



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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and its affiliate, Package Liquor Dealers Association

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## Inside

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Minors" campaign.**  
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enough.  
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## Coming next month! Made in Michigan Special Edition

To celebrate harvest time  
in Michigan, the *Food and  
Beverage Report* will focus  
on Made-in-Michigan prod-  
ucts in the October issue. For  
additional information and  
advertising rates, call Ray  
Amyot at (810) 557-9600 or  
(800) 66-66-AFD.

## Legislative Update

### USDA increases penalties for food stamp fraud

The USDA has implemented a  
new rule which is retroactive to  
October 1, 1993. This rule in-  
creases the penalties for traffick-  
ing in benefit redemption instru-  
ments (food stamps). Civil pen-  
alties can now reach up to \$40,000  
for all violations occurring during  
a single investigation. The previ-  
ous law was that no individual or  
organization could be fined more  
than \$40,000 over a two-year pe-  
riod.

**More Updates**  
page 19.

## AFD wins major "Bottle Bill" victory

### Retailers and the government to receive tens of millions of dollars annually

In August a State of Michigan  
Court of Appeals panel unani-  
mously ruled that Michigan beer  
and soft drink bottlers and manu-  
facturers are no longer entitled to  
keep the cash from  
unclaimed bottle  
and can deposits.  
Instead, this  
money will now  
go to the Michigan  
Unclaimed Bottle  
Fund for specified  
environmental  
clean-up purposes  
and to retail stores  
which must collect  
and pay the depos-  
its as well as  
handle, sort, store  
and return the bottles and cans.

In 1976, Michigan passed leg-  
islation commonly known as the  
"Bottle Bill," requiring that all  
carbonated soft drinks and beer  
must be sold in containers that  
carry a minimum deposit. At the  
time the law was passed, no men-  
tion was given to the ownership  
of unredeemed deposits. In addi-  
tion, the legislation failed to pro-  
vide a handling fee to retailers.  
Because consumers do not return  
all containers for refund, these  
unredeemed deposits began to  
accumulate. Bottlers, manufac-  
turers and distributors kept this  
money.

In 1989, AFD was a key  
player in convincing the legisla-  
ture to pass a bill requiring bot-  
tlers, manufacturers and distribu-  
tors to turn over the money to the  
State and retailers. A suit was  
brought by the Michigan Soft  
Drink Association against the De-  
partment of Treasury challenging  
the constitutionality of the law.

The AFD intervened in the  
suit, arguing that unclaimed de-  
posits on returnable containers  
were not the property of the bot-

tlers and distributors. AFD  
pointed to similar legislation in  
Maine and Massachusetts which  
had been upheld by courts in  
those states. The Michigan Court

of Appeals agreed.

According to the 1989 amend-  
ment and the court's ruling, if a  
distributor's or manufacturer's  
total annual deposits exceed the  
total annual value of refunds, the  
excess must be sent to the Depart-  
ment of Treasury for deposit in a  
revolving fund. The Treasury  
Department will disburse 75 per-  
cent to the Michigan Unclaimed  
Bottle Fund for environmental  
purposes and specified 25 percent  
be paid to retailers, based upon  
the percentage of returnable con-

tainers they handle.  
"This is a major victory for  
Michigan consumers, retailers  
and for the environment," says  
Joe Sarafa, executive director of  
the AFD.

"For the past 18 years  
retail stores have  
gone to great  
expense and ef-  
fort to help clean  
up the state.  
They collect,  
store, sort and  
return soft drink  
and beer bottles  
and cans and for  
their effort they  
have received  
nothing. This

legislation and the Court decision  
enable retailers to recoup some of  
their expenses and at the same  
time further environmental  
causes."

According to the court docu-  
ments filed and industry projec-  
tions, Sarafa estimates that the  
total cash received for unclaimed  
bottles and cans will be in the  
tens of millions of dollars annu-  
ally.

There is no word yet on  
whether the plaintiffs in the ac-  
tion intend to appeal the decision.



## AFD board elections slated for December

It is once again time to begin  
the process of choosing our new  
AFD board of directors for 1995.  
Any voting member of the asso-  
ciation may be nominated to sit  
on our board.

In order to be eligible, you  
must be a member in good stand-  
ing for no less than the prior 12  
months and you must be nomi-  
nated in writing no later than Oc-  
tober 14, 1994. All nominations  
require the support of 25 other  
members in good standing or a  
majority vote by the nominating  
committee. If you are a retail  
member, you must seek a retail  
position on the board. If you are  
a general member, you must be  
nominated to stand for election  
for a general director's vacancy.

In addition, the AFD will ac-  
cept nominations for regional di-  
rectors' positions for regions 1  
and 2. Call the AFD for bound-  
aries.

Please send your nominations  
with supporting signatures to the  
AFD Nominating Committee,  
18470 West Ten Mile Road,  
Southfield, Michigan 48075.

Our board of directors sets the  
policies by which the AFD is  
governed. We urge all AFD  
members to get involved by  
nominating candidates you feel  
will devote their time and talent  
to represent the food industry  
with professionalism and integ-  
rity.

Please call the AFD if you  
have questions.

## A great day for golf!

(L. to R.) Al Seychel,  
Keith Tipper, Jim  
Hawkins and Joe  
Daniels pose on a  
green during the AFD  
Annual Scholarship  
Golf Outing. A record  
288 golfers enjoyed  
the sunny weather  
and the chance to  
mix with fellow AFD  
members on the  
courses at Fox Hills  
and Golden Fox in  
Plymouth.



# Big Chief. Big Value.

Value — that's the big idea for consumers in the '90s. It's also a business concept that you deserve and your business needs. **Monitor Sugar Company's** staff of dedicated service specialists offers you outstanding value with every bag of **Big Chief brand sugar**.

Every time you stock **Big Chief brand products**, you'll work with service specialists who listen to your concerns and meet your needs. That's because **Monitor Sugar** is...

**Big On Service** — **Monitor's** service specialists are company-trained professionals who care about your business. They understand the industry and are able to help you develop effective and creative sales strategies.

**Big On Success** — **Monitor Sugar** service specialists have always been — and will continue to be — right there in your store when you need them.

Our goal is to help you achieve increased sugar sales that will add to your success.

When value really counts, you can count on **Monitor Sugar's service specialists**.

So when you're thinking big, think **Big Chief sugars**.



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



**Big Chief Sugars. Think Big!**

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**Executive Director's Report**

## Food Retailers object to "Non-Sale of Tobacco to Minors" Campaign

By Joseph D. Sarafa  
AFD Executive Director

On August 9, the Detroit Urban League kicked off its "Non-Sale of Tobacco to Minors" campaign with a media event at their Detroit office. The event included the release of the Youth Tobacco Act Study and the public burial of tobacco products.

We knew that the media would attend the event because the Urban League offered a "visual" for TV and photos (the burial of the cigarettes).

The AFD does not condone cigarette



smoking by minors. It is against the law and we encourage retailers to enforce this strictly. To help you, our offices offer complimentary stickers and pamphlets for display in your store. The AFD commends Detroit's Urban League for its efforts to dissuade our youth from smoking, however, we objected to their method.

I contend that the Urban League's program concentrates on the sale of cigarettes to minors, which places undue burden on the retailers and does not cut to the core of the problem. By drawing attention to the retailer's role, the Urban League is attempting to treat the symptoms instead of curing the illness, which must be addressed by heightened educational awareness, better parental supervision, teaching adolescents how to deal with peer pressure and strict penalties for minors who attempt to purchase cigarettes.

Because the AFD objected to this campaign, we felt we had to speak out on behalf of our members. We issued our own news release, objecting to the Urban League's attack on retailers. The press picked it up and we successfully got our opinion added to the news stories. The public must realize that the retailer is not the person who should be held totally responsible for tobacco use by minors.

Cigarettes are readily available to our

youth. They get them out of vending machines, from their parents' stock and from older friends. To place the responsibility of stopping our youth from smoking on our retailers is inappropriate and ineffective.

Currently there is no disincentive for minors to buy cigarettes. If they are caught trying to buy them, all the retailer can do is turn them away. The kids just go on to the next store and try again. The AFD believes that if our youth were to face the risk of a penalty for attempting to buy cigarettes, they would be less likely to try.

### AFD scores numerous victories in Primary Elections

The AFD contributed to the campaigns of 64 candidates including many non-incumbents in the House and Senate during the August primaries. These candidates all are supporters of business and particularly of the issues that affect our industry. Of those, we are pleased to say that 61 won their seats, for a 95.3 percent success rate. This bodes well for AFD's future with Michigan's legislature. With the help and support of AFD's members, we made our voice heard!

**Statement of Ownership**

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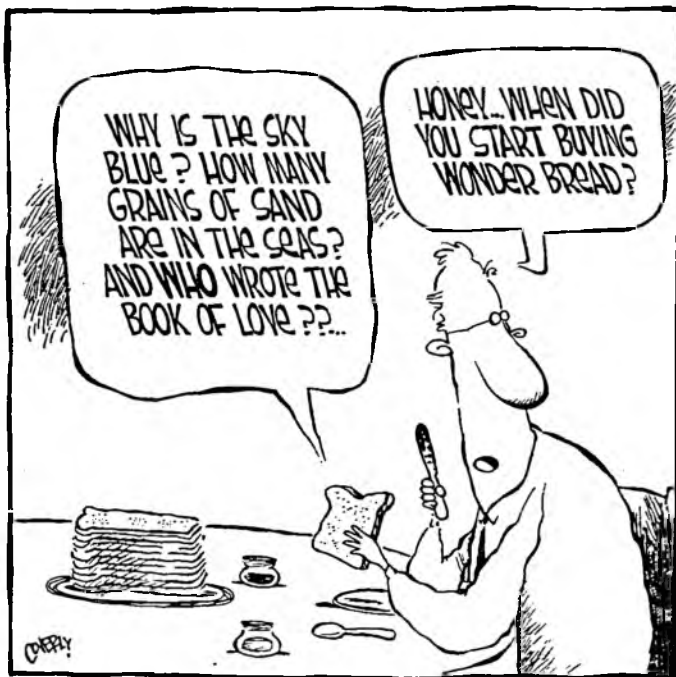
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AFD works closely with the following associations:



## The Grocery Zone

By David Coverly





# Insurance: What do I have and is it enough?

By Anthony J. Bellanca  
of Bellanca, Beattie and DeLisle  
Attorneys for the AFD

The whole complex question of insurance cannot be covered adequately in an article such as the following. We intend only to alert you to a few very basic facts, which may prompt you to investigate the matter.

There is no substitute for a qualified insurance agent on whom you can rely to give you the proper advice concerning what coverages you should have and how much. You should also consult with your attorney regarding the liability aspects of your business to determine what other measures may be taken to protect your business and its growth. This article may also direct your attention to your homeowners insurance policy on your residence. Many of the same comments made here concerning business properties also apply to your home.

Frequently, business owners do not

review their actual insurance policies until some calamity strikes or loss occurs or they get sued. This is a tragic mistake and the fact is that most people do not take the trouble to review their insurance coverages at all, let alone on an annual basis. There are many reasons why everyone should keep a constant watch on their insurance coverages and have them reviewed with a qualified insurance agent each year. Business owners who rent their premises from landlords often find themselves without insurance in the event of fire, theft or other casualty because they assume, incorrectly, that the landlord's fire insurance policy will protect their contents. They learn too late that they are not insured or that they are not adequately insured.

All insurance policies are not alike. They have numerous definitions, exclusions, and deletions in the fine print which serve to expand or limit coverages and these clauses are not

uniform between policies. Frequently definitions of coverages can also be different from policy to policy and from year to year within the same insurance company. It is, therefore, extremely important that when you seek to insure against a potential loss, that you know exactly how to define the loss.

If you own a building, the policy should be reviewed annually to make sure that you are adequately covered. You must also take into consideration improvements and additions to the building that you have made since the last insurance review to make sure that they are also covered. The cost of repairing or replacing a building changes dramatically from year to year. While your insurance may be adequate at the outset, over a period of time replacement costs may far exceed the amount of insurance which you carry.

Policies are available which will guarantee the replacement of the building

irrespective of the cost of repair or replacement. This must be considered and reviewed from time to time.

The next category of insurance coverage to which you should be sensitive, whether you own the building or are tenant, is contents, inventory and business interruption insurance. Remember that in some insurance policies the interior contents may only be covered for an amount which is a percentage of the building's value.

Theft and employee dishonesty are other insurance areas that require review.

Finally, and most important from your attorney's perspective, is liability coverage for injury to persons or property of business invitees or licensees on your premises. Lawsuits filed against business operators have resulted in ever-increasing verdicts and awards on new or expanded the-

**See Insurance**  
page 21.



## Aim & Score Big

The general food industry throughout the country, ranging from manufacturers to supermarket chains to local grocers, relies on ADVO for the timely targeted delivery of billions of advertising pieces every year. Through the utilization of its extensive media package ADVO is in all residential mailboxes every week of the year.

You can choose your ADVO advertising media product:

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- One of Seven Power Mail Products
- Client Supplied Pre-Print

All of which are attractively and competitively priced. Special prices available for qualified retail advertisers.

ADVO has the proven ability to produce timely results through the effective utilization of successful marriage mail solutions and services.

Let ADVO generate the advertising impact that your looking for. Call Michael Houran today at (313) 425 - 8190 to experience the ADVO advantage.



## Shopping for a solution to the cart corral/equal access dilemma

A suit in Washington against ten supermarkets again raises the question of how market operators can provide equal access to persons in wheelchairs while also preventing the theft of shopping carts.

The average shopping cart costs \$100. The average supermarket has perhaps 100 carts. That's \$10,000—an investment that some supermarket owners go to great lengths to protect. A common solution is to erect "corrals" or "security bollards," vertical posts spaced too narrowly for shopping carts to pass through. Such a corral not only keeps shopping carts from being stolen but it keeps them out of parking lots, where they dent cars and occupy parking spaces. Shopping carts in parking lots also are a nuisance to collect and return to the store, where the process begins all over again.

That approach may have worked in the past, but Americans with Disabilities Act regulations state that "[a]ny device used to prevent the removal of shopping carts from store premises shall not prevent access or egress of people in wheelchairs." (ADA Accessibility Guidelines 7.4)

Regulations further state that an "alternate entry that is equally convenient to that provided for the ambulatory populace is acceptable."

Some supermarkets have increased the distance between the vertical poles so that wheelchairs can pass through while at the same time installing gates with locks to keep shopping carts in. Persons with disabilities generally must alert store personnel to unlock the gate upon entry and exit.

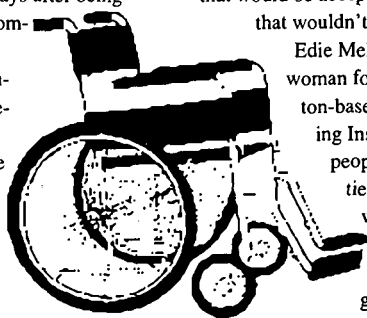
Disability-rights attorneys insist that such arrangements are insufficient.

"If you have to wait for a store employee to unlock something, you don't have free and equal access," said Paul Rein, an attorney who sued a Berkeley, Calif., supermarket that allegedly said they would try to have an employee watch for disabled persons in wheelchairs and go out and open another gate for them.

Rein said the notion of blocking access to save shopping carts is "particularly offensive." Rein's suit against the Safeway supermarket has been settled, with terms remaining confidential. How did the market solve the corral problem? It removed

the barriers two days after being served with the complaint, Rein said.

While many supermarkets and retail stores have managed to figure out a way to maintain access and retain their shopping carts, ADA regulations provide no specifications on corrals



that would be acceptable—and those that wouldn't be.

Edie Meleski, a spokeswoman for the Washington-based Food Marketing Institute, urges people with disabilities to negotiate with a supermarket owner before resorting to litigation.

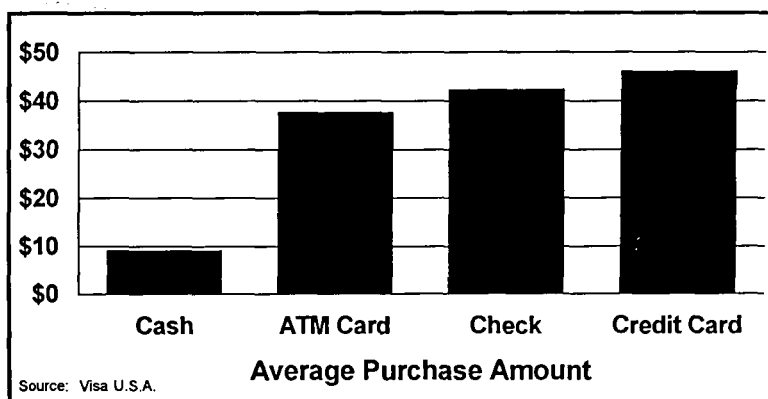
"That's what we encourage," said

Meleski, whose organization represents some 19,000 retail food stores, most in the U.S. "In some cases the markets may have been willing to settle but a suit was filed anyway."

Meleski said the institute, in cooperation with the Department of Justice, last year produced a 150-page *ADA Compliance Manual for Supermarkets*. The manual makes these

**See Equal Access**  
page 21.

## Looking for a way to increase your sales?



By accepting credit cards and ATM cards, not only are you offering your customers more ways to pay, but you may also **increase the amount they spend in your store!**

Plus, if you join Michigan Bankard™ Services' (MBS's) credit card processing program designed for AFD members, you can help control your costs with our low Visa and MasterCard credit card processing rates and our award-winning chargeback protection. Other great benefits of the MBS program are toll-free merchant support around the clock, the latest in POS terminals, and check guarantee services.

**Call Judy Mansur, Associated Food Dealers, at  
(313) 557-9600 or 1-800-66-66-AFD  
for details on the MBS credit card  
processing program for AFD members.**

Michigan Bankard Services is a division of Michigan National Bank, Lansing, Michigan.

## Congratulations Scholarship Winners!



Sponsor: Clarence Gabriel, Pepsi-Cola  
Scholarship Winner: Rachel Rucinski



Sponsor: Steve Walkercicz, House of Seagram  
Scholarship Winner: Jason Najor



Sponsor: Lana Kenaya, Ludington News  
Scholarship Winner: Alexander Rakovitis

**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 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 you should 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

**Join The Largest Food & Beverage Industry Trade Association In Michigan**

**Please Print:**

Owner's Name \_\_\_\_\_ Name of Business \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ County \_\_\_\_\_

Phone Number \_\_\_\_\_

Fax Number \_\_\_\_\_

**Associated Food Dealers of Michigan**  
18470 West 10 Mile Rd.  
Southfield, MI 48075  
(810) 557-9600 or (800) 66-66-AFD

## Letters of thanks from some of the 1994 scholarship recipients

"Thank you General Wine & Liquor Company for sponsoring my scholarship. I qualified for the scholarship because my father is a member of the AFD."

Anthony Hesano

"Dear Kroger Co., please be assured that I will put the scholarship fund to the best possible use, which is starting my undergraduate studies in the account curriculum at Eastern Michigan University with the goal of a degree in accounting and a subsequent career as a Certified Public Accountant."

Denise Adamson

"I am truly honored to be the recipient of the award from Ameritech Pay Phones and I think it is wonderful to know that hard work and determination are rewarded by your company."

Randall Meisner

"It is nice to know that Cellular One has taken the time to give back to our youth and assist them in furthering their educational endeavors."

Nicole Mallory

"Thanks in no small part to R.M. Gilligan, by the end of the next seven years, I plan on having become a new medical doctor of a new millennium."

Mervet Nafso

"Dear Faygo, it was a pleasure to meet you at the scholarship banquet; thank you for your support."

Janette Torrico

"I will be using The Pfeister Company scholarship award to pay for most of my books and lab fees this semester and it is greatly appreciated."

Ann Bragunier

"I was very excited to win the Canandaigua Wine Company scholarship."

Angela Gabbara

## Congratulations Scholarship Winners!



Sponsor: Nick Nickolay, Kar Nuts  
Scholarship Winner: Amanda McLenon



Sponsor: Rodney George, Melody Farms  
Scholarship Winner: Kristine Benz



Sponsor: James Fox, 7-Up Detroit  
Scholarship Winner: Clark Dawood



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Scholarship Winner: Mark Shaya



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Scholarship Winner: Nicole Mallory



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Scholarship Winner: Javon Brooks



Sponsor: Romy David, Kramer Foods  
Scholarship Winner: Jennifer Kattula

# Hungering for a complete pizza program...

## GET YOUR SHARE OF THE PIZZA MARKET!

Pizza outsells all other types of fast food. If your customers are ordering a delivery pizza to eat with the beverages they purchase at your store, why not sell them the pizza too!

*Perky's offers a complete freshbaked pizza program that delivers the quality your guests are hungering for.*



*Perky's patented Fresh Bakery Station, shown with optional lighted canopy.*

## 20 PIZZAS PER DAY RETURNS AN INVESTMENT IN JUST 6 MONTHS!

Perky's is designed to be like a franchise with everything included. But with Perky's there's no franchise fee or continuing royalties...just profit!

It's time to project a stronger bottom line and better serve your guests. You've heard of us, so call Perky's today!

# ...it's complete!

**perky's**  
fresh baked...pizza, etc.



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R.M. Gilligan, Inc.  
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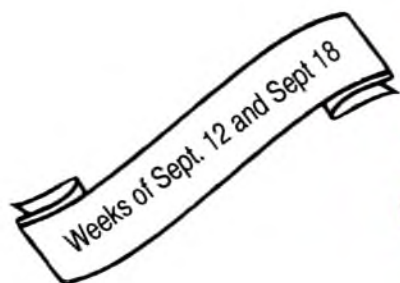
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# The Year of the Instant Game

By Jim Kipp  
Acting Lottery Commissioner

The Michigan Lottery could call this "The Year of the Instant Game."

The Michigan Lottery introduced several exciting new products this year that completely changed the Lottery's menu of instant games for players. The marketing strategy worked effectively—instant game sales skyrocketed to levels not seen in Michigan before.



In fact, sales for instant games year to date are up 48 percent over last year—which represents over \$100 million in additional sales. Instant game sales now account for approximately 32 percent of Lottery sales overall and continue to grow.

The Lottery's future is in the sale of instant games. Last fall and this spring, the Michigan Lottery unveiled two new kinds of instant games, "Wild Time" and "Bingo," that were completely different from any other scratch-off tickets sold in Michigan before. This new product line introduced players to a brand new style of

instant game play. It started a new trend in Lottery games and kicked off a great opportunity for retailers to increase overall sales and Lottery commissions.

The new product line has been very successful. Lottery retailers just set a new record for the highest weekly instant game sales to date. The record instant game sales week, set with the introduction of "Bingo" last spring, was recently shattered. Instant game sales for the week ending July 25, when the lottery introduced "Wild Time II," amounted to \$12.652 million. Players have responded enthusiastically to these games because they're fun to play, they're a great value and the games have lots of winners.

In addition, thanks to retailers, statewide instant ticket sales were at an all time high during the recent "Earn More in '94—Instantly" retailer incentive promotion. Last year for the contest period the Lottery sold \$83 million in instant tickets. This year's sales were \$138 million for an increase of \$55 million, 66 percent more than last year.

The Lottery can attribute the increase in both volume and product share of instant tickets to four major factors: the multiple game strategy, the \$2 instant game ticket, a change in retailer approach to selling instant games, and increased awareness and interest of players.

The Lottery offers players the chance to play lots of different kinds of instant game with many play styles and prize structures—at least two new games each month. We are very excited about now being able to offer our instant game players more choices, more chances and more fun. We're also excited about the opportunity this new market creates for retailers to increase sales, commissions and store traffic.

In September, the Michigan Lottery will introduce two new instant games, "Fortune Teller" and "Super Tic Tac Toe." The odds of winning a prize in each of these games are 1-in-6.

Players will get the chance to win up to \$5,000 in the new "Fortune Teller" game, which goes on sale September 5. If a player matches any of "your numbers" to the "lucky number," they win the prize shown below the winning number(s). Players can win up to five times on the "Fortune Teller" instant game ticket.

Players could win up to \$3,000 in the new "Super Tic Tac Toe" game, which goes on sale September 19. If a player gets three like symbols in any row, column or diagonal, they win the prize shown.

The Michigan Lottery will also feature a special Daily 3 game promotion

called "Bonus Nights" this September. Two nights a week from September 5 through October 1, the Lottery will pay 20 percent bonus on Daily 3 straight bets. During the Bonus Nights promotion, a \$500 winner will receive \$600 (\$100 bonus), a \$333 winner will receive \$383 (\$50 bonus), and a \$291 winner will receive \$341 (\$50 bonus). This four-week promotion is designed to build daily game sales and product awareness.

On a final note, the exciting "Michigan Lotto Sweet 16 Giveaway" second-chance promotion comes to a close this month. In the "Sweet 16 Giveaway," which began June 26, the Lottery gave away 16 new automobiles. The exciting cars that were given away included two of each of the following: Ford Probe, Oldsmobile Achieva, Dodge Shadow, Jeep Grand Cherokee, Ford Mustang CPE, Pontiac Grand Am, Buick Skylark, and Ford Mustang Convertible.

The Michigan Lottery truly offers a whole family of games, something for everyone. Virtually every day of the week Lottery players can choose from a variety of games, all with different ways to win great prizes ranging from thousands to millions of dollars.

Thanks to Michigan's Lottery retailers for helping to make this "The Year of the Instant Game."

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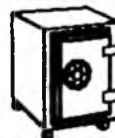
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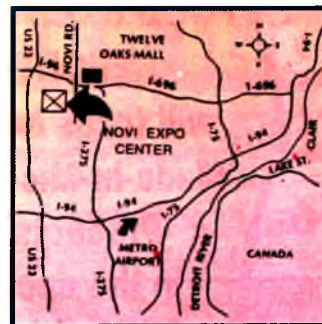
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Our workers compensation programs not only pay claims, but focus on prevention and cost controls in all facets of the program. The results: fewer claims per employee, reduced lost time and lower overall program costs.

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CoreSource combines the resources of a national operation with the responsiveness of a local company. From our 25 regional offices, we manage \$2 billion in client programs covering 1.5 million lives.

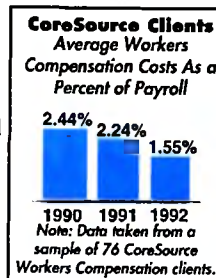
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## Crime Alert



### Supermarket receives major OSHA fine

Alleged OSHA violations recently cost one supermarket in excess of \$60,000. Here is a breakdown of their violations and the fines attached: The stockroom was cluttered, posing trip hazards.

- \$2,000
- Walkway in front of the store was cluttered and blocked with carts. \$1,500
- No emergency action plan for employees. \$2,000
- No lockout/tagout program and other violations while operating a baler. \$2,500
- Failure to have trained first aid responders at the store where there was no physician, hospital or clinic in near proximity to the store. \$2,000
- Exposed employees not trained in accordance to OSHA's Bloodborne Pathogens Standard. Failure to provide first aid supplies. \$2,000
- Fire extinguisher blocked. \$2,000
- Employees not trained to operate fire extinguishers. \$2,000
- Product storage in the stockroom was unsafe, stacked 8 feet high and not interlocked. \$2,500
- Trash compactor was not properly guarded, exposing employees to risk of amputation and crushing injuries. \$3,500
- Improper use of extension cords, i.e., used in place of permanent wiring. \$2,000
- Electric service, feeder and branch circuits were not properly marked, located or arranged so the purpose was evident. \$2,000
- Electrical panel boxes blocked. \$2,000
- Emergency exits were locked or fastened, preventing free escape in the event of emergency. Doors were latched with a steel bar and padlock. (It is important to note that the previous employer was cited twice previously for this violation [1974 and 1979]). Passageways and exit doors were blocked with shopping carts and trash containers. \$35,000
- OSHA Annual Summary of Occupational Injuries and Illnesses was not posted as required during the month of February. \$1,000
- The OSHA Log of Injuries and Illnesses was not certified as true

and correct for three years previous.

\$1,000

As you can see, it is extremely important to comply with OSHA's regulations. Violations can cost you dearly in fines and worse yet—could lead to injuries of your employees or customers. If you have compliance questions, call the AFD at (810) 557-9600.

## Calendar

September 13	Midwest Wholesale Foods Food Show Burton Manor, Livonia, Michigan
September 18-20	Supermarket Foodservice Conference Rochester, New York
October 2-5	Retail Store Development Conference Atlanta, Georgia
October 2-5	Consumer Affairs Conference San Antonio, Texas
October 9-12	National Frozen Food Convention Orlando, Florida
October 23-26	1994 Food Industry Productivity Conference Memphis, Tennessee

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### Midwest Wholesale Foods, Inc.

*Midwest Wholesale is a member of the Melody Farms family of food distribution.*

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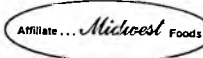
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- Candy & Spices
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- Cigarettes & Tobacco
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- General Merchandise
- Speciality Food Program



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Marsha Tyrrell (right) and son Bret Allan own and operate The Winery Goose Deli in Harbor Springs.



Members of the AFD Board of Directors meet with the Michigan Liquor Control Commissioners and key staff to discuss items of importance to AFD members.



When driving U.S. 31 to Petoskey stop by and visit AFD member JoAnn Pruss of Parti Mart.

## Waxed produce sign revisions

Here is the revised waxed produce sign as required by the FDA.

For the sign to be prominent and conspicuous to your customers, the required text, which includes the list of fruits and vegetables, must be 1/4" high. When adding other fruits and vegetables to your sign, these must also be 1/4" high.

# Produce

## Waxed for Freshness

These fruits and vegetables have been coated with food-grade vegetable-, petroleum-, beeswax-, and/or lac-resin-based wax or resin to maintain freshness.

APPLES	NECTARINES	RUTABAGAS
AVOCADOS	ORANGES	SQUASH
BELL PEPPERS	PAPAYAS	SWEET POTATOES
CHILI PEPPERS	PARSNIPS	TOMATOES
CITRUS	PEACHES	TURNIPS
CUCUMBERS	PEARS	
EGGPLANTS	PINEAPPLES	
MELONS	PLUMS	

No fruits or vegetables have been coated with animal-based wax.



Jay Jonna works with his father Yousif at Wine Depot in Warren.



Nick Haddad and family get ready to open a hot food section at Wyoming and Six Market.



Saad Kashat keeps the door open for customers at Winthrop & Six Market.



## AFD On The Scene



Ghadir and Wasam Yaldo offer a very good wine selection at Green Apple Food Ctr.



Yes! AFD even has restaurant members. Hu-Nan Restaurant of Petoskey uses AFD's workers' comp. program.



Customers love the excellent meat quality sold by Larry Kinaia and his sister Sarena at Fairway Foods.



Toski-Sands Party Store in Petoskey has an excellent selection of snacks, food and beverages. Owner Dennis Keiser is pictured.

### James Karoub, AFD lobbyist, dies at 65

Northville resident and powerful Michigan lobbyist James Karoub died July 23 in his home after a long battle with cancer. He was 65.

Karoub, a state representative (D-Highland Park) from 1962-68, founded the first professional, multi-client lobbying firm, Karoub Associates in 1968.

Some of the many clients Karoub represented included the Associated Food Dealers of Michigan, Michigan Automobile Dealers Association, Michigan Savings and Loan League and the Detroit Tigers.

In addition to his prestigious lobbying firm, Karoub served as a catalyst in race track legislation for the past 20 years. He was chief executive officer for the Michigan Racing Association and served on several boards of directors for race tracks.

"He was extremely influential in Lansing and also a very good friend to our industry," said AFD Executive Director, Joe Sarafa. "We will all miss him dearly."

The family suggests memorials be sent to Children's Hospital of Michigan, 3901 Beaubien Boulevard, Detroit MI 48201, or the National Kidney Foundation of Michigan, 2350 South Huron Parkway, Ann Arbor MI 48104.

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# If you can't see it, you can't steal it

by Shannon Swanson Taylor

Acts of vandalism, sabotage and loss of products could not be prevented until now. In the past, no alarm or device could actually prevent a loss. But now a product is available that actually does prevent



these problems—it's the MultiGard Fog Machine.

This new anti-theft device, offered by MultiGard Security Systems, Inc. of Dearborn Heights, works together with an existing alarm system to assure the security of your premises and possessions.

"We saw the Fog Machine in Europe where it was very successful in both the home and the business," said Lou Csordas, Vice President, Marketing of MultiGard.

"Normally when someone breaks into a business or home, the thief knows that by the time the police respond in 10 minutes or so, he has about five minutes to take what he wants and get out," Csordas said.

The fog machine produces such a quantity of impenetrable non-toxic fog within a few seconds that a burglar will be fogbound and completely disoriented. The fog spreads so fast and is so thick that prospective loot is hidden and absolutely safe. When the machine is activated, the protected space is filled rapidly and fleeing is nearly impossible if the burglar is surprised inside.

Csordas also said that the thief will become frightened by the fog before he even enters because he won't know if it's poisonous or if it is smoke from a fire inside.

There are many benefits to having

the fog machine. There are fewer losses, less damage and a much greater sense of security in your home or business. There are even special MultiGard Fog Machine alarm decals which come with each system to deter would-be thieves.

The fog is produced from a patented mixture which primarily consists of distilled water. It is non-toxic and harmless and leaves behind minimal or even no residue.

"There is little residue so there won't be any harm or danger to food products," Csordas said.

The fog leaves no traces and with thorough ventilation, will soon lift, without any damage.

"If there is no open door, fan, or any type of ventilation, it will take a couple of hours for the fog to dissipate," Csordas said. "But with good ventilation, it will take five minutes to blow it out of there."

The fog machine's small size allows much latitude in placement as long as the nozzle is clear of any obstruction. Its fluid contents are enough for four activations in the prescribed space, although refill is recommended after each activation and Csordas said the customer can service the machine himself.

Brad Keller, a retired Ford Motors employee, began the MultiGard company in 1970 when he retired. He was looking for a retirement business and had somebody come in and set up a security system in his home which made him feel better that his wife and children were safe.

MultiGard employees approximately 78 people ranging from installation and service technicians, system design engineers, customer service representatives, sales, and central station computer specialists.

MultiGard has a state of the art monitoring station which provides protection to homes and businesses 24 hours a day and computer specialists respond instantly to all police, fire, and security emergencies.

"Almost 50% of our business is commercial," Csordas said. "We have customers ranging from party stores to the Palace of Auburn Hills."

Other services that MultiGard offer besides the fog machine include: burglar alarms, telephone line security, closed-circuit TV, fire alarms, home automation, Bose music and sound, central vacuum and free security surveys.

Csordas said the company philosophy is "One of growth while maintaining outstanding customer

service."

For more information regarding MultiGard and the MultiGard Fog Machine, the phone number is (313) 562-2850 or toll free (800) 756-0330, the fax number in



(313) 562-1894 and the address is P.O. Box 906, Dearborn Heights, MI 48127-0906.

## Franco-American® salutes America's cool-cat with national introduction of Garfield Ravioli

Never one to cat nap, Franco-American® Pasta has expanded its line of Garfield canned pasta, featuring the popular Garfield comic cat character, to include a Ravioli variety.

Garfield Ravioli is plump ravioli



contain tomatoes, beef, enriched pasta and real cheddar cheese. It is available nationally in two sizes:

a 15-ounce can and a 26-ounce "family size" can.

Garfield Ravioli follows the successful introduction last fall of Garfield PizzaOs and Garfield PizzaOs with Beef Patties.

In explaining why ravioli was selected as the next entry in the Garfield line, Vince Melchiorre, Marketing Manager, Franco-American Pasta, said, "Ravioli consumption is rising quickly, and kids are big consumers of canned ravioli. This trend combined with the popularity of Garfield makes for a winning combination."

The Garfield character was created in 1978 by cartoonist Jim Davis. Today, it is one of the most widely syndicated comic strips appearing in more than 2,400 newspapers. The popular feline also appears in a top-rated Saturday morning program on CBS.

Like all other Franco-American kids' pastas, Garfield Ravioli contains no MSG.

Campbell Soup Company, based in Camden, New Jersey, is the maker of Franco-American products.



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## Legislative Update

### OSHA to implement new training regulations for Forklift Operators

The Occupational Safety and health Administration has announced that it will propose a new regulation in the fall regarding training for forklift operators.

It appears that OSHA will allow employers some discretion in how they train operators. However, the training must be "hands on" instead of by videotape or lecture instruction. In addition, OSHA has expressed concerns over indoor pollution caused by the forklifts.

### Changes in WIC ahead

Proposed changes in the WIC regulations are expected early in 1995. The regulations will address vendor (retailer) relationships in the following ways: it will establish a minimum authorization process for vendor selection, establish minimum training standards and provide uniform periods of sanction. It will also more clearly differentiate between fraud and human error.

The retail food industry strongly believes that the retailer is an important part of the partnership between the state, federal agency and the WIC recipient, and should have input into policy development.

The National Grocers Association/state association task force will continue to work with federal, regional and state WIC officials with a goal of making the program more "user friendly" for all parties.

### A key victory on PACA reform

On June 9, 1994, the House Appropriations Committee added language to the Agriculture Appropriations bills for fiscal year 1995 that would have given the Secretary of Agriculture discretionary authority to increase PACA license fees. NGA, FMI and NAWGA quickly rallied in opposition to this action and grocers nationwide called members of Congress in protest. Our action resulted in the introduction of legislation by Representative Kika de la Garza (D-TX), H.R. 4581, which would fund the PACA expenses.

## Centsible Super Saver "Sweeps" into Michigan

On the weeks of September 12th and 19th, Paul Inman Associates will present it's 16th annual Centsible Super Saver Sweepstakes program. Over 100 million money saving coupons on national brand products will be delivered by a full color insert in 50 major newspapers and R.O.P. ads in over 30 metro and suburban papers.

A saturation radio blitz with 1,000 sixty second spots will deliver the Centsible Super Saver Sweepstakes message to over 65% of the state's households. A \$20,000 sweepstakes with high consumer appeal rounds

## News Notes

For years the Centsible Super Saver Sweepstakes has helped customers save money on their favorite national brands and has introduced new products to them. By supporting Centsible Super Saver, the retailers have increased sales and profits during this period.

### Powers Distributing awarded new brands

Powers Distributing Company, Inc., was recently awarded several new brands by four different suppliers.

In August, Powers became the ex-

clusive distributor of Heineken and Amstel brands for all Oakland and Macomb counties. The new brands are imported by Van Munching and Company of New York and are the top selling imported beer and top selling imported Light beer respectively in the U.S.

Additionally, Powers Distributing also became the exclusive distributor for Corona, by Barton Beers.

Rounding out the new product lines for Powers Distributing Company, Inc., are Foster's Lager, the popular selling import from Australia and all Guinness Company brands including Bass Ale, Harp, Guinness and Moosehead. The company will distribute and market these brands in Oakland county.

**Call 1-800-441-1409.**  
**And while you stock the shelves,**  
**we'll work the phones.**

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YOUR LINK TO A BETTER LIFE.

## DCI appoints Collins to newly created position

Remo Antonioli, President and CEO of DCI Food Equipment, Inc., of Detroit and Grand Rapids, recently announced the appointment of Walter J. Collins to the newly created position of corporate director of sales.

Collins brings an extensive background in the business and food equipment industry.

He was President and CEO of



Electronic Management Systems, Royal Oak, Mich.; Collins Business Machines, Bradenton, Florida; and Cash Register Exchange, Sarasota, Florida.

Collins also served as sales manager at Savin Copiers, Troy, Mich. and also at Goodremonts Copier Company, Toledo, Ohio.



## HEALTH CARE REFORM IS COMING. ARE YOU PREPARED?

### A MESSAGE TO MICHIGAN'S SMALL BUSINESSES:

#### IF YOU'RE A BLUE CROSS BLUE SHIELD OF MICHIGAN CUSTOMER, YOU'RE PREPARED FOR REFORM.

We cover thousands of small businesses. And we're doing everything we can to make change easier for all of them. In fact, when you look at how we already do business, the proposed federal reforms may not seem so overwhelming.

Washington wants states to stop insurance companies from cutting people off or refusing them coverage because they're sick. Our job has always been to extend benefits to more people.

There's a lot of talk about managed health care. We already cover

Michigan with the Blue Care HMO Network and a large and growing PPO. And our Traditional plans have so many managed care features, they're hardly traditional any more.

Washington wants to lower administrative costs by switching from paper claims, which are expensive to process, to electronic claims, which are cheaper. Sixty percent of our claims are already electronic, and we're encouraging more physicians to switch from paper claims every day.

Financially, we're strong. Our reserves are solid, and we're among the strongest Blues plans in the country.

#### IF YOU'RE NOT A BLUES CUSTOMER, THIS IS A GOOD TIME TO BECOME ONE.

All told, we cover 4.3 million people

and expect to continue playing a major role in health care under a reformed system.

We saw change coming and we prepared for it. That's the kind of value you get only as a Blues customer.

For more information about options from Blue Cross Blue Shield and Blue Care Network of Michigan, call your local independent insurance agent or a Blue Cross Blue Shield sales representative.

*"Think of the Blues as a safe harbor when change blows in."*

Richard E. Whitmer,  
President and CEO



## AMERICA'S HEALTH SECURITY CARD.

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



Blue Cross  
Blue Shield  
of Michigan

## Michigan Sugar Company turns sweet beets into college cash

Michigan Sugar Company announced the 1994 winner of the Albert Flegenheimer Scholarship. Scott M. Reithel, Unionville, will receive \$2,500 for tuition at the college of his choice, Oakland University. He plans to study computer science and would like to apply his skills in the field of agriculture.

The son of David and Kathleen Reithel, Scott grew up on his family's farm where sugarbeets were raised. He earned some money for college by hoeing fields. Through F.F.A. and 4-H he gained leadership skills which he used in other areas of his high school activities.

The Albert Flegenheimer Scholarship is awarded annually to a graduating Michigan senior who plans to pursue a career in agriculture and has grown sugarbeets through 4-H or F.F.A. It is awarded by Michigan Sugar Company.

## Letters

Dear AFD:

Some vendors might feel a fellowship in this:

### A Vendor's Wail

We, the Rodney Dangerfields of retail food marketing, get no respect!

The receiver plays hide-and-seek with us, but does not seek.

Like the wolf in the story of the three little pigs, we stand outside the steel door, wanting in.

Pressing hard on the button of a bell (which probably won't work) we look around for a club to bump the door or we kick the steel door and hurt our toes.

The cold wind waters our eyes, rain pours down our collar or snow slushes on our glasses.

After 10 to 20 minutes of adding up our wasted time and dreaming of switches inside and out, connected to a flashing light, our eyes notice a sign reading "No Deliveries Accepted Today."

Your Honey Vendor,  
Bill Gant  
Lazy B Honey Ranch



## Equal Access from page 5.

points about supermarket entrances:

•Entrances play a vital role in forming a customer's first impression of a store. A high degree of accessibility integrated into the overall entrance design conveys to customers with disabilities that their business is welcome.

•In new construction, at least 50 percent—and preferably all—public entrances to a supermarket should be accessible to everyone, without requiring people to use out-of-the-way, visually and functionally separated ramps or stairs.

•Alternate entry to the store "is not as preferable as providing an accessible approach to the entrances that all customers can use.

•There are security bollard systems that prevent cart theft and still allow people using wheelchairs to pass. These systems sometimes require retrofitting of shopping carts.

The institute's manual does not provide design specifications for accessible shopping cart corrals. California, however, which in many ways has accessibility laws even stronger than the ADA's, offers these regulations on supermarket entrances. They may be useful in states that lack specific regulations:

- Each entrance/exit must be accessible.
- Openings must be 32 inches wide and unobstructed.
- Gates must open in the direction of travel and be unlocked during business hours. Gates must not operate an alarm, and cannot require more than 5 pound/foot to operate.
- A level area is required on both sides: 44 inches on each side of the opening and at least 48 inches in width.
- Where a gate is utilized, level area on both sides shall be a minimum of 60 inches in width and extend a minimum of 60 inches.
- When a gate is used, the bottom of the gate shall be within 3 inches of the surface.
- Path of travel should be designed to prevent barriers, including vehicles, from obstructing ingress and egress.
- Posts, rails and turnstiles shall allow a 32-inch-wide unobstructed path of travel.

## Insurance from page 4.

ries of liability. You may also wish to consider "umbrella" coverage which is secondary insurance that can be purchased to protect you from verdicts which may be so high that they will cause you financial ruin.

Another reason why all your coverages should be reviewed periodically is that sometimes when you first purchase your insurance, company will quote a lower rate in order to get your

business. After a period of time, the annual rate for the insurance rises to a point where it becomes far more expensive that it was initially. In changing insurance companies, you may be able to get a lower and more beneficial rate. A good insurance agent will assist you, if your agent can write policies for several insurance companies, he or she can assist you with the bid process. Otherwise, you may have to change agents to get more competitive rates. In summary, make sure that you have adequate coverage for your building and contents, including equipment

and inventory. Make sure that you have adequate limits of public liability and property damage insurance. Have these programs and coverages reviewed at least on an annual basis. Have your insurance agent send your insurance coverages out for bids to various insurance companies at least every two years. Keep adequate records of the acquisition of major pieces of equipment and other furniture and furnishings. Keep adequate records of any claims brought against you and secure your premises in the event of a casualty.

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## BAKERIES:

Ackroyd's Scotch Bakery & Sausage	(313) 532-1181
Anchor Cookies	(616) 962-6205
Awrey Bakeries, Inc.	(313) 522-1100
Continental Baking	(313) 591-4132
Dolly Madison Bakery	(419) 691-3113
Koepfing Bakeries, Inc.	967-2020
Ovenfresh	(313) 255-4437
S & M Biscuit Distributing	(313) 893-4747
Schafer Bakery	(313) 591-9166
Sunshine/Salemo	352-4343
Tastee 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) 616-0201
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
Don Lee Distributing, Inc.	(313) 584-7100
E & J Gallo Winery	643-0611
Eastown Distributors	(313) 867-6900
Everfresh Beverages	755-9500
F & M Coffee	851-5774
Faygo 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	588-2900
Lotts Distributors	(313) 336-9522
Miller Brewing Company	(414) 259-9444
Mohawk Distilled Products	1-800-247-2982
Mr. Pure Juices	(312) 379-3000
Nestle Beverages	380-3640
Oak Distributing Company	674-3171
Pabst Brewing Co.	887-2087
Paddington Corp.	(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) 932-2468
Serv-U-Matic Corporation	528-0694
Seven-Up of Detroit	(313) 937-3500
Spirits of Michigan	(313) 521-8847
Stroh Brewery Company	(313) 446-2000
Sunklike 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
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. Tanakian 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
Treppo	546-3661
UBC Huettner	296-3000
VIP Food Brokers International	(313) 885-6156

## CANDY & TOBACCO:

M & M Mars	363-9231
Sherm'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
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
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:

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
Macatawa Ent.	(616) 335-9551
Marketplace Insurance	553-2280
Frank McBride Jr., Inc.	445-2300
Miko & Assoc.	776-6851
Mitzi 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 Weingarden	(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 Hillsdale Country Cheese	(517) 368-5990
Kalif 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) 45-5880
Strauss Brothers Co.	(313) 832-1600
Tony's Pizza Service	634-0606
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
L.K.I. 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
Peel 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
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/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
Point of Sale Demo Service	887-2510
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-1 Building Maint. Services, Inc.	647-4630
Akram Mamou, C.P.A.	557-9030
American Express	312-587-0701
American Mailers	(313) 842-4000
Ameritech Pay Phone Services	1-800-441-1409
Bellanca, Beatrice, DeLisle	(313) 964-4200
Cellular One	590-1200
Central Alarm Signal	(313) 864-8900
Checkpoint Systems	1-800-257-5540
Christy Glass Co.	544-8200
CIGNA Financial Services	827-4400
Closed Circuit Communications	478-3336
C&J Parking Lot Sweeping, Inc.	759-3668
Detroit Edison Company	(313) 237-9225
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	827-4400
Michael McKernan CPA	(313) 459-1323
Menczer & Utterback 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
Nona & Company P.C., CPA	351-1760
Pappas Cutlery Grinding	(313) 965-3872
Paul Meyer Real Estate One	(313) 341-4522
PDK Labs, Inc.	(516) 273-2630
REA Marketing	(517) 386-9666
Frank Smith's Red Carpet Keim	645-5800
Peter Rages, Attorney/CPA	(313) 961-8400
Sarafa Realty	851-5704

SDIS Inventory	(313) 526-4200
Thomas P. Solits, CPA	(616) 698-8855
Southfield Funeral Home	569-8080
Thomas P. Solits, CPA	(616) 698-8855
Telecheck Michigan, Inc.	354-5000
Travelers Express Co.	1-800-328-5678
Vend-A-Matic	585-7700
Whitey's Concessions	(313) 278-5207
Wolverine Real Estate Services	353-7800

## STORE SUPPLIES/EQUIPMENT:

All-American Cash Register	(313) 561-4141
Ameri-Copy	1-800-888-1681
Belmont Paper & Bag Supply	(313) 491-6550
Bollin Label Systems	1-800-882-5104
Brehm Broaster Sales	(517) 427-5858
Brinkman Safe	739-1880
DCI Food Equipment	(313) 369-1666
Hobart Corporation	(313) 697-7060
MMI Distributing	(313) 582-4400
Market Mechanical Services	680-0580
Michigan Bale Tie Company	(313) 925-1196
Midwest Butcher & Deli Supply	689-2255
Refrigeration Engineering, Inc.	(616) 453-2441
Sales Control Systems	356-0700
Statewide Food Equipment Dist.	(313) 393-8144
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
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) 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
Maxwell Foods, Inc.	(313) 923-9000
McMenemy-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
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
Sherwood Foods Distributors	(313) 366-3100
State Fair Wholesale	(313) 893-4629
State Wholesale Grocers	(313) 567-7654
Statewide Financial Services	932-8680
Stephenson & Stephenson	(906) 293-3851
Spartan Stores, Inc.	455-1400
Super Food Services	(517) 777-1891
Superior Fast Foods, Inc.	296-7118
Tony's Pizza Service	1-800-247-1533
Treppo Imports	546-3661
Value Wholesale	(313) 862-6900
Weeks Food Corp.	727-3535
World Wide Financial Services	647-1199
Ypsilanti Food Co-op	(313) 483-1520



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