



ASSOCIATED FOOD DEALERS OF MICHIGAN
and its affiliate:
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

Associated Food Dealers
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Late Breaking News

Spartan Stores, Inc. and Roundy's, Inc. Terminate Merger Discussions

GRAND RAPIDS, MI—It was announced Monday, November 14, 1994, that Spartan Stores, Inc. and Roundy's, Inc. have terminated merger discussions. The proposed transaction was first announced in September of this year.

Both companies announced their intentions to continue pursuing separate strategies to enhance their growth and shareholder value.

Spartan Stores, Inc. is the nation's seventh largest food wholesaler and operates nine distribution facilities in Michigan, Ohio and Kentucky. Roundy's, Inc. is ranked as the sixth largest food wholesaler in the country and operates 10 divisions in Wisconsin, Illinois, Michigan, and Indiana and Ohio.

HAPPY HOLIDAYS!

The board of directors and staff of the Associated Food Dealers of Michigan wish all readers of this publication and their families a very happy and safe holiday.



Please join us for the Associated Food Dealers of Michigan 79th Annual Trade Dinner. Themed the Snowflake Ball, this gala event takes place January 20, 1995 at Penna's of Sterling-Heights. Your evening begins with cocktails, hors d'oeuvres and piano music. An exquisite five course meal follows. The Contours are the headline entertainment so get ready to shake 'em down to favorites like "Do You Love Me!"

Over 1,000 industry leaders attend AFD's Trade Dinner. Please join us at the Snowflake Ball on January 20, 1995. The cost is \$700 for a table of ten or \$160 per couple.

For tickets or more information, please contact Danielle MacDonald at (810) 557-9600.



Food distribution industry issues report card for Congress

The food distribution industry has issued an end-of-season report card for the 435 congressional representatives and 100 senators who served in the 103rd Congress.

"This was a busy Congress in 1993 and 1994 and, on balance, the food distribution industry feels very good about our objectives and the support they received in the House and Senate. We saw quite a few congressmen and women with 90% or even 100% ratings," said John Block, president of the National-American Wholesale Grocers' Association (NAWGA)/International Foodservice Distributors Association (IFDA).

The 103rd Congress, which ran from January 1993 to October 1994, debated a broad range of economic and regulatory issues of interest to the food industry. NAWGA/IFDA's report card evaluated the members of the House and Senate on 11 key issues, including President Clinton's stimulus package, the North American Free Trade Agreement, the balanced budget amendment, efforts to control federal spending, and similar initiatives.

"This end of session report card indicates that many members of Congress have been working harder these past two years at improving their marks in the subject of free enterprise," said Bruce Gates, NAWGA/IFDA vice president of Public Affairs.

"Some of them deserve to go to the head of the class, but others still need some remedial instruction about the negative impact their voting records have on the American economy," Gates said.

The National-American Wholesaler Grocers' Association (NAWGA)/International Foodservice Distributors Association (IFDA) is an international trade association, based near Washington, D.C., comprised of food distribution companies which primarily supply and service independent grocers and foodservice operations throughout the U.S. and Canada. NAWGA/IFDA's 200 members operate over 1,200 distribution centers with a combined annual sales volume of over \$85 billion. NAWGA members employ a work force of over 350,000 and, in combination with their independently owned customer firms, provide employment for several million people. Fifty-six percent of the groceries sold in the U.S. are distributed by independent wholesale suppliers. IFDA represents member firms that sell annually \$34 billion in food and related products to restaurants, hospitals and other institutional foodservice operations.

—FMI

Voting records of the U.S. House and Senate Representatives. A 100% rating indicates they voted with the food distribution industry on every key issue in the 103rd Congress.

Michigan	Cum %
Stupak (D)	0
Hoekstra (R)	100
Ehlers (R)	0
Camp (R)	100
Barcia (D)	27
Upton (R)	100
Smith (R)	100
Carr (D)	9
Kildee (D)	0
Bonior (D)	0
Knollenberg (R)	100
Levin (D)	9
Ford (D)	0
Conyers, Jr. (D)	0
Collins (D)	0
Dingell (D)	9

NAWGA/IFDA

Season's Greetings from Pepsi-Cola!



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Executive Director's Report

'tis the time for charity

by Joe Sarafa
AFD Executive Director

As we approach the holiday season, I want to thank all of you who donated your time and/or efforts to our Thanksgiving turkey drive. Because of your generous support, we were able to provide the main course on Thanksgiving day to 1,380 needy families in Detroit, Inkster, Pontiac and Southfield.



Miller and AHC

Speaking of charity, AFD is proud to work with the Miller Brewing Company and their local distributors to support research to find a cure for Alternating Hemiplegia of Childhood (AHC) as well as the AFD scholarship program. We ask that you promote Miller High-Life, Miller High-Life Lite and Miller High-Life Ice in any and all packages through

December 31.

Miller's Diane Hamilton says that for every case sold between November 21 and December 31, Miller and its distributors will make a donation. She adds that Miller is excited about doing something to help the community during this time of year.

Participating distributors include: Action, Powers, O&W and Eastown. I hope you will put a display and feature price on these products throughout the holidays. All of us involved in this program cannot thank you enough for helping to find a cure for children afflicted with AHC, a rare disease with symptoms that include seizures, developmental delays, paralysis, epilepsy and mental retardation. The Miller program also helps to support AFD academic scholarships for deserving youths in the food industry. If you have any questions, please call the AFD office at (810) 557-9600.

Remember real estate transfer tax

With the passage of Proposal A last spring, beginning in 1995, Michigan will impose a higher real estate transfer tax.

Currently there is a county tax of \$1.10 per thousand (except in Wayne County where it is \$1.50 per thousand).

Any real estate contract signed after January 1 will be subject to the additional state tax of \$7.50 per thousand which is added to the county tax.

Please keep this in mind if you are planning to buy or sell real estate in 1995.

Holiday wishes

I am looking forward to seeing you at our annual trade dinner, January 20, at Penna's in Sterling Heights. Please mark this important date on your calendar now. On behalf of the AFD Board of Directors and staff, I wish you a safe, and happy holiday season. May you and your family have a healthy and prosperous new year.

The Annual Meeting of the Associated Food Dealers of Michigan will be held on Tuesday, December 20, 1994 at 8:00 p.m. at the Southfield Manor. Members are invited. Please RSVP to Liz at (810) 557-9600.

Calendar

December 20	AFD Annual Meeting, 8:00 p.m. Southfield Manor, Southfield
January 20	AFD Trade Dinner, Pennas, Sterling Heights
February 1 - 4	NGA Annual Convention, Las Vegas, Nevada
March 5 - 8	NAWGA/IFDA Convention, Dallas, Texas
March 11 - 14	Annual Produce Conference, Fort Myers, Florida
March 13 - 14	1995 FMI Public Affairs Assembly, Rochester, N.Y.
March 22	Category Management: The Merchandising Tool of the Future, Adams Mark Hotel, Memphis, Tennessee
April 25 - 26	AFD Trade Show

The Grocery Zone

By David Coverly





From left to right: Sam Arafat, Inkster Chamber of Commerce; Former Mayor of Inkster Betty Miller; and Governor John Engler break ground for new Inkster stripmall.



AFD Board Members meet with Detroit Police Chief Ike McKinnon to discuss resolutions to problems faced by the store owners in the city.



AFD Chairman Nabby Yono, Detroit Councilman Clyde Cleveland and board members Barbara Weiss-Street and Sam Yono are all smiles after their meeting.

AFD On The Scene

The AFD Board of Directors works overtime to help the food and beverage industry.



Chairman Nabby Yono leads a discussion on "Planning for the Future" with AFD board members.



C.J. "Gabe" Gabriel, Pepsi-Cola Market Unit Manager, talks to the AFD Board about Pepsi's product line.



Mike Ranville, AFD lobbyist of Karoub Associates, updates the AFD Board on pending legislation impacting our industry.

Small group meetings were held to address such issues as political action, member services and crime prevention.



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AFD On The Scene

The Associated Food Dealers, along with the AFD Board of Directors, hosted a sponsor appreciation night at the Gem Theater on Thursday, October 27, 1994. It was our way of thanking our Trade Dinner and Golf Outing Sponsors along with our valued advertisers. We all had a great time singing along with the 60's musical *Beehive*. A few AFD guests were even asked to join the cast on stage. Photographs below . . .



Mr. and Mrs. Mel Pearl from Hiram Walker enjoyed the company of Mr. and Mrs. Ronnie Jamil, AFD Board Member and owner of Mug & Jug Liquor Store.



Mr. and Mrs. Jeff and Romy David from Kramer Foods were first time Gem Theater attendees; I bet they'll be back!



Mr. and Mrs. Cliff Stoval and Sharon Brock from Blue Cross Blue Shield of Michigan sang along with the Beehive cast to favorites such as Proud Mary and My Boyfriend's Back.



Mr. and Mrs. Larry Stamos and Mr. and Mrs. Mike Odinez both from Kar Nut all have big smiles because Larry was such a big hit on center stage playing the name game. He really could carry a tune! (Larry is in the center.)



Everyone was having a great time at the Gem Theater. Mr. and Mrs. Cal Stein from the Pfeister Company and Mr. and Mrs. Phil Fischioni from Paul Inman Associates Made Their Own Kind of Music with The Mamas and the Papas!



Mr. and Mrs. Werner Stark from Stark and Company were very glad the Beehive cast chose Shelley Welch and not them to star in the name game on center stage. She did an outstanding job!



Friends from the Spartan gang came down from Grand Rapids to toe tap with the girl groups and solo singers of the 60's. Mr. and Mrs. Joe Smoliga (from the Plymouth office of Spartan) along with Lisa McIntyre and Jann McKellar really enjoyed Detroit's Theater District.



Nabby Yono, AFD Chairman and owner of XTRA Foods and Orchard Food Center, started the show by putting a nickel in the juke box. Louis Stephen from Nu-Ad also had a terrific time.

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AFD Supplier members exhibit at several trade shows throughout Michigan. Many familiar names and faces are in the photos below.

AFD On The Scene



Dolly Madison



Union Ice



Tony's Sales Enterprise



Faygo



Kramer Foods



H & O Distributors



Paul Inman Associates



Better Made

Larry Stotz and the Beverage Journal put on a fine trade show.



Imad Arabo, Bashar Yono, Faiez Asmary, Mark Nelson and Elias Francis of General Wine & Liquor Co. "Hope you keep those tuxes for the AFD Trade Dinner on January 20th!"



Spence Phinney and Byron Yono sell Mohawk Liquor and a whole lot more!



Bill Lopo of Frankenmuth Brewery promotes a new product.



Don Angelosanto, John Wieferman and Hank Baccoli show off Canton Ginger Liqueur in a beautiful decanter.



Bill Deck and Brad Still of J. Lewis Cooper Spirits surround Kevin Kallabat (center) of Orion Market.



Mel Pearl, Kevin Paschke and Paul Jaques of Hiram Walker with their broker Craig Gilligan of R.M. Gilligan.



Steve Walkercicz, Berni Ferrari and Mark Shulte from The House of Seagram.



John Karmo of Market Square in Birmingham with Sam Awdish, Sector Manager for Remy Martin.



Pat Shields, Kathy Zambrowsky and Keith Keefer take good care of the Kramer Foods booth.



Mike O'Connor of Spirits of Michigan gets an order from Vino Hesano of The Glass Bottle Shoppe in Detroit.

How to pack for the weekend.

1.



2.



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AFD On The Scene

Just a few of the many members who are very pleased with the Associated Food Dealers self-insured workers compensation program.



Bruce Cierniak and Mike Lembas of Joseph Campau Meat Market in Hamtramck have just finished making a special order of sausage for Pope John Paul II. Honest!



Basim Nafsu does an excellent job with his produce at Shop-A-Rama Food Center.



Mario Cercone (right) and his son, Giacomo, of Mario's Meats show off their fine beef at their Eastpointe Store.



John Kassa (right) and son, Chris, of K & G Food Mart pose near their quality fruits.



Vino Hesano of The Glass Bottle Shoppe has been with the AFD's workers compensation program since its inception in 1982.

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Basim Bahooora of Trade Fair Market sells a Lottery Ticket.



Andy Konja of Handy Spot Fine Food gives Russ Nelson of Coca-Cola an order.



Najib Gumma of Western Liquor.

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Cigarettes may be dangerous to your store's health

by James V. Bellanca
of Bellanca, Beattie & DeLisle
Attorneys for the AFD

In recent weeks, the number of complaints that we have received from AFD members concerning illegal or contraband cigarettes has grown steadily. The source of the problem is the increased cigarette taxes, which took effect this year.

As a result, a whole underground industry has developed for smuggling cigarettes into the state without paying Michigan taxes. These "contraband dealers" present themselves in a

very professional manner and very often will be willing to provide you an invoice which details the cigarette purchases. In some instances these invoices are accurate and in others they identify only a portion of cigarettes purchased and require a cash payment.

The temptation to buy cigarettes of questionable origin is great, but the problems which arise in connection with the purchase of illegal cigarettes far out weigh the risk.

First and foremost, it is against the law to buy cigarettes that have not

been authorized by the state for resale in Michigan. A violation of this law can and will, very often, result in a jail sentence. In addition, you must understand that the purchase of cigarettes that have not been authorized for resale by the state of Michigan, exposes your store to trouble with the Lottery Bureau, Liquor Control Commission and, perhaps, the WIC and Food Stamp programs.

The law presumes that you know the current market for cigarettes on a wholesale basis. The law presumes that you know who the legitimate licensed wholesalers are. The law presumes that, if you get a reduced price for cigarettes, you know that the source of those cigarettes is illegal. The presumptions made by the law, in connection with the purchase of cigarettes, is no different from the presumptions in the law for the purchase of any article at a reduced price. If a Rolex watch costs approximately \$5,000 at most jewelry stores, someone who offers to sell you one for substantially less than that amount, must have secured that watch from an illegal source or the watch itself is counterfeit. The same presumption exists for designer clothes, video cassettes, music tapes, etc.

Watch out for people who appear

in your store representing a company that you have never heard of, who offer you cigarettes at a substantially reduced price. If there are any questions in your mind concerning their legitimacy, ask for proof that their company is licensed in Michigan and check that proof out with Lansing. Beware of any sales that are not supported by an invoice which exactly matches the amount of cigarettes purchased and beware of any sale which requires a payment in cash.

There are no second chances. The State of Michigan has proclaimed that they intend to aggressively search out and find both those who sell cigarettes from illegal sources and those who are prone to buy cigarettes from illegal sources. That probably means that the state will be conducting sting operations and will be tracking down those people who engage in the illegal sale or purchase of cigarettes at reduced prices. Legitimate cigarette wholesalers have been instructed to check out your inventory and report any irregularities to the authorities. Neither you nor your store can afford to sell any cigarettes from any source other than an authorized wholesaler or distributor. To do otherwise, would be dangerous to your store's health.

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Going metric: why, when, and some hints . . .

According to the FDA Consumer (Sept., 1994) the monthly magazine of the Food and Drug Administration, the final regulations for metric labeling of food packages are expected soon. These proposed regulations, 1992 amendments to the 1967 Fair Packaging and Labeling Act (FPLA), will require "dual labeling" of many consumer packages—in both the customary inch-pound (avoirdupois or English system) and the metric (SI) units of measurement for net quantity of contents. While we're waiting for the FDA to issue its final metric labeling regulations (originally scheduled for Feb. 14, 1994), here's some background.

The metric system is known as the International System of Units or SI, from the French "Le Systeme International D'Unites." As the international standard of measurement, the metric system is an important key to success in the global marketplace. In fact, except for two small countries, Liberia and Myanmar (Burma), the United States is the only trading nation not routinely conducting its commercial affairs in metric units. All other English-speaking nations have made the switch to metric, even those with longtime ties to the English system of measurement—England itself, Canada and Australia.

The United States has been on the "metric track" for almost 120 years,

starting in 1866 when President Andrew Johnson signed an act making metric measurements legal anywhere in the U.S. And the U.S. was the only English-speaking country among the 17 original signers of the Treaty of the Meter, signed in 1875 in Paris. In 1893, metric units were declared to be the country's fundamental standards of measurement. But for the next 80 years, the metric movement lost its momentum.

In the late 1970s, the U.S. government started a push towards metric, but this drive slowed in the '80s. Even so, some changes were made. For example, the beverage industry switched from "English" to metric. Most big bottles of soft drinks are now labeled "2 liters." Spirits, once packaged in pints, fifths, etc. are now sold in roughly equivalent metric units: 375 milliliters (mL), 750 mL, etc.

Much of what has been done to date has been spurred by American business, to better its bargaining position in a growing and increasingly competitive global marketplace. According to the FDA, the inch-pound system "habits" has put us at a disadvantage with our competitors overseas. As non-metric products become increasingly unacceptable in the world market, the conversion to SI becomes more important.

—PMA Freshline

Kramer Food Company to distribute innovative products

Power Ranger Snacks

With all the hype of the very popular kids show, **Mighty Morphin Power**



Rangers, the new **Frookie** and **Delicious** cookies are sure to be a hit with kids.

The **Frookies** are a fat-free, nine-ounce vanilla or cinnamon graham cookie called **Power Graham's**. Also available are the **Dinozord Sandwich Cookies** which are 10 ounces and available in vanilla and duplex cremes. A two-ounce vanilla power cookie is available as well.

Music for your mouth?

Canadian Music Water is being marketed as absolutely the world's purest and softest water. Music is naturally ice filtered as it melts into creeks in government-protected and controlled regions, away from environmental pollution and human habitat. It is bottled in Richmond, British Columbia.



The **Music** bottle itself is just as unique as the water. The bottle is triangular and comes in two sizes, 1.5 liter and 400 ml. The bottles, with sports caps, can be stacked vertically or horizontally and they won't roll around.

Natural Soda Brew

No fat, no caffeine, no alcohol, no preservatives and very low sodium describe this all-natural soda brew called **West End**. It is available in six flavors: red raspberry, country peach, wild cherry, kiwi, lemon-lime, strawberry, kiwi, and mango orange.

The sodas are made from fresh-brewed fruit which enables **West End** to extract every ounce of flavor. It is brewed just like beer except instead of using malt, **West End** uses fresh fruit. No yeast is added, therefore, no alcohol.

West End comes in 11 oz. and 20 oz. bottles.



Wanted: Flavorful beverages

The **Sioux City** family of Western style beverages are finding a niche in the 90s. With the resurgence of western-style movies and books, kids all over the country will be imitating their western heroes. Each soft



drink comes in its own distinctive embossed brown bottle or colorful can. The bottled flavors are **Sioux City Sarsaparilla**, **Cream Soda**, **Birch Beer**, **Cactus Orange**, **Wildberry** and **Ginger Beer**. The canned flavors are **Lemon Iced Tea**, **Raspberry Iced Tea**, **Kiwi Strawberry Lemonade** and **Grape Strawberry Lemonade**.

Limited Edition Perrier Art bottles introduced

Experience the magic as **Perrier's** little green bottle becomes a translucent canvas radiating the pure art of refreshment for a limited time.

First introduced this past summer, a new series of limited edition bottles has been specially created for the grocery trade by three artists.

The number of bottles is finite and the availability is brief.

Highlighted in an end-cap display for the holiday season, this limited edition of **Perrier** will be offered in regular, lemon and lime.

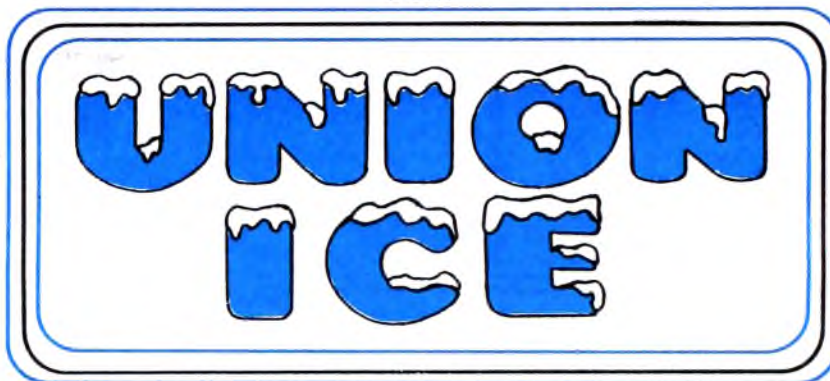
Although **Perrier** is for always, these "artful" bottles are for just a little while.

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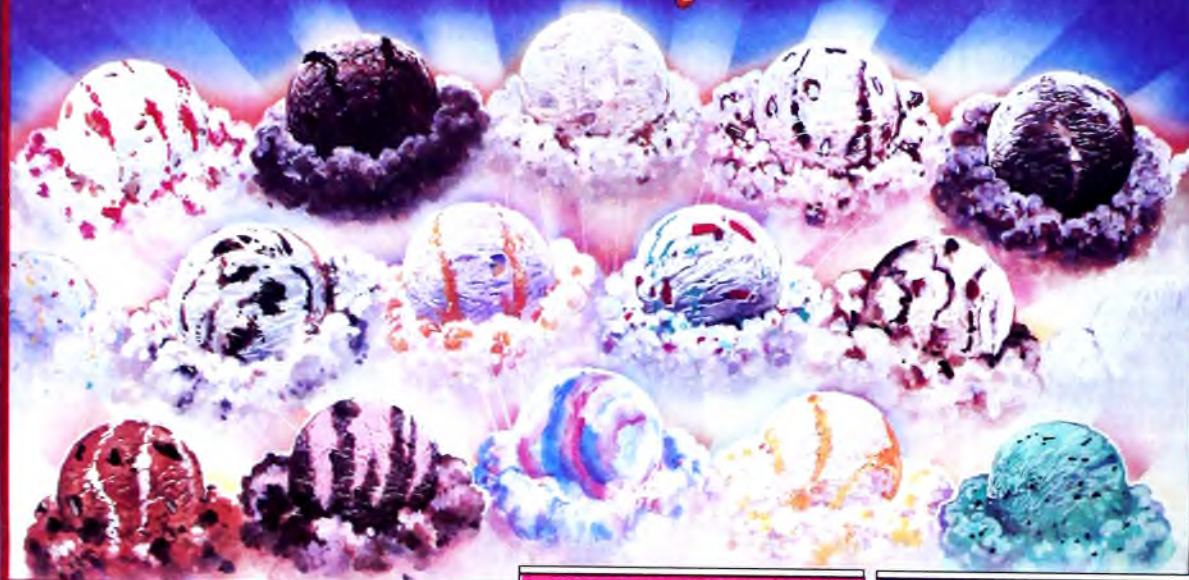
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HAPPY HOLIDAYS!



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Kielbasa for the Pope

by Wendy G. Waldrep

Surrounded by pictures of the Pope, John Ciemniak's market is reflective of his Polish heritage. Along with pictures of his family and religious leaders hangs a sign which reads, "Loving is the Best Part of Life."

That love is apparent in Ciemniak's Meat Market on Joseph Campau in Hamtramck. Their Polish Kielbasa is made fresh

daily in the market. For those who would rather make their own sausage, everything from the casings, assorted meats and spices are available too.

John and his son Bruce own and operate the market. John came over from Poland when he was five years old. At 88 years of age he is still actively involved in the business, although he had already left to go hunting on the particular day that I visited.

In the back of the market is an old-fashioned smokehouse. There is no "liquid smoke" used here. The hams and sausage are smoked with real wood chips and sawdust as opposed to the heat-activated chemicals.

"This produces a taste difference

which is quite noticeable," says Bruce Ciemniak.

John is quite active in the Catholic community donating his time, products and money. A letter from

Father Jim Leary, states "Some day in heaven there are going to be so many people coming up to you to say "thank you" for the many meals you gave them here. If you think you have many friends in this world, John, you are going to be surprised at the number you have in heaven!" This letter was in response to a donation from the Ciemniaks to the Capuchin Soup Kitchen.

Also on the wall is a plaque from Detroit Monthly. They awarded the market a "Best of Detroit Award" for the "Best Kielbasa." Their kiel-

basa is not only consumed locally, but also is sent to the Vatican. The Pope himself enjoys their Krakowska Sausage, while other smoked products are sent to customers in Florida, North Carolina, Texas and California. The market relies on fresh meat. Ninety percent of their meat is hanging meat, as opposed to boxed beef. Their pork is delivered fresh daily with chicken and beef arriving every other day. The Ciemniaks have built their reputation on quality meats, and strive to please their customers.

In the middle of their market is a table with two chairs and a stack of magazines. Whether it is Sports Illustrated, Movieline, Consumers Re-

port or Business Week, the customer can sit and rest while waiting to place his order. Customer service is a priority.

This is apparent not only in the homemade pierogis, and kielbasa, but also in the attitude that is projected.

Ciemniak's market is full of helpful and courteous employees. The words on a sign in John's office are reflective of how they operate—"To be dressed for work, wear a smile." Their smiles show through as they wait on customers each day.

Despite competition, they will not sacrifice the quality or freshness of their products. Whether it is fresh ground poppy seeds or an assortment of hams, Ciemniak's market continues to cater to the community that they have been a part of for over forty years.



Standing in front of Ciemniak's market are: front—Frances Krula and Dorothy Krempa; and in back—Bruce Ciemniak, Mike Lembas, and John Guzowski. Credit: The Citizen



Bruce Ciemniak showcases the fresh meat at their market.

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Detroit holds public hearing on temporary banners

Detroit City Council will be holding a public hearing Dec. 9 at 11 a.m. in the 13th floor chambers of City Council, Detroit City-County Building, 2 Woodward Avenue, concerning a proposed City Ordinance to prohibit the display of temporary signs and banners on the exterior of any business.

The proposed ordinance, if passed by Detroit City Council, will go into effect February 1, 1995, and will re-

quire all businesses to remove banners by that date. Price banners or product banners cannot be displayed once the new ordinance goes into effect.

An exception to the rule, however, would be for a special event, such as a grand opening. If a store wants to display a special event banner, a permit would first have to be obtained from the City's Buildings & Safety Engineering Department. The permit

allows for the banner or other temporary signage to be displayed for not more than 15 days. This kind of permit for special-event temporary signage can be obtained not more than two times in any year.

If the ordinance is passed, anyone violating the ordinance will be given written notice by the Buildings & Safety Engineering Department to remove the signage. Failure to do so will lead to a complaint at Thirty-

sixth District Court, if convicted of violating the ordinance, a fine of \$500 and/or 90 days in jail may be imposed.

This proposed ordinance was recently approved by the Detroit City Planning Commission. The City Council public hearing is required before City Council can vote on any ordinance. The purpose of the public hearing is to hear the opinions of the public and those who will be affected by the ordinance.

The Associated Food Dealers and most member stores should have received an official notice of the public hearing. For additional information, call the City Planning Commission office at (313) 224-3219

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Liquor Control Commission holds hearing

The Michigan Liquor Control Commission will hold a public hearing at 10:00 a.m., Tuesday, December 6, 1994, at the Lansing office of the commission, 7150 Harris Drive, Lansing, Michigan.

Section 7 of the Liquor Control Act (MCL 436.7) requires that this hearing be held for the purpose of hearing the complaints and receiving the views of the public with respect to the administration of this act.

Members of the commission will conduct the meeting which will be open to participation by the audience in a question and answer period.

Retailers that cannot attend, may submit written testimony prior to the date of the hearing to Maxine Perry, Liquor Control Commission Chairwoman, 7150 Harris Drive, P.O. Box 30005, Lansing, MI 48909.

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From County Commissioner to State Representative

by Wendy G. Waldrep

Heading toward Lansing in January, Sue Rocca, a Republican from Sterling Heights, will bring an abundance of political experience with her. She has served as a county commissioner in Macomb County for two years and was appointed by Ex-Governor James Blanchard to serve on the Health Occupation Council. She has continued on that council for eight years and has served on the executive board for four years.

Rocca, a newly elected State Representative, will be an aggressive advocate for the medical community. Utilizing her degree in nursing, she will employ her skills to help bring about a fair and equitable health-care plan that will not damage the small business person.

"I would like to see health care for everyone. However, I totally oppose the Clinton Plan and believe that we need tax incentives for the small businesses that provide health care for their employees," Rocca says.

Rocca would also like to serve on a committee that oversees liquor control. She believes that being selective in doling out licenses will help to protect those merchants who already have an established business. "If a community doesn't have the business to support the current establishments, then we shouldn't be issuing further licenses," says Rocca. "This (alcohol) is their 'bread and butter,' and I have a lot of respect for individuals who have risked everything . . . to open a business."

Many of Rocca's family members have owned small businesses. Her father owned a jewelry store and she watched her sister pour her energies into a clothing store which failed. With this background, she is not naive about the challenges and stress that face the small business owner. "Keeping the Single Business Tax low so establishments can remain competitive is essential," Rocca said.

Rocca also believes in ethics reform. She would like to abolish the Office Holders Expense Fund (OEF) and honorariums for speak-

ing engagements for public officials. There are many abuses in the system. "Why should you get paid (an honorarium) to go out and educate when that is your job? With these perks extending your funds, it makes it very difficult for you to relate to your constituents," Rocca states.



A conservative, Rocca believes in keeping our taxes low, providing for senior citizens, and protecting the investments of small business owners. With a fresh set of eyes heading toward Lansing, you can be sure that Sue Rocca will be an effective lobbyist for business.

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Heinz announces agreement to acquire Budget Gourmet

H.J. Heinz Company announced that it has signed an agreement with Kraft General Foods, Inc. to acquire The All American Gourmet Company, maker of the Budget Gourmet frozen meals and side dishes.

Headquartered in Orange, California, The All American Gourmet Company currently makes all of its products at two locations: Atlanta, Georgia and Clearfield, Utah. It employs nearly 1,000 people. The All American Gourmet Company is a unit of Kraft USA, which is an operating group of Kraft General Foods, Inc., the multi-national food business of Philip Morris Companies Inc.

Terms were not disclosed and the agreement is subject to appropriate government approvals.

Foodland takes gold



Foodland Distributors, the Livonia-based wholesaler, was honored with a Golden Penguin Award for its outstanding achievements in promoting National Frozen Food Month.

The prestigious award was presented by Olympic champion Bonnie Blair on behalf of the National Frozen Food Association at its annual convention held in Orlando, Florida, in November.

Stark & Company Honored

Stark & Company has been appointed National Broker of the Year for J&J Snacks for the Detroit, Michigan office.

Dear AFD:

I want to thank you for your invaluable role in helping to make the Detroit area Michigan Agriculture: Growing Michigan's Future tour a smashing success.

The time we spent in the Detroit area on August 30 is still being heralded for the interest it generated among members of the community, those working in agriculture and those employed in other areas. I have had rave reviews from everyone who came along on the tour.

Approximately 90 people, including state legislators, local elected officials, business leaders and farmers participated in the day's activities. Because of your efforts and the help and support of the Detroit area team, we were able to display Southeast Michigan's agriculture at its best.

The 1994 tour season ended with our seventh tour in the Saginaw area on September 29. Over 800 people participated in the seven full-day tours across our state, with another 500 joining us for meals or other special events during the tours. When you add in farmers, businesses, and associations who participated by hosting stops, you can see the response was tremendous.

As was evident on the Detroit tour, Michigan agriculture is a diverse, vital part of our state's economy and heritage. Thanks again, for making this a great summer for Michigan agriculture!

Sincerely,

Dr. Gordon Guyer, Director, Michigan Department of Agriculture

Dear AFD and AFD members:

Fall is here . . . and our thoughts turn to many different things. Holidays, gift-giving, a season of good food and good times. But for some folks, it is a time of additional need. A need to feed their families when there just isn't enough to go around.

Operation Foodbasket, a collective effort by DAGMR members, is in its 22nd year. During this time, we have fed tens of thousands of families. We are asking for donations of food.

If you cannot directly give food, other contributions are equally important. Donations of money, toys or clothing are also greatly appreciated. Some hungry people are counting on you.

Please call DAGMR at (810) 357-4242. Thanks in advance for your continued support.

Operation Foodbasket Committee.

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Lysczarz Brothers Foundation seeking a helping hand

by Wendy G. Waldrep

Struggling with a debilitating disease is tough enough. But Ken and John Lysczarz managed to graduate with various degrees from Macomb Community College and Wayne State University, while also mounting a successful fund-raising campaign for

the Muscular Dystrophy Association (MDA).

The foundation is seeking to raise \$1 million in honor of Ken and John who have both succumbed to the disease, in the hopes of saving other children from the effects of Muscular Dystrophy. The family has been instrumental in raising over \$800,000 towards their goal.

In conjunction with the Clawson/Troy Elks Club and the Lysczarz Brothers Foundation, there will be an "Answer the Challenge" MDA ben-

efit on June 3 and 4, 1995. Activities will include a picnic, baseball game and bowling tournament, along with a dinner dance that will include Las Vegas-style gambling. All proceeds will go to MDA.

Albin Lysczarz, their father, was a member of the food industry for 44 years. Lysczarz started his career as a young boy in the meat department at Kroger on Chene and Lyman. Before retiring he worked at A&P, Big Bear Markets, National Food Stores, and Chatham Supermarkets.

Lysczarz maintains that the happiest days and moments of his life were in the food industry. "The finest people in the world are the people in the food industry. I will never forget my last employment with Chatham. They always gave 102% for my two sons and the fund-raisers," says Lysczarz.

The Foundation is seeking donations of food products from AFD members. For further information, please call: MDA at (810) 228-0000 or Albin Lysczarz (517) 821-9792

Detroit loses a generous supporter

by Wendy G. Waldrep

Whether it was free pumpkins, fruits or vegetables, Joe Shaya's generosity flowed into the community. Not content with just owning Farmer Zeke's Market in northwest Detroit, Joe sponsored children's baseball teams, donated money to church programs and block clubs, while also serving on an anti-violence committee in the predominantly African-American neighborhood.

Shaya, 50, came to the United States from Baghdad, Iraq in 1964 and worked in other grocery stores before purchasing Zeke's almost 30 years ago. He died July 23, 1994 after swerving to avoid an accident on the Lodge Freeway in Detroit.

Recently friends, neighbors and community leaders gathered to show their appreciation for his generosity towards the neighborhood that surrounded his store.

Organizers of the memorial service included U.S. Court of Appeals Judge Damon Keith, Detroit Councilman Gil Hill and Bishop David Ellis of Greater Grace Temple, where the ceremony was held.

"He was such an influential force in the community," Ellis said.

Shaya is survived by his wife Linda, two sons, Todd and Shannon, and a daughter, Shelby. The family has established the Joe Shaya Memorial Scholarship of \$2,000 for college-bound urban students.

On behalf of the Associated Food Dealers of Michigan, we extend our deepest sympathy to Joe's wife Linda, his three children and all those who knew and loved him. If you attended the memorial service at Greater Grace Temple last month, you would have seen first hand the positive impact one grocer had on an entire community. We encourage you to follow Joe Shaya's example of becoming involved in, and being a part of, the community where you work and do business. We can all learn a very valuable lesson from this man. He will truly be missed.

79th Annual Trade Dinner
Presented By: The Associated Food Dealers of Michigan

Snowflake Ball

The Associated Food Dealers of Michigan
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People

Formation of CPA's Association

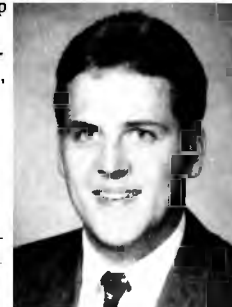
A new organization, the Chaldean-American Association of Certified Public Accountants was recently formed.

The formation of this association was due to the needs of the Arab and Chaldean community for guidance and advisement from its experts in the various areas of finance, investments, management and taxes. The main goals that this association will be striving to achieve are:

1. Providing the business community with recommendations and advice regarding the various aspects of investments, risks, savings and organization.
2. Providing collectively a scientific and independent opinion to various Arab and Chaldean organizations, and offering help in resolving disputes between parties in the business community.
3. Arranging seminars and educational meetings to inform the public in general and business community in particular as to the periodic changes and new issues in the tax laws and economy in general.
4. Publishing articles in newspapers and magazines related to the businesses and arranging interviews through the television and radio network to update the community of any information that the members of the association feel are needed to make informed decisions.

Michigan Sugar names assistant sales manager

Michigan Sugar Co. named Anthony D. Moeggenberg assistant sales manager at its corporate headquarters in Saginaw. He will coordinate sugar, molasses and beet pulp



sales with distributors, warehouse personnel, industrial and grocery customers. He will also coordinate a more detailed customer-service program.

Moeggenberg joined Michigan Sugar Co. in 1990 as a logistics analyst in the sales department. He was promoted to assistant manager of transportation and logistics in 1993. He holds a bachelor's degree in business administration with a concentration in logistics management from Central Michigan University.

In 1994, Michigan Sugar Co. embarked on its 88th year of business.

Michigan Sugar Co. is based in Saginaw, Michigan, and is the subsidiary of Savannah Foods & Industries, Savannah, Georgia.

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What's Happening At The Michigan Lottery?

Lottery makes record contribution to state school aid fund and retailers earn record \$89 million in sales commissions

By Jim Kipp
Acting Lottery Commissioner

Thanks to you, Michigan's school children hit the jackpot this year with Lottery revenue to the state School Aid Fund hitting an all-time record level of \$511 million. That's \$2.8 million for each school day for our children's education.



Michigan Lottery gross revenue reached an all-time record in fiscal year 1993-94 with sales soaring to more than \$1.34 billion. Net revenue of \$511 million, a nearly 20 percent increase over last year, will be transferred to the state School Aid Fund this year to help support K-12 public education.

Preliminary unaudited figures for fiscal year 1993-94 which ended September 30, show total Lottery sales at \$1.343 billion, the highest ever in the Lottery's 22-year history. The previous record was set last fiscal year 1992-93, with Lottery sales at \$1.243 billion.

Michigan Lottery retailers earned a record \$89 million in sales commissions. Increased Lottery sales means increased store traffic and bigger profits for nearly 9,000 Michigan retailers who sell Lottery tickets. The Lottery is a win-win-win proposition for Michigan, for our school children, players and business.

Much of the increase in sales is due to the new approach we've taken to marketing instant games. We introduced exciting new instant games, like "Bingo" with a top prize of \$10,000 and "Wild Time" with a top prize of \$20,000. These games were instantly popular with our players. Players enjoy having more choices and the new marketing approach has led to an increase in instant game sales of more than 50 percent.

Overall in fiscal 1993-94, players won \$697.9 million in prizes.

Our record year could not have been accomplished without the tremendous support of our retailers and the dedication of our Lottery staff.

The new fiscal year got off to an exciting start with a Michigan Lotto jackpot rolling to \$16.6 million. A 53-year-old Detroit man who requested anonymity, won the jackpot, said, "It's a miracle!" after winning the Michigan Lotto jackpot worth \$16.6 million in the November 5 drawing.

"Instantly, I'm a multi-millionaire. It's a miracle," he said.

The winner will receive installments of \$831,400 before taxes, each year for 20 years.

A regular Lottery player for the past

22 years, he purchased his winning ticket at Superland Market on Schoolcraft in Detroit.

The Michigan Lottery will spend this month boosting the holiday gift promotion. The new "Holiday Cash" instant game is on sale at nearly 9,000 retailers statewide. The new \$2 instant game, which is clad in bright holiday colors, offers players the chance to win up to 10 times on each ticket with a top prize of \$25,000.

As part of the holiday promotion,

Michigan retailers will give away free specially designed Lottery gift cards which provide a unique way to package Michigan Lottery instant tickets as gifts.

The Lottery will run both television and radio ads on this promotion in December. In addition, the Lottery has provided retailers with colorful point-of-sale kits to promote "Holiday Cash" in their stores.

In addition, the Michigan Lottery will also introduce a \$1 instant game in December, "Triple Cold Cash."

Players can win up to \$1,500 in the new "Triple Cold Cash" instant game, which goes on sale on December 12 at Michigan Lottery retailers statewide. If players get three like symbols, they win the prize amount shown in the prize box. If players get two sets of three like symbols, they win double the prize amount. If players get three sets of three like symbols, they win triple the prize amount — "Triple Cold Cash!"

Wishing you and your families a safe, healthy and happy holiday season!

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VIP Food Brokers International ...	(313) 885-6156

CANDY & TOBACCO:

M & M Mars ...	363-9231
Shermi's Candies ...	(517) 756-3691
Wolverine Cigar Company ...	(313) 554-2033

CATERING/HALLS:

Country House Catering ...	(517) 627-2244
Emerald Food Service ...	546-2700
Gourmet House, Inc. ...	771-0300
Karen's Cafe 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
St. Mary's Cultural Center ...	(313) 421-9220
Taste Buds ...	(517) 546-8522
Tina's Catering ...	949-2280
Vasse's Banquet Hall & Catering ...	354-0121

DAIRY PRODUCTS:

American Dairy Association ...	(517) 349-8923
Bernea Food Service ...	1-800-688-9478
Borden Ice Cream ...	(313) 871-1900
Dairy Products of Michigan ...	552-9666
Golden Valley Dairy ...	399-3120
London's Farm Dairy ...	984-5111
McDonald Dairy Co. ...	(517) 652-9347
Melody Farms Dairy Company ...	(313) 525-4000
Milk-O-Mat ...	(313) 864-0550
Pointe Dairy ...	589-7700
Stroh's Ice Cream ...	(313) 568-5106
Superior Dairy Inc. ...	656-1523
Tom Davis & Sons Dairy ...	399-6300

EGGS & POULTRY:

Linwood Egg Company ...	524-9550
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FISH & SEAFOOD:

Salasnek Fisheries ...	(313) 567-2000
Tallman Fisheries ...	(906) 341-5887
Waterfront Seafood Company ...	(616) 962-7622

FRESH PRODUCE:

Aunt Mid Produce Co. ...	(313) 843-0840
Detroit Produce Terminal ...	(313) 841-8700
Sunnyside Produce ...	(313) 259-8947
Vitale Terminal Sales ...	(313) 843-4120

ICE PRODUCTS:

America's Ice, Inc. ...	(313) 491-9540
Great Lakes Ice ...	774-9200
Midwest Ice ...	(313) 868-8800
Union Ice ...	(313) 537-0600

INSECT CONTROL:

Pest Elimination Products ...	296-2427
Rose Extermination (Bio-Serv) ...	(313) 588-1005

INSURANCE:

Alphamerica Insurance Agency ...	263-1158
America One ...	(517) 349-1988
Blue Cross/Blue Shield ...	1-800-486-2365
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
Kanter Associates ...	357-2424
K.A. Tappan & Assoc., Ltd. ...	473-0011
Frank McBride Jr., Inc. ...	445-2300
Miko & Assoc. ...	776-0851
Mitzel Agency ...	773-8600
Monroe-George Agency ...	489-9480
Murray, Benson, Recchia ...	(313) 831-6562
North Pointe Insurance ...	358-1171
Rocky Husaynu & Associates ...	557-6259
Security First Insurance ...	1-800-530-9225
SelectCare ...	637-5391
Simmerer & Company ...	776-4036
Joel Weingarten ...	(313) 453-3636

MANUFACTURERS:

Amato Foods ...	(313) 295-3337
Bit Mar Foods ...	1-800-654-3650
Brown & Williamson ...	350-3391
Eden Foods ...	(517) 456-7424
Groeb Farms ...	(517) 467-7609
Home Style Foods, Inc. ...	(313) 874-3250
Jaeggi Hillsdale Country Cheese ...	(517) 368-5990
Kalil Enterprises, Inc. ...	(313) 527-7240
Key West Soda Life Preserver ...	(305) 296-0005
Kraft General Foods ...	(313) 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 ...	(313) 921-2500
Red Pelican Food Products ...	(313) 345-5880
Singer Extract Laboratory ...	(313) 832-1600
Strauss Brothers Co. ...	634-0606
Tony's Pizza Service ...	398-6390
R.J. Reynolds ...	398-6390

MEAT PRODUCERS/PACKERS:

General Provision, Inc. ...	(313) 393-1900
E.W. Grobbel Sons, Inc. ...	(313) 567-8000

Hartig Meats ...	(313) 832-2080
Hillshire Farms & Kahn's ...	778-3276
Hygrade Food Products ...	(313) 464-2400
Kowalski Sausage Company ...	(313) 873-8200
LKL Packing, Inc. ...	(313) 833-1590
Metro Packing ...	(313) 894-4369
Oscar Mayer & Company ...	488-3000
Pelkie Meat Processing ...	(906) 353-7479
Ray Pleva Products ...	(616) 228-5000
Smith Meat Packing, Inc. ...	(313) 458-9530
Strauss Brothers Co. ...	(313) 832-1600
Peet Packing Co. ...	(517) 845-3021
Swift-Eckrich ...	(313) 458-9530
Thorn Apple Valley ...	552-0700
Winter Sausage Mfg., Inc. ...	777-9080
Wolverine Packing Company ...	(313) 568-1900

MEDIA:

Arab & Chaldean TV-62 Show ...	352-1343
The Beverage Journal ...	(313) 397-9100
Booth Newspapers ...	(616) 459-1567
C&G Publishing, Inc. ...	756-8800
Daily Tribune ...	541-3000
Detroit Free Press ...	(313) 222-6400
Detroit News ...	(313) 222-2000
Detroit Newspaper Agency ...	(313) 222-2512
Gannett National Newspapers ...	357-7910
Macomb Daily ...	296-0800
Michigan Chronicle ...	(313) 962-5522
The Beverage Journal ...	(313) 454-4540
WDIV-TV4 ...	(313) 222-0643
WJBK-TV2 ...	557-2000
WWJ-AM/WJOL-FM ...	(313) 222-2636
WWW-AM/FM ...	(313) 259-4323

NON-FOOD DISTRIBUTORS:

Albion Vending ...	(517) 629-3204
Gibraltar National Corporation ...	(313) 491-3500
Items Galore, Inc. ...	774-4800
Ludington News Company, Inc. ...	(313) 925-7600
McKesson Service Merch. ...	1-800-462-1908

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips ...	(313) 925-4774
Frito-Lay, Inc. ...	1-800-24FRITO
Goin' Nuts ...	437-9831
Harbour Foods, Ltd. ...	333-3014
Kar Nut Products Company ...	541-7870
Nikhlas Distributors (Cabana) ...	(313) 571-2447
Variety Foods, Inc. ...	268-4900
Vitner Snacks ...	(313) 365-5555

PROMOTION/ADVERTISING:

Advo System ...	(313) 425-8190
Insignia Systems ...	(612) 930-8200
Intro-Marketing ...	540-5000
J.K. Kidd & Co. ...	647-6601
J.R. Marketing-Promotions ...	296-2246
JDA Associates ...	(313) 393-7835
News Printing ...	349-6130
PJM Graphics ...	(313) 535-6400
Safeguard Business Systems ...	548-0260
Stanley's Advertising & Dist. ...	(313) 961-7177
Stephen's Nu-Ad, Inc. ...	777-6823
T.J. Graphics ...	547-7474

RESTAURANTS:

The Golden Mushroom ...	559-4230
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SERVICES:

A-1 Building Maint. Services, Inc. ...	647-4630
AARMCO Security ...	968-0707
A Catered Affair ...	(313) 393-5311
Akram Namou, C.P.A. ...	557-9030
American Express ...	312-587-0701
American Mailers ...	(313) 842-4000
Ameritech Pay Phone Services ...	1-800-441-1409
Bellanca, Beattie, DeLisle ...	(313) 964-4200
Cellular One ...	590-1200
Central Alarm Signal ...	(313) 864-8900
Century Marketing ...	(419) 354-2591
Checkpoint Systems ...	1-800-257-5540
CIGNA Financial Advisors ...	827-4400
C&J Parking Lot Sweeping, Inc. ...	759-3668
Community Commercial Realty Ltd. ...	569-4240
Detroit Edison Company ...	(313) 237-9225
Dynasty Funding ...	489-5400
Eco-Rite, Inc. ...	683-2063
Follmer, Rudzewicz & Co., CPA ...	355-1040
Food Industry Financial Network ...	1-800-554-3675
Garmo & Co., CPA ...	737-9933
Goh's Inventory Service ...	353-5033
Great Lakes Data Systems ...	356-4100
Independence One ...	
Investment Group ...	1-800-622-6864
Karoub Associates ...	(517) 482-5000
Law Offices-Garmo & Garmo ...	552-0500
Michael McKernan CPA ...	(313) 459-1323
Menczer & Urcheck P.C., CPA ...	356-1620
Metro Media Associates ...	625-0070
Michigan Bell ...	221-7310
Midwest Autotel ...	960-3737
Multi-Gard/Audio Alert ...	(313) 562-2850
Network Real Estate Services ...	539-0900

Paul Meyer Real Estate One ...	(313) 341-4522
REA Marketing ...	(517) 386-9666
Frank Smith's Red Carpet Keim ...	645-5800
Peter Ragesas, Attorney/CPA ...	(313) 961-8400
Sal S. Shimoun, CPA ...	424-9448
Sarafa Realty ...	851-5704
SDIS Inventory ...	(313) 526-4200
Edward A. Shuttie, P.C., Attorney ...	288-2080
Southfield Funeral Home ...	569-8080
Statewide Financial Services ...	932-8680
Thomas P. Solits, CPA ...	(616) 698-8855
Telecheck Michigan, Inc. ...	354-5000
Travelers Express Co. ...	1-800-328-5678
Ultracom ...	350-2020
Vend-A-Matic ...	585-7700
Whitney's Concessions ...	(313) 278-5207
Worldwide Financial Services ...	647-1199
Wolverine Real Estate Services ...	353-7800

STORE SUPPLIES/EQUIPMENT:

All-American Cash Register ...	(313) 561-4141
Ameri-Copy ...	1-800-888-1683
Belmont Paper & Bag Supply ...	(313) 491-6550
Bollin Label Systems ...	1-800-882-5104
Brehm Broaster Sales ...	(517) 427-5858
Brinkman Safe ...	739-1880
Cornelius Systems Inc. ...	545-5558
DCI Food Equipment ...	(313) 369-1666
First National Pallet Rental ...	(314) 469-2211
Hobart Corporation ...	(313) 697-7060
MMI Distributing ...	(313) 582-4400
Metro Equipment Inc. ...	(313) 571-6655
Michigan Bale Tie Company ...	(313) 925-1196
Midwest Butcher & Deli Supply ...	689-2255
Murray Lighting Company ...	(313) 341-0416
Refrigeration Engineering, Inc. ...	(616) 453-2441
Sales Control Systems ...	356-0700
TRM Copy Centers ...	(503) 231-0230

WHOLESALE/FOOD DISTRIBUTORS:

All-Star Foods	669-0240
Bremer Sugar	(616) 772-9100
Cabana Foods	(313) 834-0800
Capistar, Inc.	(517) 699-3605
Capital Distributors	(313) 369-2137
Central Foods	(313) 933-2600
Dean French Inc.	544-1740
Detroit Warehouse Co.	(313) 491-1500
EBY-Brown, Co.	1-800-532-9276
Eppo Foods, Inc.	857-4040
Family Packing Distributors	644-5353
Foodland Distributors	(313) 523-2100
Garden Foods	(313) 584-2800
Gourmet International, Inc.	1-800-875-5557
Great Lakes Home Food Service	(517) 833-0785
H & O Distributors	(313) 493-6111
I & K Distributing	(313) 491-5930
J.F. Walker	(517) 787-9880
Jerusalem Foods	(313) 538-1511
Kehe Food Distributors	1-800-888-4681
Kramer Food Company	585-8141
Lipari Foods	469-0131
McInerney-Miller Bros.	(313) 833-8660
Midwest Wholesale Foods	744-2200
Miesel/Sysco Food Service	(313) 397-7990
Mucky Duck Mustard Co.	683-5750
Norquick Distributing Co.	(313) 522-1000
Northwest Food Co. of Michigan	(313) 368-2500
Rich Plan of Michigan	293-0900
Riviera Food Corp.	(313) 538-3020
Robert D. Arnold & Assoc.	635-8411
S. Abraham & Sons	754-0220
Sackett Ranch	(517) 762-1049
Sandler-Stone Co.	674-1100
Scot Lad Foods, Inc.	(419) 228-3141
Sherwood Foods Distributors	(313) 366-3100
State Fair Wholesale	(313) 893-4629
State Wholesale Grocers	(313) 567-3854
Stephenson & Stephenson	(906) 293-7651
Spartan Stores, Inc.	455-1400
Super Food Services	(517) 777-1891
Superior Fast Foods, Inc.	296-7118
Tony's Pizza Service	1-800-247-1533
Treppo Imports	546-3661
Value Wholesale	(313) 862-6900
Warehouse Club, Allen Park	(313) 271-5496
Warehouse Club, Hazel Park	544-7133
Warehouse Club, Redford	(313) 532-2623
Weeks Food Corp.	727-3535
Ynisaniti Food Co.-o	(313) 483-1520

HELP US HELP OTHERS

MILLER WILL DONATE **5¢** PER CASE TO CHARITY



THIS HOLIDAY SEASON (NOVEMBER 21 - DECEMBER 31),
MILLER BREWING COMPANY AND ITS DETROIT AREA DISTRIBUTORS**
WILL DONATE 5 CENTS PER CASE OF MILLER HIGH LIFE, HIGH LIFE LIGHT AND
HIGH LIFE ICE TO THE INTERNATIONAL FOUNDATION FOR ALTERNATING
HEMIPLEGIA OF CHILDHOOD AND THE ASSOCIATED FOOD DEALERS
SCHOLARSHIP FUND.

**Valid only in the following distributor areas: Powers Distributing, Action Distributors, Eastown Distributors, O & W Distributors. For more information call your local Miller Distributor or call Richard George at (313) 522-3706.



MILLER BREWING CO., MILWAUKEE, WI

Holiday Greetings

from

THE
Pfeister
COMPANY

Best wishes to our "friends" in the Food Industry
for a wonderful Holiday Season &
a Healthy New Year.

We are pleased to announce that
effective December 1, 1994

The Pfeister Company
has been appointed to represent
UPPER DECK trading cards
for all our offices in Michigan & Ohio.



THE
Pfeister
COMPANY

YOUR FULL SERVICE BROKER

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LIVONIA MI 48150
(313) 591-1900

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FAIRFIELD OH 45014
(513) 874-3521

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 49588-8495
(616) 554-5300

TOLEDO
1718 INDIAN WOOD CIRCLE
MAUMEE OH 43537-4005
(419) 882-1616

