaing Chamber of Commerce.

Standing among six other poised and attractive contenders, Miss Adam was ecstatic when her name was announced as the 1992 Michigan Sugar Queen and as the 1991 queen, Vickie Holland, passed on her crown and royal title. Annisa Hornbacher and Deanne Dutcher, also of Sebewaing, were voted first runner-up and second runner-up respectively.

As the reigning sugar queen, the 1990 Unionville-Sebewaing Area

High School graduate will represent the sugar industry by making over 25 personal appearances throughout Michigan including the Ionia Governors Day Luncheon, Traverse City's National Cherry Festival Parade, the Hemlock Sawdust Days Parade, the Frankenmuth Bavarian Festival Parade, Port Huron Blue Water Festival, PRIDE Christmas Parade in Saginaw, and the Michigan State Fair in Detroit. Adam will also meet with Governor John Engler and other key legislators when she attends the annual Sugar Day at the Capitol in Lansing.

Manager at Spartan Stores appointed to Michigan Beef Industry Commission

Spartan Stores announces that Governor Engler has appointed Robert E. DeYoung, merchandising manager of the perishables marketing division of Spartan Stores, to the Michigan Beef Industry Commission. DeYoung will represent beef retailers for a term ending May 31, 1995.

The Beef Industry Commission serves as a coordinator, catalyst, and resource to promote and provide market and economic development opportunities for the Michigan Beef Industry. It was created in 1972 through Act 291 and is composed of nine Commissioners appointed by the governor. DeYoung is the one

member engaged in retail sales of beef.

DeYoung started with Spartan Stores in 1978 as a meat merchandiser. Since then he has held the positions of Retail Operations Specialist and Meat Manager at Eberhard Foods in Grand Rapids, and an employee at Ebels Market in McBain. He resides in Grand Rapids.

Michael Moore retires as president of Nestle Frozen Food Company

Michael Moore has requested retirement effective Sept. 1, 1992, after a distinguished career with Nestle. In making the decision to retire, Moore stated that he has a number of entrepreneurial activities he wishes to pursue.



Dintaman

James L. Dintaman, Nestle Food Company executive vice president, has been named president of Nestle Frozen Food Company, effective Sept. 1. Dintaman will be responsible for Stouffer Foods Corporation and Nestle Dairy Systems, Inc.

Dintaman, who will be headquartered in Solon, Ohio, joined Carnation Company in 1973 as product manager for the PetCare Division. In 1977 he was promoted to general manager of Contadina Products. Following the consolidation of all Nestle food and beverage companies in the U.S. in 1991, he was promoted to executive vice president, Nestle Food Company.

Michigan Sugar Company announces staff promotion

Michigan Sugar Company recently made the following change to its corporate office staff:

Michael J. Olson has been promoted to the position of Management Information Systems project leader. In his new position, the Saginaw resident will provide leadership in the development and enhancement of information systems.

Previously, Olson was a programmer/analyst. He has worked for MSC since he graduated from Saginaw Valley State University in 1989.

Olson is a member of the data Processing Management Association and will begin SVSU's MBA program this fall.



Olson



Williams



Ribola

Heinz makes changes to staff

H.J. Heinz Company has announced the appointments, effective Aug. 1, 1992, of two new senior vice presidents, reporting to Anthony J.F. O'Reilly, chairman, president and chief executive officer. They are David R. Williams, 49, and Luigi Ribola, 55.

Williams, who is also the company's chief financial officer, will be based at the company's World Headquarters in Pittsburgh.

Mr. Ribola will assume responsibility for Heinz's European operations and will maintain his office in Milan, Italy.

Foodland Distributors names vice president

Peter Sharp has joined Foodland Distributors in Livonia as vice president of distribution, president and chairman of the board Greg Gallus has announced. The appointment took effect when John Schultz, vice president of distribution, retired after nearly 35 years in food distribution management.

Sharp will be responsible for distribution, transportation, maintenance and garage services for Foodland Distributors.

Sharp has more than 25 years of food distribution management experience. He began his career with Kroger Company in 1966. He has also worked for Super Valu, Fleming Companies and Roundy's/Scot Lad.

AFD adds to staff

Mona Youhana joins AFD's staff as the new receptionist, replacing Sue Knapp, who has taken on membership duties.

Youhana comes to AFD from Bogovian, Semaan & Strayer, P.C., law firm where she was a certified legal assistant, and the Chaldean Federation of America, where she was event coordinator and fundraiser for the scholarship program.

Her joining the AFD staff means everyone who calls will receive a warm greeting and excellent service.



Sharp



More Ways To Pay!

SHOPPING FOR WAYS TO INCREASE YOUR SALES?

Just look at the products in the Michigan Bankard™ Services aisle! The Associated Food Dealers of Michigan and MBS let your customers choose their favorite way to pay *with their credit and debit cards.*

- Accept Visa®, MasterCard®, Discover®, and Magic Line® ATM cards (We also process American Express®, Diners Club®, and Carte Blanche®)
- Superior protection against theft, fraud, and chargebacks
- Electronic deposit to your local bank account
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- Food stamp processing and other cash vault services
- 24-hour, 7-day, toll-free Customer Service Hotline
- Great service at low AFD rates

**TO APPLY, CALL JUDY MANSUR
AT 1-800-66-66AFD TODAY**

Be sure to ask for our special magic, ML PAY® debit program for AFD members.

Now your customers can pay with their Magic Line ATM cards!

Michigan Bankard Services is affiliated with Michigan National Bank, Lansing, Michigan.

AFD ON THE SCENE

Antoniolli thanked for excellent trade show



AFD staffer Vicky Ople presents a plaque to Trade Show Committee Chair Remo Antoniolli for his hard work in making the 1992 Carnival of Profits Trade Show a success.

AFD sponsors senior citizens' picnic

AFD, the chaldean Merchants Association, and Detroit Councilman Gil Hill teamed up last month to hold a picnic on Belle Isle for Detroit's senior citizens in appreciation for their patronage over many years.



Hundreds turned out for the picnic, which included a delicious lunch, musical entertainment and merriment.



AFD Executive Director Joe Sarafa and Councilman Gil Hill take a break from hotdogs and ice cream for a chat.



Basil Boji, Boji Food Center; Jerry Rabban, Food Value Market; and John Loussia take a dancing lesson from a woman who proves one is never too old to hustle.

Omni Food Store



Nick Faranso, owner of Omni Food Store, and members of his staff pose in front of their excellent liquor selection.

WIC meeting in Lansing



Three AFD members sit on the WIC Advisory Committee, which met last month to discuss ways to improve the program for retailers and participants.

LCC holds hearing



LCC commissioners hold their semi-annual public hearing in Grand Rapids. AFD Executive Director Joe Sarafa testifies against privatization and in favor of allowing SDDs to sell liquor to other classes of licensees.



Ball Park Party Store owner and AFD member Steve Wlezbicki (second from left) discusses issues of concern with people in the liquor industry following the meeting.

Workers' comp meeting



AFD's self-insured workers' compensation program trustees meet to insure AFD members get the best in coverage.

The poster that offers you all six government postings!

Protect yourself from litigation and stop bulletin board clutter with the **ORIGINAL LABOR LAW POSTER**. Contains ALL REQUIRED government postings, including:

- NEW Minimum Wage
- Polygraph Testing
- Equal Employment Opportunity
- Age Discrimination
- Handicapped Workers' Rights
- Child Labor
- Job Safety and Health Protection

POSTER PRICES:

\$5.00 each—Members; \$8.00 each—Non-Members

Printed in full color on heavy-duty gloss stock, each poster measures 22-3/4" x 34". Please send me _____ posters at _____ each.

Name _____

Company _____

Street Address _____

City, State, Zip _____

Telephone _____

Return form and check to: Associated Food Dealers, 18470 W. Ten Mile Road, Southfield, Michigan 48075. Phone (313) 557-9600.

FORMULA

from page 1

Beginning Nov. 1, 1992, when a WIC coupon specifically states "SMA with Iron or Nursoy," only these brands may be purchased.

The Michigan WIC Program, for example, will receive \$1.72 rebate for each 13-ounce can of SMA with Iron and Nursoy purchased with coupons printed with these brand names. This money is used to serve additional participants.

WIC vendors must make sure that, as of Nov. 1, 1992, they have enough of the contract formula to meet minimum stock requirements of at least 72 cans of SMA with Iron and Nursoy at all times. A Wyeth-Ayerst representative may contact you concerning your supply of SMA with Iron and Nursoy.

EAS

from page 14

All EAS systems increase the risk of getting caught and discourage would-be thieves from entering the store. The mere presence of an EAS system signals potential shoplifters to stay away. In addition, active deterrence is also achieved by posting warning signs throughout the store.

EAS systems not only deter shoplifting, they also reduce the potential for altercations which often occur when a shoplifting suspect is confronted by store representatives. Personal safety of store personnel is always an issue in shoplifter apprehensions. Contrary to the opinion of many supermarket operations executives, customers are not offended by EAS systems.

Shoplifting in supermarkets costs the industry more than \$2 billion per year. The average shoplifting incident results in a \$20 loss to the store. Annual losses to shoplifters range from \$50,000 to \$100,000 per store.

—FMI

BANKES

from page 4

Road, which is now out of her territory.

The name of another candidate for representative now graces her wooded front lawn in Livonia—a sight which she says breaks her heart. Her determination to serve the people of the 35th District unbroken, she and her husband will sell their house and move south of Five Mile Road.

Though her own sons are grown and married, she believes she still has much to fight about for youths in Michigan—especially since her "fabulous" grandchildren Tom, 11 months, and Lauren, 2½, are entering the educational fray.

Part of her work to help parents and employers enhance the lives of children includes her publishing six booklets, available from her office in

Lansing, which she encourages AFD's readership to send for: Michigan Employers' Guide to Child Care; Your Child's Health; Choosing a Child Care Provider; Parents: What You Can Do About Drug Abuse; Michigan's Child Protection Law; and Getting the Right Safety Seat for Your Child; and two videos covering the educating of parents as to how to choose a child care center and how employers benefit by providing child care to their employees.

For copies of the booklets or videos, or just for an attentive ear, clal Bankes at 517-373-3920. She is never too busy to provide a caller with whatever he or she needs.

Bankes says, "I think that's what the words 'public servant' mean."

AMERICAN

from page 16

ABA is the only African-American owned and operated beer distributor in the state. But when it came to Pittsburgh Brewery's choosing a distributor in Detroit, ABA was chosen because of its managerial and sales expertise.

"Our philosophy of doing business is to exceed our customers' expectations for quality, service and price," says Vice President of Operations Nate Crump. "We think this is a magnificent opportunity to develop the company while giving back to the community."

"We are looking to develop a

strong link with a lot of the stores in the metro Detroit communities by developing good relationships," says Vice President of Finance Glen Stafford.

To date, ABA has been involved with several community service projects such as participating in youth days programs and hosting tours of its facility to inner city children.

"We are committed to creating a positive image in the community," says President William Johnson.

Adds Director of Warehouse Services Sher Singh, "We think of ourselves as role models of what a minority business can be."

For additional information regarding ABA Beverage Products, please call 544-4016.



An Investment Worth Protecting

ADVANTAGE PLUS

Fight back against today's high cost of dental care and insurance. For as low as \$7.00 per month the Advantage Plus plan will provide you with better dental coverage, including orthodontics, while drastically reducing cost.

GOLDEN DENTAL PLANS

For more information about this plan, call
1-800-451-5918

SUPPORT THESE AFD SUPPLIER MEMBERS

BAKERIES:

Adroyd's Scotch Bakery & Sausage	532-1181
Archway Cookies	(616) 962-6205
Arvey Bakeries, Inc.	522-1100
Koepfing Bakeries, Inc.	867-2020
S & M Biscuit Distributing	893-4747
Amthure/Salerno	352-4343
Faystee Bakeries	476-0201

BANKS:

Greenfield Mortgage Co.	274-8555
Madison National Bank	548-2900
Michigan National Bank	489-9100

BEVERAGES:

Absopure Water Company	358-1460
American Brokers Association	544-1550
Ambrose-Busch, Inc.	354-1860
Bellino Quality Beverages, Inc.	946-6300
Brooks Beverage Mgt. Inc.	(616) 393-5800
Cannadigua Wine Co.	379-3644
Central Distributors	946-6250
Coca-Cola Bottlers of Detroit	585-1248
Corn Brewing Company	451-1499
Dan Lee Distributors, Inc.	584-7100
E & J Gallo Winery	643-0611
Easton Distributors	867-6900
F & M Coffee	851-5774
Faygo Beverages, Inc.	925-1600
Frankenmuth Brewery	(517) 652-6183
General Liquor	868-5100
General Wine	867-0521
Hiram Walker & Sons, Inc.	638-0575
House of Seagram	262-1375
Hubert Distributors, Inc.	858-2340
J. Lewis Cooper Co.	835-6400
Miller Brewing Company	(414) 259-9444
Mr. Pure Juices	(312) 379-3000
Noble Beverages	489-9349
Oak Distributing Company	674-3171
Pahat Brewing Co.	887-3087
Piedmont Corp.	345-5250
Pepsi-Cola Bottling Group	641-7088
Power Deal	682-3010
R. M. Gilligan, Inc.	553-9440
Royal Crown Cola	(616) 382-2468
Serv-U-Matic Corporation	528-0894
Seven Up of Detroit	937-3500
Spirits of Michigan	521-0847
Stroh Brewery Company	446-2800
Joseph Victor Wines	(718) 417-0400
Viviano Wine Importers, Inc.	883-1600

BROKERS REPRESENTATIVES:

Arno Food Brokerage	968-0300
American Con, Inc.	478-8840
Dunbar General Brokers	776-1610
ELC Associates	624-5133
Hanson Food Assoc.	354-5339
J. B. Novak & Associates	752-6453
James K. Tamakian Company	424-8500
John Hottelmann Co.	296-3800
McMahon & McDonald, Inc.	477-7182
Northland Marketing	353-0222
Paul Lathan Associates	638-8300
Pioneer Company	501-1900
Stark & Company	881-5700
VDP Food Brokers International	888-2335

CANDY & TOBACCO:

M & M Mors	363-9231
Shore's Candies	(517) 756-3881
Wolverine Candy Company	564-3833

CATERING HALLS:

Country House Catering	(517) 637-2244
Emerald Food Service	546-7700
Good Hope House, Inc.	771-0300
Harvey's Hall at North Valley	853-8777
Nutrition Services	(517) 782-7344
Potomac of Sterling	978-3880
Southfield Manor	363-0828
St. George Cultural Center	338-0888

Taste Buds	(517) 546-8522
Thomas Manor Catering	771-3330
Tina's Catering	949-2280
Vassel's Banquet Hall & Catering	354-0121

DAIRY PRODUCTS:

American Dairy Assoc.	(517) 349-8923
Bernea Food Service	(800) 688-9478
Borden Ice Cream	871-1900
Dairy Products of Michigan	552-9666
McDonald Dairy Co.	(517) 652-9347
Melody Farms Dairy Company	525-4000
Milk-O-Mat	864-0550
Stroh's Ice Cream	568-5106
Tom Davis & Sons Dairy	399-6300

EGGS & POULTRY:

Cavanaugh Lakeview Farms	475-9391
Linwood Egg Company	524-9550

FISH & SEAFOOD:

Tallman Fisheries	(906) 341-5887
Waterfront Seafood Company	(616) 962-7622

FRESH PRODUCE:

Aunt Mid Produce Co.	843-0840
Detroit Produce Terminal	841-8700
Vitale Terminal Sales	843-4120

ICE PRODUCTS:

Midwest Ice	868-8800
Union Ice	274-8020

INSECT CONTROL:

Pest Elimination Products	296-2427
Rose Exterminators (Bio-Serv)	588-1005

INSURANCE:

America OnNet	(517) 349-1988
Blue Cross Blue Shield	(800) 486-2365
Capital Insurance Group	354-6110
Creative Risk Management Corp.	792-6355
Financial Marketing Enterprises	547-2813
Gadaleto Ramsby & Assoc.	(517) 351-7375
Jardine Insurance Agency	641-0900
K. A. Tappan & Assoc. Ltd.	473-0011
Macatawa Ent.	(616) 335-9551
Marketplace Insurance	553-2280
Miko & Assoc.	776-0851
Mittel Agency	773-8600
Murray, Benson, Recchia	831-6562
North Pointe Insurance	358-1171
Rocky Husaynu & Associates	557-6259
Traverse Bay Insurance	(616) 347-6695

MANUFACTURERS:

Amato Foods	584-3800
Groeb Farms	(517) 467-7609
Home Style Foods, Inc.	874-3250
Jaeggli Hillsdale	
Country Cheese	(517) 368-5990
Kahl Enterprises, Inc.	537-7240
Kraft Foods	361-2800
Michigan Pioneer Sugar	(517) 799-7300
Monitor Big Chief Sugar	(517) 686-0161
Nabisco Inc.	478-1400
Nestle Food Company	851-8480
Philip Morris U.S.A.	689-9494
Prince Macaroni of Michigan	772-0900
Red Pelican Food Products	921-2500
Roll Rite Corp.	(517) 345-3434
Singer Extract Laboratory	345-5880
Tony's Pizza Service	634-0600

MEAT PRODUCERS/PACKERS:

Hartig Meats	822-2400
Hillshire Farm & Kuhn	778-3276
Hygrade Food Products	464-2400
Kosambi Sausage Company	831-0500
L.K.I. Packing, Inc.	833-1800
Nestle Foods	831-0500
Oscar Mayer & Company	460-3000

Pelkie Meat Processing	(906) 353-7479
Smith Meat Packing, Inc.	458-9530
Swift-Eckrich	458-9530
Thorn Apple Valley	552-0700
Winter Sausage Mfg., Inc.	777-9080
Wolverine Packing Company	568-1900

MEDIA:

Arab & Chaldean TV-62 Show	352-1343
C & G Publishing, Inc.	756-8800
Chaldean Detroit Times	552-1989
Daily Tribune	541-3000
Detroit Free Press	222-6400
Detroit News	222-2000
Detroit Newspaper Agency	222-2512
Gannett National Newspapers	357-7910
Macomb Daily	296-0800
Michigan Chronicle	963-5522
The Beverage Journal	454-4540
WDIV-TV4	222-0643
WJBK TV2	557-9000
WLTI-Lite FM	354-9300
WWJ-AM/WJOL-FM	222-2636

NON-FOOD DISTRIBUTORS:

Albion Vending	(517) 629-3204
Erica's Import Haus	(616) 942-1450
Gibraltar National Corporation	491-3500
Ludington News Company, Inc.	925-7600

POTATO CHIPS/NUTS/SNACKS:

Frito-Lay, Inc.	287-9477
Goin' Nuts	437-9831
Kar Nut Products Company	541-7870
Nikolas Distributors (Cabana)	571-2447
Pioneer Snacks	525-4000
Variety Foods, Inc.	268-4900
Vitner Snacks	368-2447

PROMOTION/ADVERTISING:

Advo-System	425-8190
Insignia Systems	(612) 553-3200
Intro Marketing	540-5000
J. R. Marketing Promotions	296-2246
PJM Graphics	535-6400
Point of Sale Demo Service	887-2510
Safeguard Business Systems	548-0260
Stanleys Advtg. & Dist.	961-7177
Stephen's NUAD, Inc.	777-6823
T. J. Graphics	547-7474

SERVICES:

Akram Namou C.P.A.	557-9030
American Mailers	842-4000
Bellanca Beattie DeLisle	964-4200
Bolin Label Systems	(800) 882-5104
Central Alarm Signal, Inc.	864-8900
Christy Glass Co.	544-8200
Closed Circuit Communications	478-3336
Detroit Edison Company	323-7786
Edward A. Shuttle, P.C.	569-4490
Follmer, Rudzewicz & Co., C.P.A.	355-1040
Garmo & Co. P.C.	557-0144
Goh's Inventory Service	353-5033
Golden Dental	573-8118
Great Lakes Data Systems	336-4100
Karoub Associates	(517) 482-5000
Mencier & Urcheck P.C., C.P.A.	356-1830
Merrill Lynch	636-3336
Metro Media Associates	332-5050
National Exposition Service	865-1000
News Printing	349-6130
Nona & Company P.C. C.P.A.	351-1760
Oakland Realty	557-7700
Pappas Outlets Grinding	535-3872
Paul Meyer Real Estate One	341-5222
PDK Labs Inc.	(516) 273-8630
Satala Realty	881-8804
Southfield Funeral Home	569-8800
Supermarket Development	
Inventory Services	570-0220
Teleshock Michigan, Inc.	354-9000
Travelers Express, Inc.	(800) 328-2878

Vend-A-Matic	585-7700
Whitley's Concessions	278-5207

SPICES & EXTRACTS:

Rafal Spice Company	259-6373
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STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Company	491-6550
Brehm Broaster Sales	(517) 427-5858
DCI Food Equipment	369-1666
Hobart Corporation	697-7060
Homestead Enter.	(616) 236-5244
MMI Distributing	582-4400
Market Mechanical Services	680-0580
Midwest Butcher & Deli Supply	588-1810
Refrigeration Engineering, Inc.	(616) 453-2441
Statewide Food Equipment Dist.	393-8144
TRM Copy Centers	(503) 231-0230

WHOLESALE FOOD DISTRIBUTORS:

Bremer Sugar	(616) 772-9100
Cabana Foods	834-0800
Capistar, Inc.	(517) 699-3605
Capital Distributors	369-2137
Central Foods	933-2600
Detroit Warehouse Co.	491-1500
EBY-Brown Co.	(800) 532-9276
Epcu Foods, Inc.	857-4040
Family Packing Distributors	644-5353
Foodland Distributors	523-2100
Garden Foods	584-2800
Gourmet International, Inc.	(800) 875-5557
Great Lakes Home Food Service	(517) 835-6785
H & O Distributors	365-0930
I & K Distributing	491-5500
J & J Wholesale Dist.	795-4770
J. F. Walker	(517) 787-9880
Jerusalem Foods	595-8505
Kehe Food Distributors	(800) 888-4681
Kramer Food Company	585-8141
Lipari Foods	469-9131
Lauren Kachigian Distributing	843-2898
Maxwell Foods, Inc.	921-9000
McInerney Miller Bros.	833-8660
Metropolitan Grocery	871-4000
Midwest Wholesale Foods	744-2200
Miesel Syaco Food Service	397-7990
Mucky Duck Mustard Co.	683-5750
Norquick Distributing Co.	522-1000
Northwest Food Co. of Michigan	368-2500
Rich Plan of Michigan	293-0900
Sackett Ranch	(517) 762-5049
Seal Lad Foods, Inc.	(419) 228-3141
Sherwood Food Distributors	366-3100
State Wholesale Grocers	567-7654
Spartan Stores, Inc.	455-1400
Super Food Services	(517) 777-1891
Superior Fast Foods, Inc.	296-7118
Tony's Pizza Service	(800) 247-1533
Tony Serra Food Service	758-0781
Value Wholesale	862-6981
Weeks Food Corp.	727-3535
Ypaulanti Food Co-op	483-1520

ASSOCIATES:

American Synergistics	427-4444
Bureau of State Lottery	(517) 335-5600
Business Dining Serv.	489-1900
Club Cars	459-8360
Herman Rubin Sales Co.	354-6433
Laverne Davison Florist	752-0081
Minnich's Boats & Motors	748-3488
Power House Gym	885-0111
Wileden & Assoc.	588-2358

The area code is 313 for above listings unless otherwise indicated.

If you are not listed or need to change your listing, contact Sarah Humphreys at 557-9800.

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STATEWIDE MEAT & DELI DEPARTMENT

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