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. 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.

The convenience-minded shopper will find wine departments, prepared food departments, floral, seafood and other new merchandising influenced 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). One-stop shopping has also affected the types of stores retailers are building. Combination stores, which offer numerous service departments, have become more prevalent in recent years.
Catch These Cool Collectibles!
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.

Statement of Ownership

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AFD works closely with the following associations:

- NACS
- NAWGA
- FiAE
- FIAND
- MMAP
- FADA
- SARA
- SICP

Calendar

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The Grocery Zone

by David Coverly

I'D LIKE TO LODGE A COMPLAINT ABOUT THOSE SO-CALLED CHOCOLATE-COVERED GRASSHoppers...

FOOD & BEVERAGE REPORT, NOVEMBER 1994......3
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 Yaldoo 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 business is about," states Brian Yaldoo. "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 homemade 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 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 caters 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.
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 licensees 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

How to communicate with your U.S. Senators and Representatives

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

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

or

The Honorable (full name),
United States House of Representatives
Washington, D.C. 20510
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.

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  - Health Alliance Plan
  - SelectCare
- Golden Dental Plans
- Worker's Compensation
- Group Life and Disability
- American Express Money Orders & Money Grams
- Food & Beverage Report Advertising
- Legislative Representation
- Coupon Redemption
- Scholarship Awards
- Ameritech Pay Phones
- Educational Seminars
- Visa/Master Card Charge Services
- Magic Touch Debit Card
- TeleCheck (Guaranteed Checks)
- Trade Show
- Trade Dinner
- Golf Outing
- ADVO (Direct Mailing)
- Free Legal Consultation
- Free Accounting Advice
- Educational Video Library
- Cellular One Mobile Phone Discounts.

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:

Gold Sponsorship
Silver Sponsorship

Remember over 1,000 industry leaders attend our dinner and many of them will be your customers! Please consider sponsoring the 1995 Snowflake Ball. For information about the sponsorship packages, contact Daniell at (810) 557-9600.
New Members

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

A Catered Affair, Detroit
A I Building Maintenance, Birmingham
AA & MCO 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
Cedarville IGA, Cedarville
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
EcoRite, Royal Oak
Emperor’s Palace, Brighton
Fairfax Market, Groes Pointe Park
Fellowcraft Market, Detroit
Ferndale Save-A-Lot, Ferndale
First Nat’l. Pallet Rental, St. Louis, MO
Gabriel Food, Troy
Grafist 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
Kegger’s Convenience, Merritt
L & L Wine World, Troy
Lauren Sales, Detroit
Levan Wine & Deli, Livonia
Lincolnshire Party Store, Holland
Metro Equipment Inc., Detroit
Michael’s Liquor, Detroit
Mighty Midget, Allegan
Miller’s Party Store, Warren
Mona Lisa Liquor Shop, Warren
Murray Lighting Company, Detroit
NB Food Store, Detroit
Network Real Estate Services, Farmington Hills
Oakland Party Store, Southfield
Paradise Food & Liquor Market, Detroit
Park Place Liquor, Groes Pointe Park
Party Plus Food Market, Detroit
Paoneda Liquor Store, Highland Park
Patton Food Market, Detroit
Presto 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
Rivera 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
Scootie’s Bar & Grill, Niles
Serv-U-Well, Detroit
7-Eleven #62, Grand Rapids
Sal’s Shimoun, CPA, Southfield
Sergo 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 Cookslove, Vermontville
Theo’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
Westland Drugs, Westland
Wine Baron, West Bloomfield
Wine Castle, Livonia
Wolverine Golf Club, Macomb
Wolverine Real Estate, Southfield
Yaldoo’s Imported Foods, Lathrup Village

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FOOD & BEVERAGE REPORT, NOVEMBER 1994
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, monitoring, 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 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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FINER FOODS OF 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 sales and 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 1993 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, Governor 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.

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 businesses and industry, and four 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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10.....FOOD & BEVERAGE REPORT, SEPTEMBER 1994
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HUBERT DIST., INC. (810) 858-2340
CENTRAL DIST. OF BEER, INC. (313) 946-6250
PETITPREN, INC. (810) 468-1402
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.

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Cold Weather Essentials

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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, Jalapeno 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.
obey your thirst!
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.

Eliminate liquor ordering headaches once and for all with the new ... Sabre™ Liquor Wand

Now you can use state of the art technology to place your liquor orders to the MLCC’s AUDREY system and the new audio-response micro-computer systems now in use in the Lincoln Park, Lansing, Petoskey, Traverse City and Howell state stores.

The new Sabre Liquor Wand is an easy-to-use hand-held scanner which reads barcodes and converts them to touch-tone phone sounds.

NO MORE PUNCHING KEYS ON YOUR PHONE!

- Eliminate errors
- Save time and money
- Cut your phone bill
- Track your weekly orders
- Plugs into phone line
- Simple to use

The Sabre Liquor Wand unit comes with a quarterly catalog with barcodes for all board and special order products. Special grid system (see left) allows you to quickly compile your orders and track your orders each week. Receive a new catalog with each quarterly price change.

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

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Hours: Monday - Friday 8 a.m. 9 p.m. Saturday 8 a.m. - 7 p.m. Sunday 10 a.m. - 6 p.m.
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 plead guilty or no contest. This right was intended initially to provide an opportunity for appeals in cases where there was a clear mistake in the trial court's decision. However, this provision has been abused by criminals who are merely trying to delay the processes of their cases and appeal to higher courts.

The flaws in this system are numerous. Convicted criminals still have the right to appeal their cases with permission of the court, allowing the Court of Appeals to sort out which cases have merit. However, 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 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-
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 “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 card 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.

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For more information
810-557-9600
Ask for Joe
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 overall who participate in the program.

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 businesses 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.

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.
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?

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?

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

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

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

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

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

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____________________

AFD On The Scene

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

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

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.
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.

America's Health Security Card.

Call your independent insurance agent or Judy Mansur at Associated Food Dealers: 557-9600.
AFD On The Scene

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

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

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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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
professional pianist
sumptuous five course gourmet meal

Dancing In A Winter Wonderland
The Contours "Shaking 'em Down"
free caricatures & free photographs
free valet parking (optional)
formal attire preferred

Tickets are $700 per table of 10 or $160 per couple; please call Danielle MacDonald, AFD Special Events Director, to reserve your seat at the Snowflake Ball at (810) 557-9600.
Shopping

Departments, 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 conventional stores 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.

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

opportunities for growth.

Spartan Stores, Inc. operates nine distribution facilities in Michigan, Ohio and Kentucky. It’s 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.

—Roundy’s

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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SAGINAW MI 48603
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(614) 899-1331

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