



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:  
PACKAGE LIQUOR DEALERS ASSOCIATION

# FOOD & BEVERAGE REPORT

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(L to R) Josh and Jim Maskey pose with Sales Enterprises Division Manager Jim Hawkins in front of one of the Red Baron Stearman Squadron biplanes. Josh Maskey was a bone marrow donor to his brother, Jim. Both brothers received a thrilling ride in the biplane as part of Red Baron Pizza's commitment to the American Cancer Society. According to Hawkins, a portion of the sales of frozen pizza from June 28 to July 11 was donated to the American Cancer Society. Last year the company raised over \$6,000 for the charity.

## Red Baron "dives", "rolls" and "loops" into Michigan

by Michele MacWilliams, editor

The Red Baron Stearman Squadron, a fleet of smoke-trailing biplanes, swooped into the Romeo airport recently to wow a group of grocers, promote pizza and raise money for the American Cancer Society.

The red and white aircraft are original open cockpit biplanes. They trail across the U.S., performing at air shows and special events, captivating audiences with their formation flying, promoting Red Baron Pizza and scaring a few reporters along the way.

This reporter was invited to ride with the Stearman Squadron to get a taste of what these pilots go through each day. At the Romeo airport, we were offered pizza and pop prior to take off. (I recommend waiting until after the flight before partaking in any food or beverage.)

As I entered the open cockpit, my pilot, Travis Aukes,

asked me if I'd like to try any loops or rolls. What the heck, I was game.

The pilot's seat is behind the passenger in these open-air planes. I don't understand how they can see to take off, but the Stearmen have it under control.

We flew next to another biplane; so close that I was afraid the wings would touch. In formation, we flew a loop (backwards flip) over the corn fields of Romeo. Well, at least that's what Travis said. I was too scared to look.

We also did a barrel roll and a frightening hammer head, where the plane heads straight up, and then flips over backwards.

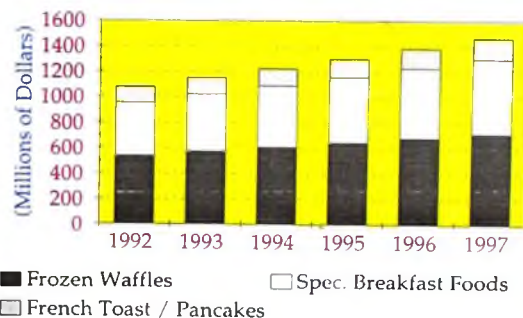
Needless to say, the ride was thrilling. A bit too thrilling for me. From now on I'll stay on the ground, eat their pizza, and watch as these talented pilots perform in their stage that is the sky.

## A sample of the stash

AFD staff members model a small portion of the loot raffled off at the AFD golf outing on August 2. But there's more! Great prizes for many lucky golfers.



## Frozen Breakfast Foods: Projected Sales: 1992-1997



## Retail sales of frozen and refrigerated breakfasts grew 7.5% in 1992, to hit \$1.079 billion.

Annual retail sales of frozen and refrigerated breakfasts have grown a zesty 63.1% since 1988, expanding the market from \$660 million to over \$1 billion.

David A. Weiss, president of Packaged Facts, explains the success of the frozen and refrigerated breakfast market this way: "With two spouses working frantically, it's a wonder if anyone has time to prepare a hot meal from scratch for dinner, much less breakfast. But with microwave ovens, even the kids are cooking away."

## Hope you didn't forget!

## Federal government deadlines

All alcohol beverage retailers should have paid the Special Occupational Tax of \$250 by July 1, 1993. The tax should be paid to the Bureau of Alcohol, Tobacco and Firearms along with ATF Form 5630.5, "Special Tax Registration and Return."

Also June 30, 1993 was the deadline for filing the 1993 federal cigarette floor stocks tax return and paying any floor stocks tax due. Forms and/or instructions are available from all ATF offices.

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## CHAIRMAN'S REPORT

### A few things you should know

By Frank Arcori, AFD Chairman

The AFD has been working on a number of new programs and projects. It is my pleasure to report our progress to you:



#### Teen drinking, unsightly store banners

The AFD has recently been involved with a group of concerned Detroit community members who have begun a program called The Detroit Teen Drinking Prevention Campaign. This group is opposed to unsightly beer and malt liquor banners displayed on storefronts. They believe these banners are unattractive and send a mixed message to teens. Many communities have ordinances against such signs. The AFD knows that alcohol companies are not the only suppliers that distribute banners. Soft drink and other companies also have their banners posted on storefronts.

We are asking all retail members to take down existing banners and refrain from adding new ones. They are unsightly, your customers don't like them and those that promote alcoholic beverages send the wrong message to our youth.

#### Senior Citizens' Picnic

The annual Senior Citizens Picnic on Belle Isle is scheduled for August 19. As in the past, Gil Hill's staff is helping to coordinate the event. Many thanks to John Loussia and his team of volunteers for supplying the food and making all the arrangements for this great event. Last year we treated over 2,500 senior citizens to a wonderful picnic lunch (with entertainment). This year we expect even more. If you would like to donate food or beverages or if you want to help out in any other way, call Danielle at the AFD office (313) 557-9600.

#### Welcome new board members

I would like to take this opportunity to welcome Steve Doud, Doud's on Mackinac; Joe Smoliga, Spartan Stores; Ronnie Jamil, Mug & Jug Li-

quor Store; and Ed Zebrowski, Monitor Sugar to the AFD Board of Directors. We're pleased to have these new members, who we know will bring additional insight to our board.

#### Member get a member program

Beginning next month, the AFD is instituting an exciting program intended to increase our membership by rewarding you. For every new member you bring in, we will provide you with a \$50 voucher to put toward any of AFD's program or services. Use the vouchers to pay your dues, take a booth at our trade show, attend a seminar, advertise in this magazine, buy tickets to our trade dinner, purchase video tapes, or spend it on any other service we offer. Look for details in the mail soon, or call the AFD office at (313) 557-9600. Membership in our association provides so many advantages that we know you will easily convince others to join.

## Calendar

- |                               |                                                                                                                                   |
|-------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|
| Aug. 2                        | AFD's Annual Scholarship Golf Outing<br>Links of Novi Golf Course                                                                 |
| Aug. 31-Sept. 1               | Kehe Foods' Holiday Buying Show<br>Lansing Holiday Inn, Lansing, MI 1-800-888-4681                                                |
| Sept. 12-15                   | 20th Annual Information Systems Conference<br>The Minneapolis Hilton & Towers, Minneapolis, MN                                    |
| Sept. 26-28, or<br>Jan. 23-25 | Seafood Splash Course for Supermarkets<br>Boston and Gloucester, Massachusetts.<br>A practical, hands-on seafood training program |
| Oct. 3-6                      | 1993 National Frozen Food Convention<br>Opryland Hotel, Nashville, TN                                                             |
| Oct. 3-6                      | 1993 Retail Store Development Conference<br>The Pointe Hilton at Squaw Peak, Phoenix, Arizona                                     |

## The Grocery Zone

By David Coverly



### Statement of Ownership

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AFD works closely with the following associations:



# Petitpren Inc. serving suds for sixty years

by Cristina Cleveland

Since 1933, the management staff at Petitpren Inc. has realized the importance of extensive community involvement, commitment to its employees and unique

interested in the beer distributing business when he founded the wholesale company following prohibition in the early '30s. Today, Dean S. Petitpren, president and owner of Petitpren Inc., is

the third generation to operate the business. His predecessor and father, Stan Petitpren, is retired.

Located at 44500 Groesbeck in Clinton Township, Petitpren Inc. services approximately 1,400 retailers in Macomb County and the Hamtramck area.

From its days of

delivering wooden beer cases from the family car to its current operating system, the business has dramatically grown. Today, Petitpren Inc. relies on state-of-the-art technology and a team of

highly trained personnel to help the company meet the growing demands of the marketplace.

Petitpren Inc.'s 24-hour operating facility rests on eight acres of land and consists of three buildings totaling 133,000 square feet. The company's warehouse can accommodate 400,000 cases of beer, including 5,000 half barrels. Petitpren Inc. distributes the following beers: Budweiser, Bud Light, Bud Dry, Michelob, Michelob Light, Michelob Dry, Michelob Dark, Busch, Busch Light, Natural Light, King Cobra, Carlsberg, Carlsberg Light, Elephant Malt, which are all Anheuser-Busch brands, and Molson and Beck brands. The company manages its inventory levels, 38 percent of which are delivered by rail, to insure consistent product availability.

At Petitpren Inc. service is, and has been for sixty years, its number one concern. Therefore, the company operates a hybrid delivery system, with 40 insulated truck routes per day. This system allows for Petitpren Inc. to provide refrigerated pre-sale delivery routes and driver-sale deliver routes. Each draft route truck is radio-controlled so that Petitpren Inc. can deliver every special order in the shortest amount of time possible.

Dean Petitpren believes his company "operates the area's finest environmentally controlled beer storage facility." By use of a Controlled Environment Warehouse (CEW), the facility is designed to insure the utmost in product freshness as efficiently as possible.

Anheuser-Busch played a large role in developing Petitpren Inc.'s CEW. The company tested its beer in a wide variety of storage situations to determine the best temperature for each area of the country. Wholesalers were then provided with advice on refrigeration, insulation and warehousing techniques, and the best and most efficient way to build a CEW facility in their areas. Since beer is a perishable product, it will spoil if it is improperly stored. By use of a CEW, which keeps it cool,

they slow down the naturally occurring reactions that deteriorate the taste while the beer is being stored. As a result of the careful planning of a CEW, Petitpren Inc. delivers its naturally brewed beers to the marketplace as fresh as modern technology will allow.



Part of Petitpren Inc.'s operating facility consists of a 33,500-square-foot reclamation center. Equipped with a 10-lane high-speed can counter, the machine can process 700 cans per minute and is computer-controlled and verified daily. Every bottle case is manually sorted to insure that all brands that Petitpren Inc. does not carry are separated.

For Dean Petitpren, cleanliness is a major factor in effectively operating the company. From its immaculate parking lots to its unsullied warehouse facility, Petitpren Inc. not only likes to project this image to its customers, but to its employees and the community as well. "We take every necessary precaution to insure that all employees are working in an as safe and comfortable environment as achievable," he says. "We feel that we are very fortunate to operate in the community and, therefore, would like to contribute in any way possible to help it maintain its positive image." Furthermore, all of Petitpren Inc.'s delivery vehicles are washed daily after each delivery route.

Petitpren Inc. has long recognized the importance of community involvement and well-organized, brand-sponsored promotions. This summer is the eighth year that the company has sponsored the Bud Light RiverSight & Sound Concert series at the Clinton River Gazebo. Last year alone, the concert attracted over 160,000 Michigan residents to the river to see national acts as well as the Detroit area's top musical talent. Petitpren Inc. also performs a special promotion for the Muscular Dystrophy Association where, for one month, a cents-per-case contribution is donated to the charity. The company is affiliated with approximately 60 other Michigan and national organizations and sponsors various

See Petitpren, page 18



Randall Thompson, vice president, and Dean S. Petitpren, president and owner of Petitpren, Inc.

and reliable customer service. As a result, the company has grown to be one of the largest and most respected beer distributors in Michigan.

Frank E. Petitpren first became

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## Retail Profile

# J&J Food Centers— Catering to their Clientele

by Kelly S. Zilka

Having a personal touch and a one-on-one relationship with customers, are the key reasons that bring shoppers back to J&J Food Centers.



land County area. J&J Food Centers are full-service supermarkets, with high profit items such as a stocked deli,

Jerry Yurgo, president, and John Gianotto, vice president, feel they have built a strong name recognition for their three stores and a reputation for providing a comfortable family environment.

Yurgo became interested in retailing during high school, when he worked for Great Scott! as an after school job. He was inspired by the Fink family, the founders of Great Scott!, and has always modeled his centers after this type of family-run retail store. "It is important for high school students to be interested in their first jobs," explains Yurgo. He does this by encouraging and motivating his young employees in the same fashion as the Fink family did during his high school years. Yurgo even recruits high school students through their school student service employment office because he believes it is a great learning experience.

After high school, Yurgo attended Lawrence Technological University for a few years and then decided to go back to his niche. Retailing is what he was familiar with and felt he would be most successful at. Yurgo stayed with Great Scott! during the 1950s, but left after the Fink family sold the company to Allied Foods in 1975. He then went on to become the director of supermarkets at A&P and by 1981, Yurgo and Gianotto, opened their first J&J Food Center (IGA) in Highland. In 1985, they sold the Highland store and opened a J&J Food Center in Bloomfield Township, which is their largest IGA J&J Food Center, at 32,500 square feet. Today J&J Food Centers serve Clarkston, Pontiac and Bloomfield, with Pontiac having the highest volume of all three stores.

Yurgo says his long term goal is to own five stores, all in the Oak-

a bakery and a fresh juice bar, all that cater to the Oakland County clientele. At an average of 31,000 square feet, J&J Food Centers are not as large as some of the area competitors, but Yurgo and Gianotto feel the friendly staff and cleanliness of the stores are key ingredients that customers look for, along with a name they are familiar with.

At first, J&J Food Centers tried the approach of using the cities names as the name of their food centers, but found that people want an identity, like J&J. "This lets customers know that if they have a concern or a special request they can ask for either John or Jerry," states Yurgo.

Yurgo was born in Hamtramck and moved to Warren at age seventeen. He has been married for twenty years to Carol. Their three children are, Jerry, Wendy, and Debbie; all have worked in the family business, helping their father.

John Gianotto and his wife, Roz, have two children, Kelly and Kevin, who also worked and contributed to their father's success in the retail business.

As of now, both men rotate visits of the three stores, making sure customers have a good experience while shopping at J&J Food Centers.



Jerry Yurgo Junior and Senior in front of juice bar that Jerry Jr. manages.

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# Do shoppers shop ALL of your store?



by Valerie Brown  
Oregon Food Journal

It's Saturday morning. Do you know where your customers are?

Take a few minutes to follow these imaginary shoppers around and see if they surprise you:

Kathleen Smith parks her Taurus wagon and walks into her neighborhood grocery store with her five-year-old son in tow. She grabs a cart and makes for the produce department. Using a meticulous list and a generous supply of coupons, Mrs. Smith will also hit the meat, dairy and paper

sections in a big way. At checkout, she'll ring up about \$85 worth of purchases in a half hour.

During the afternoon, Herb Jones pops into the store. He picks up some chips and sour cream dip, a six-pack of beer, plus some cat food and a few other items his wife reminded him to get. On impulse, he also buys a new kind of tropical juice drink and some deli salad.

In the checkout line, Herb stands behind Jerry Grant, age 22, who'll spend about \$25 on milk, frozen pizza, packaged bread and canned

goods.

Rachel Roe, a retired schoolteacher, follows Herb through the line. In her half-hour shopping trip, she'll spend about \$18 on potatoes, a stewing chicken, some egg substitute and a bottle of sinus tablets.

Chances are, you're familiar with these shoppers. They represent typical customers in most supermarkets. Their behavior was analyzed in a customer

tracking survey conducted jointly in 1991 by the Food Marketing Institute (FMI) and Coca-Cola. The survey followed 2,436 shoppers through 16 stores in eight metropolitan areas across the nation. The figures used in this article are based on that survey.

The factors that influence shoppers' buying decisions fall into three categories: demographics, type of trip and store layout.

## Demographics

Age, income, gender, employment status and household size have major effects on shopping behavior. Our fictitious Mrs. Smith, a 35-year-old working mother with a generous household income, spent the most money and covered the most departments. The larger the transaction, the more likely it is that a woman will be doing the shopping.

Mrs. Roe, a senior citizen, spent the least money. The two men, middle-aged Herb and young adult Jerry, spent a little more per minute, but visited fewer departments and were much more likely to make impulse buys.

## Type of trip

As every retailer has known since the dawn of supermarket history, the woman of the family is the primary shopper and the major target of marketing attention. But it takes all kinds of shoppers to make the turnstile spin.

Not all shoppers visit the store on "stock-up" excursions like Mrs. Smith's. Some are making "routine" trips for up to 60 percent of their weekly groceries, and some are making "fill-in" stops to buy 20 percent or less of their weekly supplies.

While the Mrs. Smiths of the world bring the supermarket its largest per-transaction income, the Herbs and Jerrys also do their part. Mrs. Smith's careful list making and coupon collecting keep her weekly bill at around \$75, while Herb's impulse buying and Jerry's frequent small trips run their weekly tabs up to \$85 and \$100. Clearly all types of shopping styles contribute something to the mix.

## Store layout

The store where our customers shop is arranged in the classic supermarket format. Shoppers enter through a front door and are immediately fed into the produce department. From there, they stroll along the center aisles, frequently sighting the meat department along the back wall. Sooner or later, they pass the dairy section on the opposite wall from produce, and many will stop in the bakery. Between these major sections they may—but most likely won't—visit the other store sections such as health and beauty care, pharmacy, deli, frozen foods and floral.

## Who buys what

A closer look at the research reveals interesting phenomena. The average shopper visits only 42 percent of the store's departments. Stock-up shoppers like Mrs. Smith visit nearly half of the store, while fill-in shoppers see only about a quarter of it.

In terms of individual departments, there is a marked gap between who passes through a section and who actually buys something there. Produce has the highest "shop-to-buy" ration, with 84 percent of all shoppers visiting the department and 74 percent making a produce purchase. The dairy department sees 73 percent of all shoppers, and 64 percent of them buy something. The meat department sees the same number of shoppers as dairy (73 percent); but only 59 percent purchase meat.

About half the shoppers who pass the bakery buy something, and just under a third of deli shoppers make a purchase. These two sections see about three-quarters of all store customers. Seafood's ratio is worse than mediocre, with only about one out of every five passing shoppers making a purchase.

In the non-food category, the numbers drop significantly. The health and beauty care section enjoys a relatively high shop-to-buy ration (38 percent shop, 23 percent buy) compared to floral's 52 percent to 4 percent figure. Interestingly, Jerry Grant spends more in health and beauty than primary shopper Mrs. Smith, and in the pharmacy section, the retired Mrs. Roe outpaces Mrs. Smith. HBC and pharmacy are the only two departments where the demographic factor of age outweighs the other strengths of a typical mid-life adult stock-up shopper.

## Store size and layout

Another truism of retailing is that the more time the customer spends in the store, the more she buys, and the larger the store, the more time she takes to shop. So it seems obvious that the larger the store, the more



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money the customer will spend. The FMI survey shows that this is true-up to a point. Actually, at around 60,000 square feet, the money and time spent in the store begin to level off.

All the statistics about shopper behavior are influenced by the way sections are organized and displayed. For example, delis and bakeries enjoy higher sales when the shopper encounters them early in her trip, and when the whole store is relatively large. An open-air bakery that allows customers to watch the preparation process will sell more goods, according to FMI's study and others.

It can be scary to mess with your set-up at all, and juggling floor plans within the limited perishables-on-the-perimeter scheme can seem like an exercise in futility, but a new prototype store recently opened by the 145-unit Pathmark chain in New Jersey offers some ways to enliven sickly departments. The secret is placing them close to healthier sections.

The Pathmark prototype relies initially on the unsurprising tactic of feeding customers immediately into the produce department from the entry. As they approach produce they can stop by the handy bank, which may encourage them to spend some cash in the adjacent floral section.

The produce department itself has been enlarged to three times its usual size. It sits in the middle part of the floor rather than against the perimeter, in a rectangular space aligned with the grocery aisles to the right. Produce is displayed on "farm-stands" that create an open effect and allow shoppers to see the low-rise health and beauty and non-food sections to the left.

Finally, as customers pass front-to-back through produce, they reach a salad bar and, behind it, the seafood department. Thus the two departments with the lowest shop-to-buy ratio in the FMI survey (floral and seafood) have been nestled up to the most successful section (produce) in the Pathmark store. Pathmark also puts an expanded frozen food section next to the dairy wall and makes neighbors of the deli section and meat departments along the back wall. This strategy pairs traditional departments with the more trendy prepared and convenience food sections.

A final high-tech touch is added by video display monitors in the service seafood and deli sections showing shoppers what custom services and prepared dishes are available.

Pathmark has integrated its private label and generic products with national brands throughout the store, though it provides them with clearly marked sections within the aisles. This is wise considering that a 1988 *Progressive Grocer* shopper tracking survey found that grouping generic and private label products along two

aisles resulted in poor sales of those products.

### Look before you leap

Do some careful planning before rushing into new construction or a major restructuring of an existing store, says Rick Benzel, director of store development at United Grocers.

"We stress to our retailers to develop a marketing plan and then use the store design and the equipment procurement to achieve that plan," he adds. A demographic analysis of the area's population can go a long way toward helping the retailer decide whether to keep his meat-and-pota-

toes layout or to transform his store into an oasis of gourmet foods and services.

In terms of nudging shoppers into large grocery purchases, Benzel says the key is consistency and convenience.

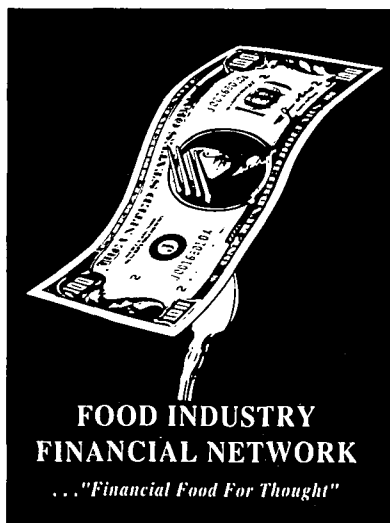
"If your plan is to have the finest perishables of any store in your area, you cannot have great produce and terrible meat," he says.

And, Benzel adds, "You can have the greatest quality in the world, but if you don't have it in the spot where people can find it, it isn't going to do any good."

As long as human beings continue eating perishable foods, conventional wisdom tells us that shoppers will visit produce, meat, and dairy sections. Shoppers seem to remain loyal to their favorite stores—buying carefully or by whim—if they can find what they want when they want it, at a price they perceive as fair.

The FMI survey shows that despite many new economic and lifestyle trends influencing shoppers, the traditional supermarket format offers many strengths. The trick is to integrate new ideas into old formats in a way that doesn't confuse people.

## Financial Services Network Offers Problem Solving Advice



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Albuquerque, Washington D.C.

A network of financial services called the Food Industry Financial Network has been established in Detroit. Founded in Dallas, the network operates in 12 U.S. cities. The Detroit network includes a law firm, a casualty insurance firm, a CPA firm and a life insurance/financial planning firm. All members specialize in the food industry providing "Financial Food for Thought".

The networks' goal is to save the food business time and money by having experienced people in all of the aforementioned fields. These professionals are ready to help solve problems of the industry related to financial matters.

The network has been created to serve the food industry by bringing together a number of financial disciplines with focus on and expertise in the food business, including food service and retail manufacturers, brokers and distributors.

# Meet Representative Saunders

by Cristina Cleveland

When Nelson W. Saunders was young, he knew he wanted to be as much like his great grandfather, Walter Stowers, as possible. A son of a Palmer Park indentured servant, Stowers traveled each day by foot to Detroit College of Law to become the first black graduate in the school's history. Saunders followed his great



grandfather's lead, as he knew he wanted to relieve the oppression he felt that many African Americans were receiving, and help to position this problem in the national spotlight. In the 1960s, Saunders led the student body of Cass Tech High School in a protest against American involvement in the Vietnam War and also sought increased opportunity for African Americans in college and business environments. When

he began college at Lawrence Technological University, he realized that the situation was not much different on campus. According to Saunders, only one tenth of one percent of the student population was African American. There, he also successfully lead an active campaign to implement more African American student associations and increase the percentage of black students on campus.

Eventually, Saunders left Lawrence Tech to pursue degrees in both political science and economics at Wayne State University (WSU). There he engaged in the

same type of student activities and organized a special conference for minority students entering WSU's academic program.

Saunders realized his interest in politics from his lifetime of active representation of the African American race. While at WSU in 1973, he attended a workshop where he met John Conyers, a U.S. Congressman. In 1974, he got a taste of the political environment when he received the opportunity to serve on U.S. Representative Conyers' staff as his administrative assistant. He graduated from WSU in 1975.

In November of 1982, Saunders was elected to Michigan's House of Representatives. A democrat from Detroit, he represents Michigan's 10th district. Representative Saunders is currently serving on the Education, Insurance, Labor and Public Health Committees, and acts as co-chairman of the Housing and Urban Affairs Committee.

One of Representative Saunders' largest political encounters this year was concerning Michigan's Liquor Control Commission. With the current liquor tax increase, he questioned the commission's authority on imposing the tax. "The liquor taxation lies within the purview of the legislature," he says. "An elected body should be the only body imposing taxes. The voters should decide whether or not to approve or impose any type of tax. The problem now is that people have absolutely no recourse relative to removing the board, and it's not fair." Representative Saunders believes this is a case of taxation without representation.

Representative Saunders is also concerned with the high prices charged for auto insurance. According to Saunders, auto insurance agents pay their home offices 59 percent of the consumer's cost. Therefore, the agents receive a 41 percent profit, which he believes is exorbitant.

As co-chair of the Free South Africa Movement, in 1990 Representative Saunders traveled to Amibia to take part in the freedom process and help to fight for non-monitored political elections. As a result of this movement, Amibia ultimately gained its independence.

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For State-Wide Distribution call Bill Herbert Sales Mgr.

See Representative Saunders, page 18

## People

### London's Farm Dairy announces new president

The board of directors of London's Farm Dairy recently announced the appointment of Sharon Spradling as president to succeed Douglas Mowat who was killed in a private plane crash earlier this year.



Ms. Spradling joined London's in 1985 and had served as controller/chief financial officer for the Dairy. Prior to joining London's, Spradling was employed at a local accounting firm. She attended the University of Mississippi and is a graduate of Walsh College of Accountancy and Business Administration in Troy, Michigan. Spradling is a Certified Public Accountant and a member of both the American Institute and Michigan Association of Certified Public Accountants.

Relative to her new position, Spradling stated, "My appointment as president of London's is much more than the board's vote of confidence in my abilities. It is an acknowledgment of the ability of the existing management team and employees of London's. These people pulled together and kept London's Farm Dairy running smoothly after suffering a tragic loss of not only our president, but also a close personal friend. Our ability to keep things running smoothly is just one more tribute to Doug and his leadership ability."

London's Farm Dairy, located in Port Huron, is one of Michigan's largest dairies distributing its complete line of quality dairy products to over 2,000 retail outlets throughout Michigan and northern Ohio.

### Petersen named deputy commissioner for Lottery's Charitable Gaming Division

Mike Petersen, a native of Comstock Park, MI, has been named deputy commissioner for the Charitable Gaming Division, according to Lottery Commissioner Jerry Crandall.

Petersen will be responsible for the administration and enforcement of the Michigan Bingo Act through the licensing and inspection of bingo, millionaire parties, raffles and the sale of break-open tickets conducted by nonprofit organizations. Crane Games, operated by commercial entities, are also licensed and inspected by the division. Petersen replaces Betty Mercer.

"Mike's experience as assistant deputy commissioner combined with his management and accounting background will enable the Charitable Gaming Division to continue its excellent service to the nearly 13,000 nonprofit organizations who conduct charitable gaming activities statewide," Commissioner Crandall said.

Prior to this appointment, Petersen served as assistant deputy commissioner for the Charitable Gaming Division where he was responsible for the planning, organizing and directing of work activities of the inspection, licensing, audit and administrative

sections of the division.

Before joining the Lottery in 1990, Petersen was a departmental manager for the Michigan Department of Transportation. From 1986 to 1990, Petersen was responsible for state and federal public transit programs for a 24-county area of eastern Michigan. From 1982 to 1986, he supervised the development of all Bus Transit Division programs. From 1974 through 1982, Petersen served in several increasingly responsible positions with the Department of Transportation.

Petersen has an M.B.A. in management and a B.A. in accounting from Michigan State University. He resides in Dewitt.

## BEYOND THE BASICS.

Getting ready for back-to-school shoppers is easier when you have a broker who understands the fundamentals. At McMahon & McDonald, each of our sales representatives receives comprehensive training in sales, merchandising, and sales technology.

But it's our ability to go beyond the basics that adds value to your retail business. Each of our sales associates is involved in ongoing professional development programs. They're trained to listen carefully to your needs, and to respond with profitable, innovative merchandising strategies.

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## News Notes

### Importers of Israeli foods and wines establish association

The growth of food and wine exports from Israel to the United States has spurred a group of exporters to establish the Israel Food Exporters Association of America.

According to the newly elected President Gerd Stern, "The focus of the association is to educate the trade and the consumer about the variety and availability of food products from Israel; to develop materials and promotions projecting a positive image; and to assist members in establishing cooperative marketing, promotion, shipping, warehousing and consolidation."

The new association will be headquartered at the offices of the Government of Israel Trade Center in New York's Empire State Building.

For more information, contact Beth Belkin, Israel Trade Center, 350 Fifth Avenue, New York, N.Y. 10118, (212) 560-0600, Ext. 442, Fax: (212) 564-8964.

### Heinz further expands its food service business with acquisition of two brands from Clorox

H.J. Heinz Company has reached agreement with the Clorox Company of Oakland, California, to purchase its Moore's and Domani brands, both of which are a part of Clorox's Food Service Products Division.

The Moore's and Domani brands will become part of Ore-Ida Foods, Inc., Heinz's Boise, Idaho affiliate and one of North America's largest diversified frozen food producers.

Frozen breaded onion rings are Moore's flagship product. It also offers breaded cheeses and vegetables. Two plants, located in Fort Atkinson and Rice Lake, Wisconsin, process the entire Moore's range.

Domani is the number-two brand in the pasta category with its range of manicotti, shells, tortellini, ravioli and lasagna. Domani products are made in Bloomsburg, Pennsylvania.

Together the three factories employ more than 600 people.

### Bumble Bee Seafoods, Inc. launches "Free Willy" Summer '93 promotion with Warner Brothers

Bumble Bee Seafoods, Inc. adds some splash to this summer's list of promotional activities by launching tie-ins with the new Warner Brothers movie "Free Willy," released in mid-July. "Free Willy" is being called "an aquatic E.T." as it tells the story of an orphaned boy who frees a friendly whale from a rundown aquarium.



"A big reason we were drawn to 'Free Willy' is that Bumble Bee and this movie have the same target audience," explains John Trierweiler, Bumble Bee's senior director of marketing. "In other words, the people who will watch and love this movie—parents with young children—are the same people who purchase the majority of Bumble Bee Tuna."

Bumble Bee is confident that "Free Willy" will be a hit as the movie is getting the highest test screening scores in Warner Brothers history, outperforming such hits as "Batman" and "Lethal Weapon 3." With a variety of tie-ins to accommodate retailers, Bumble Bee is offering a range of floor display sizes for small and large areas. "Free Willy" case stack cards (26" X 36") are available with floor displays which contain Bumble Bee Tuna, Salmon and/or Tuna Mix-Ins. For smaller areas, Bumble Bee pre-packed displays take up only 1.5 sq. ft. of floor space.

Each display features two tear pads per case providing free, authentic, full-size "Free Willy" movie poster order forms for consumers. The colorful posters depict one of the most exciting scenes from the movie—the climactic freeing of "Willy" the whale. Consumers receive the poster by sending in three UPC symbols from cans of Bumble Bee Tuna and/or Salmon products, plus \$1.99 postage and handling.

All display offers come with Bumble Bee ad slicks so retailers can

customize the promotion through feature ads. Bumble Bee is giving additional marketing support with free-standing inserts, featuring coupons and showing the "Free Willy" poster.

Retailers who display the Bumble Bee product cases between July 11 and August 14 can receive merchandise based on the number of cases displayed. Dealer loaders include a wool crew "Free Willy" jacket with leather sleeves (estimated retail value \$300), small and large plush "Free Willy" stuffed toys (estimated retail value \$82) and Warner Brothers VHS movie videos such as "Batman," Bugs Bunny in King Arthur's Court and "The Accidental Tourist" (estimated retail value \$37). To receive your "Free Willy" promotional kit, contact your local Bumble Bee distributor.

With the tie-in, Bumble Bee and Warner Brothers hope to generate enthusiasm about the film. "Not everyone gets excited about tuna," admits John, "but people do get excited about heart-warming family films."

Based in San Diego, Bumble Bee Seafoods, Inc. is one of the world's largest distributors of canned seafood products and the number two tuna producer in the United States.

## Rehe Food Distributors, Inc.

### Specialty Foods

You are cordially invited to be our guest at the...



Tuesday, August 31, 1993 and Wednesday, September 1, 1993  
12:00 noon - 8:00 p.m. 10:00 a.m. - 5:00 p.m.

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### Hygrade supports healthier babies

*Ball Park Franks and strong team spirit win Hygrade high honors at the March of Dimes WalkAmerica Award Ceremony*



Monte Jackson, right, of Hygrade Food Products, Inc., seated with March of Dimes Goodwill Ambassador Zachary Damon, recently received an award at the March of Dimes' annual WalkAmerica Awards Ceremony for outstanding community support through WalkAmerica 1993. Hygrade was recognized for their generous product donation and enthusiastic team support.

The ceremony capped off WalkAmerica 1993, giving recognition to individuals and corporations for their outstanding fund-raising efforts. The 23rd annual March of Dimes WalkAmerica was a great success in southeast Michigan, with over 1,000 companies and 15,000 walkers raising over \$1.2 million for the March of Dimes Campaign for Healthier Babies.



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When you stock Big Chief brand products, you'll get outstanding service and support that can help cut through the dough.

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**LOOKS CAN BE DECEIVING!**  
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Replace dirty sagging cardboard sleeves with sturdy washable sleeves.

**ONLY \$14.99**

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The

**X-ACT COUNT 240**

cans & plastic bottle counter

Do you find returnables:

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- AN INVENTORY PROBLEM
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Accurately counts all aluminum cans and plastic bottles, except 2 liter.

Allows inventory count at any time to reconcile with register payouts.

One person can sort and count 2000 returnables per hour. Accurate count saves an average small store approximately \$4000.00 annually over the current bag & sleeve method.

Can you afford not to use the X-Act Count 240???

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We ship UPS same day as order is received.

## Legislative Update

### How to communicate with your senators and representative

Call the Capitol switchboard (202) 224-3121 and ask for his or her office, or write:

The Honorable (full name),  
United States Senate,  
Washington, D.C. 20510

or

The Honorable (full name),  
United States  
House of Representatives,  
Washington, D.C. 20515

### Criminal sanctions

Legislation has been introduced in both the House (H.R. 1106) and Senate (S. 86) which would establish criminal sanctions for willful violations of child labor laws and would limit the number of hours that 16- and 17-year-olds can work while in school. The bills call for penalties of up to 10 years in prison for willful violations that result in the death of a child and five years in the event of serious injury. The legislation also would: grant the right of injured minors or their survivors to sue; bar violators from receiving federal grants, loans or contracts; and prohibit violators from paying the youth training wage or employing a minor for five years.

### Highway Incentive Grant Programs for states

"The High Risk Drivers Act of 1993" (S. 738 and H.R. 1719) would create incentive grant programs for states who meet criteria aimed at reducing traffic accidents and fatalities among high-risk driver groups including younger, older and repeat offender motorists. The companion bills are sponsored by Senator John Danforth (R-MO) and Representative Frank Wolf (R-VA).

The grocery industry is encouraged by several measures within the bills as they place more responsibility on the shoulders of those who seek to obtain alcohol by false or misrepresented means. However, the industry opposes efforts to instate a 0.02 BAC level for underage drivers because it is viewed as a stepping stone toward reduced BAC levels for legal adult consumers and does not realistically address the relation between BAC and traffic accidents and fatalities.

### Warning label and advertising legislation

"The Sensible Advertising and Family Education Act" (S. 674 and H.R. 1823) would require that all alcohol beverage advertising carry a series of rotating health warnings. These bills are sponsored by Senator Strom Thurmond (R-SC) and Representative Joseph Kennedy (D-MA). The grocery industry opposes these bills as being simplistic and off-target in terms of addressing the problems of misuse. The campaign includes letter-writing and personal contacts with federal legislators both on relevant committees and Congressmen from home states.

H.R. 1230 proposed by Representative Jim Moran (D-VA) would disallow advertising expense deductibility for alcohol and tobacco companies. The industry opposes this bill as it is discriminatory against selected industries.

### Campaign finance bill spells trouble for trade associations

In a close vote of 50-48, the Senate recently approved President Clinton's plan to use money saved by eliminating the lobbying deduction to help fund congressional campaigns. The proposal, however, poses problems for organizations, like trade associations, unions and other advocacy groups.

Under current law, members of NACS and other trade associations are able to deduct the membership dues they pay yearly to belong to these groups. The plan approved by the Senate would deny the deductibility of the portion of the membership dues spent on lobbying expenses. In addition, the plan creates an administrative headache for trade associations because they must report to each member what portion of their annual dues is nondeductible.

The lobbying deduction is part of a larger effort to revamp campaign finance laws. Specifically, the money saved from the lobbying deduction would pay for public financing of campaigns. Currently being considered by the Senate, the campaign finance bill limits PAC contributions to \$1,000 from the current \$5,000 and restricts candidates to accept just 20 percent of their total contributions from PACs. Most republicans and many democrats oppose public financing of elections, especially in the House where members rely more heavily than their Senate counterparts on PACs.

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The specialty foods people with a full-service warehouse.



The real sin would be never experiencing the profits.



Godiva Liqueur enjoys the instant awareness, premium imagery and incredible consumer loyalty of an established brand, delectable Godiva chocolates. What's more, Godiva Liqueur will be supported with a full complement of advertising, on and off premise sales promotion materials, an extensive public relations effort, and sampling (where legal). For more information, contact your House of Seagram representative.

## THE GODIVA OF LIQUEURS

*Those who appreciate quality enjoy it responsibly.*

# POST THIS

*As of August 5, the U.S. Government is requiring that all stores post information regarding employee rights under the family and medical leave act. For your convenience you can cut out the poster below and post it in your store.*

SINCE 1906



**QUALITY**  
YOU CAN TAKE STOCK IN

At Michigan Sugar Company, we know that what you stock on your shelves reflects your entire business philosophy. That's why quality is so important to you ... and to us.

For 87 years, we have been providing quality in every way we know how ... through our services, dependability, advertising support - and most importantly our top-of-the-line sugar products.



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## YOUR RIGHTS

under the

### FAMILY AND MEDICAL LEAVE ACT OF 1993

FMLA requires covered employers to provide up to 12 weeks of unpaid, job-protected leave to "eligible" employees for certain family and medical reasons. Employees are eligible if they have worked for a covered employer for at least one year, and for 1,250 hours over the previous 12 months, and if there are at least 50 employees within 75 miles.

**REASONS FOR TAKING LEAVE:** Unpaid leave must be granted for any of the following reasons:

- to care for the employee's child after birth, or placement for adoption or foster care;
- to care for the employee's spouse, son or daughter, or parent, who has a serious health condition; or
- for a serious health condition that makes the employee unable to perform the employee's job.

At the employee's or employer's option, certain kinds of **paid** leave may be substituted for unpaid leave.

**ADVANCE NOTICE AND MEDICAL CERTIFICATION:** The employee may be required to provide advance leave notice and medical certification. Taking of leave may be denied if requirements are not met.

- The employee ordinarily must provide 30 days advance notice when the leave is "foreseeable."
- An employer may require medical certification to support a request for leave because of a serious health condition, and may require second or third opinions (at the employer's expense) and a fitness for duty report to return to work.

#### JOB BENEFITS AND PROTECTION:

- For the duration of FMLA leave, the employer must maintain the employee's health coverage under any "group health plan."
- Upon return from FMLA leave, most employees must be restored to their original or equivalent positions with equivalent pay, benefits, and other employment terms.
- The use of FMLA leave cannot result in the loss of any employment benefit that accrued prior to the start of an employee's leave.

**UNLAWFUL ACTS BY EMPLOYERS:** FMLA makes it unlawful for any employer to:

- interfere with, restrain, or deny the exercise of any right provided under FMLA;
- discharge or discriminate against any person for opposing any practice made unlawful by FMLA or for involvement in any proceeding under or relating to FMLA.

#### ENFORCEMENT:

- The U.S. Department of Labor is authorized to investigate and resolve complaints of violations.
- An eligible employee may bring a civil action against an employer for violations.

FMLA does not affect any Federal or state law prohibiting discrimination, or supersede any State or local law or collective bargaining agreement which provides greater family or medical leave rights.

**FOR ADDITIONAL INFORMATION:** Contact the nearest office of the Wage and Hour Division, listed in most telephone directories under U.S. Government, Department of Labor.

U.S. Department of Labor, Employment Standards Administration  
Wage and Hour Division, Washington, D.C. 20210

WH Publication 1420  
June 1993

## What's Happening At The Michigan Lottery?

By Michigan Lottery Commissioner Jerry R. Crandall

### Michigan Lottery offers sizzling summer fun with addition of Wednesday night "Cash 5" drawing

This month Michigan Lottery retailers and players can look forward to an additional Lottery drawing each Wednesday night. The Lottery will begin drawing the popular "Cash 5" game three days a week—Monday, Wednesday and Friday—starting August 2. Of course, the Lottery will also continue to draw the Daily 3 and 4 games as usual without change.



The addition of this "Cash 5" drawing will increase traffic in your stores and encourage players to buy Lottery tickets throughout the week. Start promoting the new "Cash 5" schedule now—you'll want to make sure your customers know about the new days for "Cash 5." The Lottery will be providing advertising and point-of-sale support to get the message out.

Bonus Lotto Auto Sweepstakes is in full gear this month—the Lottery will continue to offer the exciting new "Bonus Lotto Auto Sweepstakes" throughout August. Players who miss out on Bonus Lotto will get a second chance to win big by driving away with a new vehicle. The Michigan Lottery will give away two automobiles each week for six weeks.

The exciting cars to be given away in this new promotion include (two of each of the following):

- Ford Mustang Convertible
- Ford Probe
- Pontiac Grand Am
- Buick Skylark
- Dodge Shadow Convertible
- Dodge Dakota Truck

The Michigan Lottery will also introduce two new instant games in August, "Double Harvest" and "3 Times Lucky." Players can win up to \$5,000 in "Double Harvest" which goes on sale August 9. Players scratch off the latex covering on the ticket and if they match three like amounts, they win that amount. If they match two like amounts and get the doubler "\$\$" sign, they win double the amount.

Players can also win up to \$3,000 instantly in the "3 Times Lucky" instant game which goes on sale August 23. If players match the "lucky number" to any of the five numbers in the play area, they win the prize shown in the prize box. One match wins the amount in the prize box, two matches wins double the amount and three matches wins triple the amount. The overall odds of winning a prize in either game are 1-in-6.

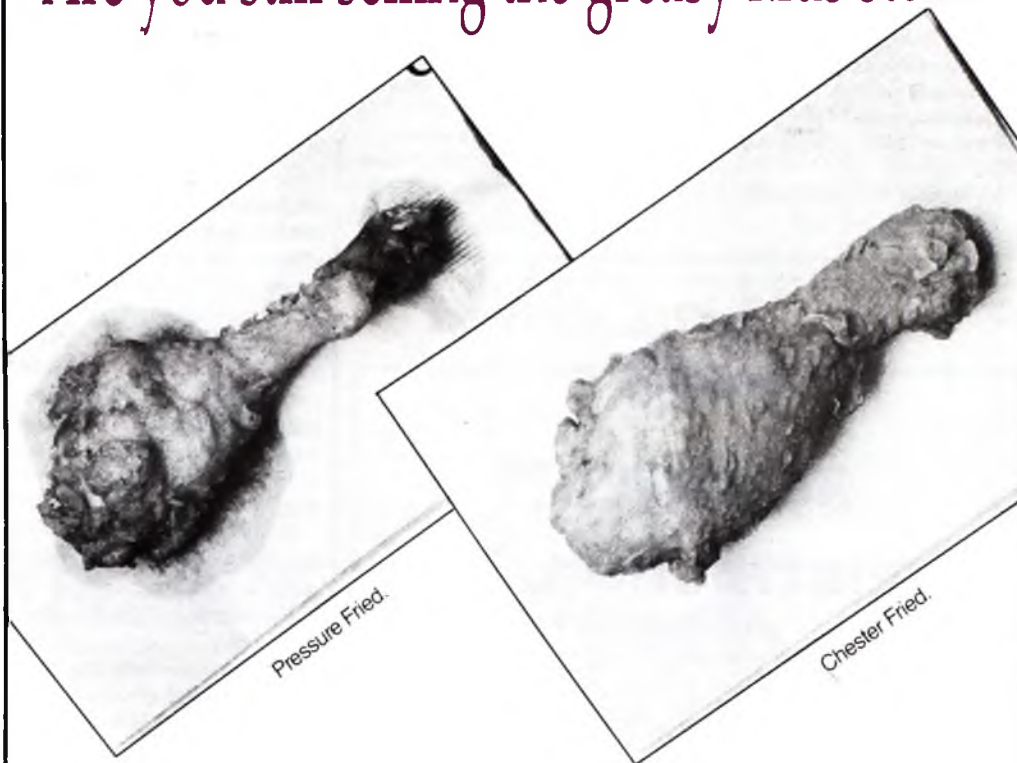
The more choices of instant tickets available to players, the higher instant ticket sales and profits for you. It's easy to do. Just check your instant ticket inventory every week and order more of the fast sellers at your store. Weekly ordering will mean more game choices for players and more sales and profits for you. Talk to your Lottery sales representative about setting up a weekly ordering plan.

Fulton's Fountain Market found one of the keys to increasing Lottery sales. Carrying more instant games! Their sales nearly doubled when they increased the number of games from three to six to eight games. Cindy and David Fulton worked closely with Lottery telemarketing representative Marcella Norman. In addition to the increased games, they use Lottery point-of-sale material and

conduct frequent promotions. Second chance drawings are opportunities to promote the other products available at their store like free video rentals and pop. Cindy Fulton is convinced that the variety of games really helped their sales.

I wish you all success for the rest of the summer!

## Are you still selling the greasy kids stuff?



Go ahead. Try a piece of Chester Fried chicken. It's the non-greasy chicken that's crisp on the outside, moist and tender on the inside – and it stays that way for over four hours in your display case. Put your money where your mouth is, because the profit picture behind Chester Fried is just as appetizing as the chicken.



**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



## Application period for Northern Michigan vendor contracts begins

The current contracts with WIC authorized vendors in the northern part of the state will expire December 31, 1994.

The counties included in the contract cycle for the northern part of the state are: Alcona, Alger, Alpena, Antrim, Arenac, Baraga, Bay, Benzie, Charlevoix, Cheboygan, Chippewa, Clare, Crawford, Delta, Dickinson, Emmet, Genesee, Gladwin, Gogebic, Grand Traverse, Houghton, Huron, Iosco, Iron, Isabella, Kalkaska, Keweenaw, Lake, Lapeer, Leelanau, Luce, Mackinac, Manistee, Marquette, Mason, Mecosta, Menominee, Midland, Missaukee, Montmorency, Newaygo, Oceana, Ogemaw, Ontonagon, Osceola, Oscoda, Otsego, Presque Isle, Roscommon, Saginaw, Sanilac, Schoolcraft, Shiawassee, St. Clair, Tuscola and Wexford.

Applications must be received by 5:00 p.m. on Thursday, September 30, 1993.

All currently contracted vendors in

the northern part of the state interested in WIC authorization must submit a new "WIC Vendor Application" for a new contract. You should have received an application along with instructions from WIC in July.

Vendors who had been placed on the "waiting list" will be notified of the application period and those who wish to seek WIC authorization must submit a written request for a new application.

Other vendors in the northern part of the state who wish to be considered for WIC authorization may also apply during this period by sending a written request for an application.

**LATE APPLICATIONS WILL NOT BE CONSIDERED.**

Neither MDPH nor WIC vendors have an obligation to renew the WIC contract. Expiration of the contract is not subject to appeal.

Approved vendors will receive two-year contracts valid from January 1, 1994 through December 31, 1995.



Sheri Cook, Florida Citrus Queen, and Detroit Tiger Mickey Tettleton with AFD's Mona Youhana at Tiger Stadium for Youth Clinic Day. The AFD staff helped pass out Mr. Pure Juice to all participating kids.

## Petitpren

from page 4

Macomb County events.

As written in its mission statement, Petitpren Inc. recognizes the vital contribution of its employees to the success of the organization. "We consider each one of our employees as part of a large family and believe each member's involvement is necessary in achieving the overall goals and objectives of the organization," says Dean Petitpren. The company demonstrates its appreciation to its employees by offering various programs to them and their families, including an employee health day and seminars on financial planning.

Brad Petitpren, Dean Petitpren's son, also works for the company acting as Michelob brand manager. The wholesale company employs 160 people.

Petitpren Inc. climbed to the top of Anheuser-Busch's wholesaler family in 1982 when it obtained the unique distinction of Ambassador in the Dimensions of Excellence program, an honor which is bestowed on only 30 of the 900 Anheuser-Busch wholesalers nationwide. Including imports, Petitpren Inc.'s market share represents approximately 60 percent of Macomb County's total beer sales. In 1992, the company achieved record sales of over four million cases of beer.

By demonstrating commitment to its customers, employees and community, Dean Petitpren's main goal for Petitpren Inc. is to continue to grow by operating as effectively and efficiently as it does today.

## Representative Saunders

from page 10

Representative Saunders is also affiliated with various other political and community organizations, which include the following: Alpha Phi Alpha Fraternity; Michigan Legislative Black Caucus; Founders Society, Detroit Institute of Arts; Bagley Elementary School Local School Community Organization; Santa Barbara Block Club; Livernois-7 Mile Coop; PEAC (Political Education & Action Cooperative); Trade Union Leadership Council; Advisor for REACH, Inc. 12th Street Baptist Church; American Diabetes Association; NAACP; and the City Residence Committee. He is also a former member of the Urban Alliance and served on the board of trustees for the Museum of African American History.

Representative Saunders resides in Detroit with his wife, Jaunita, and their three children, Windy, Alexis and Nathan.

If you have any questions or concerns and would like to contact Representative Saunders, you can call his office at (517) 373-1782, or write to him at Room 652, Roosevelt Building, Lansing, MI 48913.

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## Products

### A.1. Bold is introduced in the West

Since its American introduction 87 years ago, A.1. Steak Sauce has been the country's favorite steak sauce.

But with millions of Americans

now eating highly seasoned foods, steak lovers in the West now have a spicier steak sauce available: new A.1. Bold Steak Sauce.

As its name implies, A.1. Bold is a zestier, thicker version of A.1. that was created specially for lovers of hot and spicy foods.

A.1. Bold is available in 10-ounce bottles with a suggested retail price of \$3.79.

Like original A.1. Steak Sauce, A.1. Bold is produced in small batches in Oxnard, Calif. And also like original, A.1. Bold is aged in wooden tanks.

Last year, A.1. registered \$100 million in sales, accounting for 60



percent of total U.S. steak sauce sales, according to Judy Fearing, senior marketing director for the Specialty Products Division of Nabisco Foods.

A.1. Bold is currently available in most grocery stores west of the Rocky Mountains. Television advertising began in June with the theme: "It's how steak is done...Spicy."

A.1. traces its origins to King George IV of England. In about 1820, he asked the royal chef to create a steak sauce. Legend has it that the King took one taste and proclaimed: "This is A one." The sauce debuted in the U.S. in 1906.

A.1. Steak Sauce is produced by the Specialty Products Division of Nabisco Foods Groups. Among its other brands are Ortega Mexican foods, Grey Poupon mustards, Royal desserts and Milk-Bone dog biscuits.

### Faygo will make summer "cooler" with Arctic Sun

Faygo Beverages, Inc. is introducing a "cool" new flavor, Arctic Sun. The new flavor, a citrus soft drink, will be introduced in distinctive two-liter blue bottles and 12-oz. blue cans.

### AFD Board fills regional positions, appoints new board member

In order to best represent the entire state of Michigan, The board of directors for the Associated Food Dealers of Michigan recently divided the state into six regions and appointed board members to represent those regions.

Chairman Frank Arcori, Vegas Food Centers, now represents region five; Nabby Yono, XTRA Foods, represents region one, and Jim Garmo, Galaxy Foods, covers region two. New members were elected to represent the other three regions. The AFD would like to congratulate and welcome new board members, Steve Doud, Doud's on Mackinac (region six); Joe Smoliga, Spartan Stores (region three); and Ed Zebrowski, Monitor Sugar (region four). See map below for regional boundaries.

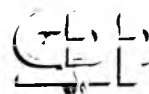
In addition, Ronnie Jamil has been appointed to the board of directors to fill a vacancy. Congratulations Ronnie!



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# Meet the 1993 AFD Scholarship Winners

These hard-working students have each won a \$500 academic scholarship from the Associated Food Dealers of Michigan. Congratulations to all!

## Steven Z. Antone

Corporate Sponsor: Melody Farms  
Entry submitted by: Giant Foods, Eastpointe



1993 Senior Class President and Valedictorian, Steven Antone graduated from Detroit Catholic Central High School in Redford with

honors that include: The Gabriel Richard Award, Honors Math Award, Calculus BC Award, Latin Award, Phi Beta Kappa Award, Tandy Technical Scholar and National Honor Society. Antone also provides community service to Big Brothers, a local soup kitchen and the Building Bridges program.

## Michael M. Awdish

Corporate Sponsor: General Wine Company  
Entry submitted by: S. Abraham & Sons, Centerline



Awdish graduates from West Bloomfield High School with a 3.4 grade point average. He was on the honor roll all four years and received the

Presidential Academic Fitness Award. Awdish was also a radio personality on WBLD 89.3. He will study marketing at Michigan State University.

## Christina E. Barker

Corporate Sponsor: Mohawk Distilled Products  
Entry submitted by: Magoo and Company, Paw Paw



Western Michigan University in Kalamazoo is lucky to have hydrogeology major Christina Barker as a sophomore. In high school

Barker was a member of the National Honor Society and made the honor roll six times. In addition, she participated in Volunteers, the French Club, basketball, softball, forensics and the Model United Nations.

## Colin N. Bartos, Jr.

Corporate Sponsor: Kowalski Sausage Co.  
Entry submitted by: Kroger, Harrison Township



Colin Bartos was the 1993 Co-Salutatorian for his graduating class at De La Salle Collegiate High School and is on his way to Ann

Arbor's University of Michigan to study aerospace engineering. He received the following honors in high school: top French student, Math Award, French Award, and an Honor Certificate. Bartos spends his free time playing basketball and tennis, volunteering for the Students for Environmental Action and tutoring.

## Adam M. Brown

Corporate Sponsor: Scot Lad Foods  
Entry submitted by: Michigan Sugar Co., Saginaw



Adam Brown graduated from Heritage High School in Saginaw, where he was on the Principal's Honor Roll for four years.

Brown was the co-captain of the varsity soccer team and he ran varsity track, played junior varsity and freshman basketball and he was a member of the Spanish Club. Brown is enrolled as a freshman at Michigan State University to study engineering.

## Christopher D. Day

Corporate Sponsor: CoreSource  
Entry submitted by: Burger King Restaurant, Livonia



Day participated in Thurston High School's marching and concert bands. He was also a member of the National Honor Society and

received the Social Studies Departmental Award. He will be a freshman at Michigan State University studying business administration.

## Lance E. Esparza

Corporate Sponsor: R. M. Gilligan, Inc.  
Entry submitted by: McK's Wine Shoppe, Garden City



Esparza graduated from Divine Child High School in Dearborn with a 4.2 grade point average where he ranked fourth out of 210

students. He received academic honors from Phi Beta Kappa and the University of Michigan Scholar Recognition Award. This fall he will attend the U of M as a freshman studying business administration. He is involved with the Special Olympics.

## Saba A. Francis

Corporate Sponsor: J. Lewis Cooper Co. Wines & Spirits  
Entry submitted by: J. Lewis Cooper, Detroit



Francis enjoys writing. She graduated from Athens High School and is starting on the pre-med path at Wayne State University. She

maintained a grade point average of 3.5 or higher throughout high school and received an award for outstanding performance. She volunteers at Beaumont Hospital.

## Jeffrey N. Gell

Corporate Sponsor: Mohawk Distilled Products  
Entry submitted by: Kramer Food Co., Troy



Gell is on his way to Harvard University in Cambridge, Massachusetts. He recently graduated from Detroit Country Day High School

in Beverly Hills where he ranked number one out of 120 students in his class. He received the following academic honors: Cum Laude Society, Top 100 in Michigan, Top 20 in U.S. Chemistry and the Olympiad Gold Medal in the National Latin Exam. He belongs to the B'Nai B'rith Youth Organization, the Varsity Debate Club and the Latin Club.

## Natalie M. Hoffman

Corporate Sponsor: Ludington News  
Entry submitted by: Super Foods Services, Bridgeport



Hoffman graduated from Vassar High School where she was valedictorian for her graduating class, a member of the National

Honor Society, Alpha-Beta I & II and Top Ten Honor Roll. She was also active in sports and theater and was an Academic All State Basketball player. Hoffman is now a sophomore at U of M studying nursing.

## Sonja A. Jones

Corporate Sponsor: Powers Distributing Co.  
Entry submitted by: Concord Drugs, Detroit



Jones is a member of Beautiful Black Ladies After Common Knowledge. She is in her junior year at Michigan State

University, studying financial administration.

## Christopher J. Kempski

Corporate Sponsor: Mohawk Distilled Products  
Entry submitted by: Nu-Ad Advertising and Graphics, Eastpointe



Kempski is a sophomore at Eastern Michigan University, studying education. He is on the Dean's List and in the Honors Program. A member of Student Government,

Kempski plays intramural sports.





**Jarrold J. LaMothe**

**Corporate Sponsor:** Kroger Co.  
**Entry submitted by:** Kroger,  
 Southfield



Jarrold LaMothe graduated from Southfield-Lathrup High School and has already been accepted into the College of Human Medicine

at Michigan State University. He participated in the Interact Club doing volunteer work.

**Carey Matthews**

**Corporate Sponsor:** 7-UP of  
 Detroit

**Entry submitted by:**  
 Zeiler's Farm Market,  
 Temperance, MI



A graduate from Whitmer High School, Matthews won the Academic Achievement Award four years in a row along with winning the

Outstanding Achievement Award in Biology. She starts her first semester at Wright State College in Dayton, Ohio where she will study theater.

**Jeffrey J. Michalowski**

**Corporate Sponsor:** Petitpren Inc.  
**Entry submitted by:** Sterling Meat  
 Market, Sterling Heights



Michalowski graduated from Sterling Heights High School and will be attending Adrian College to study accounting. A varsity football player, he won

the All-State Academic Football First Team Award and the Army Athlete Scholar of the year.

**Mervet T. Nafso**

**Corporate Sponsor:** Mohawk  
 Distilled Products  
**Entry submitted by:** Super Save  
 Super Market, Detroit



Nafso will be a freshman at Michigan State University studying medicine. She graduated from West Bloomfield High School

receiving honors from the National Honors Society, Phi Beta Kappa, Magna Cum Laude and an award of Academic Excellence. Nafso also sings in the church choir, takes dance courses and plays the piano.

**Rene A. Najor**

**Corporate Sponsor:** Coca-Cola  
 Bottling Co. of Michigan  
**Entry submitted by:** Party Need,  
 Detroit



Najor is a junior at Lawrence Technological University in Southfield and is studying electrical engineering. She is on the Dean's Honor List and is

a Society of Automotive Engineers' Outstanding Member. She is also a member of the Society of Women Engineers and the student government.

**Diana M. Nimmoor**

**Corporate Sponsor:** Hubert  
 Distributors Inc.

**Entry submitted by:** Oak Ridge  
 Markets, Royal Oak



The photography editor for the Kimball High School Yearbook, she is also a member of the choir and drama club. Nimmoor donates her spare

time to serving the homeless and volunteers for Students Against Drunk Driving. She will be a freshman at Central Michigan University studying telecommunications.

**David H. Park**

**Corporate Sponsor:** Universal  
 Marketing/Paddington  
**Entry submitted by:** J.P. Buster's  
 Food Market, Inc., Ann Arbor



Park was honored while at Pioneer High School in Ann Arbor with "Cum Laude" performance in the fourth year level National

Latin Examination. He was also captain of both his high school tennis and cross country teams. Park enters his freshman year at Kalamazoo College studying biology.

**Dantaya M. Rhodes**

**Corporate Sponsor:** Coca-Cola  
 Bottling Co. Of Michigan  
**Entry submitted by:** Metro Food-  
 land, Detroit



Rhodes was Salutatorian, a varsity cheerleader and a member of student council. She is now a sophomore at MSU, studying

psychology. Rhodes is also a member of the Black Caucus.

**Jeffrey S. Sanders**

**Corporate Sponsor:** Alex Bell  
 Memorial Scholarship  
**Entry submitted by:** S.  
 Abraham & Sons, Centerline



Jeffrey Sanders is an actor. While attending Sterling Heights High School he played

leading roles in Mr. Scrooge and The Music Man. Sanders graduated Summa Cum Laude and was a member of the National Honor society. He will be attending Wayne State University to study theater.

**John P. Sherburn**

**Corporate Sponsor:** Mohawk  
 Distilled Products  
**Entry submitted by:** Northside  
 Market, Ludington



John Sherburn is a 1993 graduate from Ludington High School. He will use his AFD

scholarship to study environmental engineering at the Michigan Technological University in Houghton. He participated in the pep band, jazz band and orchestra in high school and was also a member of the National Honor Society.

**Marcus W. Sprow**

**Corporate Sponsor:** Paul  
 Inman Associates  
**Entry submitted by:** Vegas  
 Food Center, Warren



A graduate from Cousino High School in Warren, Sprow was a varsity football player,

editor-in-chief of the student newspaper, vice president of the National Honor Society, and member of the School Improvement Committee and the Internal School Council. He plans to study engineering and business at the University of Michigan. In addition to AFD's scholarship, Sprow was awarded the U of M Regents/Alumni Scholarship.

**Jowan Thomas**

**Corporate Sponsor:** Pepsi-Cola  
**Entry submitted by:** Value Save  
 Food Center, Detroit



Recipient of the Outstanding Youth Award and Student Council president of Walled Lake Western High

School, Jowan Thomas will be a freshman in 1993 at the University of Michigan in Dearborn studying psychology. Thomas was on the honor roll throughout high school and a participant in Students Against Drunk Drivers, the Spanish Club, the Club of Nations and a youth group.

**Janette J. Torrico**

**Corporate Sponsor:** Faygo  
 Beverages, Inc.

**Entry submitted by:** Faygo  
 Beverages, Inc., Detroit



A junior at Wayne State University, Torrico plans to graduate with a Bachelor of Nursing.

Honors she has received include the Wayne State University Alumni Scholarship Award and the Helen Newberry Joy Scholarship Award. She is on the Dean's List for the WSU College of Liberal Arts. She is also secretary to the WSU Nurses' Association and a member of the WSU College of Nursing Undergraduate Forum.

**Karen R. Wylie**

**Corporate Sponsor:** Spartan  
 Stores, Inc.

**Entry submitted by:** Spartan  
 Stores, Byron Center



Wylie graduated from Wyoming Park High School and will attend Spring Arbor College to study psychol-

ogy and education. Wylie was a National Merit Finalist and received the 100 percent MEAP Test Award and was ranked number one out of 193 in her high school class. If that wasn't enough, she spent her free time playing in the marching and concert bands, with the Varsity Club and in a bible study group.

## Scholarship recipient speaks

*Editors note: This letter refers to the job training seminar that the AFD held for scholarship recipients. It is directed to Danielle MacDonald, AFD's special events coordinator.*

Dear Ms. MacDonald:

It was a great pleasure to meet you at the AFD employment training seminar on June 14, 1993. I was very glad about what I learned. I know the value of these skills will last a lifetime.

Thank you so much for your warm hospitality. The admirable qualities you demonstrate in what you do show you to be a dedicated, enthusiastic and good-spirited person. Thank you also for encouraging me to seek employment from your listing of job opportunities. I have already considered places for employment, including several local hospitals for nursing related positions.

I truly enjoyed meeting you and I look forward to hearing from you in the future. I will be sure to keep in contact and let you know of my progress.

Sincerely yours,  
Janette Torrico

## Frankenmuth Brewery and DAB Importers join forces

A sales and marketing agreement was recently signed between Frankenmuth Brewery, Inc., in Frankenmuth, MI and DAB Importers, Inc., Moorestown, NJ. According to statements by both companies, DAB Importers will have the exclusive rights to market Frankenmuth and Old Detroit beers in 21 states covering the eastern seaboard and several midwestern states.

Frankenmuth Brewery, ranked 31st in sales in 1992 among all U.S. brewers, started marketing its beers in 1988 from the renovated facilities of an historic brewery dating back to 1862. Marketing its six brands of beer primarily in Michigan and other midwestern states, Frankenmuth beers won numerous national, regional and local awards and recognitions during its short history as a micro brewery. Frankenmuth brewery produced 9,500 bbls (1 bbl = 31 gallons) of beer in 1992. It has a capacity substantially above its current production level.

DAB Importers, Inc. is the exclusive U.S. importer for DAB German beers and Count Arco's beers. DAB beers are produced by the Dortmunder Actien Brauerei of Dortmund, Germany, one of Germany's big three brewers. Count Arco's products are made by the Arcobrau Brauhaus of Moos, Germany. They are specialists in

producing the finest in German fest-beer and weissbeer.

Not only will both companies benefit from this agreement, but consumers in many more states will be able to enjoy the beers of Frankenmuth.

"We are confident that by joining force with such a fine organization as DAB Importers, Inc., consumers in 21 additional states will soon be able to enjoy the award winning Frankenmuth beers" said Randy Heine, president and owner of Frankenmuth Brewery, Inc.

Frederick Hess, Jr., managing director of DAB Importers, Inc. explained why his company chose to associate with Frankenmuth Brewery. "Frankenmuth and Old Detroit beers are of excellent quality. They are indeed some of the finest beers brewed in this country, as their many awards signify. Their packaging is outstanding. The brewing facility is designed to produce the best beer money can buy. It is staffed by professionals with extensive experience in the brewing industry. In short, Frankenmuth and Old Detroit beers are ready to be enjoyed by beer lovers in many more states. We, at DAB Importers, are proud to play a key role in providing consumers all along the eastern seaboard and additional midwestern states with such excellent beers."

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## First Capistar-supplied Piggly Wiggly supermarket opens in Toledo

The first Piggly Wiggly supermarket supplied by Capistar, Inc. opened in Toledo, Ohio on Apr. 19.

The new Piggly Wiggly store, at 2940 Sylvania in Toledo, is the initial store to be serviced as a result of the business arrangement reached between Capistar, Inc., a subsidiary of Spartan Stores, Inc., and Piggly Wiggly Corporation, a subsidiary of Fleming Foods, Inc. In the agreement, Capistar is serving as a full-line supplier of Piggly Wiggly supermarkets in Michigan, Ohio and Indiana.

Piggly Wiggly Corporation, based in Memphis, Tenn., is a franchiser with over 800 supermarkets located in 21 states. For a fee, independent retail operators may purchase Piggly Wiggly franchise rights, including use of the Piggly Wiggly name and logo, a complete line of Piggly Wiggly private label items, retail training workshops, store decor plans, store financing,

insurance programs, market research and advertising and promotional programs.

The new Toledo Piggly Wiggly store, owned by Robert Faranso, was formerly known as Bischoff's Foods. Capistar, Inc., also supplied the store in its previous format.

According to Tom Beckett, president of Capistar, Inc., the opening of the Piggly Wiggly supermarket in Toledo is the first step in the company's strategies to grow its market area with the help of the Piggly Wiggly organization.

"We're looking to expand into Ohio, Michigan and Indiana, and our relationship with Piggly Wiggly is the vehicle to help us do that," Beckett said.

Capistar, Inc. is a grocery wholesale company based in Holt, Mich. The company provides products and services to over 200 grocery stores in Michigan and Ohio.

# SUPPORT THESE AFD SUPPLIER MEMBERS

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Ackroyd's Scotch Bakery & Sausage	532-1181
Archway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	522-1100
Koeplinger Bakeries, Inc.	967-2020
S & M Biscuit Distributing	893-4747
Sunshine/Salem	352-4343
Taystee 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
Anheuser-Busch, Inc.	354-1860
Bacardi Imports, Inc.	489-1300
Bellino Quality Beverages, Inc.	946-6300
Brooks Beverage Mgt., Inc.	(616) 393-5800
Cadillac Coffee	369-9020
Canadian Arctic Beverage	(416) 676-0201
Canandaigua Wine Co.	379-3644
Central Distributors	946-6250
Coca-Cola Bottlers of Mich.	478-2212
Coors Brewing Company	451-1499
Don Lee Distributing, Inc.	584-7100
E & J Gallo Winery	643-0611
Eastown Distributors	867-6900
Everfresh Beverages	755-9500
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.	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) 379-3000
Nestle Beverages	380-3640
Oak Distributing Company	674-3171
Pabst Brewing Co.	887-2087
Paddington Corp.	345-5250
Pepsi-Cola Bottling Group	641-7888
Petitpre, Inc.	468-1402
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
Spirits of Michigan	521-8847
Stroh Brewery Company	446-2000
Sunlike Juice Ltd.	(416) 297-1140
Tetley Tea Co.	(216) 331-4062
Thompson Beverage Co.	439-2404
Universal Marketing Company	553-2866
Vintage Wine Co.	294-9390
Viviano Wine Importers, Inc.	883-1600

## BROKERS/REPRESENTATIVES:

Acme Food Brokerage	968-0300
Ameri-Con, Inc.	478-8840
Bob Arnold & Associates	646-0578
Denha General Brokers	776-1610
ELC Associates	624-5133
Hanson Faso Assoc.	354-5339
The Huettnerman Co.	296-3000
J.B. Novak & Associates	752-6453
James K. Tamakian Company	424-8500
Marks & Goergans	354-1600
McMahon & McDonald, Inc.	477-7182
Northland Marketing	353-0222
Paul Inman Associates	626-8300
Pfeister Company	591-1900
Stark & Company	851-5700
VIP Food Brokers International	885-2335

## CANDY & TOBACCO:

M & M Mars	363-9231
Shemi's Candies	(517) 756-3691
Wolverine Cigar Company	554-2033

## CATERING/HALLS:

Country House Catering	(517) 627-2244
Emerald Food Service	546-2700
Gourmet House, Inc.	771-0300

Karen's Kafe at North Valley	855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	978-3880
Southfield Manor	352-9020
St. George Cultural Center	335-8869
Taste Buds	(517) 546-8522
Tina's Catering	949-2280
Vassel's Banquet Hall & Catering	354-0121

## DAIRY PRODUCTS:

American Dairy Assoc.	(517) 349-8923
Bemco 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:

Linwood Egg Company	524-9550
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## 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:

Great Lakes Ice	774-9200
Midwest Ice	868-8800
Union Ice	537-0600

## INSECT CONTROL:

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

## INSURANCE:

America One	(517) 349-1988
Blue Cross/Blue Shield	(800) 486-2365
Capital Insurance Group	354-6110
Cranbrook Group, Inc.	362-4640
Creative Risk Management Corp.	792-6355
Gadaletto, Ramsby & Assoc.	(517) 351-7375
Golden Dental	573-8118
Health Alliance Plan	552-6000
Jardine Insurance Agency	641-0900
K.A. Tappan & Assoc. Ltd.	473-0011
Macatawa Ent.	(616) 335-9551
Marketplace Insurance	553-2280
Frank McBride Jr., Inc.	445-2300
Miko & Assoc.	776-0851
Mitzel Agency	773-8600
Monroe-George Agency	489-9480
Murray, Benson, Recchia	831-6562
North Pointe Insurance	358-1171
Rocky Husaynu & Associates	557-6259
Security First Insurance	(800) 530-9225
SelectCare	637-5391
Joel Weingarden	453-3636

## MANUFACTURERS:

Amato Foods	584-3800
Bil Mar Foods	800-654-3650
Eden Foods	(517) 456-7424
Groeb Farms	(517) 467-7609
Home Style Foods, Inc.	874-3250
Jaeggi Hillsdale Country Cheese	(517) 368-5990
Kalil 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	380-3670
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
Singer Extract Laboratory	345-5880
Tony's Pizza Service	634-0606
R. J. Reynolds	398-6390

## MEAT PRODUCES/PACKERS:

General Provision, Inc.	393-1900
E.W. Grobbel Sons, Inc.	567-8000
Hartig Meats	832-2080
Hillshire Farm & Kahn's	778-3276
Hygrade Food Products	464-2400
Kowalski Sausage Company	873-8200
LKL Packing, Inc.	833-1590
Metro Packing	894-4369
Oscar Mayer & Company	488-3000
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
Erika's Import Haus	(616) 942-1450
Gibraltar National Corporation	491-3500
Items Galore, Inc.	774-4800
Ludington News Company, Inc.	925-7600

## POTATO CHIPS/NUTS/SNACKS:

Frito-Lay, Inc.	1-800-24FRITO
Goin' Nuts	437-9831
Harbour Foods, Ltd.	333-3014
Kar-Nut Products Company	541-7870
Nikhlas Distributors (Cabana)	571-2447
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
News Printing	349-6130
PJM Graphics	535-6400
Point of Sale Demo Service	887-2510
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 CPA	557-9030
American Mailers	842-4000
Bellanca, Beattie, DeLisle	964-4200
Central Alarm Signal, Inc.	864-8900
Checkpoint Systems	(800) 257-5540
Christy Glass Co.	544-8200
Closed Circuit Communications	478-3336
Detroit Edison Company	237-9225
Edward A. Shutte, P.C.	288-2080
Follmer, Rudzewicz & Co., CPA	355-1040
Garmo & Co., CPA	557-0144
Goh's Inventory Service	353-5033
Great Lakes Data Systems	356-4100
Independence One	
Investment Group	(800) 622-6864
Karoub Associates	(517) 482-5000
Michael McKernan CPA	459-1323
Menczer & Urchec P.C., CPA	356-1620
Metro Media Associates	625-0070
Michigan Bell	221-7310
National Exposition Service	865-1000
Nona & Company P.C. CPA	351-1760
Pappas Cutlery Grinding	965-3872
Paul Meyer Real Estate One	341-4522

PK Labs Inc.	(516) 273-2630
Red Carpet Keim	645-5800
Sarafa Realty	851-5704
Southfield Funeral Home	569-8080
Supermarket Development	
Inventory Services	573-8280
Telecheck Michigan, Inc.	354-5000
Travelers Express Co.	(800) 328-5678
Vend-A-Matic	585-7700
Whitey's Concessions	278-5207

## STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Company	491-6550
Bollin Label Systems	(800) 882-5104
Brehm Broaster Sales	(517) 427-5858
DCI Food Equipment	369-1666
Hobart Corporation	697-7060
MMI Distributing	582-4400
Market Mechanical Services	680-0580
Michigan Bale Tie Company	925-1196
Midwest Butcher & Delh Supply	689-2255
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
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	493-0011
I & K Distributing	491-5930
J.F. Walker	(517) 787-9880
Jerusalem Foods	538-1511
Kehe Food Distributors	(800) 888-4681
Kramer Food Company	585-8141
Lipari Foods	469-0131
Maxwell Foods, Inc.	923-9000
McNemey-Miller Bros.	833-8660
Midwest Wholesale Foods	744-2200
Miesle/Sysco 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
S. Abraham & Sons	754-0220
Sackett Ranch	(517) 762-5049
Scot Lad Foods, Inc.	(419) 228-3141
Sherwood Food Distributors	366-3100
State Fair Wholesale	893-4629
State Wholesale Grocers	567-7654
Stephenson & Stephenson	(906) 293-3851
Spartan Stores, Inc.	455-1400
Super Food Services	(517) 777-1891
Superior Fast Foods, Inc.	296-7118
Tony's Pizza Service	(800) 247-1533
Value Wholesale	862-6900
Weeks Food Corp.	727-3535
Ypsilanti Food Co-op	483-1520

## ASSOCIATES:

American Synergistics	427-4444
Basket Case	831-4438
Business Dining Services	489-1900
Club Cars	459-8390
Herman Rubin Sales Co.	354-6433
Livemore-Davison Florist	352-0081
Minnich's Boats & Motors	748-3400
Power House Gym	865-0111
Wilden & 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 Mary Cooper at AFD at 557-9600.





# Help join in the fight against Muscular Dystrophy !

WE INVITE YOU THE RETAILER, TO JOIN WITH  
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SIMPLY PARTICIPATE BY ADVERTISING & DISPLAYING THESE  
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(517) 793-8100

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