

ASSOCIATED FOOD DEALERS OF MICHIGAN and its affiliate: **PACKAGE LIQUOR DEALERS ASSOCIATION** **FOOD & BEVERAGE REPORT**

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AFD introduces American Express Money Order, MoneyGram and MCI Cash Card Programs

Members save substantially

By Michele MacWilliams,
Editor

Did you know that one out
of three Americans have no
banking relationship? This
means that millions of people
pay their bills and do their
shopping with cash or money
orders. In addition, half of all
money orders are currently
sold through the U.S. Post Of-
fice.

In order to make things
more convenient for these
people, many of whom are
your retail customers, the
AFD has teamed up with
American Ex-
press to offer you the prod-
ucts your cus-
tomers are
looking for:
American Ex-
press Money
Orders,
American Ex-

press MoneyGram service and
MCI Phone Cash Cards.

What's in it for you?

- A substantial discount off
Money Order prices
- A special AFD discount
price on the American
Express Automated Money
Order Dispenser (AMOD)
- High Commissions on MCI
Phone Cash Cards and
MoneyGrams

*See American Express
Page 26*



Made In Michigan

Our state is wealthy in product diversity

by Michele MacWilliams

Did you know that
Michigan is the number one
producer of blueberries,
pickling cucumbers, gerani-
ums and red tart cherries?
We rank number two in
production of dry beans,
bedding plants, Easter lilies,
flowering hanging plants,
gladioli and Christmas
trees.

We also harvest more
apples, asparagus, snap
beans, carrots, celery and
plums than all but two other
states. In addition we're
within the top 10 states in
production of many more
agricultural products includ-
ing mushrooms, tomatoes,
milk, butter, maple syrup,
sugarbeets, honey and
popcorn, to name a few.

With such agricultural

diversity, it is no wonder
that our fair state also has
an abundance of companies
that have used this to their
advantage and located their
headquarters here.

But agriculture isn't the
only reason that so many
businesses choose Michi-
gan. Manufacturing is our
number one industry,
followed closely by the
food industry and tourism.
Many companies, large and
small, have become suc-
cessful because our state
has become a leader in
these areas.

In this issue, we profile
some fine companies that
produce their products right
here in Michigan. Some are
large, some are small but all
take pride in their business
and in this great state.

AFD helps Share Products feed hungry



Share Products, Inc., a mar-
keter of premium-quality con-
sumer products, is realizing its
mission to help feed the hun-
gry and give safe shelter to the
homeless in America. And

now the AFD is helping.

Just months after it began
operation in 1992, Share Pro-
ducts, Inc. started fulfilling the
dream of its founder by con-
tributing \$20,000 to the Met-
ropolitan Detroit Salvation
Army for its Bed and Bread
Program. These funds pro-
vided 16,000 nourishing meals
for homeless people.

Company founder and
president, John W. Barfield,
65, is an Ann Arbor-based en-
trepreneur who has formed
many successful companies;
he is now turning his skills to-
ward building a successful
business to feed the hungry.

Share Products sell popular
household items such as gour-
met microwave popcorn and
trash bags under its SHARE
brand name and returns more
than half of the profits to
charitable organizations in
communities where its prod-
ucts are sold. Barfield takes
no salary from Share Products,
Inc.

The Associated Food Deal-
ers of Michigan is working
with Share Products, Inc. to
introduce the Share items into
Detroit grocery and conve-

*See Share
Page 26*

Take advantage of Michigan's liquid assets.



Stock the unique Faygo flavors your customers are sold on.

What a great state to be in...carrying the one-of-a-kind Faygo flavors your customers keep coming back for. With liquid assets like these, you can smile all the way to the bank: Moon Mist, Cherry Festival, Rock & Rye, Raspberry Creme,

Cherry Berry, Orange, Peach and the original Red Pop. Plus an entire sparkling water line with a touch of Orange, Raspberry, Grapefruit, Lemon Lime or Regular. (coming soon, Cherry.)

FAYGO.

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CHAIRMAN'S REPORT

New DCHA Bank Robbery Reward Program teams up with Detroit area AFD members

By Frank Arcori, AFD Chairman

The Detroit Clearing House Association (DCHA) and the AFD are launching a new bank robbery reward program that includes rewards to witnesses and to store owners. (This program should not be confused with The AFD Award Program.)

The DCHA is a group of Michigan banks and savings and loans that work together to keep banking safe in our area. The DCHA currently runs ads in the Detroit News and the Detroit Free Press that display bank robbery suspect photos and offer a reward.

According to Fred Goedtel, DCHA chairman, their program is the most successful program of its kind in the country. They are now reaching out to the Detroit area AFD members to ask you to help make their program even more successful.

AFD members will soon receive copies of the DCHA ad; post the ad in a high-visibility area for customers to see.



Because the FBI and the Detroit Police know that our stores are community centers and draw a lot of people, they are hoping that store customers will identify these suspects and help get some bad people off the streets.

Anyone who provides information that leads to the arrest and indictment of a bank robber is eligible for the DCHA's \$2,000 reward.

With this new program, the DCHA will also pay store owners a reward up to \$200 if one of their customers saw the ad at their store and qualifies for the \$2,000 reward.

Mr. Goedtel is asking store

owners to post his ad where customers can see it. The ad shows the FBI phone number or asks people to call their local police if they have any information. The law enforcement officers will take over from there. Of course, all information is kept confidential.

Stores should not succumb to threats

We know that recently, a number of store owners have received threats from customers who come in asking for donations. These so-called customers have threatened to organize boycotts or picket the

See Chairman's Report
Page 4

Calendar

- | | |
|------------|---|
| Oct. 3-8 | Supermarket Operations Management Course
Purdue University, West Lafayette, IN |
| Oct. 10-12 | FMI Seafood Merchandising Conference
Royal Sonesta Hotel, New Orleans, LA |
| Oct. 24-29 | Professional Management Course
Hillsdale College, Hillsdale, MI |
| Jan. 23-25 | Seafood Splash Course for Supermarkets
Boston and Gloucester, Massachusetts.
A practical, hands-on seafood training program |

Statement of Ownership

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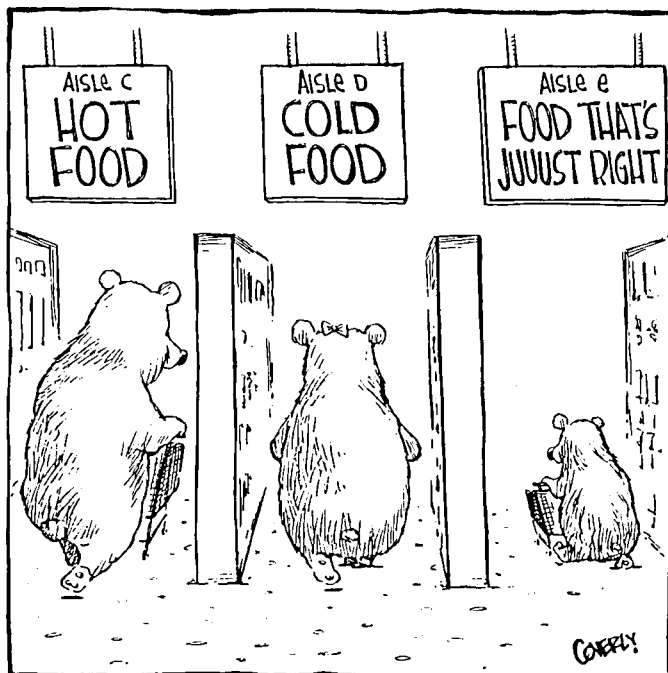
ADVERTISERS: For information on advertising rates and data, call AFD, Ray Amyot, 18470 W. 10 Mile, Southfield, MI 48075, (313) 557-9600 or (517) 386-9666.

AFD works closely with the following associations:



The Grocery Zone

By David Coverly



Chairman's Report

From page 3

store if their demands are not met.

What these people are doing amounts to extortion and cannot be tolerated. If you are a victim of such a threat, we urge you to politely decline and then report it to the police. It is best to have another person present whenever someone approaches you for a donation. This way, if a threat is made, you will have a witness.

It is important for you to know your rights. Legitimate charities don't make threats. If a few stores give in to these demands, word will spread and this will become a common practice.

If you question the validity of a charity, call the Better Business Bureau of Detroit and Eastern Michigan, (313) 644-9100 or the Michigan Attorney General's office, 1-517-373-1152.

Government imposes new safe handling instruction labels for meat

The U.S. Department of Agriculture announced an interim rule on August 16 that mandates safe handling instructions on all retail packages of meat and poultry products. The interim rule is effective October 15, 1993.

Below are two sample labels for consumer packages. All retail packages of raw or partially cooked, fresh or frozen meat and poultry products must bear labels similar to these after October 15, 1993.

Consumer Use for Poultry

Safe Handling Instructions

This product was prepared from inspected and passed poultry. Some animal products may contain bacteria that could cause illness if the product is mishandled or cooked improperly. For your protection, follow these safe handling instructions.



Keep refrigerated or frozen.
Thaw in refrigerator or microwave.



Keep raw poultry separate from other foods.
Wash working surfaces (including cutting boards), utensils, and hands after touching raw poultry.



Cook thoroughly.



Refrigerate leftovers within 2 hours.

Consumer Use for Meat

Safe Handling Instructions

This product was prepared from inspected and passed meat. Some animal products may contain bacteria that could cause illness if the product is mishandled or cooked improperly. For your protection, follow these safe handling instructions.



Keep refrigerated or frozen.
Thaw in refrigerator or microwave.



Keep raw meat separate from other foods.
Wash working surfaces (including cutting boards), utensils, and hands after touching raw meat.



Cook thoroughly.



Refrigerate leftovers within 2 hours.

HOW DO YOU FEEL ABOUT RETURNABLE CANS OR PLASTIC BOTTLES?



LOOKS CAN BE DECEIVING!
If you returned the bag in the middle you gave away \$7 of your hard earned money



ONLY \$39.95

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"The Best \$39.95 You've Ever Spent!"

The

X-ACT COUNT 240

cans & plastic bottle counter

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- QUESTIONABLE RETURN ON YOUR MONEY

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

X-ACT COUNT 240

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Freshman legislator strives to ease the burdens of small business owners

by Cristina Cleveland

A lifelong resident of Macomb Township, Representative Alvin Kukuk has witnessed a tremendous increase in the area's population over the years. As a result of living in the middle of a growing community, he understands the concerns of small business owners.



A Republican, Representative Kukuk was elected in November to represent Michigan's 33rd District. The district is comprised of Clinton, Macomb, Lenox and Chesterfield Townships, New Haven Village and New Baltimore City.

A member of the business and finance committee, Representative Kukuk recently drafted two proposals to benefit Michigan's small business owners.

The first, House Bill 4583 is concerned with all merchants that sell their products to non-profit

institutions or businesses. Under current regulation, the merchant is responsible to pay taxes on the products if it is later discovered that the institution or business does not have a tax exempt status. Under

HB 4583, the merchant would not be responsible provided that he or she retains accurate records of the transactions.

Representative Kukuk's second proposal is House Bill 4973. Under HB 4973, if there is a change in a ruling that an item may be taxable, the merchant will only pay taxes on the item from that day forward. Currently, the merchant is required to pay retroactive taxes on the items and Representative Kukuk believes

this is a problem. "Under current law, this concern could break a small business that is working on a close margin," he says. "This new bill could prevent this problem." Representative Kukuk hopes to get both bills passed this fall.

Representative Kukuk also believes the state should not be involved in the insurance business and to this end, he is currently working with the business and finance committee to privatize the workmen's compensation accident fund. He says that if this government-run fund is privatized, the business has the opportunity to "create competition, offer a better product and eliminate waste."

Other committees Representative Kukuk serves on include the transportation, insurance and economic development committees. Regarding transportation, Representative Kukuk hopes to eventually relieve the destruction of the state's roads, a familiar problem to Michiganders. "What

we need is good technology and sound engineering," he says. "A road should have a good life expectancy when it is built."

Another concern Representative Kukuk would like to address is the restrictions that Michigan's trucking system faces. Currently, the restrictions on the trucking industry are not uniform from city to city and state to state. He believes this code should be uniform throughout the country so that the drivers are not burdened with the confusion of different codes in different areas.

Kukuk realized his interest in politics in his civic and history classes at Mt. Clemens High School. After graduation, he attended Macomb Community College and received his Engineering Technician Certificate. From there, he owned a construction

See Legislative Profile
Page 27



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Select the flexible
health care plan.



Grayling's "good-neighbor" pharmacy

by Cristina Cleveland

Located in the Northern Michigan town of Grayling, Mac's pharmacy has served as the local "good-neighbor" drug store since 1923.

This year, the MacNamara family celebrates its 70th anniversary of providing prompt and courteous service to their patrons.

In 1898, a building at 122 Michigan Avenue in the heart of downtown Grayling housed the local pharmacy. Charles MacNamara bought the business in 1923 and renamed it Mac's Pharmacy.

The mantle of leadership fell into the hands of Charles' son Larry MacNamara in 1975. Larry expanded the business taking over

additional space next to the store.



Celebrating its 70th year, Mike MacNamara now operates Mac's Pharmacy. His father Larry is semi-retired.

The east side of

Mac's Pharmacy is decorated with historical paintings that represent a bit of Grayling's tradition. The detailed cannon and steam-engine pictures were painted by Grayling's local artist, Terry Dickenson. The paintings were finished in 1979 and the early 1980s and will be refurbished and preserved this fall.

Mike MacNamara did not always dream of being a pharmacist. After graduation from the local high school, he received a degree in biology at Ferris State

University (FSU) and then attended graduate school at both Central Michigan University and Wayne State University. However, he eventually returned to Big Rapids to attend FSU's pharmaceutical school and is now a registered pharmacist.

MacNamara is a lifelong resident of Grayling and has worked at the pharmacy since he swept the store's floors when he was ten. MacNamara takes pride in his pharmacy's reputation for providing one-on-one service to its customers. "We offer prompt and courteous service, are conveniently located and competitively priced. These are all of the things that determine if any kind of retail business is successful or unsuccessful," he says.

MacNamara enjoys servicing the majority of the town's year-round residents. However, Crawford County is one of the fastest growing counties in Northern Michigan and he also receives a healthy amount of tourist and

seasonal business as well.

Not only is Mac's a pharmacy, but it offers a one-hour photo service and sells health and beauty items, beer, wine, liquor, and lottery tickets. The pharmacy also houses a small gift shop.

Although Grayling is rapidly becoming commercialized, MacNamara believes he will have no problem retaining his local business. "Mac's Pharmacy has a friendly and personable atmosphere," he says. "That is what keeps our customers coming back."



Mike MacNamara, owner and operator of Mac's Pharmacy stands in front of one of the hand-painted murals that adorn the west side of his store.

If You're Not
Working With
CIGNA,
You May
Be Letting
Money Slip
Through Your
Fingers

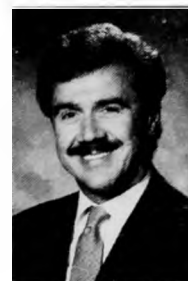
Many successful business owners and professionals have a problem they cannot solve by themselves.

They make good incomes, have accumulated substantial assets and built significant estates. Their finances, however, have grown so complex that they often overlook or underestimate the future impact of taxes on the value of their estate.

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- ◆ FREE COCA-COLA PRODUCTS AND MORE!



Look under caps or in multi-packs of specially marked Coca-Cola products for your 4-digit Monster Code. Then call the Sprint Monster Line at 1-800-GRIDIRON (1-800-474-3476), enter your 4-digit MONSTER CODE and talk to your local team NFL™ Monster to see if you've won!

See Official Rules at displays for details. Specially marked packages available until 10/31/93 or while supplies last. For a free opportunity to win, send a stamped, self-addressed business size envelope to: Monsters of the Gridiron Request, P.O. Box 4998, Blair NE 68009, to be received by 12/1/93. WA and AL residents need not affix postage to self-addressed envelope.



Detroit Lions

Monster of the Gridiron

"Chillin' #56"

Pat Swilling

Property Tax Cut—What happens next?

By Karoub Associates
AFD Legislative Consultants

After years of debate on the interlocking issues of school financing and property tax relief, in July the House and Senate, in rather dramatic fashion, took a major first step towards resolution of the problem. Dramatic in that the legislation which passed both Houses within 17 hours, eliminates

property taxes for school operations without provision for replacement of the 5.6 billion in lost revenue.

Clearly the move sets a pressurized self-imposed deadline for the Legislature to act before the fall of 1994 with a plan for replacing the funding necessary to operate the public school system.

While this approach may be viewed by some as an extraordinary political strategy to force the divergent groups within the Legislature to come together on a consensus solution...it also opens the door wide for major restructuring of the state's educational program. The fundamental changes in our educational system that may

result could significantly overshadow the current drama of dismantling the present school financing arrangement without concurrent provision for replacement revenue.

In that regard we will hear in the forthcoming legislative debate discussions on basic school reform issues such as: education quality standards; voucher systems; freedom of choice; teacher accountability and pension programs; a single statewide school district; disparities in education opportunity between districts, etc.

While some have decried the action of the Legislature as "irresponsible," "unconscionable," etc., clearly a refinancing approach will be found. The Legislature is well aware that the citizenry in Michigan strongly supports education and will not accept failure to provide a responsible solution to the problem.

The new sources of school financing to be considered will be many. Expect to see discussions to include: tax on services; alcohol/tobacco tax; closing so called "tax loopholes"; extension of the sales tax to many areas not presently covered; state-based property tax; business tax increases; and, an increase in the current 4% sales tax. Also we may well see a modest increase in the personal income tax rate. One point is clear concerning replacement revenue; it will be a package of taxes from a variety of sources.

The legislation provides for the repeal of property taxes dedicated to school operating funds and covers commercial as well as residential. For the average home owner it will amount to approximately 60% of the current property tax. Also the bill mandates a freeze in property assessments for 1994 and sets a limit of no more than two local millage issues per year. The new law will not take effect until 1994.

Governor Engler has stated he will sign the bill.

SINCE 1906



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can be sure Mr. Turkey is the brand to stock.

For more information on the new ways Mr. Turkey is selling harder for you, contact your local Bil Mar Representative.

Made in Michigan



Made in Michigan



Frito-Lay builds new distribution center

The Frito-Lay company broke ground on August 17 for a new Distribution Center at the Metro West Industrial Park in Plymouth

Township.

When this 40,000-square-foot building is completed, it will be the largest distribution center in the company.

Set on nine acres, this facility is well-positioned to provide world-class service to the Metropolitan Detroit area for the next decade.

Frito-Lay is excited about the future in Michigan!

CABANA

Cabana Foods supplies snacks to the world

Cabana Foods is one of the largest producers of private label and warehouse snacks in the country, and over the past couple of years they have developed a direct store delivery system covering all of lower Michigan and reaching into the U.P.

In Metro Detroit, Cabana operates a company-run distribution center and works closely with Nikhla Distributors, which is Cabana's largest distributing company nationwide.

Pizza Balls, Ring Snacks in Onion, Pizza, and Sour Cream and Cheddar flavors as well as Coney Island and Kosher Dill Pickle Potato Chips are some of Cabana's newer items.

In addition, Cabana's canister snack line is becoming increasingly popular both domestically and for export. Cabana currently exports products to twenty-five countries outside the U.S.



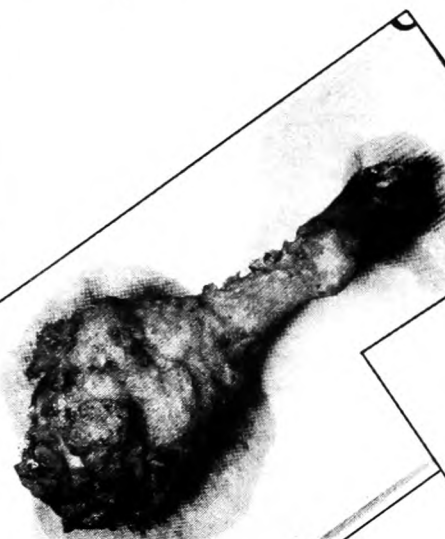
Paramount brings gourmet coffees to Michigan grocery stores

Paramount Coffee Company has been roasting and distributing coffee to fine restaurants from the same central location in Lansing, Michigan since 1935. In response to the demand for specialty coffee, Paramount Gourmet Coffee, Ltd. was founded in 1986 and today distributes to over 400 gourmet stores, supermarkets, convenience stores and coffee shops, primarily in the state of Michigan.

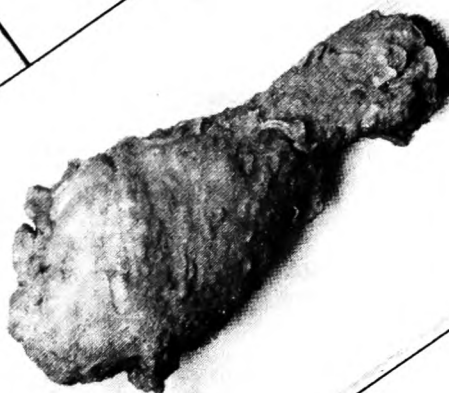
Paramount Gourmet coffee is a full service direct store delivery resource, specializing in whole bean bulk and prepacked coffee, as well as a sample size fractional ground coffee program.

For more information on Paramount Gourmet Coffee, call Doreen Cambray, sales manager at 1-800-968-1222 or write to Box 13068, Lansing, Michigan 48901.

Are you still selling the greasy kids stuff?



Pressure Fried.



Chester Fried.

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.



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Made in Michigan



Faygo—A mainstay in Detroit

Faygo and Detroit go back a long way, 1907 to be exact. For it was in that year that two Russian immigrants settled in Detroit and began to package and sell their unique line of soft drinks.

Perry and Ben Feigenson, brothers, invested their meager capital in some pots and pans, a siphoning hose and a hand-capper and began mixing and bottling the colorful and bubbly soft drink flavor formulas they had brought with them when they immigrated from their native Russia.

The pop then retailed for 3¢ a bottle or two for a nickel. There was no mechanical refrigeration in those days and so nearly all soft drinks were consumed at point-of-sale.

Today, all 33 flavors of Faygo are now sold not only in Michigan, but also in 32 other states stretching from the Atlantic Ocean to just beyond the Mississippi River.

Driving by it, few people are aware of what they are passing. But on Detroit's near east side at 3579 Gratiot Avenue, there it is, one of the largest capacity soft drink plants in America, capable of producing 25 million cases of soft drinks annually.

In 1983, some of the biggest and most efficient soft drink lines in the country were installed, with the capacity necessary to sustain Faygo's continual growth.

The building's front seems to stretch out on Gratiot Avenue almost as far as the eye can see. Behind it, spread over some half-million square feet of plant area, are the most modern soft drink manufacturing, packaging and warehouse operations to be found anywhere.

One Faygo packaging line turns out pop in 12-ounce cans at the blurring speed of 1,200 per minute. Another fills and caps either pint or half-liter bottles at over 900 per minute.

Faygo, in 1978, invested several millions of dollars to

adapt its main Detroit plant to being able to produce soft drinks in both no-return and deposit-return packaging. The dual capability was needed to enable the company to continue marketing in Michigan under the state's "bottle law."

The Faygo Detroit plant is one of the few soft drink plants staffed by graduate chemists, bacteriologists, biologists and other highly trained technical people. Faygo's

formulations are its own.

While the soft drink industry in general moved its focus to colas, Faygo stuck to its heritage—unique, colorful flavors. Today, flavors like Red Pop, Rock & Rye, Diet Frosh and Pineapple-Orange have become industry standards. Faygo's focus on the flavored soft drink business is paying off. Today this segment of the industry is growing faster than the entire cola category.

Faygo and Detroit go a long way back. Faygo has been headquartered at its Gratiot Avenue location since 1935 and hires from the community.

In addition, each year local high school students are chosen to receive scholarships. Faygo also makes generous contributions to local charities and other organizations to help aid in feeding the city's hungry.

FOODLAND DISTRIBUTORS



We offer a full line of store brands including, Nature's Best, Bi • Rite, Topmost, and Homebest.

Mission Statement

As a full line, full service food wholesaler serving the retail grocery market, Foodland's Mission is to anticipate and satisfy the needs of our customers in a competitively superior manner.

In our meeting this challenge, we will supplement our own strengths with appropriate complimentary resources. This strategy will enable us to provide customer-oriented programs that are comprehensive in terms of depth and breadth of products, backed by extensive physical distribution capabilities and complete, responsive marketing and business management support services.

Our mission will be executed with an integrity and enthusiasm that enhances our overall market credibility and that supports Foodland's commitment to customer, employees, partners, suppliers and the community at large.



**Your success
is our business.**



**FOODLAND
DISTRIBUTORS**

12701 Middlebelt Road
Livonia, Michigan 48150
313-523-2160

Made in Michigan



Brinkman Safes bring security to businesses

Brinkman Safe, Incorporated is a full service company, and according to president Randall Brinkman, his company is capable of handling all of a store's burglar and holdup protection.

Brinkman Safe, Inc. is stocked with a full line of safes suited to all businesses and home use, a complete service department, and a delivery department to professionally install safes. The company has over 25 years experience in the safe industry.

"The main goals of our company are to provide superior equipment and service at very reasonable prices. Since we are distributors and dealers for several manufacturers, we can

effect tailor-made security for our customers," adds Brinkman.

The company's showroom and service department is located at 6031 18 Mile Road in Sterling Heights, which allows for easy access to freeways to quickly service all of southeast Michigan and Ohio. Randall Brinkman extends an open invitation to all AFD members to come to their showroom to see the many types of safes available.



Nu-Ad's "Uncle Louie" combines state-of-the-art printing technology with family friendliness

"You'll find a lot of people in town and out of state who do printing...but few of them offer the combination of updated technology and personal service that Nu-Ad does...we treat our clients as personal relationships. That's been our hallmark for over 28 years...and it's one reason that we are thriving when other printers have floundered."

So says Louis J. Stephen, president and CEO of Stephen's Nu-Ad Creative Advertising and Printing. Nu-Ad (and Stephen) have served Metro Detroit's food and beverage industry from its inception, and for the last 15 years has specialized in the production of the periodicals, tabloids and circulars that connect Detroit-area merchants with their respective markets.

Nu-Ad's presses advertise for a host of industries in Metro Detroit, from hardware to cosmetics, from automobiles to pet supplies. But it's the food industry that has always been their bread and butter. Nu-Ad offers a product and a price to fit any advertising budget—from the largest chain store to the corner market.

"Adaptability is what makes us work so well," says Stephen. "Virtually every department in our building is undergoing change, regularly. Two additions of which I'm most proud are our second Goss 4-High, 4-Color press and our state-of-the-art desktop publishing facilities."

The addition of the second 4-color Web printing press allows Nu-Ad to print a variety of press formats, offering their customers more printing choices and more timely scheduling. The high-speed, 4-color units are capable of producing 30,000 printing impressions an hour, and are operated by a four-man crew.

Ads are now prepared for printing by the latest computer technology from the Macintosh Corporation, combining typesetting, art and design elements, all at a single computer station.

But aside from the new technol-

See Nu-Ad, Page 18

MICHIGAN!

A Great Place To Live And Work!
We send a special thanks
to all our customers.

As a Michigan Company, we appreciate
the support provided by the Members of the
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CABANA



THANKS, MICHIGAN!
GIVE US A CALL AT 1-800-800-3286.



How can this one baby do so much for your store?

Because behind the Gerber Baby are over 600 Gerber Sales Professionals dedicated to helping you improve the performance of your baby aisle.

Only your Gerber Sales Representative...

- offers a full line of foods, formula, clothing, and care products for infants and children,
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- uses store-level computerized sales information to help you optimize your baby aisle sales, and
- can provide you with the latest research and trends in the baby category.



All of Michigan is Talking About Our New Line of Pies!

Made in Michigan by Michigan workers, using only real Michigan fruit, our new line of pies has created quite a stir!

Unveiled by Michigan Governor John Engler and supported by the state's fruit growers, the introduction of Chef Berne'a Classic Pies created lots of pre-sell excitement. It's the only frozen pie made exclusively from plump, juicy Michigan fruit, and shoppers can't wait to try it!

Just in time for harvest season, we'll bring them to your store with two upcoming coupon promotions; the light, flaky crust and all-natural, cholesterol-free fruit taste will keep them coming back!

Chef Berne'a Classic Pies. One more reason why Berne'a Food Service is called **Michigan's Brand Leader!**

Michigan People, Helping Michigan



NEW! Chef Berne'a Classic Pies

With a taste just like Grandma's!

SAVE 35¢ On any flavor of Chef Berne'a Classic Pies

Look for them in the frozen food case!

CONSUMER: This coupon good only on the product indicated. Any other use may constitute fraud. RETAILER: You are authorized to act as our agent for the redemption of this coupon on the specified date and brand. Coupons will not be honored if granted through third parties not specifically authorized by us. Any attempt to redeem this coupon otherwise than as provided herein shall constitute fraud. Checks growing out hereafter within the last 90 days of sufficient stock to cover coupons presented for redemption must be made immediately upon request. Consumer must pay no cash or cash value. Void where prohibited. No cash value. Cash value 1.100 cent. Berne'a Food Service. Each coupon you added under terms of this promotion. Cash value .001 cent. Berne'a Food Service. Mail to: Berne'a Food Service, 257 Lincoln Road, Otsego, Michigan 49078.

VOID

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BERNE'A
FOOD SERVICE

557 Lincoln Road • Otsego, MI 49078
1-800-688-9478

Big Chief. Big Business.

At *Monitor Sugar Company*, we mind our own business so that we can help build yours. We are dedicated to producing pure, high-quality *Big Chief brand sugars*. And that means we're dedicated to helping make your sugar sales "big business."

By stocking *Big Chief brand sugars*, you offer your customers superior products and choice. That's because *Monitor Sugar Company* is **Big On Quality** — *Big Chief brand products* are grown and produced locally with care to meet *Monitor's* high standards for quality and goodness.

Big On Variety — *Big Chief sugars* come in a full line of granulated, brown and powdered sugars. Your customers' needs are met with choice and variety.

Your business can always count on *Monitor Sugar Company* for service, quality and variety. So when you're thinking big, think *Big Chief sugars*.



Monitor Sugar Company
2600 S. Euclid Avenue
Bay City, Michigan 48706
517-686-0161



Big Chief Sugars. Think Big!

Made in Michigan

Nu-Ad

From page 14

ogy and training that goes with it, Stephen still looks at Nu-Ad's people as his strongest asset.

"Anyone can buy machines. But at Nu-Ad, you know you're dealing with friends. We're a family owned and operated business, and our "adopted" employees feel the same level of commitment that I do. That's the real reason for our success."

Stephen would love to give you the "personal" tour of his plant at 17630 East Ten Mile Road in Eastpointe. Just give "Uncle Louis" a call at 777-6823.



Berneá welcomes governor

Once in a while everything just seems to fall into place, and those things that once seemed impossible became a reality. Such was the case in July when Michigan Governor John Engler came to Berneá Food Service in Otsego to help the company kick off its new line of made-in-Michigan pies.

The governor toured the food distributor's facilities and partici-

pated in the unveiling of the new product line. He then spent nearly an hour answering questions.

Onlookers say they saw a well-run, orderly event. Little did they know the part that serendipity played in its execution.

"It was really a matter of timing," said John Truscott, Governor Engler's press secretary. "The governor visits all 83 counties each year, and this visit to Allegan County, as it turns out, already had been set when the invitation to visit Berneá came in."

Those in charge of the governor's itinerary gave their approval to the stop after visiting the company; and everything fell into place.

"Needless to say, we were amazed and greatly pleased that he would consider a visit," said John LaLonde, Berneá vice president sales/marketing. "This is the kind of event that comes along just once, and it has given all of us a lot of encouragement."

The idea to invite the governor first surfaced in a product development meeting at Berneá. In conversations with Berneá's marketing consultant, it was suggested that, given his interest in supporting the Michigan economy, the governor might be interested in attending.

"We never really thought he would make a special trip," LaLonde explained. "But as it turns out, he didn't have to. We had scheduled our event at the same time he was to be in the area, and it worked out great."

Don Nugent, president of Gateway Products, Inc., the manufacturer of Berneá's new Chef Berneá Classic Pies, played an important part in arranging the trip. Nugent is a member of the Michigan Agriculture Commission, giving him an opportunity to talk to Engler about the Allegan County visit.

Did anyone notice the governor's appearance at the company? "Well, let's just say the first order for our new pies was unsolicited, coming from a retailer who said he saw Governor Engler and Chef Berneá on TV," said a smiling John LaLonde.

Sea Fare FOODS, INC.

General Offices
Detroit, MI 48238
Phone: (313) 869-1123
Fax: (313) 869-1124

Sea Fare Foods—Providing fresh seafood to Michigan for over 40 years

According to Lincoln Sack, president and founder of Sea Fare Foods, he has been working with fish all his life and "probably has more experience than anyone else in the business."

No doubt. He has lived in Nova Scotia, where he owned a fishing fleet and cured fish. In addition to Sea Fare Foods, he now has an interest in a Canadian fishery and literally controls fish from the water to the store.

All Sea Fare products are hand-packed, using all natural ingredients. The company sells regularly to 12 states and orders increase to cover half the country during peak seasons.

One of Sea Fare's popular products is MaCohen's Herring. Packed in Detroit, the product has a one-year shelf life, yet uses fresh Spanish onions, real sour cream and choice North Atlantic herring.

For more information on Sea Fare Foods, call Lincoln or his son, vice president Philip Sack at (313) 869-1123.



Oven Fresh: A sixty year commitment to quality

In 1933, the world was on the brink of change. It was the beginning of the FDR era; the end of prohibition. America was in the middle of the worst economic depression in its history. And in Grand Rapids, Michigan, Bill Muller first envisioned a bakery dedicated to supplying Michigan's independent grocers. In 1934, bolstered by the faith and support of those grocers, the vision became reality with the opening of

See Oven Fresh, page 30

Enjoy gourmet coffee profits with only 26" of floor space!

Quality coffees in an attractive, space efficient, point of purchase display

79¢ retail gives you a 45% markup with weekly inventory turns

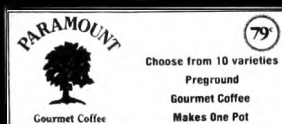
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CRIME ALERT



I know my employees and my customers may be stealing from me, but what about my suppliers?

Retailers are unique in that their customers, vendors, and employees all have ready access to valuable resources. This combination of easy access and desirable assets means controls must be maintained on three fronts. In the case of vendors, both suppliers and actual delivery personnel are prone to errors and dishonesty.

Route drivers may either commit outright theft by shoplifting, eating (grazing), wearing store merchandise or making "honest" mistakes. These mistakes are in reality fraud schemes that may, if discovered, appear to be an unintentional error made by the delivery man or may be blamed on the manufacturer. Examples of the more than 50 ways route driver steal include:

- Walking the same cases of merchandise by the store receiver more than once for delivery credit.
- Invoice math errors that charge billed customers more than cash customers and keeping the cash receipts.
- Delivering damaged items mixed in with first-quality goods.
- Substituting less expensive, lesser quality or counterfeit merchandise for ordered items.
- Delivering partially filled or empty sealed cartons along with full cases.
- Giving less credit for returned merchandise than should be given.
- Multiplication errors when charging the retailer for items delivered.

For example, the driver may charge a six-pack price for beer or soft drinks and multiply this price by 24, for the 24 individual cans in the case, rather than the four six-packs in the case.

In many cases, buyers negotiate cash discounts, volume rebates, or an advertising allowance when placing a purchase order. They may also be eligible for new store discounts or early buy discounts. All deliveries must be verified by the designated merchandise receiver to insure all agreed discounts have been taken and credited. Communications between the buying staff, accounts payable, and receiving and marking personnel is critical. Buyers must insure the purchase order is written correctly and that discounts, delivery and cancellation dates, and shipping requirements are clearly indicated.

Another prevention technique for vendor fraud and error includes appointing a designated receiver. Periodically "test" this person to detect evidence of collusion. Schedule all deliveries so the receiver is not overwhelmed by simultaneous shipments. Computerized receiving systems are helpful in eliminating some of the risks previously mentioned (such as detecting invoice discrepancies) but should not be considered the ultimate prevention technique. Receivers should not allow friendships or embarrassment to interfere with their thorough scrutiny of incoming merchandise. All merchandise should be received through the receiver.



Frito-Lay The Snack Food Company!

Top Selling Potato Chips – *Lay's, Ruffles*

Top Selling Flavored Tortilla Chips – *Doritos, Doritos Thins*

Top Selling Unflavored Tortilla Chips – *Tostitos, Taco Bell*

Top Selling Cheese Puffs – *Cheetos*

Top Selling Corn Chips – *Frito's*

Top Selling Pretzels – *Roll Gold*

For World Class Service, Call
1-800-24 FRITO

Monitor Sugar becomes an MSU benefactor

Farmers in 14 counties across Michigan continue to benefit from a "sweet" relationship between Monitor Sugar Co. of Bay City and Michigan State University in East Lansing.

Monitor has been a major sponsor of sugar beet research at the university for nearly 20

years. Monitor, which has been producing "Big Chief" brand sugars since 1901, has contributed \$185,000 to the university since 1975 in support of the research.

Due to their continuous donation, Monitor has become the newest member of the Michigan State University Benefactors, a prestigious group honoring donors who have contributed \$100,000 or more to the university.

Frankenmuth Brewery honored in New York City

Frankenmuth Dark and Old Detroit Amber Ale each received an award of excellence from the Fine Beverage & Food Federation. The designation "Brewmaster's Best" was bestowed on both of these beers July 12, 1993 at New York's Waldorf-Astoria Hotel. During an impartial and blind judging by a select tasting panel,

these beers were chosen as the best in their respective category. They competed against the finest imported, domestic and micro-brewed beer entered in this contest.

New Harding's Market to open in Otsego

Harding and Hill, Inc. held grand opening ceremonies for a new 34,666 square-foot Harding's Market July 20 in Otsego. The new supermarket is located adjacent to the current Harding's Market facility. The old store will be demolished following completion of construction of the new building.

The new Harding's Market offers bakery, deli, floral and video departments, as well as expanded meat, frozen foods, dairy and grocery departments.

Construction plans were developed through the joint efforts of Harding and Hill, Inc. and the city of Otsego Downtown Development Authority. Through their combined efforts, all existing jobs from the old Harding's Market store will be retained, and additional new jobs will be created by the new store.

According to Martin Hill, president of Harding and Hill, the new Harding's store will serve the community of Otsego much better than possible at the old facility.

"The old building limited our ability to provide the products and services we would like," said Hill. "Through the joint efforts of the City of Otsego and Harding's Markets, the new store will be able to offer a greatly improved place to shop in Otsego for years to come."

Harding and Hill, Inc. is an owner-member of Spartan Stores, Inc. The company operates five Harding's Markets in Plainwell, Parchment, Otsego, Kalamazoo and Wayland. The company is also part of a larger group of southwest Michigan grocery stores who advertise and promote together under the Harding's name.

ATTENTION ALL A.F.D. MEMBERS!

**A.F.D. announces the endorsement of
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Store _____

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A.F.D. Member? _____ Yes _____ No

Send to: A.F.D. of Michigan, 18470 W 10 Mile, Southfield, MI 48075

Attention: Money Order Offer

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Sparkling Mineral Water

20 oz. BOTTLES
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Natural Spring Water

16 oz. BOTTLES
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Since 1908, Absopure Water Company has been producing top quality water products for drinking, cooking and a wide variety of household and industrial uses. Consistent, year after-year quality has firmly established Absopure as an industry leader in product, service, and value.

From its modest beginnings as a division of General Ice Delivery Company, delivering ice to homes in the Detroit area, Absopure has grown into a major producer and distributor of bottled water products, serving most of the Midwest.

Today, Absopure offers a full line of bottled water products and has five production and operations centers throughout the Midwest.

For over three quarters of a century Absopure has been serving its home market of Michigan. For more than 80 years Absopure has been Absolutely Michigan.



Absopure Water Company

8835 General Drive Plymouth MI 48170

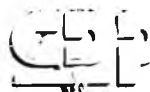
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Fight back against today's high cost of dental care and insurance. For as low as \$7.00 per month the Advantage Plus plan will provide you with better dental coverage, including orthodontics, while drastically reducing cost.



GOLDEN DENTAL PLANS

**For more information about this plan, call
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*Large selection of safes in stock, ready for delivery.
Safes designed to minimize holdup losses.*



24 hour
Emergency
Service
anywhere in
Michigan and Ohio.

*We can add types of
holdup protection to
your existing safe.*

*Over 25 years
experience in
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Call today for FREE Security Survey and estimates.*

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AFD On The Scene




(l. to r.) Bob Lorie and Kevin Paschke of Hiram Walker & Sons, AFD board member Ronnie Jamil of Mug & Jug, and Bob Gilligan of R.M. Gilligan hold an umbrella during the Cutty Sark-Hiram Walker Foundation golf outing. The foundation generates scholarships for students pursuing a degree in culinary arts.



Mike Shanker (l.) and Jeff David of Kramer Foods enjoy the company of one of the show's tropical queens at the Kramer/Raskin Food Show. Held at the Novi Expo Center in Novi, the show's theme was "Business in Paradise."



Attendees examine the specialty food products during the All-Star Food Trade Show at Burton Manor in Livonia.



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The check acceptance service that approves more checks so you can increase sales without increasing risk.

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Ma Cohen's™ Herring

America's Premium Brand

PACKED IN MICHIGAN

Cream fillets: choice imported skinless and boneless herring fillets in a rich sour cream sauce with fresh Spanish onions.

Wine fillets: choice imported skinless and boneless herring fillets are marinated in a delicately spiced wine sauce with fresh Spanish onions.

Lunch herring: choice imported sliced herring (fat 14-18%). This skin-on, backbone-in product is marinated in a mildly spiced sauce with fresh Spanish onions.

Old fashion herring: are lunch herring that have not been place packed. This economical package is often enjoyed as a meal as well as a fine appetizing item.

Majtes fillets: cured over a period of months in a wonderful blend of spices – cinnamon, allspice, cumin and pepper in a sandalwood brine – resulting in a delightfully distinctive spiced herring.

Chopped herring: the same fine herring as our other products is chopped into a fine traditional spread with fresh Spanish onions.

- 100% all natural
- No artificial preservatives
- 1 year shelf life (30 days after opening)
- Reduced sodium
- Choice North Atlantic herring
- Fresh Spanish onions – not reconstituted
- Pure dairy sour cream
- All hand packed – not machine filled
- Wine and lunch are place packed for appetizing, distinctive appearance.

Sea Fare

FOODS, INC.

General Offices
Detroit, MI 48238
Phone: (313) 869-1123
Fax: (313) 869-1124

People

Two Heinz executives elected to board of directors

H.J. Heinz Company elected to its board of directors William C. Springer, 53, president-Heinz North America; and William R. Johnson, 44, president and CEO of Star-Kist Foods, Inc.

Messrs. Springer and Johnson are promoted to the position of senior vice president, reporting to Anthony J. F. O'Reilly, Heinz chairman, president and CEO.

As president of Heinz North America, Mr. Springer is responsible for the company's largest affiliate, Heinz U.S.A., and for H.J. Heinz Company of Canada Ltd.

He will also be responsible for the Heinz Service Company and Heinz operations in Latin America. His office will remain at Heinz U.S.A.'s factory and headquarters complex on Pittsburgh's North Side.

Mr. Springer started working for Heinz U.S.A. in 1974 in the financial planning department. He progressed through a number of management positions and was appointed vice president of Heinz U.S.A.'s packaged goods division in 1985. He moved to Toronto in 1988 and served as president of Heinz Canada.

Mr. Johnson, who joined Heinz in 1982, has held various positions in marketing and affiliate management. He was president and

CEO of Heinz Pet Products from 1988 until 1992, when he was named to his current position, which includes responsibilities for Heinz' pet food and seafood businesses. He will also be responsible for Heinz operations in the Asia Pacific area.

Prior to his Heinz career, Mr. Johnson was employed by Drackett, Ralston Purina and Anderson-Clayton.

Mr. Johnson will continue to be based at Star-Kist headquarters in Newport, Kentucky, near Cincinnati.



Monitor Sugar welcomes new assistant vice president

David Noble recently joined Monitor Sugar as assistant vice president of operation. Noble was born and educated in England, earning his undergraduate degree in chemical engineering. Following a three-year program with British Sugar, Noble assumed responsibility for the operating process at American Crystal in Minnesota. His responsibilities while at Monitor Sugar will include processing, repair and engineering.

Noble will reside in Midland with his wife, Sue and daughter, Jennifer.

Robert L. Hetzler elected to Michigan Chamber of Commerce Board of Directors

Robert L. Hetzler, president of Monitor Sugar Company, was re-elected for a two-year term to the Michigan Chamber of Commerce Board of Directors.

As a Chamber Board member, Mr. Hetzler will be involved in establishing policy on major economic, legislative, political and social issues that affect Michigan's business and economic climate.

The Michigan Chamber of Commerce was formed in 1959 to represent a broad cross-section of business interest throughout Michigan. Michigan Chamber members include approximately 6,000 business firms, local chambers of commerce and trade and professional associations.

Michigan Sugar Company announces new employees

Abby Jacobs recently joined Michigan Sugar

Company in the human resource department as employee relations representative. Jacobs is responsible for employee relations at the factories, union contract administration,



grievance processing and training.

Jacobs previously worked for Pepsi-Cola Co., in Somers, New York, and most recently as an independent consultant in personnel and labor relations for various companies throughout Mid-Michigan.

She holds a bachelor's degree in employment relations and a master's degree in labor and industrial relations from Michigan State University. Jacobs is a member of the Society for Human Resources Management and the Industrial Relations Research Association.

Susan M.

Frishman joins the company as communications coordinator in the public

relations and advertising department. Frishman will assist with a variety of corporate publications including the employee newsletter, press releases, retail and corporate advertising coordination. She also acts as liaison for the company at various community events.

Frishman previously worked in the communications department of the State Bar of Michigan, interned at a public relations firm in Lansing, MI, and most recently at the Michigan Farm Bureau.

She holds a bachelor's degree in journalism and economics from Michigan State University. She has recently relocated to Saginaw from Novi, MI.

Michigan Sugar Company operates four sugar processing facilities in the state. The company's subsidiary, Great Lakes Sugar Company, operates two Ohio facilities. The sugar is marketed under the Pioneer, Peninsular and Great Lakes brand labels, as well as numerous private labels. In its 87th year, Michigan Sugar Company is based in Saginaw, MI, and is a subsidiary of Savannah Foods and Industries, Inc., Savannah, Georgia.



Here's how to keep your mail coming when you move

The phone has been disconnected, the boxes are packed and the movers are loading the truck. How do you make sure your mail follows you to your new home? It's easy! All you need to do is fill out a Form 3575, Change of Address (COA) Card at the United States Postal Service. These cards are available at your local post office or can be delivered upon request by your letter carrier.

Nationally, customers file nearly 37 million Change of Address forms each year. This service is provided free of charge.

The process begins when customers fill out the form indicating their old and new addresses. Post offices send the forms to their respective Computer Forwarding Sites (CFS), where an operator keys in the information and an address. Special codings are used for post office boxes and rural routes.

After the change is on file, carriers sort out mail addressed to the former locations and send it to the local Computer Forwarding Site, where an operator keys in the special code which generates a yellow forwarding label bearing the new address and bar code. The mail is then sent on to the customer at their new residence.

First-class mail is forwarded for 12 months. Second-class mail (magazines, newspapers, etc.) is forwarded for 60 days. After the 60-day forwarding period, the USPS will notify the publishers of the new address. The computer will also record the names of the publications that have been notified for each customer so duplicate corrections are not made. Third-class (advertising) mail is not forwarded unless the mailer has endorsed their piece with the words, "Forwarding and Return Postage Guaranteed." Fourth-class mail (parcels, etc.) is forwarded free locally, or postage due if the customer has moved to a different city. Address corrections are provided by the USPS if a mailer has requested this service.

In addition, if you are not moving but plan to be away from your residence for an extended period of time, the Postal Service recommends putting a "hold" on

your mail. The holding of your mail must be requested in writing with forms that are available at your local post office. This is done free-of-charge and helps prevent mail from building up in your mail box and provides additional security for your mail.

If you have any further questions, please contact your local post office.

Company discovers benefits of hiring experienced workers

Hook-SupeRx, a drug store chain based in Cincinnati, Ohio, is finding that qualified, experienced employees can be attracted by working closely with the National Council on the Aging (NCOA) and Job Training Partnership Act

(JTPA) programs that support the employment of older workers. In October, the retailer was given NCOA's corporate leadership award in recognition of their efforts in employing mature employees.

ball park®

THE HOT DOGS HOT DOGS LOVE.

THEY PLUMP WHEN YOU COOK 'EM.

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American Express

From page 1

Money order sales at retail locations are exploding, due to your customers' demand for convenient, one-stop shopping. You can set yourself apart from the competition with the American Express name on the money orders you sell. Plus, the average money order customer purchases \$25 in other products. That's good for your business.

The American Express Automated Money Order Dispenser, or AMOD, is a secure, electronic sys-

tem for dispensing retail money orders. In simple terms, the AMOD combines all aspects of selling money orders into one small unit. Printing, bookkeeping, and processing are all done for you.

MoneyGram from American Express is a money-transfer service that lets your customers send or receive cash at thousands of locations around the world, usually in 10 minutes or less. In 1992, American Express revolutionized the money transfer business by offering consumers a free, three-minute long distance phone call with every domestic U.S. send transaction—something

no other money transfer service can offer, and something your customers want.

The MCI Phone Cash Card is a new program that allows customers to pay for long distance phone time in advance. Customers buy phone Cash Cards in denominations of \$9, \$18 or \$36. Then from any phone, they call an MCI number and give the operator the number on their Cash Card. Prepaying for long distance calls allows your customer to budget long distance charges in advance.

By utilizing these products, you will be meeting the needs of your

customers, thereby increasing your profits, while taking a share of a truly growing business. By taking advantage of the AFD's program, you will benefit from our buying power with higher commission rates, and lower product prices. Plus, you will be using the most recognized brand name in the world—American Express.

If you have questions or need additional information, call the AFD at (313) 557-9600.

ATTENTION AFD MEMBERS!

Help Us Catch Bank Robbers And You'll Get A Reward!

A New DCHA Reward Program With The Detroit Members Of AFD Of Michigan.

The DCHA runs the most successful bank robbery reward program in the country. And now we want your help. The Detroit Clearing House Association is a group of Michigan banks and savings and loans who work together to apprehend bank robbers. Chances are you've seen our ads in the *Detroit News* and *Detroit Free Press*. We ask regular citizens to help us identify bank robbers—and when they do, we pay them a reward.

Now we want to enlist your help. The FBI and the Detroit Police have asked us to distribute our ads to Detroit area supermarkets and convenience stores. We plan to mail out 1000 ads to Associated Food Dealers of Michigan (AFD) stores, and we're asking you to post them in high-visibility areas. If we learn a robber was identified from your store poster—we'll pay you a reward—equal to 10% of the total reward.

We'll be mailing our ads beginning in October. We'll also include complete program and reward details. Look for our ad and post it!

Join with us—together we can make our city a better place to live.

\$2,000 REWARD



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



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Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs

ARRESTED!



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs



John J. [Name]
DOB: 11/15/45
Age: 47
Height: 5'10"
Weight: 175 lbs

THE DCHA WILL PAY \$2,000 FOR INFORMATION LEADING TO THE ARREST AND PROSECUTION OF BANK ROBBERY SUSPECTS.

Your help is needed to reduce the number of bank robberies in Michigan. If you have any information which you think will lead to the arrest and prosecution of a bank robbery suspect, call your local police or the Detroit Clearing House Association (DCHA) at (313) 557-9600. If your information leads to the arrest and prosecution of a bank robbery suspect, we will reward you \$2,000. For the Detroit Clearing House Association, usually in the form of a cash reward. Your information in this program can greatly reduce the number of bank robberies and make the Detroit area a better place in which to live.

DCHA Members

Banks

Comerica Bank

Fidelity Bank, Birmingham

First of America Bank

Southeast Michigan

First State Bank of East Detroit

Huntington Banks of Michigan

Madison National Bank

Metrolink

Michigan National Bank

Southeast Region

NBD Bank, N.A.

National Bank of Royal Oak

Omni Bank™

Oxford Savings Bank

Peoples State Bank, Hamtramck

First of America - Security

First Independence National Bank of Detroit

Savings & Loan Associations

Colonial Central Savings Bank

Detroit Savings Bank, F.S.B.

First Federal of Michigan

Franklin Bank

Heritage Federal Savings Bank, Taylor

Home Federal Savings Bank

Standard Federal Bank



DCHA
Detroit Clearing House Association

Share

From page 1

nience stores. Through a campaign that includes personal phone calls and letters, AFD is contacting area retailers to explain the Share concept and ask them to carry the products.

"This is a great opportunity for Detroit stores to support a black-owned business and, at the same time, give something back to the community," says Sarafa.

The Share Products program is designed so no one, consumer or retailer, has to do anything different in order to make a donation. They can make a significant contribution to feeding the hungry by simply purchasing popular products under the SHARE brand.

Share makes a contribution on every case of product purchased for retail and credits the store for its participation.

"It's a win-win situation," says Barfield. "Consumers get high-quality products at competitive prices, and merchants still make their normal profit margins."

Share Products are packaged in eye-catching, distinctive hot pink and turquoise colors. Products currently available include: SHARE brand gourmet microwave popcorn in both butter and light flavors; and two sizes of plastic bags, tall kitchen bags and 30-gallon trash.

Several new products are also available including: premium non-dairy creamer in 22 oz. jars; non-dairy whipped topping in premium and lite flavors; and vegetable oil-based cooking spray, in all-natural and butter flavors.

Retailers interested in ordering products should contact Aaron Barfield, Vice President, Share Products, Inc., 800 Lowell Street, Ypsilanti, Michigan, 48197; telephone: (313) 487-9304 or toll free at 1-800-248-2479; fax: (313) 484-1418.

Dear AFD

I am writing to express my sincere appreciation for your participation during the third annual Senior Appreciation Day Picnic. Without your co-sponsorship we would not have been able to hold such a successful event.

Each year the attendance increases and the corporate donations also increase. Our theme "Business and Community Together" truly comes to light and most importantly, the seniors enjoy the day. Many of them call and ask for lunch tickets before the invitations are mailed.

Again, thank you very much for helping to make a successful event. I look forward to the fourth annual event being even bigger and better.

Sincerely,

Gil Hill, Council President Pro Tem

Dear Ray:

Thank you very much for your assistance with the Mr. Pure/Detroit Tiger Youth Clinic Day promotion. I do not think we would have been able to successfully hand out our juice to all of those thirsty children, had it not been for the AFD's much needed help. Thanks again!

Sincerely,

Kristine A. Klein

Marketing Services Coordinator, Home Juice

Legislative Profile

From page 6

excavating company and was involved in real estate sales.

Kukuk began public service in 1970 when he was employed as a Macomb Township inspector and served as a member of the Macomb Township Volunteer Fire Department. In 1980, he was elected as Macomb Township supervisor and served in that position until 1988. Under his leadership, he watched the community grow from approximately 7,000 to 20,000 residents. He

was then elected as the county's commissioner. He remained at that position until 1992 when he was elected to Michigan's House of Representatives.

Representative Kukuk is extensively involved with his community and is a member of the New Baltimore Historical Society and the Immanuel Lutheran Church. He resides in New Baltimore with his wife Janet.

If you have any questions or concerns and would like to contact Representative Kukuk, you can call his office at (517) 373-0820 or write to him at the State Capitol, Lansing, MI 48913.

WANTED: FOOD STORE(S) AND/OR WHOLESALE

Multi-state, multi unit operator of food stores seeks acquisitions in Michigan. Principal is Michigan native experienced in both retail and wholesale. Have operated billion dollar enterprises including C-stores, conventional supermarkets, combo units and super warehouse stores. Will consider single or multiple unit purchases, turnarounds, "troubled units", earnouts, chain spinoffs, wholesaler owned units. Prefer locations with work force in place. Respond in confidence to: SARATOGA PROPERTIES, P.O. Box 12845, Norfolk, Virginia 23502.

NU-AD KNOWS THE FOOD INDUSTRY!

Let us put our printing expertise and our 28 years of experience in the food and beverage industry to work for you! We are the leaders in printed circulars and periodicals for the door-to-door market in the Metro Detroit area!

NU-AD

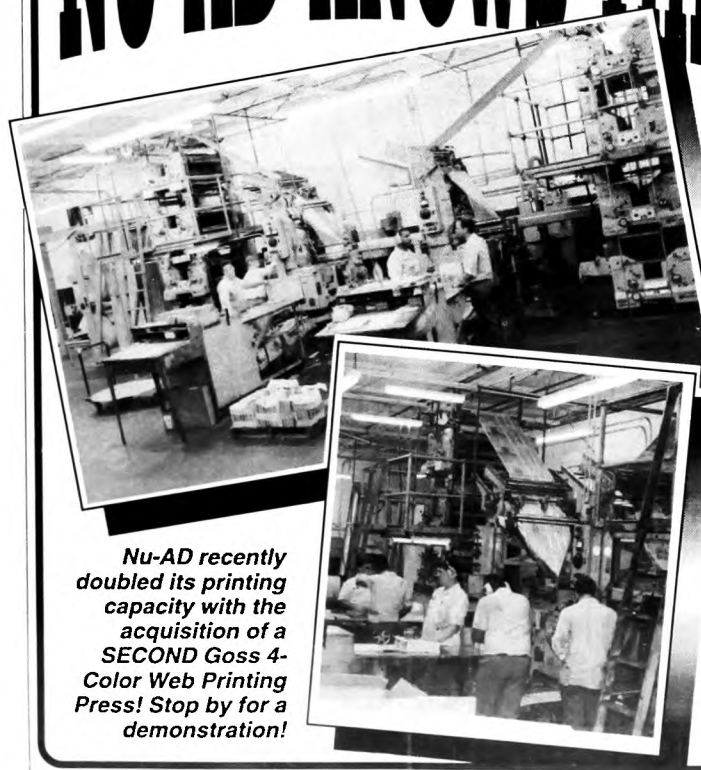
CREATIVE ADVERTISING & PRINTING

17630 East Ten Mile Road
Eastpointe, Michigan 48021

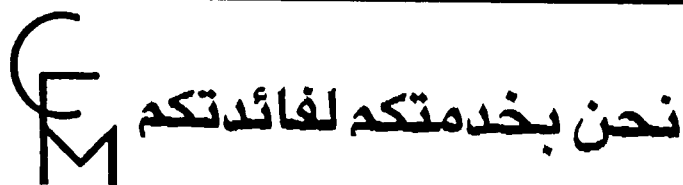
Phone (313) **777-6823**

Fax (313) 777-1434

PROUD MEMBERS OF ASSOCIATED FOOD DEALERS OF MICHIGAN!



Nu-AD recently doubled its printing capacity with the acquisition of a SECOND Goss 4-Color Web Printing Press! Stop by for a demonstration!



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Ed Betel, Owner

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3160 Haggerty Rd., Suite M
West Bloomfield, MI 48323

**References
Available**

Improving your employees' performance

On top of competitiveness, we have to deal with survival in a continuing recessionary economy. One of the best ways to do this is to improve our own performance and that of our employees.

Doing this means understanding them as human beings and individuals and helping them to achieve what they perceive to be their goals and commitment to your company.

First, recognize that each of your employees is different from the other—even if they are working side by side in the same department doing the same job. Recognizing this, don't attempt to make all of your workers do the same thing the same way.

Personality is the key to each person's "difference" in performing; and as a store owner or manager, get to know how each employee acts and reacts—what is of concern to them, what "fires them up" or "turns them off."

Getting to know this important behavior pattern allows you to utilize each employee to his/her greatest potential.

Utilize each employee's exceptional characteristic(s). Find out about your employees' outside activities to determine, for example, who is creative. The creative person can best tackle difficult projects or contribute ideas on how to solve complex workplace problems.

Another example. Workers who are slow and deliberate which means that what they do is always right. You wouldn't want this person as a checker who would be holding up a line of customers during your busiest hours; but this type of person would be ideal at inventory control and/or ordering.

Do some of your employees find their job boring? If so, help them to realize how this particular job can lead to a more challenging position.

A person who sees his/her job in this light is more apt to put forth full effort if they realize it can lead to something more challenging.

Careful observance will show that employees fall into two basic categories: people persons or loners.

A people person will do very well as a checker or department manager but very poorly as an accountant "locked away" from people all day. Conversely, the loner will make a terrible checker.

Employees whose opinions are sought about work problems will be much better workers and it might surprise you to know how much a worker knows about his or her particular job. When a new project or procedure needs development, seek the input of those employees already familiar with that department where the project/procedure is to be implemented.

How to deal with mistakes

Mistakes will happen. Here are several key ways to handle them.

Accept them: The only people who don't make them are the ones who do nothing.

Accept responsibility: Others may have goaded you into an unwise move or remark, but it was your decision to react as you did.

Release Emotionally: If you wallow in them, the burden of guilt will increase their power.

Learn from mistakes: Why did you do or say this? What would have been more effective? What steps can you take now to do better the next time around?

Learn to laugh: See humor in all things; it will take the edge off of adversity.

Build understanding: If you can forgive yourself for your own errors, you can also forgive others for theirs.

What's Happening At The Michigan Lottery?

By Michigan Lottery Commissioner Jerry R. Crandall

Lottery introduces new instant game

This fall the Michigan Lottery will unveil a new kind of instant game—an instant ticket that is completely different from any other scratch-off ticket sold in Michigan before. This new product line will offer Lottery retailers a great opportunity to increase overall sales and Lottery commissions.

The first game in the series of this new product line is called "Wild Time," and is scheduled to go on sale in October. "Wild Time" will undoubtedly capture the players' attention with its "wild" look—the ticket itself is oversized and has a festive sapphire blue and fuchsia cover with flecks of confetti sprinkled all over it. Players simply rub off the latex covering and if they match either of the two "Winning Numbers" to any of "Your Numbers," they win the prize shown below that number(s). Get a "star" in any spot and win that prize automatically!

The biggest difference between this new instant game and our regular instant games, however, lies in the structure of the game. "Wild Time" offers players a whole new playing experience—players will actually get 10 ways to win on a single ticket! In addition, the overall odds of winning a cash prize in "Wild Time" (1 in-5) are even better than they are in our regular instant games (1-in-6). To top it all off, players can win up to \$20,000 in the "Wild Time" game—that's the highest instant game top prize the Lottery has offered this year. And it's a \$2 ticket, which means bigger commissions for you.

This ticket offers players a great amount of value. Remember, unlike the 20th anniversary \$2 instant ticket, which had two \$1 games on the same ticket, each \$2 "Wild Time" ticket offers players 10 chances to win! Not only does this game offer players more chances to win on every ticket, it also packs more entertainment value than ever before—the new game structure involves longer play time, which means more



excitement for everyone.

The Lottery Bureau is going to market this new product strongly with a full array of support, including mass media advertising and in-store promotional materials. We're launching this new game as the start of a whole new lottery product line—a special addition to our

Lottery game lineup.

But as always, your success with this new game largely depends on the effort you make to sell the game to your customers. In turn, you will be rewarded with increased sales and commissions. Remember, "Wild Time" means more ways to win, more prize money, top prizes of \$20,000, and larger agent commissions!

Lottery sales representatives will be contacting Lottery retailers

soon with more information about the new game, in-store promotional materials and details for ordering "Wild Time."

The Michigan Lottery will introduce a second instant game ticket in October called "Holiday Cash." Players can win cash prizes up to \$500 in this game by matching three like holiday symbols.

Good luck and sell, sell, sell!

Made In Michigan A 60 Year Tradition



For 60 years, Oven Fresh has been proud to call Michigan home. Every Oven Fresh product is developed and delivered straight to your shelves from our Michigan bakery so your customers can enjoy the maximum freshness and taste.

Now that's a tradition worth carrying on!

And the Oven Fresh family keeps growing! Make sure you try all of our fine Oven Fresh products.

For product information, please call
Duane Ver Hage at (616) 245-9127.



210 28th Street S E • Grand Rapids, MI 49548

The Bottle Bill—AFD fights on!

By James C. Zeman
Bellanca, Beattie & DeLisle, P.C.

In 1979, the current Bottle Bill was passed into law. As a result of the failure of that law to address what was to be done with unclaimed deposits, manufacturers and distributors have been able to line their pockets with millions of dollars every year; while, at the same time, retailers have been required to handle the bottles and the deposits without any fee being paid them.

Almost from the inception of the Bottle Bill and particularly over the last 10 years, AFD has fought for an amendment to the law so that retailers could get their fair share of any excess monies and/or a percentage "handling fee" as reimbursement for their expense.

In 1989, the Michigan legislature, with AFD leading the fight, amended the Bottle Bill. Basically, the amendments required the manufacturers and distributors to account for, and pay to the State of Michigan, the total amount of unclaimed deposits that they received on any container which is subject to the law. The amendment required that the State Treasurer allocate and pay 75% of

these unclaimed deposits to those statutorily created funds existent to clean up the environment. The other 25% was to be returned to retailers in proportion to the number of units retailers sold.

Naturally, the soft drink manufacturers and distributors were more than a little unhappy with the amendment, since it eliminated a multimillion dollar windfall for them. In response to the law, they sent a trade association, The Michigan Soft Drink Association (MSDA), to court to block the amendments to the Bottle Law.

The MSDA filed suit in the Ingham County Circuit Court against the State of Michigan on July 22, 1990, claiming, among other things, that the amendment amounted to confiscation of the property of the bottlers (the unclaimed deposits) and violated the so-called takings clause of the Fifth and Fourteenth Amendment to the United States Constitution. In general, the constitution prevents governments from taking the property of private citizens without compensation.

The AFD intervened in the lawsuit in order to assist the Attorney General in defending the constitutionality of the amend-

ments. Additionally, the AFD, represented by Bellanca, Beattie and DeLisle, P.C., argued vigorously in the circuit court that the MSDA should not be allowed to challenge the statute because it was not a real party in interest. Instead, the AFD suggested that the major bottling companies should come up front in the litigation. Plainly, the bottlers did not want to be associated with what might be portrayed as an anti-environment, anti-retailer legal initiative.

In any event, Judge Thomas Brown of the Ingham County Circuit Court ultimately agreed with the bottlers, and on May 9, 1991, entered an order declaring operative sections of the amendments to be unconstitutional under the Fifth and Fourteenth Amendments to the United States Constitution. Subsequently, the State of Michigan and the AFD sought review of the lower court decision in the Court of Appeals. After the appeal was sought, the Michigan United Conservation Clubs (MUCC) entered the litigation as amicus curiae to convince the Court of Appeals to reverse the lower court decision.

The parties filed their briefs in

the Court of Appeals in 1991 and they now await a date for oral argument. Recently, the AFD filed a supplemental brief citing a new decision by the Massachusetts Supreme Court upholding the constitutionality of provisions very similar to the ones struck down by Judge Brown. The Court of Appeals docket has moved quite slowly. Nevertheless, we expect that the case will be docketed for oral argument within the next six months. After that, the Court of Appeals should issue a decision within another six months.

It is difficult to estimate with any precision the value of annual unclaimed deposits. One of the provisions of the Bottle Law struck down required the bottlers to file an annual report containing a computation of unclaimed deposits. Needless to say, after Judge Brown's decision, there was no way to compel the bottlers to comply with this provision. Nevertheless, suffice it to say that there is an enormous amount of money at stake—millions.

The AFD will continue to pursue its members' interest in this litigation.

Oven Fresh

From page 18

the bakery. Muller's ambition was that the bakery, now known as Oven Fresh, a division of Grocer's Baking Company, be a company with integrity and a commitment to excellence.

A lot has changed in sixty years. The product line has grown to more than 150 bakery items, with new products being tested continuously; thirteen branches throughout Michigan provide stores with full service and deliveries; a professional sales staff assists grocers with everything from private label products to coordinating special sales and advertising.

But in those sixty years, one thing has remained: The commitment to providing Michigan grocers with the quality and

service this competitive industry demands. Every Oven Fresh product is still made with the same old-fashioned pride and dedication to excellence that has made them family favorites for sixty years.

Of course, being quality-conscious means standing behind everything that's produced. Oven Fresh is doing exactly that with an unconditional 100% money-back guarantee on every product they make.

The next sixty years will undoubtedly bring much change to everyone, but one thing is certain, the superior taste and outstanding selection for which Oven Fresh is known will remain constant. Now that's something to look forward to.

Ad spending: Big money

Listed below are the amounts spent on advertising over a nine-month period: Philip Morris, \$855 million; Proctor and Gamble, \$778 million; Pepsi, \$467 million; Kellogg, \$320 million; McDonald's \$313 million.

NOW BY CATEGORY, INDUSTRYWIDE:

Food, \$1.1 billion; restaurants \$1.0 billion; Entertainment, \$749 million; beer, \$491 million; beverages, \$388 million.

We say those firms who don't support their business with advertising are losing out. It takes advertising to out-distance your competition. Plain and simple.

SUPPORT THESE AFD SUPPLIER MEMBERS

BAKERIES:

Ackroyd's Scotch Bakery & Sausage	532-1181
Archway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	522-1100
Koeppinger Bakeries, Inc.	967-2020
S & M Biscuit Distributing	893-4747
Sunshine/Salemo	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 Artic Beverage	(416) 676-0201
Canandaigua Wine Co.	379-3644
Central Distributors	946-6250
Coca-Cola Bottlers of Mich.	478-2212
Consolidated Wine & Spirits	772-9479
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
Great Lakes Beverage	865-3900
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
Mohawk Distilled Products	1-800-247-2982
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	328-0694
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
Wolpin Company	933-7150

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 Huettelman Co.	296-3000
J.B. Novak & Associates	752-6453
James K. Tamakian Company	424-8500
Marks & Goergans	354-1600
C. Mascari & Associates	399-0950
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
Shermi'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 Kafé 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
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	864-0550
Pointe Dairy	589-7700
Stroh's Ice Cream	568-5106
Vassel's Banquet Hall & Catering	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:

America's Ice, Inc.	491-9540
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
Gadaleto, 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) 333-9551
Marketplace Insurance	535-2280
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
Bit Mar Foods	800-654-3650
Eden Foods	(517) 456-7424
Groeb Farms	(517) 467-7609
Home Style Foods, Inc.	874-3250
Jacaggi Hillsdale Country Cheese	(517) 368-5990
Kalil Enterprises, Inc.	527-7240
Kraft General 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
Thom 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
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
WLTJ-Lite-FM	354-9300
WWJ-AM/WJOL-FM	222-2636
WWWW AM & FM	259-4323

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
CIGNA Individual Financial Services	827-4400
Closed Circuit Communications	478-3336
Detroit Edison Company	237-9225
Edward A. Shuttie, 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 & Urcheck 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
PDK Labs Inc.	(516) 273-2630
Red Carpet Keim	645-5800
Sarafa Really	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 & Deli Supply	689-2255
Refrigeration Engineering, Inc.	(616) 453-2441
Statewide Food Equipment Dist.	393-8144
TRM Copy Centers	(503) 231-0230

WHOLESALE/FOOD

DISTRIBUTORS:

All-Star Foods	669-0240
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
Epco 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
McInerney-Miller Bros	833-8660
Midwest Wholesale Foods	744-2200
Miesel/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 Synergetics	427-4444
Basket Case	831-4438
Business Dining Services	489-1900
Club Cars	459-8390
Herman Rubin Sales Co.	354-6433
Livermoir-Davison Florist	352-0081
Minnich's Boats & Motors	748-3400
Power House Gym	865-0111
Wileden & Assoc.	588-2358

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

If you are not listed or need to change your listing, contact Mary Cooper at AFD at 557-9600.

YOU ARE ALL WINNERS . . .

"THANK YOU"

FROM THE PFEISTER COMPANY &
THE MUSCULAR DYSTROPHY ASSOCIATION
FOR YOUR SUPPORT OF . . .

AISLES OF SMILES

for Jerry's Kids

THROUGH THE COMBINED EFFORTS OF ALL
PARTICIPATING RETAILERS & MANUFACTURERS

OVER \$72,000

WAS RAISED IN OUR 4th ANNUAL PROGRAM.



DON GUNDLE, PRESIDENT OF THE PFEISTER CO. & KAREN RIBLER, OFFICER NATIONAL FOOD
BROKERS ASSOC., PRESENTING CHECK TO JERRY LEWIS AT THE MUSCULAR DYSTROPHY
LABOR DAY TELETHON.

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Pfeister
COMPANY

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

CINCINNATI
3660 HAUCK RD
CINCINNATI OH 45251
(573) 563-4444

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

COLUMBUS
921 EASTWOOD DR-STE 133
WESTERVILLE OH 43081
(614) 899-1331

GRAND RAPIDS
4771 50th STREET S.E.
KENTWOOD MI 49512
(616) 554-5300

TOLEDO
6433 MONROE STREET
TOLEDO OH 43560
(419) 882-1616