

FOOD & BEVERAGE REPORT

VOL. 3, NO. 6

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

JUNE 1992

INSIDE

Meet Rep. Jan Dolan	4
LCC Annual Report cites facts behind numbers	7
Detaining shoplifting suspects	9
Trade show follow-up pictorial	16-17
AFD board of directors	22

LEGISLATIVE UPDATE

Reauthorization of food stamp retailers

The U.S. Department of Agriculture (USDA) has begun the process of reauthorizing all 213,000 stores participating in the food stamp program. USDA field offices are willing to work with companies with multiple stores to reduce the burden of having to complete fully the four-page forms for each store. Some of the information will be common to all of a company's stores and USDA will be willing to have that information supplied in a mutually agreeable fashion. Some items such as the telephone number and name of the redeeming branch bank at which the store deposits its food stamps is store-specific and will have to be supplied for each individual store. In any event, this is going to be a large task, but USDA is legislatively mandated to complete this project within the next two years, before December 1993.

—FMI

ATF Special Occupational Tax (H.R. 3781):

Thanks to the great grassroots efforts of grocers, H.R. 3781, to repeal the special occupational tax on alcoholic beverages, currently has 32 sponsors—20 more than this time last month. Use the Congressional process to contact your representative and urge him to co-sponsor H.R. 3781. This is one issue which is truly bipartisan, and enactment in the 102nd Congress is possible. The ATF SOT is one example of onerous federal regulation which causes an economic hardship on American business—just the type of regulation which the President is hoping to eliminate in his requested 60-day review and moratorium. G.A. is currently seeking sponsorship of a companion bill in the Senate.

—NGA

Bottle Bill/RCRA (H.R. 865, H.R. 4343, S. 976, S. 2335):

The Senate Environmental and Public Works Committee began markup of the bill.

See UPDATE, page 19

INTRODUCING "MAUDE," A.D.A.M. "SPOKESCOW"

Get on the Michigan milk wagon

Hailing from Hickory Corners, Mich., the newest American Dairy Association of Michigan (ADAM) celebrity spokesperson is not a person at all—but a cow whose favorite foods include butter pecan ice cream, jack cheese, carrots and alfalfa sprout sandwiches.

ADAM's new official "SpokeCow" is Maude, a nutrition-conscious black-and-white Holstein cow character—who naturally sports an almost-perfect map of Michigan on each side of her body.

Appropriately, Maude's character is a great advocate of milk and dairy products, and will be educating Michigan consumers in polite cow fashion about milk's nutritional benefits as part of ADAM's soon-to-break 1992 advertising campaign.

Maude is being introduced this spring and summer through print advertising, radio commercials, placemats, posters, and in-store display items as part of ADAM's school, grocery, convenience store and restaurant promotions.

As part of her responsibilities, Maude will work alongside her good friend Detroit Tiger Mike Henrich, a long-time ADAM spokesperson, to promote dairy products.

Maude's supporters say there is



no doubt that Maude knows milk. As a dairy cow, Maude will be positioned as a natural expert on the subject, as well as all other dairy products, says Lisa Wilson, manager of com-

munications and public relations for the United Dairy Industry of Michigan (UDIM).

"We believe Maude will provide

See DAIRY, page 14

Michigan loses on federal tax increase

Federal Excise Tax (FET), which went into effect last January with the intent to boost the government's revenue, has actually cost Michigan and the rest of the country millions.

According to a report issued by the Distilled Spirits Council of the U.S., Inc. (DISCUS), direct and indirect revenue losses and additional unemployment compensation caused by the 8 percent FET increase cost Michigan's state treasury \$3 million in the first year.

DISCUS estimates Michigan is losing \$1.7 million annually in direct liquor tax revenues alone as a result of the FET increase due to the

decrease in liquor sales volume brought on by high prices.

The decreased liquor sales are proving to show repercussions in other facets of the state's economy. DISCUS says Michigan is making a one-time payout of \$1.8 million in unemployment to more than 1,200 displaced workers from the retailing, wholesaling, and manufacturing sectors of the liquor industry. More jobs in industries serving the liquor industry such as farming, bottling, trucking, and grocerying have been lost.

DISCUS claims the state treasury

will lose an additional \$3 million annually in revenues from lower state sales, income and property tax receipts. Michigan's indirect revenue losses result from an estimated \$74 million decline in state economic activity due to the FET increase.

Michigan isn't the only state suffering from FET, and the federal government is suffering from its own tax increase, too. The first six months of FET collections indicate total federal revenues from liquor taxes have fallen 11.2 percent from a year earlier in spite of and because of the higher taxes.

HEADQUARTERS
30095 Northwestern Hwy
Farmington Hills, MI 48334
(313) 626-8300

BRANCH OFFICES
Grand Rapids, Saginaw,
Toledo, Fort Wayne,
Indianapolis



paul inman associates, inc.



Stock up on these fast
mmooooo-ving items

June is National Dairy Month

Officers

Frank Arcori
Chairman
Vegas Food Centers

Amir Al-Naimi
Immediate Past Chairman
Metro Grocery, Inc.

Nabby Yono
First Vice Chairman
XTRA Foods

Thomas Welch
Vice Chairman
Hollywood Super Markets

Mark Karmo
Vice Chairman
Royal Food Center

Richard George
Secretary
Wine Barrel

Bill Viviano
Treasurer
Marks Sales & Marketing

Directors Retail Members

Raad Ayar
Harvest Foods

Sam Dallo
In 'N' Out Foods

Fred Dally
Medicine Chest

Terry Farida
Value Center Market

Jamal Garmo
Galaxy Foods

Raad Kathawa
Ryan's Foods

Tony Munaco
Mack-Bewick Super Market

Thomas Simaan
Lafayette Towers Supermarket

Jerry Yono
D & L Market

Sam Yono
Palace Plaza

Directors Supplier Members

Jerry Inman
Paul Inman & Associates

Mel Larsen
Club Cars, Inc.

Ron Paradoski
Coca-Cola Bottlers of Michigan, Inc.

Alan Stolsky
Concord Drugs

Barbara Weiss-Street
The Paddington Corporation

Chris Zebari
Pepsi Cola Company

AFD staff

Joseph D. Sarafa
Executive Director
& Publisher

Judy Mansur
Services

Sue Knapp
Office Administration

Jim Larges
Office Manager

Sarah Humphreys
Communications

Editor

Vicky Zuschnitt
Special Events

Phil Haddock
Membership

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

AFD Consultants

Harley Davis
Coupons

Karoub and Associates
Legislative Consultant

Gedaletto & Ramsby
Health Care

Rossman, Martin & Associates
Public Relations

James Bellanca, Jr.
Bellanca, Beattie & Deliste

Legal Counsel

Jerry Urcheck
CPA

Ray Amyot
Advertising

AFD CHAIRMAN'S REPORT

The criteria for a good store

By Frank Arcori
AFD Chairman



Arcori

There are certain criteria for which every grocery and convenience store, regardless of size and volume, will be judged. Those criteria are not measured by prices, location or competitiveness. The criteria are simple—totally in your control and inexpensive. Yet following them is essential to your community relations effort and ultimately your success.

First, maintain a clean store. Remember, cleanliness will make or break your customers' first impression of your store.

Second, hire people from the neighborhood in which the store is located. You'll be surprised at how many friends and family of employees will patronize your store. By hiring neighborhood residents, you will let your customers know you do offer employment and opportunity to those who live in the neighborhood.

Third, create a friendly, positive atmosphere between employees and their coworkers, as well as the

customers. Encourage and train your staff to be non-confrontational. Remember, the customer is always right.

Fourth, don't forget to give back to the community. Whether it's hosting a picnic in your parking lot, sponsoring a softball or little league team, or supporting the local church or block club, it is necessary that every retailer participates and gives back. Make friends with the community.

Last, treat all customers with respect and you will be treated with respect in return.

These simple and inexpensive

ideas will make a world of difference in how you and your business are perceived by your customers, your neighbors and your entire community, and can affect your bottom line positively.

But just as importantly, it will make your business a safer place to work and shop because your customers will become your friends and they will look out for you and your employees—just as you have looked out for them and their neighborhoods, their block clubs, their churches and their children's sports teams. And they won't forget!

LETTERS

Thanks so much for the 5,000 pounds of food which we received from your trade show on April 28, 1992, at the Grand Manor at Fairlane.

The donated product was distributed at no cost to our member feeding agencies. These agencies, including soup kitchens, church pantries and emergency shelters, provide 155,000 meals a week to the area's needy.

We sincerely appreciate your support in helping Gleaners turn surplus into a plus for the hungry.

Sincerely yours,
John Kastler
Special Projects Coordinator

COMING EVENTS

June 1-4: FMA Floral Tour. Starts in Cleveland, Ohio, ends in Columbus, Ohio. For information call 302-738-7100.

June 3: FMI 1992 Cashier Test Battery Training Workshop. Denver, Colo. For information call Mary Ellen Watson at 202-452-8444.

June 16-17: 30th Annual Midwest Food Marketing Conference. Columbus, Ohio. For information call 614-487-9991.

June 21-24: 1992 NGA Washington Conference. Washington, D.C. For information call 703-437-5300.

July 13-14: Chilled Foods Challenge II. Chicago. For information call 404-252-3663.

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

Statement of ownership

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

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

ADVERTISERS: For information on advertising rates and data, call AFD, Sarah Humphreys, 18470 W 10 Mile, Southfield, MI 48075, (313) 557-9600. AFD works closely with the following associations:



The Grocery Zone

By David Coverly



Rep. Jan Dolan works hard for her district

Rep. Jan C. Dolan, Republican from the 69th District, could have a very impressive resume. Not only would it be very diverse, it would also describe a hard-working legislator who puts her well-thought-out ideas into action.

Born in Akron, Ohio, and a resident of Farmington Hills, Dolan earned a B.A. degree from the University of Akron, with continuing education in gerontology at Michigan State University and Madonna College. She applied her education over the years to positions including teacher, hospital dietitian, and owner-operator of an adult day-care center. And in addition to her work outside the home, Dolan, now a widow, raised four sons, Mark, Scott, Gary and Todd.

When a position opened in 1975 for a seat on the Farmington Hills City Council she says she thought, "Why not?", and accepted an appointment. She remained a council member through 1988 and was a two-term mayor.

When former 69th District Rep. Sandy Brotherton announced his retirement, Dolan didn't agonize over a decision to run for his spot. Why did she do it? Again. "Just 'why not?' I felt I could do a good job and I ran for it and won," she says. "And now I'm going for my third term up there."

"I had no particular agenda," she explains. "I felt I was very knowledgeable in the concerns of the district. I've always been very involved."

Indeed she is. In addition to her work as a representative, Dolan sits on the board of directors for Botsford General Hospital, Farmington YM-CA, Community Center of Farmington/Farmington Hills, and Farmington Families in Action. She is also a member of American Association of University Women, League of Women Voters, AARP, Farmington Art Foundation, Rotary International, and Older Women's League.

Her work in Lansing includes her position as vice chair of the House

Republican Policy Committee and being a member of the Liquor Control Commission. Dolan is a strong proponent of legislation calling for punishment of minors who attempt to purchase alcohol.

"Right now we don't have those deterrents in place," she says. "The people who sell are penalized but not the minors, and I think that's wrong."

Dolan took action to promote deterrents for minors purchasing alcohol and more awareness for the

licensee in 1989 when she joined AFD in the Minor Monitor educational project.

She has also been involved in Polluters Pay cleanup legislation, and now sits on a bi-partisan committee brought together to address the concerns of the redevelopment of the older core cities as it relates to the environment.

"We're looking at whether there should be adjustments to the current law to encourage the redevelopment of core cities," Dolan explains, ad-

ding the studies coincide with the House Republican Policy Task Force development strategy concerning the redevelopment of distressed communities.

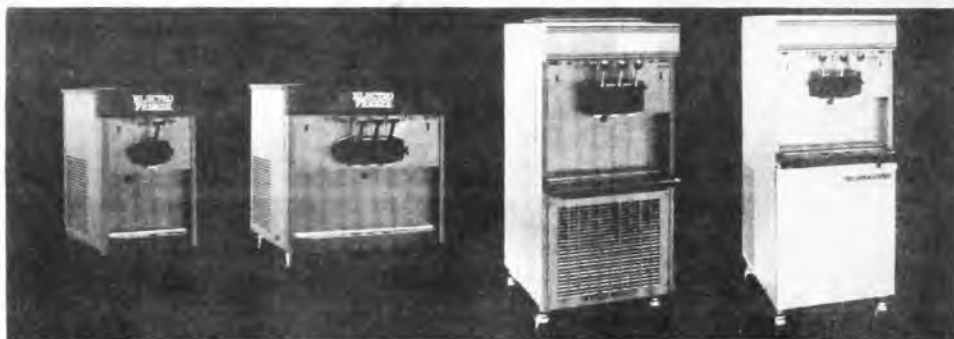
"We have to work—as much as the state can do—to turn the cities around so people won't continue the flight," she says. "We've avoided facing this reality for too long."

One way Dolan says cities can be turned around is by examining the impact of city taxes, which often

See DOLAN, page 20

THE MONEY MACHINES.

EARN OUTSTANDING PROFITS ON
ELECTRO FREEZE SOFT SERVE, YOGURT,
SLUSH, SHAKES, AND FROZEN COCKTAILS.



■ Choose from a complete line of high production single flavor, twist flavor, floor model, or space-saving countertop units.

■ Electro Freeze machines take only a small amount of floor space and yet generate some of the highest margins in the foodservice industry: up to 80%!

■ We offer the finest quality freezers on the market with proven reliability, durability,

energy-efficiency, and ease of cleaning and maintenance.

■ We'll provide you with a customized cost and profit analysis to help you get started. What's more, we'll be happy to assist with merchandising and after-sale service.

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

FOR MORE INFORMATION, CONTACT YOUR LOCAL ELECTRO FREEZE DISTRIBUTOR.

DCI FOOD EQUIPMENT INCORPORATED

5350 E. DAVISON - DETROIT, MI 48212 - (800) 899-9DCI

KENWORTH food equipment co.

1200 GODFREY SW - GRAND RAPIDS, MI 49503 - (616) 243-8863

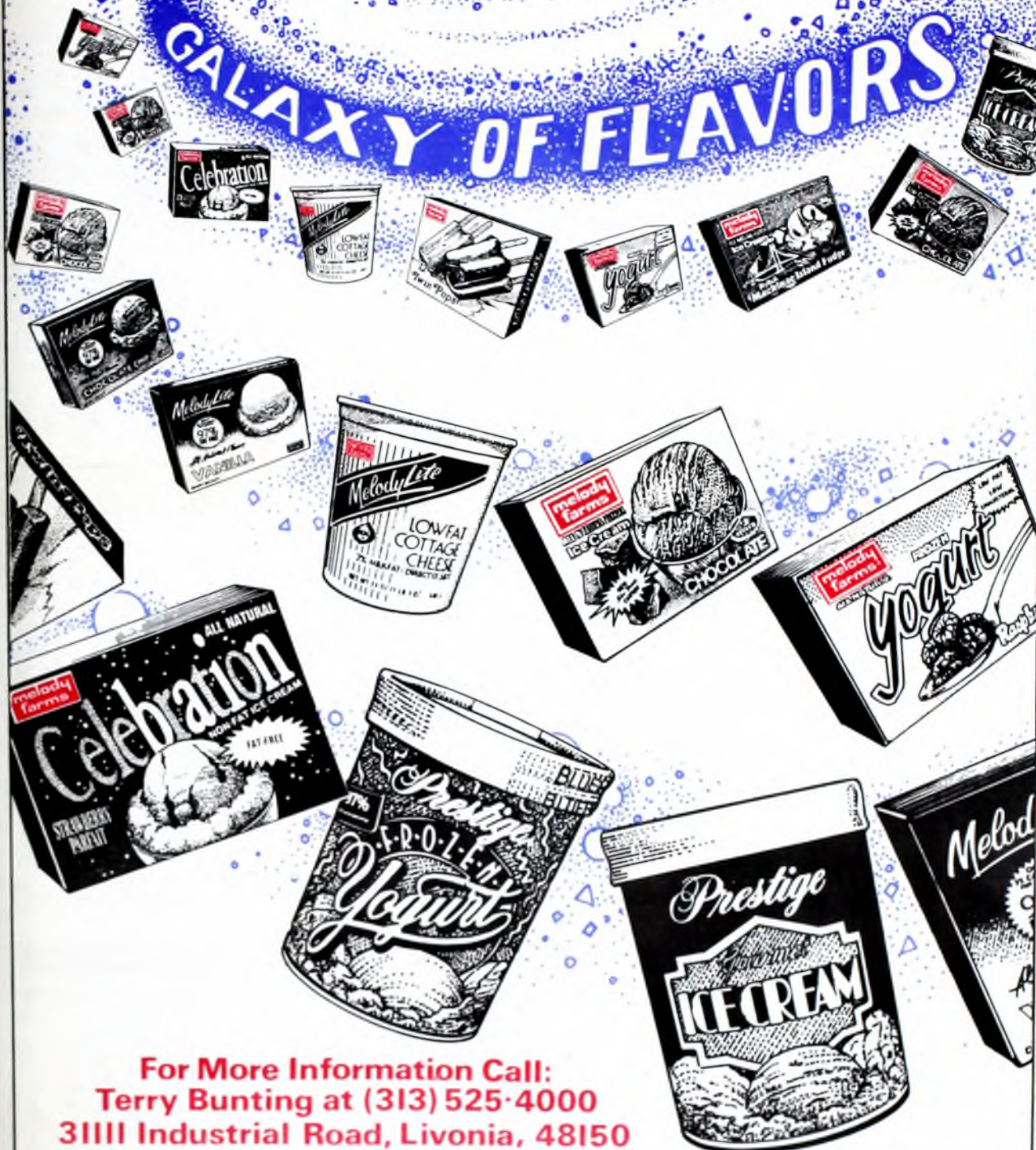


State Representative Jan C. Dolan

**melody
farms®**

**PRODUCTS ARE OUT
OF THIS WORLD!!**

GALAXY OF FLAVORS



**For More Information Call:
Terry Bunting at (313) 525-4000
3111 Industrial Road, Livonia, 48150**

WHAT'S HAPPENING AT THE MICHIGAN LOTTERY?

UNLIKE ANY OTHER GAME!

Watch for the "20th Anniversary" lottery game

By Jerry Crandall
Michigan Lottery Commissioner



Crandall

In last month's column I was happy to report that since we've implemented the new multiple-game marketing strategy, instant game sales have increased by nearly 40 percent! In fact, instant games now generate more sales than the other Lottery games, with the exception of Lotto and the Daily 3 game. Players are excited about having more choices, and it's making a difference on our bottom line—and for our retailers, too.

This month Michigan Lottery retailers will have a unique opportunity to earn extra cash and focus more attention on Lottery instant games. The Michigan Lottery will introduce a special instant game on June 15 to celebrate the Lottery's 20th anniversary, appropriately called the "20th Anniversary" game. This new game, unlike any other game

we've ever offered, is designed to catch the eye and attention of players and non-players of Lottery instant games. In fact, the "20th Anniversary" game—the only game of its kind—will be a collector's item. For the first time, the Lottery will sell a special "anniversary" instant ticket with an appearance that is different from any of our other games—larger and more colorful—and it will give players two chances to win great cash prizes.

The first game will be a Match 3 of 6 play style. Players could win up to \$20,000 by having three identical prize amounts on their ticket. The second game is called "Fast \$20." If a player has two matching symbols under the latex covering, the player wins \$20. It's as easy as that!

The "20th Anniversary" game will look like no other ticket on the market. It will be bigger than the regular instant tickets and will feature graphics and colors that will leave no doubt that this game is a celebration in itself. The new game will sell for \$2, which means extra commissions for Lottery retailers. The commission will be double on the sale of each "20th Anniversary" game ticket (12

cents a ticket.) The "20th Anniversary" game comes in book size of 250 tickets so the cost of a book of tickets is \$500 rather than the usual \$250.

The "20th Anniversary" game brings all the color and excitement of a birthday party right to the store. And all this color and excitement won't be confined to the game ticket. Each store will receive a specially

designed point-of-sale kit for the game.

The "20th Anniversary" game will go on sale this month, after two months of special focus on instant games through sale of the "Spin-To-Win" game and the special "wheel spin" events which are being held all across the state in May and June. Keep the instant game momentum building with the new and exciting "anniversary" game. This is a great opportunity for retailers to earn extra commissions and to promote the instant games. It's also a fantastic opportunity for players to win big cash prizes and for the Lottery to maximize revenues for Michigan's schoolchildren.



Lottery reminder to retailers

The Michigan Bureau of State Lottery reminds retailers using the new validation system that discrepancy errors are costing them money. Retailers must keep accurate accounting records in order to protect their money.



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

Store Name (Please Print)	
Address	
City/State	Zip
Phone Number	Contact Person
<small>For information on how to become a Michigan Lottery retailer, please return to: Bureau of State Lottery, 101 East Hilldale, Box 30023, Lansing, MI 48909. Or Call (517) 335-5600</small>	



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.

Liquor control annual report cites facts behind numbers

By John Dagenals
SDD/SDM

The Michigan Liquor Control Commission (LCC) recently released its annual financial report for the fiscal year ending Sept. 30, 1991, and we would like to pass some of LCC's report to our readers.

What was exceptional in this past year's LCC financial report was the excellent new format utilized by chairwoman Maxine L. Perry through the use of more factual information about our alcohol beverage industry, reaching beyond actual numbers and the frequently used term "the bottom line."

The Commission's report runs about 24 pages long, but space doesn't permit us to include all the statistical figures that LCC licensed agents contributed to Michigan's control-state operation.

However, our objective is to give retailers the most interesting highlights of the LCC financial report. Per capita consumption (volume consumed divided by population) is frequently used to determine consumer preferences as well as associated public health figures. In Michigan, the per-capita consumption for beer in fiscal year 1990-91 was 23.3 gallons, for wine it was 1.47 gallons,

and spirits totaled 1.45 gallons. Mixed spirit drinks tabulates .04 gallons per capita.

In fiscal year 1990-91, gross sales for Michigan LCC increased by more than \$20 million while case sales were down more than 129,000.

During the last fiscal year of 1990-91, Michigan received \$57.3 million in net profit from the Liquor Purchase Revolving Fund and although case sales have dropped from 7.1 million in 1982 to 5.6 million in 1992 due to reduced consumption, the LCC's liquor revolving fund continues to show an increase in profits.

Interesting to note that the LCC gives considerable assistance to various units of local governments. Local law enforcement receives 55 percent of the retail license fees

collected—more than \$5 million in this fiscal year.

Nearly \$6.4 million of the profit on liquor was used for grants to cities for fire protection and another \$7.4 million was used to fund local housing needs through the Michigan State Housing Development Authority.

Total gross sales of liquor during fiscal year 1990-91 amounted to \$533,267,056 and SDD or package liquor retailers sold 79 percent of the gross total. Bars and restaurants (Class C) sold 20.9 percent of the total. Hospital and military sales were 0.1 percent.

The most recent LCC yearly report established there were 4,012 SDD or package liquor licenses of which 124 represented special Resort SDD licenses. SDM licenses for beer and wine outlets totaled 14,119. Class C licenses for on-premise sales of liquor, including the Class C Resort businesses, numbered nearly 7,000. However, in addition to the on-premise licenses for liquor, one must add over 1,100 Club license classifications and some B-Hotel licenses. There were approximately 165 Tavern licenses.

The total "retail" licensee population in Michigan during the

past year, some 5,500 24-Hour Permit licenses, totals 26,709. Retail licensees paid almost \$9 million in fees.

The total Manufacturers and Wholesalers license count according to LCC's fiscal report was 1,444.

There are 36 licenses for Michigan wineries and tasting rooms. Outstate sellers of beer licenses numbered 70 while outstate sellers of wine totaled 257. There were 76 licenses granted to industry salespersons, representatives and registered drivers.

The LCC has the responsibility of collecting certain revenue which is derived from many taxes, various fees and fines or costs. Most of the taxes retailer and the revenue goes to the source intended long before the bottle of spirits leaves the SDD shelf.

During 1990-91 fiscal year, the Beer Excise Tax sent to the state's general fund amounted to more than \$44 million. The specific tax of 4 percent on liquor brought in more than \$21 million while the excise tax on wine registered more than \$21 million. LCC fines and costs posted \$677,673 for the general fund. In short, more than \$74 million went to

See UPDATE, Page 17





"A CAN A WEEK IS ALL WE ASK!"

**We Are Now Able to Serve All
Your Needs Introducing
Counter Goods
Vending Packs
Retail Size
Available in 5 Flavors**





FOOD BROKERAGE, INC.

21850 Greenfield Road, Oak Park, Michigan 48126 • (313) 968-0300
GRAND RAPIDS, MICH. TOLEDO, OHIO
(616) 538-4040 (419) 891-1034

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

AFD ON THE SCENE

A DAY OUT ON THE TOWN IN YPSI

AFD Executive Director Joe Sarafa and Board Member Jim Garmo visited several stores and one wholesaler in Ypsilanti last month.



Jim Garmo chats with Mike Zora at his store, Ypsilanti Food Market.



Wholesaler Eby Brown's Tim Campbell stands among hundreds of products and pallets.



Sami Faris mans the Faris Market.



Betty Hanaish holds down the fort at her store, Lucky One Party Store.



Sam Deddeh and family run Liquor is Quicker.



Jim K. Moon owns Brooks Foods.

Mr. Pure Night at Tiger Stadium

The Florida Citrus Growers and Mr. Pure present Mr. Pure Mug Night at Detroit Tiger Stadium, Sept. 4, 1992, where the Detroit Tigers will take on the Milwaukee Brewers. Game time is 7:35 p.m.

Adults 15 years of age and older attending the game will receive a Mr. Pure-Detroit Tiger mug.

You've Heard The Fluff – Now Read The Facts

PIONEER SUGAR®

Michigan Made and American Owned

Recently, Big Chief has been claiming to be Michigan's leading grocery sugar. This is **NOT TRUE!** Here are the facts as to who sells the most grocery sugar in Michigan as compiled by Nielsen Rating Service, an independent reputable source.

FACT: Pioneer outsells Big Chief by nearly 2 to 1 in Michigan*



When you call a Pioneer representative you are dealing with an expert in the food industry. Contrary to what Big Chief is telling you, a one product "specialist" does not make an industry expert.

*According to the most recent Nielsen's Major Market Survey

•••CRIME ALERT•••

Reasonable detainment of shoplifting suspects

Customers often remove personal items from their purses or pockets while shopping in a store and then replace them. Customers often use pens to tally the cost of selected items; some use a small calculator, removing and replacing it several times while shopping. Seeing a customer place something into his or her pocket or purse may seem suspicious, but the act, alone, does not provide sufficient grounds to apprehend the person on suspicion of

shoplifting in most instances.

If the observer can't determine the nature of the item the customer put into a pocket or purse or if the observer didn't see the customer remove the item from display before concealing it, the retailer is at risk if the customer is stopped for questioning. Nevertheless, every state has an immunity detention statute, sometimes referred to as the "merchant's privilege" statute. Such statutes provide retailers the right to

detain a shoplifter in a reasonable manner for a reasonable amount of time to determine whether the customer has attempted to steal the retailer's merchandise. When the retailer discovers that the customer does not have the merchandise he or she was suspected of stealing, the investigation should end at that point; the customer should not be further detained.

A customer of a discount department store recently was awarded

\$75,000 in compensatory damages and \$100,000 in punitive damages following her apprehension at the store on the suspicion of shoplifting. The store guard quickly discovered that the customer had not concealed any store merchandise. Nevertheless, the customer was required to retrace her steps through the store with the store guard as he attempted to find the package or item he thought she attempted to steal. The jury found the customer was detained in an unreasonable manner for an unreasonable time and that the state's merchant privilege statute would not protect the retailer in this case. —FMI

New liquor distribution system to come

The following is a letter issued last month by the LCC to all retail liquor licensees.

Dear Retail Liquor Licensee,

As most of you are aware, the issue of changing how liquor is distributed in Michigan has been the subject of much study and discussion in the past year.

Last fall Sen. Jack Wellborn introduced several bills (Senate Bills 612-616) which would provide for full privatization of liquor distribution. Under these bills, the MLCC's warehousing and merchandising functions would be handled in the private sector while the Commission would continue its regulatory responsibilities. None of the bills has received legislative approval to date.

As an alternative, and also in an attempt to address state budgetary problems, the Commission is in the process of developing a new system to distribute your liquor as economically as possible.

Any changes made will retain the current statutory mark-up and licensee discount system and retail package liquor prices will remain uniform throughout the state. The new distribution system will attempt to ensure liquor is available to you in a timely manner and at reasonable prices.

Please be assured that we continue to recognize the importance of fair, affordable, and efficient service to you and your business. As we progress with changes, we will keep you and your licensee organizations informed.

Sincerely,

Walter R. Keck
Business Manager





3' DISPLAY

Rack up the sales with our attractive 2', 3', 4' displays. Choose from over 50 varieties of Kar's nuts and more than a dozen varieties of meat sticks to create an attractive display of popular snack items.



3' DISPLAY

Kar's nuts . . . peanuts, cashews, mixed nuts, trail mixes, sunflower seeds, pumpkin seeds, in-shell peanuts, pecans, walnuts, Spanish peanuts, all in various sizes . . . distributor of national brands such as Beer Nuts®, Smokehouse Almonds®, Corn Nuts® and more!



2' DISPLAY

Kar's meat sticks . . . regular jerky, barbecue jerky, teriyaki jerky, pepperoni sticks, hot pepperoni sticks . . . distributor of national brands such as Smokecraft®, Jacklink®, King B®, slim jim®, Bighorn®.

KAR NUT PRODUCTS, INC. • Ferndale, MI 48220 • (313) 541-7870 • 1-800-KAR-NUTS

Vic's Quality Market grows and blossoms

Customers seeking the new Vic's Quality Fruit Market don't have to look far from the old one. But they will definitely want to look twice.

That's because the new store, which opened the last week of April on the opposite corner of Southfield and 13 Mile, is bigger and better in so many ways.

The proof is in the square footage—the old store was 7,000 square feet versus the new store's 21,000 square feet—and its new departments. Vic's now features, in addition to the full line of colorful fruits and vegetables bursting with freshness, a fresh butcher shop, a fresh fish counter, and a from-scratch bakery, as well as a complete gourmet grocery line.

The market also boasts a full-line flower shop, which will make beautiful arrangements for any occasion. Gardeners seeking to plant their own can purchase flats outside. And a revamped deli with a chef on staff has an expanded array of palette pleasers.

Vic's Quality Market reminds customers no delicious gourmet meal should be without a bottle of good wine. The store has devoted a corner to a complete wine section with what

owner Vic Ventimiglia describes as "very aggressive pricing."

But aggressive does not only describe the pricing of the wine, it covers Ventimiglia's determination to complete the new store. When it came to the renovation of the former MC Sporting Goods building, Ventimiglia took matters into his own hands by doing all the subcontracting himself.

"I was here seven days a week, 18 hours a day to make sure everything got done," he says.

Knowing what he wants out of the grocery store comes naturally to Ventimiglia because he was raised on top of one—literally. He grew up living above his grandfather's tiny store

in the Harper and Gratiot area.

"His store was 900 square feet," he chuckles. "Our rest rooms are 900 square feet now."

His father had a store and Ventimiglia also owns a small Italian import store in Sterling Heights with his brothers.

Specialty markets, he believes, are the stores of the future. He purposely steered away from "super-market" items at Vic's Quality Fruit Market.

Ventimiglia goes on to say he feels in years to come the "warehouse" stores will be their own element. Chain stores, he claims, are already killing themselves because they have no gut love for the

business and the customers.

His personal attention, as well as the dedication of staff who have staked their careers on the success of the store, he says, are what keep the store afloat.

"I'm here every day," he says. "If it's not good, it's out. The customer doesn't have a chance to get anything bad."

Apparently, customers agree, as they proved by wasting no time in flooding into the new store.

Part of the reason they come back, he says, is because they are treated well. And Ventimiglia always welcomes feedback from his customers, as is evident by the placement of several note pads around the store which make it easy for customers to offer suggestions.

"We treat people like we want to be treated when we go somewhere else," he says.

Running the entire business, from the way he treats customers to the way he chooses the fruit (he tastes all of it), Ventimiglia says, is an art form—one in which his customers hope he continues to dabble.

"People come in and they love it!"



Owner Vic Ventimiglia stands behind his produce.



Both Are Guaranteed In All Fifty States.

With TeleCheck, the largest check guarantee service in the world, the next time you're faced with a check written from in-town, or out-of-state, the face value is guaranteed. ■ And when you stop to consider that nine out of ten consumers fail to keep a balanced check-



book, you can see why TeleCheck is clearly an asset. ■ Best of all, it takes only a few seconds to guarantee checks—from any existing terminal. For checks that are money in the bank. Guaranteed. Call TeleCheck today at 000-0000.

Money In The Bank.
Guaranteed."

Retailers need to comply with Clean Air Act by July 1

Businesses that use refrigeration equipment should establish policies and procedures for complying with new federal guidelines for phasing out chlorofluorocarbons, according to a noted industry expert.

Eugene L. Smithart, director of marketing for heavy machinery for the Trane Company, on May 13 outlined the new federal requirements and suggested compliance strategies to owners, maintenance engineers and consultants of firms affected by the new standards. The seminar was sponsored by the La Crosse, Wis.-based Trane Co. and the Detroit Edison Co.

Chlorofluorocarbons, or CFCs, are commonly used as refrigerants for air-conditioning and refrigeration applications. The federal Clean Air Act of 1190 has mandated the total phase out of CFCs by the year 2000, and hydrochlorofluorocarbons (HCFCs) by 2030. Beginning July 1 of this year, the voluntary release of refrigerants into the atmosphere will be illegal. Businesses will need equipment to recycle or recover releases of refrigerants.

"You should set a date for when you want to be CFC-free," Smithart said. He encouraged businesses to develop policies that specifically

outline how employees and service companies should handle themselves to comply with CFCs guidelines.

Meanwhile, business owners must decide whether to convert or replace their HVAC equipment to accommodate alternative refrigerants on the market, such as HCFC-123, HFC-134a and HCFC22.

Smithart repeated Texas Instruments' recommendations for the conversion and replacement of chillers: chillers two to 10 years old should receive complete overhauls; those older than 20 years should be replaced. Chillers between 10 and 20 years should be assessed by original

equipment manufacturers who have access to computerized data about specific equipment.

He added that the Environmental Protection Agency (EPA) is likely to require certification for anyone who purchases refrigerants.

Smithart said that HCFC-123 is an environmentally safe, energy efficient alternative to CFC-11, which is commonly used for low-pressure refrigeration. Currently, Du Pont is the sole manufacturer of HCFC-123.

HCFC-123 costs about 50 percent more than CFC-11, he said. Smithart said that the price is expected to drop and should cost less than CFC-11 within three years.

He added that the EPA considers it a safe alternative to CFC-11. The greatest danger with HCFC-123, as with all refrigerants, is asphyxiation, according to Smithart.

"Refrigerants are heavier than air," he said. "You can drown in refrigerants as well as by water."

He added that the HCFC-123 refrigerant has an allowable exposure level of 10 ppm, lower than that of CFC-11 and can be safely used with centrifugal chillers.

Smithart also said that for medium-pressure refrigerants, HFC-134a is a viable alternative to CFC-12. He added that blends of HFC-32 and HFC-152a are likely alternatives for R-22.

"You can safely use refrigerants as long as you follow safe-handling procedures and design the equipment room appropriately."

Smithart also encouraged business to begin implementing the new ANSI/ASHRAE standards for equipment rooms. The standards, to be used in conjunction with existing guidelines, will require the following:

- Alarms inside and outside of an equipment room to alert operators to potentially hazardous situations
- Use of mechanical ventilation only
- Availability of respirators adjacent to equipment rooms
- Piping of purge and relief valves to the outside.

Smithart encouraged the audience to prepare for both the capital expenses—and the paper work—that will be required by the various new regulations.



AND NORTH POINTE INSURANCE For LIQUOR LIABILITY INSURANCE.

- The Projected #1 Writer of Liquor Liability in the State of Michigan for the 5th year in a row.
- Admitted and Approved Carrier.
- Never Assessable — No Deductibles, Policy Fees or Surplus Lines Tax.
- Available through the Independent Agent network with over 700 Agencies to serve you.



The Formula of AFD plus
North Pointe Insurance Equals
Savings, Service, and Coverage



28819 Franklin Rd.
P.O. Box 2223
Southfield, MI 48037-2223
358-1171
1-800-229-NPIC

Or call AFD: 313-557-9600 or 1-800-66-66-AFD

COMING EVENTS

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 more information call 510-528-0665.

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

Turn Over A New Taste Sensation



Cottage cheese and fruit. They're a natural!

Now both great tastes come together in **Michigan Brand Fruit On The Bottom Cottage Cheese!**

Fresh, delicious chunks of strawberry, pineapple or peach and Michigan's best-selling cottage cheese - it's a taste your customer will love!

And the convenient single-serving cups, wrapped in brightly colored two-pack sleeves, promise to keep them coming back for more.

Just in time for Dairy Month - a new taste sensation at a great price! Call your **Bernéa Food Service** sales representative today.



BERNE'A
FOOD SERVICE
Best in the Midwest

557 Lincoln Road • P.O. Box 234
Otsego, Michigan 49078
Tel. (800)688-9478 • FAX (616)694-6052

**BIG CHIEF SUGAR CARES ABOUT
YOU...AND THE
ENVIRONMENT TOO!**



**WINNER, 1992 MICHIGAN
CHAMBER OF COMMERCE
ENVIRONMENTAL QUALITY AWARD.
MONITOR SUGAR**



Monitor Sugar Company • 2600 S. Euclid Ave. • Bay City, MI 48706

LOOK FOR THESE GREAT NEW PRODUCTS FROM

Campbell's® Soups



Take Stock in the Brand that Built the Category!

- Campbell's added over 3.5 million cases to the category in 1991 from new products
- Campbell's enjoys over 67% dollar share of the soup market
- Campbell's advertising expenditures will reach a record high in FY 92/93
 - the largest advertising share of voice in the category
- Of all food brands, Campbell's is #1 in "favorability"
- Campbell's is the #1 recognized food brand in America!
- 98% of all households buy soup!
- Campbell's pulls more consumers than any other brand





1992 AFD CARNIVAL of PROFITS TRADE SHOW WAS A HUGE SUCCESS!

BOOTH AWARD WINNERS:

Best Overall: Berne's Food Service



Best Use of Theme: Kar Nut Products



Best Draw: Pepsi



Notable Quoteables:

"The p.r. was fantastic. I got a chance to rub shoulders with a lot of people in the business I haven't talked to in a long time and built up contacts." —Joe Smith, sales associate, M&M/Mars

"It allows you to interact with prospects on a more personal basis."

—Paul Rayes, Mr. Pure

"It has been a great opportunity to chat with many of our existing customers."

—Fran Lindgren, Spartan Stores, Inc.

"It's the best show I've been to in three years."

—Paul McCabe, sales representative, Melody Foods

"This is the first year and we are extremely glad we participated and we'll participate next year."

—Tim Campbell, sales manager, Eby Brown

"The traffic has been great and so has the reaction to our products."

—Marty Scanlon, sales representative, Tombstone Pizza

"Good response—especially for a company just starting out, this is great."

—Evelyn Clouse, ELC



Exciting new products and delicious samples made people turn their heads and go "mmmm!"



Attendees played the ball toss for fabulous prizes at the J&J booth.



Attendees got into the center ring with DCI Food Equipment's Remo Antonelli, who got into the carnival spirit with a ringmaster's costume.



"Spin to Win," run by Pfeister, got people in the carnival mood as they spun to take home great gifts.



Melody Farms was cool as ever with the introduction of new ice cream novelties and soft drinks.



Wild Irish Rose Malt Liquor was introduced by Canandaigua Wine Company.

Carnival of Profits media night

FD invited the press to a sneak preview of the show's exciting attractions.



Board members (clockwise) Nabby Yono, Barbara Weiss-Street, Frank Arcori, Raad Kathawa, Mark Karmo, Jim Garmo, Tom Simaan and Sam Dallo were on hand for the event.



The evening's preview festivities made many say "Uh Huh" to Karaoke at the Pepsi booth.

Shrink Seminars

Shrink expert Larry A. Miller of LAM Consulting spoke in two separate sessions to retailers about how to avoid losses in their stores.

In the seminar, Miller explained shrink is the difference between the retail value of product received versus the amount received for that product at the time of its sale. He emphasized the problem of employee theft, which accounts for 52 percent of shrink, followed by shoplifting at 26 percent.



Larry A. Miller of LAM Consulting



Miller made his informative presentation to a full house.

MORTGAGE MONEY AVAILABLE

• FINANCIAL PROBLEMS •
WE HAVE SOLUTIONS



LARRY BSHARAH
LOAN CO-ORDINATOR



HERB SCHERVISH
PRESIDENT



PAUL KEMP
SENIOR LOAN OFFICER

35 YEARS EXPERIENCE

RESIDENTIAL LOANS FOR:

- DEBT CONSOLIDATION
- FINANCING LEGAL & ACCOUNTING FEES
- DIVORCE SETTLEMENTS
- HOME PURCHASES
- HOME IMPROVEMENTS
- PAY OFF:
 - LAND CONTRACT(S)
 - SECOND MORTGAGES
 - HOME EQUITY LOANS
 - TAX LIENS
 - CHARGE CARDS
 - PROPERTY TAXES

PROVIDING FINANCIAL ADVICE AND SERVICES, WITH FINANCING SOLUTIONS FOR:

- PERSONS REJECTED BY TRADITIONAL SOURCES
- FORECLOSURE AND BANKRUPTCY
- SELF EMPLOYED
- MONTHLY CASH FLOW INCREASE
- WE BUY LAND CONTRACTS

LIMITED DOCUMENTATION PROGRAMS AVAILABLE

MEMBERSHIPS:

MORTGAGE BANKERS ASSOCIATION OF AMERICA • NATIONAL ASSOCIATION OF MORTGAGE BROKERS
MORTGAGE BANKERS ASSOCIATION OF MICHIGAN • MICHIGAN MORTGAGE BROKERS ASSOCIATION
BETTER BUSINESS BUREAU

GREENFIELD
MORTGAGE
COMPANY



EQUAL
OPPORTUNITY
LENDER

313/274-8555

FAX 274-1125

SDD/SDM

from page 7

the general fund for general purposes per the Michigan legislature.

Restricted fees and taxes committed to the general fund but restricted to a particular purpose, such as retailer license fees to local governments or the Tourism-Convention liquor tax of 4 percent, totaled almost \$22 million last year. We must not overlook the 1.85 percent specific tax on liquor paid into the Liquor Purchase Revolving Fund for alcoholism programs and charged only to the off-premise licensees.

It certainly is not difficult to understand why we frequently praise the SDD or package liquor retailer for helping the state through healthy sales and doing a good job as a "tax collector"—if you see the point of our comment.

A change worth noting in this financial report is the transfer of \$28 million to the General Fund in 1991 due to a reduction in warehouse inventory when it was converted to bailment.

Back in May 1989, the LCC converted its warehousing of liquor to bailment warehousing, meaning that under bailment, the suppliers or vendors of spirits own the inventory. That state provides warehousing space and employees to provide services at a cost to the vendors of approximately .83 cents per case of spirits received in the warehouse.

Through the most difficult times of both a changing economy and a changing public attitude toward alcohol beverages, the LCC and its licensees deserve the highest of commendations for an extremely fine report.

PRODUCTS



Country Cookin' trays from Pressware International

Country Cookin' trays from Pressware® are the ideal packaging option to take-out foods in foodservice, supermarkets, convenience stores and delis. Their blue speckled appearance communicates old-fashioned goodness while offering the technical advantages of modern dual-ovenable packaging.

Pressware's Country Cookin' trays are available in five stock tray sizes and can be customized for virtually any food application from large entrees to side dishes. Each tray has a matching OPS dome lid.

Foods in Country Cookin' trays can be cooked or reheated in a microwave or conventional oven at temperatures up to 400°F (204°C) for 60 minutes.

Country Cookin' trays are made of paperboard, a renewable resource, and are based on technology

developed for the nation's top frozen entree manufacturers.

For more information, please contact Pressware International, Inc., 2120 Westbelt Drive, P.O. Box 281247, Columbus, Ohio 43228-0147. Phone: 614-771-5400.

"Cookies for Kids Olympics" kicks off Archway Cookies' effort for Children's Hospital

Kids of all ages, cookies of all shapes and sizes, and a giant Lion teamed up at Children's Hospital of Michigan in April when Lomas Brown of the Detroit Lions coached two teams of doctors and patients for the 1992 "Cookies for Kids Olympics," launching Archway's statewide "Cookies for Kids" fund-raising drive for Children's Hospital.

During the promotional period running April 20-May 22, Archway donated 5 cents to Children's Hospital for every package of cookies sold statewide in Michigan.

Last year's sales raised over \$20,000 for the hospital. The four cookie olympic events were: the "cookies hot out of the oven" race; "the leaning tower of cookies;" "cookies and milk" relay; and the finale, a cookie castle-building contest.

Food chains participating in this program were A&P, Farmer Jack, Hollywood, Kroger, Meijer's, Shopping Center Markets, Foodtown,

Showman's, Vergo's, Jewel, Kessel, D&W, Glen's, Felpausch, Polly's, Carters, Hardings, Shoppers/Vegas, Hamady, V.G.'s, Atlas, U.S. 23 Markets, Walko, Busch's and I&L Shop-Rite.

Children's Hospital of Michigan is a private, non-profit 260-bed tertiary care facility serving families statewide. In 1991, more than 100,000 children were treated at Children's. Community support helps cover the cost of caring for children whose parents cannot afford to pay for the treatment.



Archway Cookies launches a statewide fund-raising drive for Children's Hospital of Michigan with a "Cookies for Kids Olympics," as teams of patients and doctors participated in events coached by Lomas Brown of the Detroit Lions.

\$ GOOD FOR MEMBERS ONLY \$

Save Time and Money With AFD's Coupon Redemption Program

Retailer: it's as easy as this. Send any number of coupons you receive from your customers and get a check in 30 days.

For information, call (313) 557-9600 or 1-800-66-66-AFD and receive a no obligation starter kit.

\$

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
- Check guarantee services
- 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 Touch® 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.

FOR INSURANCE WE ARE THE ONE

One qualified agency to serve all your insurance needs.

Including Assoc. Food Dealers Membership

America One is the largest network of independent insurance agencies. Representing America's leading insurance companies. We provide Liquor Liability, Workers Compensation and Health Insurance Programs sponsored by Associated Food Dealers.

For more information call:
1-800-688-9772

America One of Lansing, Inc.
2214 University Park Dr.
Olivette, MI 48054
517-343-1988

Baker Weber Ins. Agency, Inc.
2501 Spring Arbor Rd., Box 985
Jackson, MI 49204
517-783-2608

LaForest Insurance Agency
301 E. Main, Box 378
Flushing, MI 48433
313-859-8819

America One Bob McElwain Ins.
731 Genesee, Suite C
Mt. Morris, MI 48858
313-234-0700

America Porter Insurance Agency, Inc.
1210 W. Milliken, Box 987
Portage, MI 49602
616-382-1803

America One/Star Ins. Agency
2621 Carpenter Rd.
Ann Arbor, MI 48104
313-973-9444

National Insurance Exchange, Inc.
18778 Corporate
Dearborn Heights, MI 48125
P.O. Box 2490, Dearborn, MI 48123
313-961-7880

America One Insurance Systems
2800 Pine Hills, N.E.
Grand Rapids, MI 49506
616-363-6036

Corey Insurance Agency
400 S. Bridge St.
Grand Ledge, MI 48837
517-627-2128

America One Curtis Ins. Agency
25 N. Washington
Oxford, MI 48051
313-628-2604

Matthew's America One of Muskegon
1603 Pack St.
Muskegon, MI 49441
616-789-2218

America One of Southfield
28000 Middlefield
Farmington Hills, MI 48334
313-737-2800

America One of Tri-Cities Agency
2030 Mitchell St.
Saginaw, MI 48603
517-799-2706

America One Godfrey Ins. Agency
130 W. Houghton, Box 571
West Branch, MI 48861
517-343-0190

America One Payne Ins. Agency
1420 Westport Dr.
Lansing, MI 48917
517-321-8634

America One Adams Insurance
14701 S. Telegraph
Flat Rock, MI 48134
313-783-1717

America One Doug Marston Agency
2701 Washtenaw
Ypsilanti, MI 48197
313-434-5700

America One Ahearn Ins. Agency, Inc.
107 E. Dwight, Box 565
Okemos, MI 48850
517-739-9175

America One Kapture Ins. Agency
65405 Fenton Rd.
Grand Blanc, MI 48807
313-238-6538

America One Boylen Ins.
3975 Cascade Rd.
Grand Rapids, MI 49506
616-957-0022

America One Gilbert Whisman Agency
1080 W. Huron
Waterford, MI 48093
313-881-6300

America One America-Porter Agency
812 W. Chicago Rd., Box 648
Sturgis, MI 48901
616-921-2867

America One Makin Agency
422 Weber St.
Allegan, MI 49010
616-873-3991

America One Northridge Agency
27780 New Rd.
Novi, MI 48050
313-344-4848

America One Duchon Ins. Agency
52 Maple St.
Marquette, MI 49680
616-723-2553

Karl Ins. Agency America One
6099 Meadowlark
Rockford, MI 49341
P.O. Box 261
Belmont, MI 49306
616-688-9686

Insurance Marketplace
68419 S. Saginaw, Box 672
Grand Blanc, MI 48439
313-865-0999

America One Kamei Agency
4511 N. Woodward
Royal Oak, MI 48072
P.O. Box 1180
Birmingham, MI 48012
313-549-0700

America One Stearns Agency
39 N. Cassville, Rd. Box 539
Pigeon, MI 48755
517-453-2257

America One Don Ryan Agency
328 Salem Dr., Box 194
Dowling, MI 48623
313-653-8020

America One Williams, Inc.
3401 E. Saginaw, Suite 204A
Lansing, MI 48912
517-337-2200

New security-enhanced treasury checks

Security from counterfeiting and alterations is essential to the integrity of the 550 million checks issued annually by the Federal Government. The Department of the Treasury has begun issuing checks containing new security features as part of its continuing efforts to provide protection against counterfeiters and others armed with the latest copying and printing technology.

•Checks issued by the seven regional financial centers operated by the Financial Management Service, a Treasury Bureau, will be phased in with the new security enhancements

by Dec. 31, 1992.

•Checks issued by non-Treasury disbursing centers, such as the Department of the Defense and the State Department, will be phased in with the new security features by the end of 1993.

•The new security features include:

—Removal of USA pattern containing the hidden word VOID. The back of the check will remain blank with the exception of a WARNING notice.

—Addition of a watermark that can be seen from the front and the

back and which reads: "U.S. Treasury." The watermark can be detected by holding the check up to the light.

—Addition of fluorescence on the front with the FMS seal, four lines of FMS, and then the United States seal (Eagle) covering the amount box. The seals can be detected under a black light. If the amount box is shaved or altered in any way, a "hole" will be created in the ultraviolet area.

—Darkening of colors on the face of the check to highlight even more the Statue of Liberty.

—WARNING notice on back of

check. This notice instructs financial institutions and others cashing the checks to hold the checks to the light to view and verify the new watermark before cashing the checks.

Government checks were last changed in 1985 when the Treasury Department converted from the green card check to the Statue of Liberty paper check.

For more information, contact (202) 874-6839 or the Customer Assistance Staff in Chicago at (312) 353-5622

UPDATE

from page 1

the Resource Conservation and Recovery Act (RCRA) legislation on April 29. The RCRA bill contains some provisions which affect retail and wholesale grocer, in particular those with private label products. The bills mandate recovery/reuse or package reduction rates of up to 50 percent, holding the packager or filler responsible for "tracking" and complying with the mandates. In addition, Sen. Jeffords (R-Vt.) is expected to attempt to attach S. 2335, the national bottle bill, as an amendment during markup. A similar move is expected in the House where committee markup is scheduled in May.

—NGA

President and Congress propose programs for inner-city after L.A. riots

President Bush has announced a package of urban proposals after his visit to Los Angeles a week after violence and looting erupted. The package emphasizes the range of programs supported by his administration that have been proposed but have not been passed by Congress, including the incentives for private business investment such as the enterprise zones concept, and federal housing programs that would allow low-income families to directly use funding to buy or rent their homes.

—FMI

Product Liability Fairness Act (S. 640, H.R. 3030):

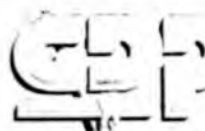
This legislation contains a fault-based liability standard for non-manufacturing product sellers which will reduce exposure to litigation, and insurance and legal costs for grocers. Action in the Senate is expected this spring, and this is one issue which is receiving bipartisan endorsement. Support is also building in the House where H.R. 3030 currently has 148 co-sponsors.

NGA

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

PEOPLE

Erickson receives industry award for technical excellence

John Erickson, a research microbiologist with New Jersey-based Best Foods Research and Engineering Center, has received the 1991-92 Technical Merit Award given by The Association for Dressings and Sauces (ADS).

Erickson was honored for his contribution to the industry for his research on growth of Salmonella and Listeria in commercial reduced-calorie mayonnaise products.

Processed Apples Institute elects board

During their recent Annual Meeting at the Turnberry Isle, Aventura, Fla., the following officers were re-elected by the Processed Apples Institute:

Chairman of the board—Vern Wiersma, executive vice president, Stokely USA, Oconomoc, Wis.; vice chairman—Rick Kress, vice president, Seneca Foods Corporation; secretary—Doug Tough, president, Mott's North America, Stamford, Conn.; treasurer—Gordon Crane, president, Apple & Eve, Inc., Roslyn, N.Y.

The Processed Apple Institute is an international association of producers of processed apple products and those companies that supply raw materials or services to them.

ABS Investments, Inc.

Marshall R. Solomon has formed ABS Investments, Inc., a commercial real estate firm located at 24385 Halsted Road (the Powerhouse Gym Building), Suite 201, in Farmington Hills. He was formerly vice president of brokerage for the Beale Group, Inc., in Southfield. The phone number for ABS Investments is (313) 442-4860.



Solomon

DOLAN

from page 4

deter businesses from staying in the cities. She sits on a task force which is looking at how the state can encourage cities to reduce their tax burden.

Dolan has also rallied to the cause of small-business owners in fighting Michigan's Single Business Tax.

Dolan says small businesses, which currently account for the majority of the employment in Michigan, have shouldered the burden of too many taxes for too long.

In addition to other areas of concern to small business, such as the high cost of insuring employees, Dolan also stresses the importance of an educated work force.

"We're spending a lot of taxpayers' money on education, but we seem to, in some cases, turn out a work force that is unprepared for the work environment," Dolan says, citing as an example her experience with cashiers who can't even make correct change. "Some of our schools are not turning out educated students and must be held accountable."

Dolan spends four days a week in Lansing, but remains a commuter. She even relishes the hour's drive each way to listen to books on tape.

And she says it's worth the drive because she likes to stay closer to her constituents.

In fact, Dolan holds office hours for visitors in each corner of her district every Friday afternoon. She receives people in Farmington and Farmington Hills the first and third Friday afternoons of the month, and Beverly Hills and Franklin the second and fourth Friday afternoons.

Does she get much response?

"Some days they're lined up,"

Dolan says. "If no one comes in I always have paperwork to do. They know I'm here so that's fine. That's what I'm here for."

Contact Rep. Jan C. Dolan at the State Capitol, Lansing, Mich. 48913. 517-373-1793.

CLASSIFIED

FOR SALE: •Party store with liquor license, Lottery and deli area. Also two upstairs apartments for income units. 20 car parking lot. Owner retiring.

TWO BUSINESSES:

•Farwell-Lake George area party store: real estate, business, mobile residence. SDD-SDM licenses, consistent positive cash flow. \$125,000.

•Own your business. Live there too. Complete bakery, ready to operate. Additional lot with utilities in place could be rented or sold, or buy just the building for your business. Make an offer. Call Ted at Coldwell Banker Alliance Group, (517) 631-1234.

RETURNABLES !

HOW YOU FEEL ABOUT RETURNABLE CANS & PLASTIC BOTTLES?

Do you find returnables:

- ▶ TIME CONSUMING
- ▶ AN INVENTORY PROBLEM
- ▶ DIRTY
- ▶ QUESTIONABLE RETURN ON YOUR MONEY

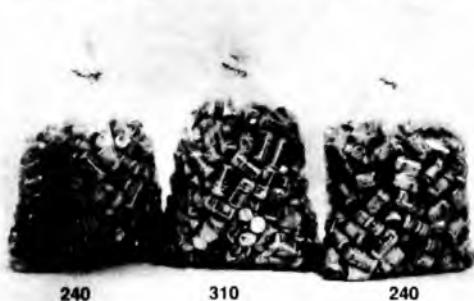
WE HAVE THE SOLUTION TO YOUR PROBLEM

The **X-ACT COUNT 240**

can & plastic bottle counter

ONLY \$39.95

HOW MANY CANS ARE IN EACH OF THESE BAGS?



Now available - electronic X-Act count.

Patent Pending

- * gives an accurate count
- * sorting and counting done at the same time
- provides inventory control
- covers dirty cans and bottles to keep odors down

If a store returns 25 bags a week and each is \$3.20 over, that equals \$80.00 which pays for 2 X-Act counts. A store might need 8 units so it would take 4 weeks to pay for all units.

Cost for 8 units = \$319.60

\$3.20 x 25 bags per week = \$80.00 x 52 weeks = \$4160.00 loss per year.

We have also come out with a plastic sleeve that can be used instead of the cardboard ones sold by the distributors. Plastic has the advantage of being stronger and washable. Also water from mopping the floor will not soak the bottom and cause it to sag like it does with the cardboard.

Now available **PLASTIC SLEEVES** - Sturdy and washable. Only \$14.99 each plus shipping.

The X-ACT COUNT 240 sets on top of the cardboard sleeve and plastic bag currently in use by most stores



X-ACT COUNT 240

MANUFACTURED BY
Roll Rite Corporation
2574 School Rd.
Alger, MI 48610
Phone (517)-345-3434

Chris Zebari is a good board member

A good board member knows AFD inside and out. He knows how the staff operates, he knows how to get members, and he knows the retailers' perspective as well as the wholesalers'. That good board member is AFD board newcomer Chris Zebari.

Zebari is the first former staff member to take a seat on the board of directors. For nearly three years, Zebari served as AFD's membership director, signing up about 500 new members.

"I really enjoyed working at AFD and I'm even happier now that I can come back as a board member," he says, adding that he learned a lot from his days as a staffer. "I know the way the organization runs. I know what each staff person's job should be, and I can tell just by walking in the door if everything is running smoothly."

Zebari also recognizes the importance of the staff in an organization—not only at AFD but in his position at Pepsi as a district manager.

"The executive director is only as good as the staff behind him and I carry that belief in my work at Pepsi," he says.

Pepsi recently "turned the com-

pany right side up," meaning, as Zebari explains it, "We have empowered our performers/salespeople (those closest to the customer) to make their own decisions and do what's right for the customers. If you're going to be held accountable for your decision, the decision you make is probably going to be the right one."

Zebari insists he doesn't consider himself his drivers' boss. "They're my bosses and I have to do everything I can to help them serve the customer."

The right-side-up philosophy is portrayed graphically as an inverted pyramid. The customer is presumed to occupy the top portion of the pyramid with Pepsi management underneath. The higher the Pepsi management level, the lower it is on the pyramid.

Zebari says AFD members could learn a lot from the way Pepsi does business.

"I think the triangle is best when customers are at the top," he says. "By turning the triangle upside down, you will turn your customer service right side up. AFD must also keep its members at the top of the triangle."

It is important that our members

feel like they have been heard," he says. "Our goal is to have a satisfied membership."

Zebari knows what it's like to be a retail member, too. His family owns the New Hudson Food Market, where he still puts in about 20 hours a week, so he knows retailers' concerns.

The store experience helped him not only with his work at AFD, but also in his work at Pepsi.

"When I go in to see one of my customers I can identify with him," he says. "I'm not just some guy coming in and saying 'buy this, buy that,' and not knowing exactly what his needs are."

Zebari believes getting to know retail members closely should be a top priority for all AFD board members.

"I think all board members should be required to spend time with members," he says, "talking to the guy on Woodward Avenue, talking to the guy in Hazel Park, Detroit, etc. We can really learn what he or she needs from his or her association."

Another plan he would like to put into motion as a board member is helping out more families of party-store robbery-murder victims. He says money could be raised to offer rewards.

AFD, he says, has become more pro-active. He points to the annual Turkey Drive, in which he participated as a staff member and a Pepsi representative, and the new Feed the Hungry project as good examples of AFD's pro-active work.

"The community understands that we really do care and are not just taking their money," Zebari says, adding that could be the reason



Board Member Chris Zebari says he bleeds red, white and blue.

Detroit store owners saw very little violence during the riots in Los Angeles last month.

Lately Zebari has had his own crises to face. Pepsi drivers, who are teamsters, haven't crossed Kroger picket lines for the last month. But sticking to his commitment of serving the customer, he and his counterparts donned drivers' uniforms and have been delivering the product themselves.

His long hours at work and his take-charge approach to getting the job done leave little time for him to spend at his new "dream house" in Canton where he lives with his wife Judi and daughters Kaleigh, 3, and Kaseigh, nine months. He says all his hard work is for them.

"I'm married to a wonderful woman who really understands."

AWREY'S

BONNIE

V

ERI-BEST BAKING COMPANY, INC.

Serving your community in supermarkets,
restaurants, & institutions.

**1111 EAST EIGHT MILE ROAD
FERNDAL, MICHIGAN 48220-2678**

(313) 398-6830

AFD

Come enjoy a day on the course . . .
Support the AFD scholarship program
by playing golf at the outing!

AFD Scholarship Golf Outing

Monday, August 3, 1992
Shenandoah Country Club
5600 Walnut Lake Road
West Bloomfield, MI

"A Day of Golf" Package

\$500 per foursome • \$125 per person

Dinner Reception Only • \$60 per person

To register call AFD at (313) 557-9600

DOOR PRIZES • \$10,000 HOLE-IN-ONE CONTEST
GOLFER GOODIE BAGS • DINNER RECEPTION

ALL DAY GOLF • OUTDOOR BBQ • HOLE CONTESTS
RAFFLE PRIZES • GOLF WEEKEND GETAWAY

1992 Board of Directors



ASSOCIATED FOOD DEALERS
OF MICHIGAN



FRANK ARCORI
Chairman



AMIR AL-NAIMI
Immediate Past
Chairman



NABBY YONO
Vice Chairman



THOMAS WELCH
Vice Chairman



MARK KARMO
Vice Chairman



RICHARD GEORGE
Secretary



SAM DALLO



FRED DALLY



TERRY FARIDA



JAMAL GARMO



RAAD KATHAWA



THOMAS SIMAAN



JERRY YONO



SAM YONO



JERRY INMAN



MEL LARSEN



RON PARADOSKI



ALAN STOTSKY



BARBARA WEISS-
STREET



CHRIS ZEBARI



JAMES BELLANCA, JR.
Legal Counsel



JOSEPH D. SARAFI
Executive Director

Not pictured:
Bill Viviano,
Treasurer;
Raad Ayar;
Tony Munaco

SUPPORT THESE AFD SUPPLIER MEMBERS

BAKERIES:

Alroy's Scotch Bakery & Sausage	332-1181
Archway Cookies	(616) 362-6205
Arvey Bakeries, Inc.	322-1100
Joepfinger Bakeries, Inc.	367-2020
Ar. Dan's Gourmet Pound Cake	923-3111
Biscuit Distributing	893-4747
Shumshine/Salerno	352-4343
Gaystee Bakeries	476-0201

BANKS:

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

BEVERAGES:

Absopure Water Company	358-1460
Anheuser-Busch, Inc.	354-1860
Belino Quality Beverages, Inc.	946-6300
Brooks Beverage Mgt., Inc.	(616) 393-5800
Cadillac Coffee	369-9020
Canandaigua Wine Co.	379-3644
Central Distributors	946-6250
Coca-Cola Bottlers of Detroit	585-1248
Cooks Brewing Company	451-1499
Don Lee Distributors, Inc.	584-7100
Eastown Distributors	867-6900
Everfresh Juice Company	755-9500
F & M Coffee	851-5774
Faygo Beverages, Inc.	925-1600
Frankenmuth Brewery	(517) 652-6183
G. Heileman Brewing Co.	(414) 796-2540
E & J Gallo Winery	643-0611
General Liquor	868-5100
General Wine	867-0521
Hiram Walker & Sons, Inc.	626-0575
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) 379-3008
Nestle Beverages	489-9349
Oak Distributing Company	674-3171
Paddington Corp.	345-5250
Pepsi-Cola Bottling Group	641-7888
Powers Dist.	682-2010
R.M. Gilligan, Inc.	553-9440
Royal Crown Cola	(616) 392-2468
Serv-U-Matic Corporation	528-0694
Seven-Up of Detroit	937-3500
Spartan of Michigan	521-8847
St. Julian Wine Co., Inc.	(616) 657-5568
Stroh Brewery Company	446-2000
Viviano Wine Importers, Inc.	883-1600

BROKERS REPRESENTATIVES:

Arme Food Brokerage	968-0300
Ammer-Con, Inc.	478-8840
Umha General Brokers	776-1610
ELC Associates	624-5133
Estabrooks Marketing	(517) 548-3750
Hannon Faso Assoc.	354-6339
J.B. Novak & Associates	752-6453
James K. Tamakian Company	424-8500
John Hueltman Co.	296-3000
Marks & Goergers, Inc.	354-1600
McMahon & McDonald, Inc.	477-7182
Northland Marketing	353-0222
Paul Imman Associates	626-8300
Pfeister Company	591-1900
Starb & Company	851-5700
VIP Food Brokers International	885-2335

CANDY & TOBACCO:

M & M Marm	363-9231
Warner's Candies	(517) 734-3691
Wolverine Cigar Company	554-2033

CATERING HALLS:

Country House Catering	(517) 627-2244
Emerald Food Service	546-2700
Gourmet House, Inc.	771-0304
Harro's Kale at North Valley	855-8777
Penna's of Sterling	978-3880
Southfield Manor	353-9020
R. George Cultural Center	335-8889
Yester Bush	(517) 546-8023
Thomas Manor Catering	771-3330
Time's Catering	949-2380
Vander's Banquet Hall & Catering	354-0121

DAIRY PRODUCTS:

American Dairy Assoc.	(517) 349-8923
Berne 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/Country Pride Dairy	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:

Standard Fish Dist.	871-1115
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 Corporation	868-8800
New City Ice Co.	485-0430
Union Ice	274-8020

INSECT CONTROL:

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

INSURANCE:

America One	(517) 349-1988
Blue Cross/Blue Shield	(800) 486-2365
Capital Insurance Group	354-6110
Creative Risk Management Corp.	792-6355
Fairlane Insurance	846-0666
Financial & Mktg. Enterprises	547-2813
Frank P. McBride, Jr. Inc. Ins.	445-2300
Gadaletto, Ramsby & Assoc.	(517) 351-7375
Jardine Insurance Agency	641-0900
K.A. Tappan & Assoc. Ltd.	473-0011
Lloyd's Assoc.	356-0472
Macatawa Ent.	(616) 335-9551
Marketplace Insurance	553-2280
Miko & Assoc.	776-0851
Mitzel 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
Fimco	253-1530
Groeb Farms	(517) 467-7609
Hodgson Mill	771-9410
Home Style Foods, Inc.	874-3250
Jaeggi Hillsdale	
Country Cheese	(517) 368-5990
Kali Enterprises, Inc.	527-7240
Kraft Foods	261-2800
Michigan (Pioneer) Sugar	(517) 799-7300
Monitor (Big Chief) Sugar	(517) 686-0161
Nabisco, Inc.	478-1400
Nestle Food Company	851-4480
Philip Morris U.S.A.	489-9494
Prince Macaroni of Michigan	772-0900
Red Pelican Food Products	921-2500
Roll Rite Corp.	(517) 345-3434
Sugar Extract Laboratory	345-5880
Tony's Pizza Service	634-0606

MEAT PRODUCERS/PACKERS:

Hartig Meats	832-2080
Hillshire Farm & Kahn's	778-3276
Holiday Farms	471-5696
Hygrade Food Products	464-2400
Kowalski Sausage Company	873-8200
LKL Packing, Inc.	833-1590
Nestle Foods	851-8480
Oscar Mayer & Company	464-9400
Pelkie Meat Processing	(906) 353-7479
Ray Weeks & Sons Company	727-3535
Smith Meat Packing, Inc.	458-9530
Swift Eckrich	458-9530
Thorn Apple Valley	552-0700
Winter Sausage Mfg. Inc.	777-9080
Wolverine Packing Company	588-1900

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
Nikulas Distributors (Cabana)	571-2447
Pioneer Snacks	525-4000
Variety Foods, Inc.	268-4900
Vitner Snacks	368-2447

PROMOTION/ADVERTISING:

Advo-System	425-8190
Gateway Outdoor Advertising	544-0200
Insignia Systems	(612) 553-3200
Intro-Marketing	540-5000
J.R. Marketing-Promotions	296-2246
Northland Marketing	347-6300
PJM Graphics	535-6400
Point of Sale Demo Service	887-2510
Retail Demonstrators	846-7090
Safeguard Business Systems	548-0260
Stanleys Advtg. & Dist.	961-7177
Stephen's NU-AD, Inc.	777-6823
T.J. Graphics	547-7474

SERVICES:

Akram Namou C.P.A.	557-9030
American Mailers	842-4800
AT&T	(800) 247-7000
Bellanca, Beattie, DeLisle	964-4200
Bollin 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., CPA	355-1040
Goh's Inventory Service	353-5033
Golden Dental	573-8118
Great Lakes Data Systems	356-4100
Greenfield Mortgage Co.	274-8555
Guardian Alarm	423-1000
Karoub Associates	(517) 482-5000
Menczer & Urchbeck P.C., CPA	356-1620
Merrill Lynch	656-4320
Metro Media Associates	332-5050
Michigan Bell	
Public Communications	221-7310
Michigan Cash Register	545-8660
National Exposition Service	865-1000
News Printing	349-6130
Nona & Company P.C. (CPA)	351-1760
Oakland Realty	557-7700
O'Riley Realty	689-8844
Pappas Cutlery Grinding	965-3872
Paul Meyer Real Estate One	341-4522
PKL Labs, Inc.	(516) 273-2630
Rossman Martin & Assoc.	(517) 487-9320
Sarala Realty	851-5704
Southfield Funeral Home	569-8080
Supermarket Development	
Inventory Services	573-8280
Telecheck Michigan, Inc.	354-5000
Travelers Express Co.	(800) 328-6078
Vend-A-Matic	585-7700
Whitey's Concessions	278-5307

SPICES & EXTRACTS:

Rafal Spice Company	259-6373
---------------------	----------

STORE SUPPLIES/EQUIPMENT:

All American Cash Reg.	561-4141
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
Sales Control System	356-0700
Statewide Food Equipment Dist.	393-8144
TRM Copy Centers	(503) 231-0230
Ultra Lite Supply Co.	751-1940

WHOLESALES/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
Epo 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	491-5930
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	469-0131
Lauren Kachigian Distributing	843-2898
Maxwell Foods, Inc.	923-9000
McInerney Miller Bros.	833-8660
Metro Packing Company	259-8872
Metropolitan Grocery	871-4000
Midwest Wholesale Foods	744-2200
Miesel/Sysco Food Service	397-7990
Mucky Duck Mustard Co.	683-5750
Norquick Distributing Co.	522-1000
Northern Michigan Food Service	478-6200
Northwest Food Co. of Michigan	368-2500
Rich Plan of Michigan	293-0900
Sackett Ranch	(517) 762-5049
Scot 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	758-0791
Value Wholesale	862-6900
Warehouse Club	532-3399
Wholesale House, Inc.	846-6209
Ypsilanti Food Co-op	483-1520

ASSOCIATES:

American Synergistics	427-4444
Bomark Corporation	342-1679
Bureau of State Lottery	(517) 335-5600
Business Dining Serv.	489-1900
Club Cara	459-8390
Herman Rubin Sales Co.	354-6433
Livermore-Davison Florist	352-0081
Minnich's Boats & Motors	748-3400
Motor City Ford Truck, Inc.	591-1234
Pat's Hoates Del. Serv.	(517) 894-4906
Power House Gym	865-0111
Rousana Cards	(201) 905-6700
Wieden & 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 557-9600.

**IT'S OUR FIRST ANNIVERSARY
WITH E. J. BRACH !!**



**THANKS... MICHIGAN / OHIO RETAILERS
FOR A GREAT YEAR OF SUPPORT ON
BRACH'S
AND
THE PFEISTER COMPANY.**

REMEMBER, JUST CALL *1-800-BRACHS9* FOR SERVICE !



DETROIT
36300 SCHOOLCRAFT
LIVONIA MI 48150
(313) 591-1900

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

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

TOLEDO
6433 MONROE ST
SYLVANIA OHIO 43560
(419) 882-1616

