



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

Associated Food Dealers
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Southfield, MI 48075

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Legislative Update

Bills to watch

House Bills 4969, 4970, and 5555 improve retailers' ability to recover losses from theft and bad checks. The bills revise penalties for larceny and increase costs and damages that a business can recover in a civil action.

The bills are in the Senate Committee on Judiciary.

Sponsors: HB 4969: Rep. Michael Nye, R-Litchfield, (517) 373-1794 or fax (517) 373-5791; HB 4790: Rep. Kirk Profit, D-Ypsilanti, (517) 373-1771 or fax (517) 373-5746; HB 5555: Rep. Thomas Mathieu, D-Grand Rapids, (517) 373-0822 or fax (517) 373-5746.

More Updates
page 5.

Spartan Stores and Roundy's announce intent to merge

by Shannon Swanson Taylor

Two of the Midwest's largest food wholesalers have announced their intent to merge.

The Board of Directors of Spartan Stores, Inc. of Grand Rapids, Michigan, and Roundy's, Inc. of Pewaukee, Wisconsin, said that the companies signed on September 29, 1994, a letter of intent to merge.

Under the terms of the proposed transaction, shareholders of each company would exchange the shares that they own in Spartan Stores or Roundy's for shares of common stock in a new corporation. Spartan Stores and Roundy's would operate as wholly owned subsidiaries of the new corporation. If the transaction is consummated, the new corporation, as yet unnamed, would be the nation's third largest food wholesaler. Presently, Spartan Stores ranks seventh and Roundy's ranks sixth.

Consummation of the transaction would be subject to reaching a definitive agreement on the merger and other conditions to closing typical for such transactions, including obtaining the approval and adoption of the merger by the respective shareholders of each company and obtaining appropriate regulatory approvals.

"There is a very good chance that the merger will take place," said James Meyer,

senior vice president and C.F.O. of Spartan Stores. "However, it is difficult to give an exact time as to when the merger will be complete. Both companies are working rapidly and diligently to complete this merger as quickly as possible."

Spartan Stores and Roundy's are corporations operating

on a cooperative basis and owned primarily by the retailers they serve. The new corporation would remain privately held according to officials from both companies. Both Spartan Stores and Roundy's primarily serve independent retailers.

"In terms of the effect that the merger will have on our customers, we said our primary objective is to better serve our independent customers and I believe the merger will place us in a better position to achieve that objective," Meyer said.

There are many similarities in the companies. The proposed transaction is a merger of equals. Some of the attractive features of the proposed merger are that the companies share similar technology, systems, operating philosophies and cultures, and, in addition, both are located in the heart of the Midwest. The pending merger presents the companies with a whole new set of

See Merger
page 23.



It's Turkey Time!

Just before Thanksgiving, the AFD, will host our 14th annual Turkey Drive in conjunction with the Chaldean Federation.

This year we are raising money to help over 1,000 needy families by providing their Thanksgiving turkeys, we need your help! Please give back to the community by donating funds to help us buy turkeys. One hundred percent of the money we raise will go to buy the birds.

Call Danielle at (810) 557-9600.



One-stop shopping influences store growth

One-stop shopping continues to drive new store development. Deli departments, greeting cards and bakeries were included in nine out of 10 stores built in 1993, according to FMI's *Facts About Store Development, 1994*. And eight in 10 new stores featured floral, seafood and prepared food departments.

The convenience-minded shopper will find wine departments, photo centers, and pharmacies in over half of the

stores built in 1993. Newly constructed stores are also making room for video centers (43 percent), banks (13 percent) and subleased and company-operated foodservice areas (7 percent).

New Formats Affected

The move to one-stop shopping by consumers has also affected the types of stores retailers are building. Combination stores, which offer numerous service de-

See Shopping page 23.

Key Facts About Store Development, 1993

Percentage of Stores Constructed	3.4%
Percentage Closed	3.4%
Percentage Remodeled	5.6%
Median New Store Size	38,000 sq. ft.
Median Building Cost per Square Foot for New Stores	\$40.24
Median Cost per Square Foot for Equipment, Fixtures, Decorations	\$40.00
Median Total Construction Cost per Square Foot	\$84.00
Median Total Capital Investment per Remodeling	\$550,000

Source: FMI's *Facts About Store Development, 1994*

Pepsi Holiday Party Bunch

Catch These Cool Collectibles!



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Chairman's Report

AFD works to bring News America coupon inserts back to Detroit

by Nabby Yono
AFD Chairman

As most of our Detroit store owners know, the coupon insert company, News America, has stopped using the Detroit News and Free Press as a means to distribute their coupon inserts. This is unfortunate for Detroit residents as well as its retailers.

Many Detroit households rely on national manufacturers' coupons to help keep their food costs within their means. Denying Detroiters access to



coupons that most of the rest of the country has access to is both unfortunate and unfair.

News America pulled out of the Detroit Newspaper Agency papers because of redemption corruption uncovered by the FBI. Since that time, however, the Detroit Newspaper Agency has built new facilities that correct this problem. We believe the current facility to be extremely secure and surpasses the preventative measures taken by other newspapers around the country.

Earlier this year, AFD contacted News America to rectify this situation. Since that time, they have

added the Michigan Chronicle to the list of newspapers that carry their inserts. However, Detroit has over 1,000,000 residents. The Michigan Chronicle has a circulation of less than 40,000.

This is, in our opinion, only a partial victory. News America treats the City of Detroit and its residents as second-class citizens in comparison to their suburban neighbors, who receive the inserts in the Observer & Eccentric Newspapers.

We will continue to work on behalf of Detroit's residents and retailers to rectify this situation and restore full coupon coverage throughout the city.

Calendar

January 20	AFD Trade Dinner
March 11 - 14	Annual Produce Conference Fort Myers, Florida
March 13 - 14	1995 FMI Public Affairs Assembly Rochester, New York
March 22	Category Management: The Merchandising Tool of the Future Adams Mark Hotel, Memphis, Tennessee
April 25 - 26	AFD Trade Show

Statement of Ownership

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AFD works closely with the following associations:



The Grocery Zone

By David Coverly



Treating their customers with a Majestic flare

by Wendy G. Waldrep

Majestic conjures up an image of something big, something great, and this market exemplifies the name. Shiny floors, neatly placed merchandise, and exotic foods abound in this ample but comfortable store.

Upon entering, it is apparent that the Majestic Market, which is located on the corner of Civic Center Drive and Lahser in Southfield, is an establishment that caters to its customers.

Owners Sabah and Brian Yaldao pride themselves in not only servicing their customers, but also in the continuing process of learning about their wines, micro-brewed beers, and by offering the finest cuts of meat to their customers.

"Business is really service. Making someone happy with what you have done for them is what this busi-

ness is about," states Brian Yaldao. "I am constantly reading and sampling wines so that I can recommend something that fits both their style and individual taste."

Attention to detail is evident throughout the market. The individual cigars are kept in a case that is humidity-controlled. Their deli salads and meatpies are all home-made by a local woman. Whether it is Greek or Italian olives, there are vats from which to choose the amount

that fits your needs.

But Majestic doesn't stop there. Their grocery items are reflective of



Sabah (l) and Brian Yaldao (r) stand among Majestic Market's expansive wine collection.

their customers' needs. Not satisfied with just domestic asparagus, they also carry imported asparagus, as they do with other products. One can purchase the run-of-the-mill product or the specialty version.

While they emphasize that "we're not here to compete with the supermarkets," they exemplify the best in what markets can and do offer. For that romantic evening, you can pick up a fresh loaf of French bread, along with a wedge of cheese, a bottle of wine, and some fresh fruit. And if fruit isn't dessert enough, there is an assortment of baklava in different shapes and fillings, and even cheesecakes to select from.

Entering the store, one is drawn to the sign overhead, which states, "over 100 imported beers available," but Brian is quick to point out that they now have

over 200 to choose from. You can literally make up your own six pack of imported and micro-brewed beers, thereby exercising your taste buds and allowing for a variety of different makes and flavors.

"Anyone can carry a variety of wines, liquors and beers. But, you need to move it," says Brian. "We're in a growing area, and we wanted to be different and unique."

This uniqueness is apparent when perusing the newspaper racks within the store. Whether it is Crain's Detroit Business, Metro Times, Barrons, The Jewish News, Great Lakes Golf, or Transformer News, it is apparent that they cater to a diverse crowd. This diversity reaffirms their desire to provide the very best to their clientele.

Majestic's commitment has not gone unnoticed. The City of Southfield has named them as winners of the Small Business of the Year and gave them awards for dedicated service to the city. But their involvement does not stop there. They have Southfield High School students who work for credit at the store and benefit by learning how to interact with the customer, merchandising new products, and basic aspects of business.

If anyone of these students follow Sabah around for a day, they will be impressed by both his stamina and connection with his customer. Both Brian and Sabah acknowledge their customers by first name, and you can tell this is a genuine exchange of

goodwill and caring. Sabah considers a day in which he arrives at 7 a.m. and leaves at 10 p.m. as a normal business day.

"Twelve hours a day, is like a vacation, work is therapy," says Sabah.

Whether it is spices, Egyptian watermelon seeds, bulk coffee or bulgar wheat, this family-oriented store captures the market.

With their fine wines, prime meats, and specialty foods, the name Majestic not only describes it to a tee, but should serve as a tribute to the hours and dedication that both Brian and Sabah put forward to assure their customers the best there is to offer.



Bursting with pride, Sabah and Brian display an assortment of liquors to please even the most discerning.

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Legislative Update

Nutri-Facts posters should be maintained for produce, meat and seafood departments

The Federal Food and Drug Administration (FDA) has issued a proposed rule to revise the guidelines for voluntary nutrition labeling of the top-20 fresh fruits, top-20 fresh vegetables and top-20 fresh seafood items.

The proposal will ultimately change the current posters and brochures.

It is very important for you to keep the posters you have up in each of the affected departments.

The government will be surveying stores for compliance across the U.S. in November.

—FMI

Lehman-Bliley-Rowland bill is the best approach to food safety reform

Testifying before the Senate Agriculture Subcommittee on Agricultural Research, Conservation, Forestry, and General Legislation on July 28, GMA Vice President, Science & Technology Steve Ziller reiterated GMA's strong support for the Lehman (D-CA) -Bliley (R-VA) -Rowland (D-GA) and Lugar (R-IN) -Pryor (D-AR) food safety reform measures.

"GMA is committed to support meaningful reform of the nation's food safety laws," said Ziller.

Ziller told the committee GMA will support any legislation that embodies 10 general principles essential for a successful approach, including: national uniformity; establishing pesticide tolerances at levels that adequately protect public health; scientific peer review; international harmonization; and the periodic review of pesticide tolerances.

The legislation recently introduced by the Administration, said Ziller, violates virtually all of these principles and GMA opposes it.

—GMA

Music Licensing Relief Act introduced

Music licensing relief legislation was introduced last month by Rep. Jack Reed (D-RI), H.R. 4936, which ends the need for retailers to obtain music licenses for playing radios or televisions in their stores.

The Fairness in Musical Licensing Act would also exempt from licensing fees any business that does not directly or indirectly charge for the performance, establish an arbitration process where companies charged with infringement can contest the fee amount (rather than take the matter to court), and require music licensing groups to make available free computer on-line lists of the music they control. This would make it easier for music users to play music from only

one licensing organization, instead of paying multiple licenses fees.

Chairman Bill Hughes (D-NJ) of the Intellectual Property and Judicial Administration Subcommittee has agreed to mark up the bill if more co-sponsors are added from his subcommittee.

FMI supports the bill and is working with a coalition for its passage. Final action could be next year.

—FMI

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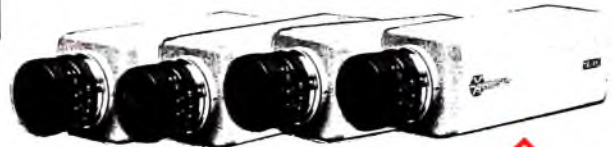
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Dear AFD:

Thank you for the actions you have taken to support and celebrate the families of Michigan. Your willingness to recognize the Year of the Family by running a full page of our poster in your Food and Beverage Report, August, 1994, is greatly appreciated.

The success of the 1994 Michigan International Year of the Family is entirely dependent upon the initiative and generous support of communities like yours. By working together, we can make a difference!

Once again, thank you for helping us Celebrate the Families of Michigan!

Lt. Governor Connie Binsfeld, Council Chairperson
The Hon. Trudy DunCombe Archer, Council Co-Chairperson
Michelle Engler, Council Co-Chairperson

Ten Commandments to gain respect

1. **Listen to your employees.** Hear them out, whether the problem is "real" or "imagined." Know their interests and their needs.
2. **Recognize your employees.** Everyone likes praise for a job well done.
3. **Talk to all your employees regularly.**
4. **Be up front.** Tell the good with the bad. If you criticize an employee, do it privately and tell him or her how to correct the problem.
5. **Keep all your employees well-informed.** Encourage suggestions and concerns. Follow-up promptly as

appropriate.

6. **Be sincere and honest** with your employees. Show real human concern for your employee's problems.

7. **Take an interest** in your employees feelings, skills and significant personal events.

8. **Be fair, reliable and friendly.**

9. If the above produces no results, be firm and consistent. **Never go back on your word.**

10. **Keep the golden rule:** Treat others as you would have them treat you.



Attention All 1994 Trade Dinner Sponsors:

Snowflake Ball

The Associated Food Dealers 78th Annual Trade Dinner is on January 20, 1995 at Penna's.

All 1995 Trade Dinner Sponsors will be featured in a professionally edited slide presentation that will be presented on center stage at the Snowflake Ball. No more speeches; a professional 5-7 minute slide presentation will highlight and thank all sponsors with the class and prestige you deserve.

The sponsorship packages are the same as 1994:

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New Members

The Associated Food Dealers of Michigan welcomes these new members who have joined in July through September, 1994:

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A-1 Building Maintenance, Birmingham
AARMCO Security, Oak Park
Albion Meat Market, Albion
Albion Vending, Albion
Armour Foods, Detroit
Beverage House, Clawson
Big D Party Store, Flint
Big J Market, Detroit
Bill's Market, Plymouth
Billie's Boathouse, Saugatuck
Bob's Breakfast Hut, Oscoda
C & J Parking Lot Sweeping, Warren
Caseville IGA, Caseville
Cedar Valley Service, Twining
Chene Liquor, Detroit
Chene Trombly Market, Detroit
County Lake Food Center, Highland
Dean French, Inc., Ferndale
Decanter Imports, Novi
E & L Meats, Detroit
East Annrock Party Store, Lapeer
Eco*Rite, Royal Oak
Emperor's Palace, Brighton
Fairfax Market, Grosse Pointe Park
Fellowcraft Market, Detroit
Ferndale Save-A-Lot, Ferndale
First Nat'l. Pallet Rental, St. Louis, MO
Gabriel Food, Troy
Griatiot Avenue Deli, Clinton Township
Great Lakes Steak Ventures, Brighton
Hot N' Now Hamburgers, Coldwater
In 'N' Out #4, Detroit
In 'N' Out Food Store, Warren
International Dog House, Jackson
Joe's Beer & Wine, Dearborn
Kregcar's Convenience, Merritt
L & L Wine World, Troy
Lauren Sales, Detroit
Levan Wine & Deli, Livonia
Lincolnshire Party Store, Holland
Metro Equipment Inc., Detroit
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NBJ Food Store, Detroit
Network Real Estate Services, Farmington Hills
Oakland Party Store, Southfield
Paradise Food & Liquor Market, Detroit
Park Place Liquor, Grosse Pointe Park
Party Plus Food Market, Detroit
Pasadena Liquor Store, Highland Park
Patton Food Market, Detroit
Peet Packing, Chesaning
Pet Supply Plus-Bloomfield, West Bloomfield
Pickelman's 1-Stop, Newberry
Pioneer Super Market, Detroit
Pontiac Food Center, Pontiac
Quick Cash Etc., Detroit
R & R Pop Stop, Leslie
Riviera Food Corp., Redford
Roseville Party Store, Roseville
Royal Food Center, Detroit
St. Charles Village Market, St. Charles

St. Clair Wilderness Camp Store, Port Huron
Salasnek Fisheries, Detroit
Scottie's Bar & Grill, Niles
Serv-U-Well, Detroit
7-Eleven #62, Grand Rapids
Sal S. Shimoun, CPA, Southfield
Sigma Associates, Detroit
Thomas Soltys, CPA, Grand Rapids
Spirits Shoppe, Port Huron
Star Wonder Market, Detroit

Statewide Financial Services, Farmington Hills
Superior Dairy Inc., Oakland
The Ole Cookstove, Vermontville
Theresa's Party Shoppe, Madison Heights
Troy Mid Mart, Troy
Ultracom, Southfield
Vinnie's Liquor & Deli, Detroit
Warehouse Club, Allen Park
Warehouse Club, Hazel Park

Warehouse Club, Redford
Warner Vineyard, Paw Paw
Webers IGA, Millington
West Warren Food Center, Detroit
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Central Alarm Signal — 25 years of service

by Shannon Swanson Taylor
Central Alarm Signal, Inc. has provided services in the Detroit area for over 25 years. With their experience

and professional competence, Central Alarm Signal has a reputation for excellence in the field of security.

"Central Alarm Signal takes great pride in its management and security services to commercial establishments, industries and homes for over 25 years," said Derrick Hakim, Assistant Vice President of Central Alarm Signal. "The company has grown rapidly over that time because of highly competent personnel and the resulting excellence in

their service and maintenance departments."

Central Alarm is the largest alarm company with a central station located within the city of Detroit.

The principle facility of Central Alarm Signal for engineering, planning, project management, moni-

toring, service and installation is located in the 6,000 square foot main office on Seven Mile Road in Detroit.

"We recently remodeled the exterior and the interior of the building," said Hakim. "I would say that we are here to stay; we're not going anywhere."

Central Alarm Signal's building

has advanced security measures to ensure complete security for their clients. The building's "Onan" emergency stand-by natural gas generator

is tested weekly for continuous security in the event of a loss of electrical power and the "Liebert UPS" system, which continues power during the six seconds it takes the generator to produce electricity, is tested monthly. The telephone lines are buried in steel pipe underground and ensure line integrity for continued dispatch services as well as complete smoke and fire alarm systems which are monitored 24 hours a day.

Central Alarm Signal has many resources available to them. They are carefully staffed to engineer, design, implement and install security programs and systems in response to the requirements of their clients in the industrial, commercial and private fields.

Their fire alarm installers are all State Certified Fire Alarm Technicians. Security consultants assess burglary, loss, and fire protection needs and design a security system to meet specific business or residential requirements.

Robert Hakim, president of Central Alarm, said, "The company was started to provide an essential service to the grocery stores in the community that were in business when the company was originally formed."

With over two decades of service in the state of Michigan, Central Alarm Signal has had the opportunity to work with not only Michigan's best, but some of the world's finest organizations. Some of the facilities they have performed services for include: Federal Reserve Bank of Detroit, IBM Corporation, Masco Corporation, McDonald's Restaurants, Melody Farms, Thorn Apple Valley, The Merchant of Vino, and Ford and Chrysler Corporations.

The company has held secret clearance with the Department of Defense during a Top Secret Government Contract, is U.L. Listed, and holds various state licenses and certifications for burglar and fire alarm systems.

Central Alarm is a member of The National Burglar and Fire Alarm As-

sociation, Michigan Burglar and Fire Alarm Association, The United States Chamber of Commerce, The Michigan State Chamber of Com-

merce, The Construction Association of Michigan, The Michigan Trade Exchange, The Associated Food

Dealers of Michigan and other organizations.

Central Alarm Signal provides many services that you may not be aware of. They have a full line of security systems that they can design to suit your needs for just about anything.

Some of the services they provide are: high rise fire alarm evacuation systems, video entry systems, video cash register systems, temperature control monitoring, sump-pump monitoring, Scan-Alert phone line supervision, medical alarms, intercom-music systems, fire extinguisher sales, driveway entry detection, closed circuit television, and carbon monoxide gas detection plus more.

The company is run by various members of the Hakim family and 25 other employees.

Robert Hakim started at Central Alarm Signal in 1969 as an installer trainee and moved up the ladder to president, a position he has held for the past eight years.

Central Alarm Signal Vice President and General Sales Manager, Keith Hakim, has been with the company since 1971.

Central Alarm Signal's Assistant Vice President, Derrick Hakim has been with the company since completing his B.B.A. in Finance in 1991.

Corporate Secretary, Julie Hakim has been with Central Alarm Signal since 1971 as well.

Chairman of the Board Jamil D. Hakim was formerly the Central Alarm Signal president.

Central Alarm Signal invites all current and prospective clients to tour the facility.

For more information about Central Alarm Signal, Inc., please contact them at 13400 W. 7 Mile Road, Detroit, Michigan 48235 or call (313) 864-8900.



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MICHIGAN, INC.

Paul Inman Board of Directors elects Fairchild to President

Paul Inman Associates, Inc. Board of Directors elected Ronald K. Fairchild to president/C.O.O. effective October 1,



1994. Ron Fairchild joined Paul Inman Associates in January 1977 as a grocery account executive after holding various

management positions with Procter & Gamble. In 1979 he was promoted to vice president and in June 1990 was promoted to executive vice president/corporate director of grocery sales and retail operations. Fairchild was promoted to corporate director of sales/C.O.O. officer in June 1992 and elected to the Board of Directors in January 1994.

He was also elected to the Greater Detroit Chamber of Commerce's Food Industry Council Board of Directors.

Gerald C. Inman, former President, remains the company's chief executive officer, vice chairman of the board, and chairman of the executive management committee.

Michigan Sugar Company manager leads transportation association

Michigan Sugar Company Manager of

Transportation and Logistics Richard H. Burn was appointed president of the Association for Safe and Competitive Transportation (ASCT) in Michigan.



The ASCT is a diverse group of Michigan businesses and business organizations joining forces to support and work for the passage of comprehensive intrastate trucking deregulation in Michigan. The ASCT has been successful in their pursuit. On January 13, 1994, Gov-

ernor John Engler signed legislation which substantially deregulated intrastate trucking.

Burns holds professional certification from the American Society of Transportation & Logistics. Burn earned his bachelor of science degree from the University of Wisconsin and an MBA from Utah State University.

Zuiderveen named marketing manager at St. Julian Wine Company

Tom Zuiderveen has been Marketing Manager for St. Julian Wine Company, Michigan's leading producer of wines and sparkling fruit juices, based in Paw Paw, Michigan.



As Marketing Manager, Zuiderveen will oversee St. Julian marketing and distributors throughout Michigan.

Shotwell-Gustafson elected chairman of commission

Alice Shotwell-Gustafson was recently elected Chairman of the Michigan Aeronautics Commission. The Commission was formed in 1929 and there are nine members on the Commission, five appointed by the Governor, who are private citizens and generally come from business and industry, and 4 statutory members who represent the Michigan Department of Transportation, the Department of Military Affairs, the Department of Natural Resources and Michigan State Police.

Gustafson flies a Sabreliner jet and holds a commercial license with Instrument and Multi-engine ratings and a Sea Plane Rating. Gustafson is the oldest woman in the U.S., and perhaps the world, to obtain her Jet Captain Rating.

Gustafson is Chairman of the Board, President and Chief Executive Officer of Hubert Distributors, Inc. Her company distributes Budweiser, Bud Light, Ice Draft from Budweiser, Michelob, and Busch, as well as other Anheuser-Busch beers, in most of Oakland County.

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Sioux City beverages debut

The Sioux City family of Western Style soft drinks will find 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, along with a colorful carrier depicting action themes.

The Sioux City drinks come in six different flavors, Sioux City Sarsaparilla, Cream Soda, Birch Beer, Cactus Orange, Wildberry and Ginger Beer.

Don't be too late to join the wagon train to Sioux City!

Popcorn Schnapps introduced

Things are really poppin' now with the introduction of the exciting and innovative new Liqueur . . . Uncle Oscar's Popcorn Schnapps.

This product is designed to be fun and unique. The distributors say it will appeal to the many adventurous and curious customers who are looking for something really different.

Distributed by General Wine & Li-

quor Company of Highland Park, it has the distinctive flavor and aroma of fresh buttery popcorn.



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from



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R.M. Gilligan, Inc. appointed distributor for Lehmann Farms

R.M. Gilligan, Inc. has recently been appointed as exclusive distributor for Lehmann Farms products in the state of Michigan.



Lehmann Farms recently developed a Bloody Mary product line with thick and flavorful mixes. The product line includes five Bloody Mary mixes: Original Bloody Mary, Jalapeño Bloody Mary, Caesar Bloody Mary, Pepper Bloody Mary, and Horseradish Bloody Mary.

R.M. Gilligan will also be distributing the Lehmann Farms Gourmet Cocktail Garnishes. Those garnishes include: Marinated Asparagus, Pickled Asparagus, Jala-Bean-O's (hybrid green beans hand-packed with sliced jalapeño peppers), Marinated Green Beans, Dill-Bean-O's, Martini Olives, Jalapeño Stuffed Olives, Garlic Stuffed Olives, Dill Brussels Sprouts, Hot Brussels Sprouts, Maraschino Cherries, Pickled Cocktail Onions, Marinated Mushrooms and of course Lehmann's Pickled Cocktail Mushrooms.



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A commitment to public service

by Shannon Swanson Taylor

Bill Schuette's commitment to public service began ten years ago when he was elected to the United States House of Representatives.

At the age of 31, he was one of the youngest Congressmen in America. During his three terms in Congress, representing Michigan's Tenth District, he served on the House Budget Committee, the House Agriculture Committee and the Select Committee on Aging.

Schuette continued his commitment by becoming the Director of the Michigan Department of Agriculture. As a member of Governor John Engler's Cabinet, Schuette's responsibilities became diverse, ranging from agribusiness export development to environmental stewardship initiatives for production agriculture.

As Director, Schuette created the Michigan Harvest Gathering, an effort to help feed hungry people throughout Michigan. In just three years, Schuette's program raised nearly

\$900,000 and 1.5 million pounds of food for distribution by the Food Bank Council of Michigan.

The Michigan Harvest Gathering was recognized nationally in 1993 for its innovative public-private partnership by receiving a First Place Public Service Excellence Award from the Public Employees Roundtable.

With his background in Congress and as a member of Engler's cabinet, Schuette has now thrown his hat into the ring for a seat in the Senate.

"There are two things I would like

to say the members of the Associated Food Dealers to persuade them to vote for me,"

Schuette said. "First, Michigan's future is about jobs and growth. I am running to make a difference in retooling and rebuilding the state's economy by implementation of solid public policy. I want to make Michigan the most competitive state anywhere for people to work and live in."

His second reason is, "I want to help redesign our education system because there needs to be greater choices and options for parents concerning where to send their children

to school," he said. "I would like to see more technology in the classroom for teachers and higher standards and expectations for students."

The economy of Michigan is an issue that continues to concern Schuette. He is convinced that lowering taxes and easing the government burden in business is the key to Michigan's growth.

"As a member of Congress, I held a firm hand on preventing tax increases," Schuette said.

He added that, "Our challenge is to retool our economy to insure that Michigan is the most cost-sensitive and competitive state in the United States to build jobs. I want to help reform the Single Business Tax and adjust unemployment compensation to lessen the cost of expenses on small business people in Michigan."

Schuette's service in the Federal legislature and in the executive branch of Michigan's government provides him



See Schuette page 19.

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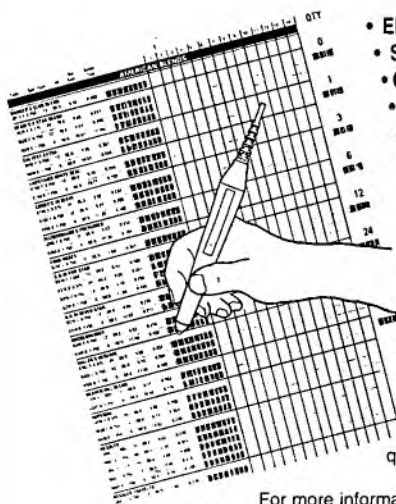
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For more information, contact:
The Beverage Journal
(313) 397-9100

Vote Yes on B

By Senator William Van Regenmorter

On November 8, Michigan Voters have an opportunity to correct a flaw in our criminal justice system. If approved by voters, Proposal B will amend the state constitution and stop the automatic right to appeal for criminals who admit to crimes, plead guilty or no contest, then appeal their cases to a higher court.

Convicted criminals would still be allowed to appeal with permission of the court, allowing the Court of Appeals to sort out which cases have merit. But under Proposal B, that right would simply no longer be automatic.

As the author of Michigan's Crime Victim's Rights Act, I have heard from many victims over the last 10 years who cannot put closure to their cases because of lengthy delays in appeals.

There is something profoundly distorted in a system that allows a criminal to admit to a crime, describe how and why the crime was committed, and retain the right to immediately file a tax-funded appeal. Pleas of no contest are frequently entered when the defendant is concerned about a civil suit or the facts of the case are so horrible that he or she cannot publicly recount them.

Many of these cases are appealed because the defendant does not like the sentence. Other automatic appeals are entered simply because the convicted criminal has everything to gain and nothing to lose.

Of course, these types of appeals are hurtful to victims and their families. But guilty-plea appeals have another sharp edge — they are a profound waste of taxpayer dollars.

As chair of the Senate Judiciary Committee, I held public hearings across the state concerning this issue. Here are a few of the things we found:

- The Court of Appeals tracked guilty-plea appeal cases in a 10-month period in 1991 and 1992. During that period, 1,103 cases resulting in guilty pleas were appealed. A total of nine cases, 0.82 percent, were reversed by the Court of Appeals! There is little doubt those nine cases would have been heard, even without the automatic right to appeal.
- There were 235 guilty pleas in Kent County in 1993. Each appeal requires a 20-page transcript at \$2.35 per page. Court clerks spend an average of 1 1/2 hours on each. The overwhelming majority of these cases receive publicly funded legal counsel, costing an average of \$900 to \$1,000 in legal fees per case.

• In Wayne County, there were 500 such appeals. Chief Assistant Prosecuting Attorney George Ward estimates at least two full-time prosecu-

tors could be shifted to other functions if Proposal B passes.

• Taxpayers could save approximately \$3 million a year at the state level, based on Court of Appeals case-load estimates, if Proposal B passes. This does not speak to the hundreds of other individuals and small business owners waiting for justice to be dispensed, waiting their turns behind the paperwork explosion associated

with guilty-plea appeals.

The case for Proposal B is straightforward and honest. As author of the Senate resolution which placed Proposal B on the ballot, I was asked to comment on the proposed language. I believe it meets the test, it is clear, concise, non-technical and easily understood.

Proposal B is not the focus of large special interest groups and, therefore,

its funding will be limited. Instead, it will be promoted by the volunteer efforts of Michigan citizens who have an interest in justice.

It is a common-sense solution to a significant problem.

If approved, justice will be preserved, the appeals court will be able to eliminate a host of frivolous cases, victims will receive final justice much more swiftly, the appeals backlog will be reduced and Michigan's taxpayers will save millions of dollars each year.

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YOUR LINK TO A BETTER LIFE.

Lottery retailers can "cash in" on "Cash 5" promotion

by Jim Kipp
Acting Lottery Commissioner

Michigan Lottery retailers will have the opportunity to "cash in" on the "Cash 5" game this month with a super "buy five get one free" promotion. Starting Sunday, October 30, if players purchase a \$5 five-wager "Cash 5" ticket, they will automatically receive a free "Cash 5" easy pick ticket. The Michigan Lottery will offer this special promotion through Friday, November 25, at retailers statewide.

More than 1.5 million players have won cash prizes totaling over \$75 million since the inception of "Cash 5" in March 1992, including more than 300 top prize winners. In fact, two "Cash 5" players have each won the game's \$100,000 top prize on two separate occasions. A golf professional from Roseville and a resident of Sanilac County each won the \$100,000 "Cash 5" top prize two times within a six-month time period.

The Michigan Lottery conducts five



"Cash 5" drawings each week—Monday, Tuesday, Wednesday, Thursday and Friday—which means increased store traffic and more commissions for retailers. The Lottery's "Cash 5" game offers players a chance to win \$100,000 for matching five of 39 numbers drawn. Players also win prizes for matching four numbers (\$350) and three numbers (\$20).

In addition, because Lottery tickets make great holiday gifts, the Lottery will launch a holiday gift giving promotion in November. For the first time ever, the Michigan Lottery will introduce a holiday instant game with a top prize worth \$25,000. The new "Holiday Cash" instant game went on sale October 31 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.

Players simply rub off the latex covering and if any of "your symbols" match either of the "winning symbols," players win the prize shown below that symbol(s).

It's the perfect holiday gift! Best of all, this is the Lottery's first instant game with a top prize of \$25,000!

As part of the holiday promotion, Michigan retailers will give away free specially designed Lottery holiday gift cards which provide a unique way to package Michigan Lottery instant tickets as gifts. The cards, designed and perforated to hold all sizes of Lottery tickets

resemble red Christmas stockings with a Santa Claus peeking out from behind. The cards will serve beautifully as Christmas tree ornaments, gift box toppers, stocking stuffers or as stand-alone gifts.

The Lottery will also introduce two \$1 instant games, "Double Doubler" and "Golden Oldies," in November.

Players can win up to four times their prize in the new "Double Doubler" instant game, which goes on sale on November 14. If players get three like amounts, they win the amount. Then players rub off the "prize level" box on the ticket for a chance to win more. For a "single prize" level, the player's prize remains the same; for a "double prize" level, players win double the amount; and for a "double doubler" prize level, players win four times the amount—up to \$4,000!

Players will have fun with the new "Golden Oldies" instant game. Players can win up to five times on each ticket for prizes up to \$2,500. There are five "records" on each ticket and a "gold record." If any of "your record" numbers match the "gold record" number, players win the prize shown.

Michigan Lottery players have another way to win big with Lottery instant tickets. Players can use their non-winning tickets for a chance to appear on the "Megabucks Giveaway" weekly TV game show, where contestants can win up to \$50,000 in cash prizes.

Encourage your customer to enter the "Megabucks Giveaway" drawing. Players simply send three different non-winning instant game tickets along with name, address and daytime telephone number to: Lottery Megabucks, P.O. Box 30077, Lansing, MI 48909.

All "Megabucks Giveaway" contestants receive full "star" treatment, including limousine service for traveling around Detroit and a special luncheon at the Whitney Restaurant. Before the show, each contestant visits a television makeup artist and is photographed with the show's hosts Chuck Gaidica and Aggie Usedly.

The "Megabucks Giveaway" TV shows airs every Saturday night at 7:30 p.m. on a network of television stations throughout the state.

Thanks again to all of you, our Michigan Lottery retailers, for helping us achieve a record sales year (fiscal year 1993/93) for the third year in a row and, most significantly, a record return of revenue to the state School Aid Fund.

The Lottery has virtually something to offer every player, but it's the Lottery retailer who has the most impact on the sale of Lottery games through good customer relations, point-of-sale materials, winner awareness, in-store promotions, knowledgeable and enthusiastic employees and a competitive spirit.

It's a record year and we're all winners!

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Rent space in the AFD building. Located on 10 Mile Road, just west of Southfield Road in Southfield, the AFD office building is centrally located with easy access to I-696, the Southfield Freeway, Telegraph Road, Northwestern Highway and the Lodge Freeway.

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Family Foodland and Life Directions create unique partnership.

Family Foodland and Life Directions, Inc., of Detroit are creating a unique partnership. Together they are stepping into Lincoln Park High School with a peer motivation program that is helping eighth-graders realize the choices they make now may impact their future.

The program is beginning its second year with support from students, teachers and faculty. There are 300 students over- all who partici- pate in the pro- gram.

Julie Young, counselor at Lincoln Park, stated that "some kids have told me they stay in school just to attend the peer group sessions. The older kids have taken a more caring

interest to the younger students, instead of looking down at them as just children."

As a result of the program, eighth- graders have confidence in dealing with upperclassmen and they feel a sense of belonging.

Stephen Attard, a peer leader, stated "I am here to help these kids with any problems they may have."

According to Superintendent Randall Kite, "The program has been a positive experience for all persons involved."

The program is funded by local busi- nesses and individuals. Family Foodland made Life Directions, Inc.-Detroit a recipient of its annual golf fundraiser for

the past two years. A fully funded program, serving 300 students is \$33,000.

According to Tim Schrank, Family Foodland president, "that is not very much when you

consider how important the program is to the students."

If you would like to join Schrank and Family Foodland to continue this effort at Lincoln Park High School call (313) 342- 2020.



L-R: Tim Schrank of Foodland; Kurt Sebal, Executive Director of Penrickton; Bill Connor of Foodland and Julie.

NAWGA/IFDA names Dechow as award recipient

Mary Dechow, Manager, Government Relations of Spartan Stores, Inc., was named a recipient of NAWGA/IFDA's 1994 Distinguished Service Award in recognition of the support to a specific department within the association during the association's Midyear Executive Conference held in Colorado Springs.

The National-American Wholesale

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.



This Holiday Season, Miller High Life brands will run a special promotion for the benefit of the Associated Food Dealers Scholarship Fund and

Alternating Hemiplegia of Childhood. Watch for further details in the December "Food & Beverage Report", or call Richard George at 313-522-3706.

*Valid only with the following Miller Distributors: Action, Eastown, O&W and Powers.

Gobble Up THESE TREATS



Tony's

- Cafe Peking
• Pot Stickers • 8 Crab Rangoon
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AFD On The Scene



From left to right — John Loussia of Value Wholesale and John Alleman and Mark Campbell of Hormel Foods.

From left to right — Bob Fouch of The Kroger Company and Paul Stubelt and Jim Yankosky of Nabisco.



When retailers wanted a handling fee for bottles and cans, who was there to defend the retailers' rights in court against the Soft Drink Association?

AFD

AFD works hard for its members to help them make money and save money. Support us so we can support you! When our members needed help, AFD was there...

When the WIC department tried to throw nearly two hundred retailers out of the program, who was there to fight -- and win the case?

AFD

When Inkster retailers were unfairly charged with selling to a minor in a sting operation, who was there to defend them -- and win the case?

AFD

What trade association offers you the most health care options from providers such as Blue Cross Blue Shield, Health Alliance Plan and SelectCare?

AFD

When the legislature wants to pass bills that will cut your business profits, who is there to represent you in Lansing?

AFD

If you want to double your pay phone commissions who should you call?

AFD

If you want to save 25% on American Express Money Orders what association must you belong to?

AFD

When you need questions answered about the Liquor Control Commission, the Michigan Lottery or the Department of Agriculture who can answer them?

AFD

When you want a low rate on Visa/Mastercard Transactions who should you call?

AFD

With crime becoming a major issue, who offers the only reward program designed to protect your family, your employees and your business?

AFD

If you want to save money and make money what should you do?

Join **AFD** Today!

Join AFD today. Membership dues are \$150 for retailers and \$300 for suppliers. Fill out the membership application below send it to AFD with your check and let AFD work for you so you can start saving money and making money!

Membership Application

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Please Print:

Owner's Name _____ Name of Business _____

Address _____ City _____ State _____ Zip _____ County _____

Phone Number _____

Fax Number _____

Associated Food Dealers of Michigan
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Southfield, MI 48075
(810) 557-9600 or (800) 66-66-AFD



Terry Farida of Value Center Market and Tim Totin of Hygrade Foods.



Up, Up and Away! The Melody Farms' Hot Air Balloon gets ready for a lift off.

AFD On The Scene



Photo Left — The Melody Farms/Midwest Wholesale golf outing had a lot of familiar faces including many members and friends of the AFD.

Enjoying the Melody Farms/Midwest Wholesale golf outing



Bottom Photos left and right — The AFD Convenience Store Committee has a very positive meeting with Coca Cola discussing items of interest to smaller stores.



Schuette

from page 14.

provides him with a unique and broad perspective on public policy. His views on a wide range of issues have appeared in various Michigan newspapers.

He serves as a member of the board of trustees of the Rollin M. Gerstacker Foundation and Elsa U. Pardee Foundation. He also serves on the board of directors of the United Way of Midland County, the Michigan F.F.A. (Future Farmers of America) Foundation and is one of the founders of the Rural Development Council of Michigan. Schuette is a member of the National Advisory Committee to the University of Michigan College of Engineering and is a member of the Visiting Committee of the Gerald R. Ford Institute at Albion College.

In March of 1994, Bill Schuette joined the Midland-based law firm of Currie & Kendall, P.C., where he worked in the early 1980s. Currie & Kendall is one of the oldest and largest law firms in mid-Michigan, providing a variety of legal services.

A native of Midland, Mich., Schuette graduated cum laude from Georgetown University in 1976 where he received a Bachelor of Science in the Foreign Service. He also studied at the University of Aberdeen in Scotland and earned his law degree from the University of San Francisco in 1979.

If you would like to contact Schuette please call his campaign office at (517) 631-9300.

For 25 Cents, shopping carts for rent

Three supermarket chains in the San Francisco area recently started charging a 25-cent deposit to customers for the use of a shopping cart. The fee is refunded when the cart is returned to the store.

European supermarket chains have been using a system similar to this for years except the European stores charge more.

WHAT DOES IT MEAN TO YOU WHEN YOUR DOCTOR OR HOSPITAL "PARTICIPATES" WITH US?



A MESSAGE TO MICHIGAN'S SMALL BUSINESSES:

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In most cases, all you or your employees have to pay are deductibles and co-payments. And no matter how small your company, that means you get the same good deal we give our largest group customers.

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signed agreements to accept our allowed amounts as full payment for covered services. Why? Because almost four and a half million Michiganders are Blues members. Most physicians have a lot of our members as patients, and join the Blues to better serve them.

THE NUMBERS WORK FOR YOU.

Who participates with us? All 195 Michigan community hospitals. Three out of four physicians in the state. And 99 percent of all pharmacies.

Plus, as a Blues group, you gain the clout of the largest corporations because you're in

partnership with them—and with us—to purchase health care economically.

That's value. And it's the kind of value you only get with Blue Cross Blue Shield and Blue Care Network of Michigan. For more information, contact your local independent insurance agent or a Blue Cross Blue Shield sales representative.

"Make sure your physician participates in Blue Cross Blue Shield. Most do—and they work with us to hold down costs."

Frank J. McDewitt, D.O.,
Vice President and
Corporate Medical Director



AMERICA'S HEALTH SECURITY CARD.

Call your independent insurance agent
or Judy Mansur at
Associated Food Dealers: 557-9600



Blue Cross
Blue Shield
Blue Care Network
of Michigan

AFD On The Scene



Left to right: Russ Kittleson and Karen Bakewell from The Kroger Company.

Left to right: Larry Pierce from Farmer Jack, Mark Hooks and Roy Konieczny from Midwest Wholesale Foods.



Several former grocers pose with Mark Karmo (3rd from left, standing) for the AFD Food & Beverage Report.



More familiar faces take part in the Melody Farms/Midwest Wholesale golf outing.

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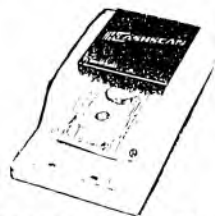
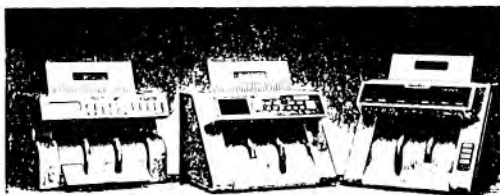
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AOIS Transaction Tracking

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

Snowflake Ball

The Associated Food Dealers of Michigan
cordially invites you to attend our 79th Annual Trade Dinner
January 20, 1995 at Penna's of Sterling Heights

Join Over 1,000 Industry Leaders:

cocktails & hors d'oeuvres

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Continental Baking	(313) 591-4132
Dolly Madison Bakery	(419) 691-3113
Koopfänger Bakeries, Inc.	967-2020
Ovenfresh	(313) 255-4437
S & M Biscuit Distributing	(313) 893-4747
Schafer Bakery	294-9166
Sunshine/Salerno	352-4343
Taystee Bakeries	476-0201

BANKS:

Comerica Bank	370-5204
First Federal of Michigan	(313) 965-1400
First of America—S.E.M.	399-5501
Greenfield Mortgage Co.	(313) 274-8555
Madison National Bank	548-2900
Michigan National Bank	1-800-225-5662
N.B.D., N.A.	(313) 225-1581
Standard Federal Bank	637-2543

BEVERAGES:

Absopure Water Co.	1-800-334-1064
Action Distributing	591-3232
American Brokers Association	544-1550
Anheuser-Busch Co.	354-1860
Bacardi Imports, Inc.	489-1300
Bellino Quality Beverages, Inc.	(313) 946-6300
Brooks Beverage Mgt., Inc.	(616) 393-5800
Cadillac Coffee	(313) 369-9020
Canadian Arctic Beverage	(416) 676-0201
Canandaigua Wine Co.	(313) 379-3644
Central Distributors	(313) 946-6250
Coca-Cola Bottlers of Mich.	478-2212
Consolidated Wine & Spirits	772-9479
Coors Brewing Co.	(313) 451-1499
Decanter Imports	344-6644
Don Lee Distributing, Inc.	(313) 584-7100
E & J Gallo Winery	643-0611
Eastown Distributors	(313) 867-6900
Everfresh Beverages	755-9500
Fajgo Beverages, Inc.	(313) 925-1600
Frankenmuth Brewery	(517) 652-6183
General Liquor	(313) 868-5100
General Wine	(313) 867-0521
Great Lakes Beverage	(313) 865-3900
Heublein	(313) 594-8951
Hiram Walker & Sons, Inc.	626-0575
House of Seagram	262-1375
Hubert Distributors, Inc.	858-2340
J. Lewis Cooper Co.	(313) 835-6400
L & L Wine World	588-9200
Lotts Distributors	(313) 336-9522
Miller Brewing Company	(414) 259-9444
Mohawk Distilled Products	1-800-247-2982
Mr. Pure Juices	(313) 379-3000
Nestle Beverages	380-3640
Oak Distributing Company	674-3171
Pabst Brewing Co.	887-2087
Paddington Corp.	(313) 345-5250
Pepsi-Cola Bottling Group	641-7888
Petipren, Inc.	468-1402
Powers, Dist.	682-2010
R.M. Gilligan, Inc.	553-9440
Royal Crown Cola	(616) 392-2468
Serv-U-Matic Corporation	528-0694
Seven-Up of Detroit	(313) 937-3500
Siroh Brewery Company	(313) 446-2000
Sunlike Juice Ltd.	(416) 297-1140
Tetley Tea Co.	(216) 331-4062
Thompson Beverage Co.	(313) 439-2404
United Distillers	347-2267
Vintage Wine Co.	294-9390
Viviano Wine Importers, Inc.	(313) 883-1600
Warner Vineyards	(616) 657-3165
Wolpin Company	(313) 933-7150

BROKERS/REPRESENTATIVES:

Acme Food Brokerage	968-0300
Ameri-Con, Inc.	478-8840
Bob Arnold & Associates	646-0578
Denha General Brokers	776-1610
DMAR, Inc.	399-0950
ELC Associates	624-5133
Hanson Faso Assoc.	354-5339
J.B. Novak & Associates	752-6453
James K. Tamakian Company	424-8500
Marks & Goergens	354-1600
McMahon & McDonald, Inc.	477-7182
Northland Marketing	353-0222
Paul Inman Associates	626-8300
Pfeister Company	(313) 591-1900
Stark & Company	851-5700
Trepcu	546-3661
UBC Huetteman	296-3000
VIP Food Brokers International	(313) 885-6156

CANDY & TOBACCO:

M & M Mars	363-9231
Sherrin'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 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
St. Mary's Cultural Center	(313) 421-9220
Taste Buds	(517) 546-8522
Tina's Catering	949-2280
Vassel's Banquet Hall & Catering	354-0121

DAIRY PRODUCTS:

American Dairy Association	(517) 349-8923
Bernie 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
Siroh'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
Bil 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 Hilldale Country Cheese	(517) 368-5990
Kali 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	772-0900
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Strauss Brothers Co.	(313) 832-1600
Tony's Pizza Service	634-0606
R.J. Reynolds	398-6300

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
Smith Meat Packing, Inc.	(313) 458-9530
Strauss Brothers Co.	(313) 832-1600
Pet 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
Beverage Journal	(313) 397-9100
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) 963-5522
The Beverage Journal	(313) 454-4540
WDIV-TV4	(313) 222-0643
WJBK-TV2	557-2000
WWJ-AM/WJOL-FM	(313) 222-2636
WWWW-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/SHACKS:

Better Made Potato Chips	(313) 925-4774
Frito-Lay, Inc.	1-800-24-FRITO
Goin' Nuts	437-9831
Harbour Foods, Ltd.	333-3014
Kar Nut Products Company	541-7870
Niklas 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

SERVICES:

A-I Building Maint. Services, Inc.	647-4630
Aarmco Security	968-0707
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
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
Eco-Rite, Inc.	683-2063
Edward A. Shuttie, P.C.	288-2080
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
Menezzer & 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 Rages, Attorney/CPA	(313) 961-8400
Sul S. Shmoun, 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
Telchek Michigan, Inc.	354-5000
Travelers Express Co.	1-800-328-5678
Ultracom	350-2020
Vend-A-Matic	585-7700
Whitey'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
Capstar, 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
Epo 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) 835-6785
H & O Distributors	(313) 493-0011
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) 762-5049
Sandler-Stone Co.	674-1100
Scot Lad Foods, Inc.	(419) 228-3141
Sherrard Foods Distributors	(313) 366-3100
State Fair Wholesale	(313) 893-4629
State Wholesale Grocers	(313) 567-7654
Stephenson & Stephenson	(906) 293-3851
Superman 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
Peet's Food Co-op	(313) 483-1520

Shopping

from page 1.

partments, represented 32 percent of new stores and 12 percent of stores closed in 1993.

The popularity of combination stores can be demonstrated by comparing them with conventional stores. Although conventionals still make up the majority of stores, they accounted for 70 percent of the stores closed in 1993. Over 40 percent of new stores were conventional.

Overall, the same percentage of stores were closed as were opened (3.4 percent). Companies are often replacing smaller stores with larger ones or replacing older, underperforming stores with new ones, according to *Store Development*.

Store remodelings were down. Slightly over 5 percent of all stores were remodeled, the lowest percentage since 1984. Over one-third of remodels were undertaken to add square footage. Because more remodelings added new departments than in 1992, the typical investment per remodel

increased \$200,000 to \$550,000 in 1993.

Costs in general rose in 1993. Typical construction and capital investment costs rose from \$71 per square foot to \$84 in 1993. Building costs remained about \$40 per square foot, while equipment, fixture and decoration costs rose 12.5 percent to \$40 per square foot.

—FMI

Merger

from page 1.

opportunities for growth.

Spartan Stores, Inc. operates nine distribution facilities in Michigan, Ohio and Kentucky. Its total 1993 revenue (year ending March 26, 1994) was \$2.19 billion. Roundy's Inc. operates 10 divisions in Wisconsin, Illinois, Michigan, Indiana and Ohio. Its total 1993 revenue (year ending January 1, 1994) was \$2.48 billion.

The hiring equation

When it comes to skill or attitude, which do you think is more important?

A young man once found himself in a room full of job applicants seeking the same position. Waiting for only a few minutes, he was the first of the group to be called into an adjoining room for an interview.

After a lengthy series of inquiries the interviewer posed a final question, "Can you give me an example of how you are able to think on your feet?"

Immediately standing up, the young man opened the door to the waiting room and said to the other applicants, "You can go home now. The position has been filled."

That young man certainly showed confidence.

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KENTWOOD MI 49512
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