



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:  
PACKAGE LIQUOR DEALERS ASSOCIATION

# FOOD & BEVERAGE REPORT

Associated Food Dealers  
18470 W. 10 Mile Rd.  
Southfield, MI 48075

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and its affiliate, Package Liquor Dealers Association

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## Welcome new board members

The AFD Staff and Board of Directors wish to welcome Alaa Naimi and Brian Yaldoo to the Board of Directors of the Associated Food Dealers of Michigan.

Alaa Naimi is an owner of Thrifty Scot Super Market and Joy Thrifty Scot, both in Detroit.

Brian Yaldoo is an owner of Majestic Market, Inc. in Southfield.

We are happy to have you aboard!



A fantastic time was had by all, including the Board of Directors, at the AFD Snowflake Ball. More ball information inside on page 9. Look for more photos next month.

## Legislative Update

### Welfare reform contains block grant for food stamps and WIC

The House of Representatives will spend the first 100 days of the 104th Congress voting on bills outlined in the Republican "Contract with America." One plank of the contract, the Personal Responsibility Act, overhauls the current welfare system to reduce government dependency and gives greater control to the states.

Specifically, it contains a proposal to cap the spending growth of several major welfare programs: Aid to Families with Dependent Children (AFDC), Supplemental Security Income (SSI), and public housing. In addition, 10 nutrition programs, including food stamps, the Women Infants and Children (WIC) and School Lunch and Breakfast programs are consolidated into one discretionary block grant to the states. The states will be given flexibility to create

**More Updates**  
page 4.

### Arthurhultz elected to chair the Liquor Control Commission

By a unanimous vote, the Michigan Liquor Control Commission elected Commissioner Philip Arthurhultz its chair for 1995. Arthurhultz was nominated for the post by Maxine L. Perry, who has chaired the Commission since 1991.

In accepting the position, Arthurhultz thanked the commissioners for their votes and said, "Mrs. Perry has done an incredible job as chairperson and if I can live up to the goals she has set, I will consider my term a success."

Arthurhultz noted that the Commission, staff, and the people of Michigan owe Perry a debt of gratitude for the work she has done in her years as chairperson.

"I will be spending the next few weeks getting up to speed on the various functions of the Commission and the status of the various issues," said Arthurhultz.

Arthurhultz was appointed by Governor Engler on December 29, 1994, to a term

**See Arthurhultz**  
page 8.

## Sales Tax—Not all food items are exempt

by Joseph R. Kramer, Partner  
Bellanca, Beattie and DeLisle  
P.C.

Attorneys for the AFD

On November 26, 1991, the Department of Treasury for the State of Michigan issued a bulletin to clarify the applicability of sales tax to various food items. The purpose of this article is to give you a general overview of the position of the Michigan Department of Treasury. With the explosion of deli counters and self-service soup and salad bars in the food industry over the last several years, we felt it important to remind you of the interpretation given to the sales tax law by the Department of Treasury.

The following list is not intended to be all inclusive, but only to highlight some of the aspects of the bulletin which may apply to food stores and particularly those with deli counters and soup and salad

bars. You should refer any questions to your attorney or to your tax preparer and ask them to review Revenue Administrative Bulletin 1991-18.

1. Food Stamp Purchases—All food stamp items, including deli trays, purchased with food stamps are exempt from tax.
2. Bakery Items—Generally speaking, all bakery products sold by a grocery store or bakery for off premises consumption are exempt from sales tax.
3. Soup and Salad Bars—Food displayed on salad or food bars for carry-out is considered prepared food for immediate consumption. Thus, it is subject to Michigan Sales Tax. All food cooked and maintained at a temperature higher than the surrounding air temperature is food for immediate consumption and is taxable. This includes food kept warm on food bars, such as soup, chili, cheese for nachos, etc.
4. Delicatessen—Generally

**See Sales Tax**  
page 20.

## Top Ten Product Categories

(as a percentage of merchandise purchases at  
convenience stores)

Tobacco	27.9%
Beer	13.2%
Fast Food	11.7%
Soft Drinks	9.5%
Milk & Milk Products	4.8%
Candy & Gum	4.8%
Salty Snacks	4.4%
Groceries	3.9%
Publications	3.1%
General Merchandise	3.1%

Source: CPS, June 1994

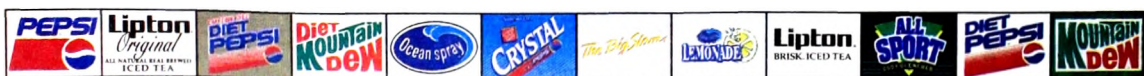
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## Executive Director's Report

# Top ten food trends

By Joseph D. Sarafa  
AFD Executive Director

At the start of each year, I look into my crystal ball to see what trends will emerge over the coming year. Here is a list of what's in store for 1995. In Letter-



- man fashion, I am giving them to you in descending order:
10. **Mall Madness** - Expect to see convenience stores opening up in America's shopping malls. These limited convenience stores will carry such items as tobacco, publications, snacks, soft drinks and ice cream. Already popular in Canada, this trend will grow in the U.S. over the next few years.
  9. **Branded Meats** - Meat companies will try to imitate the success of branded chicken with branded beef and pork. Advances in packaging can provide a

longer shelf life.

8. **Marketing** - Frequent shopper programs continue to grow. Now used by 18 percent of supermarket chains and 14 percent of independents in the U.S., their success will mean more are on the way.
  7. **Crowded Counters** - Check-out counters are already crowded with everything from gum and candy to magazines and batteries. Now watch for small soft drink coolers selling single cans and bottles of pop, juice, water, etc. Combined with traditional displays at the check out counter, stores will try to increase impulse sales.
  6. **Sampling** - Food store sampling is a very effective way to merchandise a product. It increases sales during the sampling period and creates an aura of excitement in the store. Expect to see this trend grow as new stores add permanent sampling areas.
  5. **Prepared Foods** - The prepared foods revolution continues. In the U.S., 47 percent of new chefs graduating from school are employed by supermarkets, which are turning toward providing prepared meals. After all, the restaurant industry took away many supermarket customers during the 1980s. Now they will try to get them back.
  4. **Recycling** - Forgotten in the recycling efforts of paper, plastic and glass is
- steel. Steel can recycling has increased steadily in the 1990s and should reach a 66 percent recycling rate by year end 1995.
3. **Nutrition** - Traditionally, taste and price are the top two factors when deciding which packaged foods to buy. Not any more. Nutrition will be the most important factor for American consumers and nearly 90 percent of them will read labels most or some of the time to find out the nutritional content.
  2. **Calories Still Count** - For years Americans have been warned to reduce their fat intake. So if the percent of fat in the diet is decreasing, why are Americans getting fatter? Because total caloric intake by adults is increasing. In 1995 consumers will try to balance their reduction of fat with the need to also reduce calories. Manufacturers will attempt to meet the demand for products that can reduce both and still taste great.
  1. **Food Prices** - Food price inflation for all of the 1990s has been below the total inflation rate. This year may be the exception for a number of reasons: increased packaging costs for such heavily used items as paper and plastic; government regulations; and increases in transportation costs and crop losses caused by Mother Nature, particularly flooding.

## Calendar

March 5 - 8	NAWGA/IFDA Convention, Dallas, Texas
March 11 - 14	Annual Produce Conference, Fort Myers, Florida
March 13 - 14	1995 FMI Public Affairs Assembly, Rochester, NY
March 22	Category Management: The Merchandising Tool of the Future, Adams Mark Hotel, Memphis, Tennessee
April 23 - 25	Supermarket Pharmacy Conference, San Antonio, TX Marriott Rivercenter Hotel
April 25 - 26	AFD Trade Show

## The Grocery Zone By David Coverly



## Statement of Ownership

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AFD works closely with the following associations:



**NATIONAL GROCERS ASSOCIATION**

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Food Industry Association Executives





## Crime Alert

### Be aware!

#### Fake bills circulating

It has come to the attention of the AFD that a rash of counterfeit \$100 bills is circulating through the Metro Detroit area. Please remember, \$100 bills from 1990 on have a small strip that repeats "USA 100" and runs from the top of the bill down to the bottom. You can see the strip when holding it up to the light.

Authentic bills, from 1990 on, all possess this strip. Counterfeit bills may not. Also remember that authentic \$100 bills prior to 1990 do not carry the strip.

#### It pays to be certain

Accepting these false bills can cost you a great deal of time, money and aggravation. The AFD now sells two devices that can help you identify money.

The first is a simple pen. Write on the bill. If the pen color is yellow, the bill is authentic. If the pen writes brown, look out!

Our second device is called a cash scan. Slide money into the machine and it will immediately detect counterfeit bills.

For more information on both products, call Liz at the AFD at (810) 557-9600.

### Bogus checks hit Wayne County

Several hundred forged payroll checks are currently circulating through Wayne County.

These bogus checks appear to be payroll checks from Asbestos Removal Technologies, Inc. and are issued to a wide variety of individuals. The majority have been cashed at convenience stores and party stores in Wayne County.

Joe Sarafa, executive director of Associated Food Dealers of Michigan, warns all individuals who are in a position to cash checks, particularly those who operate convenience and grocery stores, to be wary of these computer-generated, authentic-looking checks. If an individual attempts to cash a check that you believe is fraudulent, Sarafa says to call your local police department immediately.

If possible, get a good description of the person that brought in the check, along with the make, model and license plate number of the vehicle that the person was driving.

## Legislative Update

### Legislative Update

From Page 1.

their own programs and provide food assistance to economically disadvantaged individuals.

Another proposal, contained in Sen. Nancy Kassebaum's (R-KS) Welfare and Medicaid Responsibility Exchange Act (S. 1981), echoes the need to reform the current welfare system and transfer the responsibility for assistance programs to the states, while beginning the process of shifting responsibility for Medicaid to the federal government. In Sen. Kassebaum's "swap" proposal states would be given complete control and responsibility for the AFDC, WIC, and food stamp programs. Details of exactly how the states would administer the programs in both proposals are not available and would be determined on a state-by-state basis.

The promise in the "contract" to bring each measure to the House floor for a vote means that a first cut at welfare reform will take place in the House before April 13, 1995.

—FMI

### New Food Safety Department established for USDA

In October, President Clinton signed into law legislation creating a new Food Safety Department at the U.S. Department of Agriculture (USDA). It calls for downsizing the number of USDA employees and streamlines and consolidates farmer service agencies around the country.

The bill separates USDA food safety activities from its farm marketing activities through the establishment of an Under Secretary for Food Safety. It also established an Office Environmental Risk Assessment requiring risk/benefit analysis of proposed major regulations affecting public health, public safety and the environment.

—NHRGA

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## AFD On The Scene



*Jonna's Fine Wines in Farmington Hills promotes beer and wine specials for the 1994 holidays.*



*AFD Board of Directors met with Saul Green, United States Attorney Eastern District of Michigan, to discuss cash transaction reporting requirements and food stamp issues.*



*AFD Chairman Nabby Yono speaks to a group waiting to receive turkeys; 1994 was AFD's 14th year of helping those who may be less fortunate.*



*Henry Bahrou and Yvonne Sesi with owner Romel Kejbou of Sav-Plus Super Store in Pontiac.*



*Ghalib Mona in the cigar humidor at Lil' Havana Tobacconist in West Bloomfield.*

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## A tradition of "Kowality"



by Shannon Swanson Taylor

After 75 years of successful business, Kowalski Sausage is looking forward to celebrating their 75th Anniversary in 1995.

Owned and managed by the Kowalski family, it has built a reputation for manufacturing and distributing the finest meat products for discriminating delicatessens.

Based on the philosophy of

"Kowalski Kowality," the business is now run by the "kids" in the family: Linda (Kowalski)



Jacob, corporate secretary and Michael

Kowalski, president.

When their father died, the pair took over the

Hamtramck company with their sister, Audrey (who recently stepped down as president).

Improvements made by the Kowalski heirs have been numerous. First, they tore down an old brick smokehouse and built a new one and switched to personal computers.

Today they are looking at making their products and their name more widely recognized.

"We have been doing a geographical expansion," said Kowalski. "We're going to expose our products to the whole state, northern Indiana and northern Ohio."

At this time, over 1,000 stores carry Kowalski products and Kowalski owns 13 delicatessens of their own.

These Kowalski delicatessens enable the company to have their products taste-tested directly by customers providing them with valuable consumer marketing information.

Kowalski also operates a fleet of refrigerated delivery vehicles which are driven by well-trained salesmen. These deli experts service major Detroit chains and many independents.

Kowalski has a variety of products available. From salami and sausages to bologna, bacon, bratwurst and boneless turkey breasts, "Kowalski is always making constant improvements in the way we provide our products," said Kowalski. "We are always trying to stay on top of what our customers are asking from us."

Kowalski also offers assorted party trays. Each features an appetizing array of meat, cheese, bread and garnishes.

To ensure product quality, the meat is given a battery of testing from lean tests to chemical analysis.

"If we get a supplier that doesn't meet our qualifications, we don't use it," said Kowalski.

Kowalski Sausages have always been made in the "old world" way with a stubborn adherence to original Kowalski formulas brought to the United States 75 years ago.

The company has come a long way and made many changes since its beginnings, but according to Michael Kowalski and Linda Jacob, one thing will never change, the tradition of Kowalski Kowality.



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## New Members

The Associated Food Dealers of Michigan welcomes these new members who have joined in October through December 1994:

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Alpine Market,  
Detroit  
Best Buy Foods,  
Detroit  
The Beverage Journal,  
Canton  
Booth Newspapers,  
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Century Marketing,  
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J & M Party Store,  
Grand Rapids  
Jimmy's Party Store,  
Detroit  
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Roseville  
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Davisburg  
Liberty Foodland,  
Waterford  
Lil' Havana Tobacconist,  
West Bloomfield  
Linwood Liquor,  
Detroit  
M-15 Party Store,  
Ortonville  
Maria's,  
Manchester  
Maxwell Foods,  
Detroit  
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Detroit  
Orion Market,  
Lake Orion  
Outer Drive Market,  
Detroit

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Plymouth  
Pick-N-Party,  
Detroit  
Quick Shop Market,  
Detroit  
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R.T.'s Family Market,  
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River Rouge  
Ship 'N' Shore,  
St. Clair Shores  
Skyjack Ltd.,  
Pontiac  
Spotlite Market,  
Detroit  
Sterling Square Liquor & Wine,  
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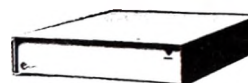
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# Something new: Limited Liability Companies

by Michael J. Lograsso  
In conjunction with CIGNA  
Financial Advisors, Inc.

As a sole proprietor, you've enjoyed watching your business take off. Your customer base is building, orders are steady, and your overhead is under control. But with this growth, you now realize you can't handle everything yourself. You need to take on a few partners, attract investors, and protect your personal assets from the company's liabilities.

You've reached a turning point: it's time to run your company in a more formal manner. But should you and your partners set up the business as a corporation or partnership? The answer may be neither. As an alternative, consider the limited liability company (LLC), a new form of business organization becoming popular among small business owners that combines some advantages of a corporation and a partnership. A large majority of states have now enacted laws authorizing LLCs, and other states are considering LLC legislation.

## Compare the LLC

Why the need for an LLC? LLCs can offer a competitive advantage over corporations and partnerships in three areas: taxes, liability protection and flexibility. Although the LLC statutes vary among the states, it's possible to generalize about how LLCs measure up against other business arrangements.

- **Taxes.** If the LLC is structured properly, it will be taxed like a partnership for federal income tax purposes. That means no tax at the company level. Like partnerships, LLCs distribute income and losses directly to owners who then report these items on their personal income tax returns. Being taxed like a partnership avoids the double taxation problem faced by shareholders in a corporation. Corporate earnings can be taxed twice, first as income to the corporation, and again as dividend income when distributed to the individual shareholder. This combination of two tax rates can mean a much

higher tax cost than the single tax on LLCs.

- **Liability.** In general or limited partnerships, general partners can be held personally liable for the company's debts and obligations, as well as other partners' mistakes, a big deterrent to many would-be entrepreneurs and prospective investors.

Additionally, in certain situations, limited partners who became actively involved in running the business have been reclassified as general partners and lost their limited liability protection. But LLC owners, like corporate shareholders, are shielded from personal liability beyond the value of their investment. Their personal assets are generally not subject to the claims of business creditors. LLCs avoid the threshold problem in forming a limited partnership, finding a general partner willing to be exposed to the business's liabilities.

- **Flexibility.** The various state laws authorizing the use of LLCs generally permit their use in almost any type of business. LLC organizers have broad discretion in deciding who will manage the company. Often an LLC is managed by a small group of the company's owners. And, while LLCs share some subchapter S corporation advantages, such as limited liability and taxation only on the individual level, they have far fewer restrictions. For instance, foreign investors, corporations, partnerships and most trusts are prohibited from becoming S corporations shareholders, and the maximum number of shareholders is limited to 35. Further, S corporations may have only one class of stock outstanding, meaning that all shares must have the same liquidation rights and rights to dividends (voting rights may differ). In

contrast, LLCs have no such limits.

## Forming an LLC

In states authorizing LLCs, forming an LLC typically involves filing articles of organization with the state. This document is generally analogous to a corporation's articles of incorporation and contains basic information about your company. The fundamental governing document is the operating agreement which outlines the rules for operating the business and allows the owners to allocate ownership interests in any desired fashion. It is generally a flexible, private agreement that can be customized to meet your business needs.

## Disadvantages

If you are already doing business as a C corporation or S Corporation, you may face a host of taxes, expenses and complications. Moreover, as LLCs are not yet recognized in every state, the limited liability status of an LLC in a state which has not yet adopted LLC authorizing legislation is unclear. If your LLC tries to do business in one of those states, you still could be exposed to unlimited liability.

Since LLCs are relatively new and untested, many legal issues have yet to be addressed by statute or by the courts. Additionally, failure to carefully follow the LLC guidelines established by the IRS could nullify the tax advantage, which would subject an LLC to corporate or "double" taxation. And there are no guarantees that the earnings of businesses conducted as LLCs will not be subjected to some form of taxation in the future. A few revenue-hungry states have already expressed such an interest.

Is the LLC the entity of choice for you? That depends on a number of factors. Adopting or changing your form of business requires careful consideration of your business, tax and financial needs and legal risks. An experienced professional advisor can assist you in making that decision.

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## Arthurhultz

From Page 1.

expiring in June 1998. He replaced Alex Laggis who took a new position with the Department of Commerce.

Arthurhultz brings a distinguished career in government service to his new position. He served for 16 years in the Michigan Senate, representing the 33rd District on the western side

of the state. He was the majority floor leader for the last ten years and chaired the Senate Ethics Committee and served on the Appropriations and Government Operations Committees. He has also served as the Director of the Senate Republican Research staff and is a former assistant to U.S. Congressman Guy Vander Jagt.

Perry will continue to serve on the Commission.



## About the Snowflake Sponsors

Here is some information about each of the 1995 Snowflake Ball Sponsors:

**Hiram Walker & Sons, Inc.** is the only distilled spirits company with their U.S. headquarters based in Michigan. Hiram Walker & Sons has responsibility for the sales and marketing of a portfolio of premium brands which includes Kahlua Liqueur, Courvoisier Cognac, Canadian Club Whisky, Beefeater Gin, and Cutty Sark Scots Whisky.

**Heublein, Inc.** is the only distilled spirits company with a manufacturing facility in Michigan. The state of the art plant in Allen Park, Michigan, produces such great products as Smirnoff Vodka, Arrow Cordials, Heublein Cocktails, Christian Brothers Brandy and Jose Cuervo Tequila for the United States.

**Philip Morris** markets brands such as Virginia Slims, Benson & Hedges, Merit Basic and Marlboro. Philip Morris' 1995 goal is to provide high quality products, promotions, service, and exceptional retail support.

**Spartan Stores, Inc.**, a retailer-owned wholesaler, provides products and services to over 450 independent stores throughout Michigan, Indiana and Ohio. Service is provided to their retailers from two distribution centers: The Grand Rapids headquarters and a second facility in Plymouth, Michigan. Spartan Stores subsidiaries include Capistar, L & L/Iroch, United Wholesale Grocery, Shield Insurance, and J.F. Walker Company.

**Pepsi Cola** services the Detroit area from its state of the art distribution production center since 1990. They are happy to have been a part of the food industry in Michigan for the better part of this past century.

**Midwest Wholesale Foods, Inc.** is the fastest growing voluntary wholesaler in Michigan. Proud to be a part of the Melody Farms family, Midwest has the ability to meet the service needs of all food retailers.

**Golden Valley** serves over 2,000 Michigan customers with Haagen-Dazs, Edy's, Healthy Choice, Superior, Breyers and Sealtest ice creams and with Sealtest and other quality dairy products.

**7-UP Detroit** is a unit of Brooks Beverage Management, Inc., servicing Wayne, Oakland, Macomb, Washtenaw and St. Clair counties. Products distributed include 7-UP and diet 7-UP, Canada Dry Ginger Ale and Mixers, RC Cola, Diet Rite Cola and Flavors, Sunkist, Hires Root Beer, Tahitian Treat, Hawaiian Punch, Country Time Lemonade, Royal Mistic Premium Beverages, Evian Spring Water, Clearly Canadian and Gatorade.

**Stephen's NU-AD** offers creative advertising and printing services with special emphasis on the food and beverage industry. Promotional catalogs and newspaper circulars are their specialty.

**North Pointe Insurance Co.** is a Michigan company specializing in liquor liability and currently insuring over 40 percent of all liquor licenses. North Pointe is rated B+ (very good) and has been endorsed by the AFD since 1987.

**Faygo** began in 1907. Now it easily exceeds \$100 million annually. Forty-three flavors are sold in 35 states and several foreign countries. It is currently a wholly owned subsidiary of National Beverage Company in Ft. Lauderdale, Florida.

(Look for more sponsors to be mentioned in the March edition of the *Food & Beverage Report*.)

*A special thank you* to the generous companies who donated prizes for the Snowflake Ball: London's Farm Dairy, Value Wholesale and Sugar Loaf Resort.

## New requirements for food stamp applications: Be Prepared!

These items must accompany your application:

1. Food Establishment License issued by the State of Michigan Department of Agriculture or a copy of the application you submitted and a copy of your canceled check or money order stub.
2. SDD or SDM License (Beer/Wine or Liquor license).
3. Lease Agreement if you are renting; or
4. Bill of Sale and Closing Statement if you are purchasing.
5. Sales Tax Number.
6. Employer Identification Number.
7. Certificate of Assumed Name; or D/B/A/

8. Articles of Incorporation; listing all stockholders and officers.
9. Lottery License.
10. Gasoline License.
11. Picture Identification with signature (driver's license).
12. Verification of Social Security Number (Social Security Card).

You must also attend an educational meeting in order to complete the application process. These educational meetings are held on Thursdays. For more information, contact the U.S. Department of Agriculture, Detroit Field Office at (313) 226-4930.

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  - Input On Claim Payments



Call us at 800-66-66-AFD

## The AFD...Working For You!

## McDonald Dairy introduces Lowfat Milk Plus

Stores that sell McDonald dairy products now have a new kind of milk. Known as Lowfat Milk Plus, this is the first of a new generation of value-added dairy products designed to give consumers more nutritional benefits, and to meet the varied needs of the whole family, from young to old.

Lowfat Milk Plus is 1/2 % milk with acidophilus and bifidum cultures added to ease digestion of all foods.

The bright new yellow and green labels also carry the nationally recognized nu-trish aB logo to reflect this important difference.

In addition, Lowfat Milk Plus is protein fortified, has calcium added, and contains vitamins A, D and E. As a result, McDonald Dairy says the milk has the taste and flavor of 2% milk but with the low fat benefits of 1/2%. "We expect it to change milk



drinking habits at all age levels," says Delton Parks, McDonald Dairy Company president.

Lowfat Milk Plus is available in gallon and half gallon plastic containers. It will be supported by an aggressive introductory program of informational literature and store demonstrations.

For more information call Delton Parks at 1-800-748-0480.

## Swanson® continues 40th birthday celebration with debut of two new dinner varieties

Swanson celebrates its 40th birthday with the debut of two new frozen dinner varieties: Boneless Pork Rib Dinner and Beef and Broccoli Dinner. Each variety is available in two sizes: Swanson's traditional dinner and the



Hungry-Man® extra-portion line.

The Boneless Pork Rib Dinner features a grilled pork patty marinated in a tangy barbecue sauce. Beans, seasoned corn and an apple crumb dessert round out the meal. Its suggested retail price is \$2.29 for the 10-ounce four-compartment dinner and \$3.09 for the 14.1-ounce Hungry Man dinner.

The Beef and Broccoli Dinner contains strips of beef in a seasoned soy sauce served over a bed of rice with side components of corn, carrots and a chocolate brownie. The suggested retail price is \$2.29 for the 10-ounce four-compartment dinner and \$3.09 for the 14.7-ounce Hungry-Man version.

The Hungry-Man dinner line provides 50 percent more meat than the traditional dinners, for those consumers with heartier appetites.

Swanson developed the first "TV dinner" in 1954. Today, 40 years later, the brand remains a leader in the frozen food category.

Swanson dinners are a product of Campbell Soup Company, Camden, NJ.

## Turkey takes on a whole new shape with The Turkey Store® Seasoned Cuts™

Steaks. Chops. Filets. These are words long associated with cuts of red meat. But now you can purchase *turkey breast steaks, chops and filets*. They make up the newest generation of boneless fresh turkey products.

The Turkey Store Seasoned Cuts from Jerome Foods feature the three new cuts of fresh turkey breast—steaks, chops, filets—seasoned with natural herbs and spices. Each cut is available in three flavors: hickory, Italian and teriyaki. The fresh turkey cuts are coated with specially selected dry seasonings rather than being packaged in oil-based marinades.

The Turkey Store Seasoned Cuts are ready to cook. Just pan-fry, broil, grill or bake the steaks, chops or filets. With any cooking method you choose, total preparation time is less than 15 minutes.

The Turkey Store Seasoned Cuts deliver shapes familiar to consumers but with far less fat than their meat counterparts. A 3-ounce serving of any of the new fresh turkey breast cuts has 0 grams of fat. In contrast, here is the approximate fat content of about 3 ounces of several familiar meats: filet mignon, 8 grams fat; pork chops, 12 grams fat; skinless chicken breast, 3 grams fat.\*

Each package of the new The Turkey Store Seasoned Cuts includes about 13 ounces of fresh turkey.

\*U.S. Department of Agriculture Handbook No. 8.

## Beer fans seeing the color red

No less than six new red brews came into the market recently. Why red? Grains are roasted, which turn a caramel color, although some brewers add color.

"Red has more flavor and character than a light lager," says Todd Scott of *All About Beer* magazine.

Of the top 20 brewed styles at U.S. microbreweries, red and amber ales combined rank Number 2, behind pale ales.

Big brewery brands:  
**Henry Weinhard's Boar's Head Red/**  
 G. Heileman Brewing Co.,  
 LaCrosse, Wis.  
**Killian's Irish Red/Coors,**  
 Golden, Colo.  
**Leinenkugel's Red/Miller Brewing Co.,**  
 Milwaukee, Wis.  
**Red Wolf Lager, Elk Mountain Red/both Anheuser-Busch,**  
 St. Louis, Mo.  
**Rot (German for "red")/The Stroh Brewery Co.,**  
 Detroit, Mich.

## Red Dog Beer unleashed and on its way toward nationwide rollout

Red Dog, a new smooth-tasting, premium beer introduced in the last few months in 14 southern states, is now available in 28 more states, including Michigan, as part of a national rollout.

The Plank Road Brewery, creators of the beer, is a new and small enterprise within Miller. The name reflects the heritage of Miller's original 1855 location on the old Plank Road in Milwaukee.

Red Dog, golden in color, is brewed with natural ingredients including a blend of two barley malts and five varieties of hops to deliver a full-flavored, premium beer.

Consumers are being introduced to the new beer through a highly unusual advertising campaign on television, radio, outdoor and in print. The advertising for the beer asks: "Are you going to like Red Dog? Hey, it's your call."

In addition to enjoying Red Dog's smooth taste, beer drinkers also will notice the sayings under the bottle cap. These sayings, such as "This dog won't bite," and "Why are you reading this?" are just for fun and reflect the attitude of the beer.



## The Golden Mushroom

**T**he Golden Mushroom chefs have won culinary competitions around the world. Master Chef Milos Cihelka was named the 1992 Midwest Chef of the Year by the American Culinary Federation. Owner Reid Ashton not only knows how to find exceptional talent, he also knows how to make his patrons feel welcome and comfortable. For all of these reasons, and many others, this restaurant has won more culinary awards than any other in Michigan.



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18100 West Ten Mile Road, corner of Southfield Road in Southfield

- ☛ Award-winning, 750 bin wine list
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**Tom Davis & Sons  
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**Pointe  
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**nu-trish a/B**

**&**

**McDonald**



**Dairy Products...**

## A Healthy Combination

### What is Nu-trish a/B?

It is the only culture ingredient that combines the benefits of Lacto-bacillus acidophilus with Bifido-bacterium. Working in the body's digestive system, this natural culture blend helps maintain the proper balance of micro-organisms that can keep one feeling good, enhancing health and easing digestion of all foods.

### Is Nu-trish a/B For The Entire Family?

It sure is. Nu-trish a/B is ideal for any age group. Not only does Nu-trish a/B replenish essential digestive cultures normally lost with age, but it also provides babies with the important, natural intestinal bacterium, Bifidum. Everyone can enjoy the extra nutrients so critical to health simply by consuming delicious McDonald Lowfat Milk Plus.



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*"The Taste will Make you Smile!"*



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Savor the heavenly tastes of Melody Farms' new Prestige Frozen Yogurt and Ice Cream flavors. Delightfully new and indulgently delicious, choose from a spectrum of flavors including Vanilla Bean, White Chocolate Raspberry Fudge, Espresso Fudge

Pie and Vanilla Cherry Chunk... just a sampling of the glorious new Prestige tastes that are simply out of this world!

Try new Prestige Frozen Yogurt and Ice Cream, the flavors will bring in the customers, the tastes will *make them smile!* Contact your Melody Farms sales representative for a sampling of these new products and additional details.

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**Metro North/Auburn Hills Branch 810-373-2653**  
**Metro East Side/Madison Heights Branch 810-585-1248**  
**Metro West Side/Van Buren Branch 313-397-2700**  
**Port Huron Area/Port Huron Branch 810-982-8501**



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## Stallings enjoys assisting citizens

by Shannon Swanson Taylor

As an experienced businessman and politician, Henry E. Stallings II felt the best way he could give back to his community would be by representing them in Michigan's Senate.

Recently elected to the District 3 seat, Stallings (D-Detroit), has a long history of political involvement.

After graduation from Western Michigan University with a B.S. in Food Distribution and Business Administration, he spent eight years in the retail food business employed by Allied Supermarkets. The next nine years he was an employee of the Xerox Corporation where he received recognition as Xerox's No. 1 marketing executive nationwide. During the same period, Stallings taught Business and Accounting classes at Wayne State University and Wayne Community College.

Experience gained as a corporate businessman, coupled with his educational background, led Stallings to enter the world of entrepreneurship. In 1981 he formed his own corporation, Preferred Food Stamp Distributors, Inc., a private contractor with

the State of Michigan, responsible for food stamp distribution to recipients in Wayne County.

He began studies at Detroit College of Law in 1982 and as a first-year student was selected to serve as a law clerk for the State of Michigan, Attorney General's office and subsequently for the United Auto Workers (UAW) world headquarters in Detroit.

In 1983 Stallings was selected by the Congressional Black Caucus Foundation to serve as a Congressional Fellow in the United States House of Representatives where he was assigned to the Judiciary Committee and the Criminal Justice Subcommittee.

After returning to Detroit in 1984, Stallings was appointed by James Blanchard, then Governor of Michi-



gan, as Director of the division of Minority and Women-owned Business Enterprises in the state of Michigan.

As an experienced corporate businessman with extensive political involvement, Stallings felt the best way to give back to his community would be to represent them in the Michigan Legislature and he

looks forward to serving the best interest of his constituency and the State of Michigan.

Stallings understands the need for Welfare Reform and recognizes there is some fraud throughout the entire system which must be addressed. In reference to the Food Stamp Program, he believes food should be available for recipients during the transition from welfare to work. He also states that "the Food Stamp distribution process is the life-blood of many

small and medium-sized grocery stores." Furthermore, even though there is a degree of fraud in the program, it can be addressed by additional policing, not by denying merchants the opportunity of accepting food stamps as payment for food."

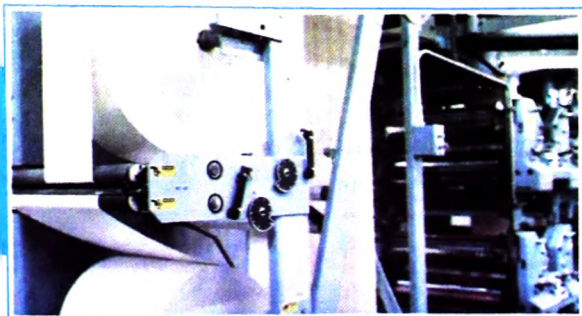
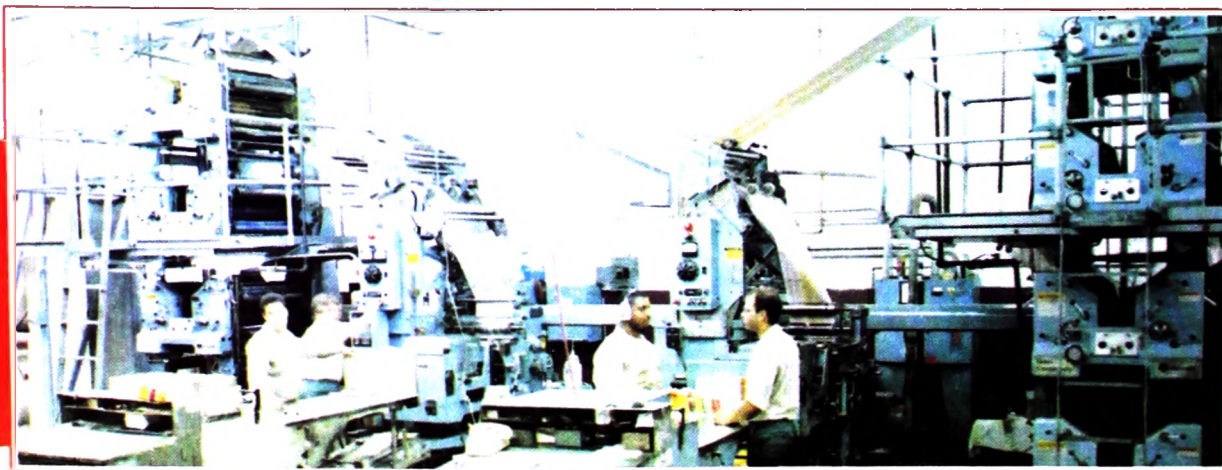
The senator would also like to see a "Crime Proof" tax credit for merchants with crime deterrents such as security guards, cameras and bullet-proof glass. These security measures could also mean lower insurance rates for businesses.

"It's enjoyable and rewarding to offer assistance, and most important, to give back to the constituents in my district," he said.

Stallings serves as Vice Chair of Economic Development, International Trade and Regulatory Affairs Committee; a member of the Finance Committee and the Human Resources and Labor Committee; the Assistant Minority Whip; and Vice Chair of the Michigan Legislators Black Caucus.

You can contact Senator Stallings by phone at (517) 373-0990 or by writing him at The Michigan State Senate, P.O. Box 30036, Lansing, MI 48909.

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## Meet Dan Reeves, new AFD membership director

The AFD board of directors and staff is pleased to introduce Dan Reeves, the new AFD membership director. A graduate of Central Michigan University, Reeves owned and operated his own restaurant and lounge in Mid-Michigan for 11 years. His experiences also include teaching classes at West Shore Community College in Scottville and at Wayne County Community College in Detroit.



## People

Most recently, Reeves worked for the Michigan Restaurant Association in Lansing where he served as educational director and membership director. He also acted as coordinator for the production of the annual MRA Culinary Arts Salon. As a TIPS and TAM trainer, Reeves has certified nearly 800 servers and sellers of alcohol.

Reeves holds the Foodservice Management Professional designation from the National Restaurant Association and has served on many state and school advisory boards. We are pleased to have Reeves on our team. You can look forward to some exciting new membership recruitment programs thanks to his input.

## IGA names Willis to head operations

IGA, Inc., the Chicago-based, multi-national supermarket network, named Larry Willis executive vice president and chief operating officer.

Willis, 47, will direct all domestic operations for IGA and support the efforts of 52 distribution centers serving 2,500 IGA supermarkets in 49 states.

Prior to joining IGA, Willis worked for Fleming Companies, Inc., which serves 1,020 licensed IGA supermarkets in 35 states.

## News Notes

## The Greeson Company recently appointed as broker

The Greeson Company, Inc., was recently appointed as the full-line broker representative for Campbell's Meal Enhancement Group products.

The Detroit, Grand Rapids and Toledo markets are the ones that have been identified for consolidation.

This representation will include the following brands:

- Vlasic Pickles, Olives, Peppers, Relishes and Sauerkraut
- Vlasic Refrigerated Pickles
- Prego Spaghetti Sauce
- Open Pit Barbecue Sauce
- Marie's Salad Dressing and Dips
- Campbell Canned Spaghetti Sauce

For more information, call the Greeson Company Wixom office at (810) 305-6100 or the Grand Rapids office at (616) 698-6161.

## Tip to reduce workers' compensation claims

A client in Florida has reduced his claims and costs considerably by asking employees to sign their time card each week verifying time worked. But in addition, their signature would be below this statement:

*By my signature below, I certify that I have not been injured during this work week, nor have I witnessed an accident resulting in injury to someone else.*

The pay check is not processed until the employee signs his time card and this statement.

—NDGA

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

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

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

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of Michigan

# Asker's gift to the city he loves

by Ginny Bennett

Just before the Christmas holiday, Esam (Charlie) Asker presented the City of Detroit with a gift that will keep on giving. His newly built Seven Evergreen Shopping

Center adds a much needed commercial area for the neighborhood surrounding the 7 Mile and Evergreen Road strip mall. Not only does the center fulfill

a commitment Asker made to the city he loves, but it also puts his money where his mouth is — so to speak.

Although strip malls are common in the suburbs, Asker believes that this is the first project of its kind in Detroit in several decades. It was built without any help from the city, not as part of an empowerment zone

nor receiving any tax abatement. According to Asker, "the project is the result of hard work— you do business and pay taxes."

The center promises to be a positive force in the revitalization of De-

troit. Not only does it show Askers' confidence in the city, but as a employer of over 180 people, the 81,000 square foot mall makes a tangible con-

tribution as well. Askers new Apollo market, the anchor of the mall, has added 45 jobs. It is his hope that some of the new hires will be former recipients of city, state or federal aid, thus taking the burden off the government.

The new Apollo market replaces the 20-year-old store in a 50-year-old building which was an

institution in the neighborhood. The new store has grown from 17,500 square feet to 41,000 square feet. In addition to the Apollo, the mall is home to a Perry Drugs, a H&R Block office, a Subway restaurant, a music

store, video store, jewelry store, dollar store and a Chinese Restaurant.

Charlie's daughter Lisa has plans to fill another space with a children's play center, the first commercial

one in the city. It will be called "Mission Apollo" and will open in approximately three months. Phase Two of the project will be done in five to six months. It will add several more stores in a 11,000 square foot area, including a Detroit Police Mini-Station.

Although Asker has fond memories of the old Apollo, he is excited

about the new project. He now divides his time between Phase Two, the Apollo Market and his other two stores, the Imperial and the Crown Market. He jokes that he has made each day 26 hours long in

order to fit it all in. His sons Robert, George and Randy manage and help with the stores.

Askers' gift has been well received by



Charlie Asker (front), owner of the beautiful Apollo Supermarket and developer of the new strip center at 7 Mile and Evergreen Road.



A few of the many well wishers who attended the grand opening of the Apollo Supermarket.

the city. The good news was reported by numerous publications including, *Crain's Detroit Business*, *Detroit Free Press*, *The Detroit News* and the *Michigan Chronicle*. Best of all, Asker has been rewarded by the response from the neighborhood he serves. "It has been even better than I expected," he says.

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a quick swipe with this pen on any suspicious bill—be it \$20, \$50 or \$100 could save you plenty. These pens write in yellow on real currency, but the ink turns black on fake bills

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- ◆ AFD will give you money towards your trade show purchases if you win one of our shopping spree which will be awarded every hour. You must be present at the show to win!
- ◆ Preregister today by calling (810) 557-9600. There will be a \$5 admission fee for all retailers who do not preregister so call now!



1994 Exhibitors



## Meet The Stars

In The Food & Beverage Industry



Show Hours:

7-UP of Detroit	Kehe Foods
Absopure	Kowalski Sausage
All-Star Foods	Kramer Foods
Amato Foods	Lotts Distributors Inc.
AmeriCopy	Ludington News
American Express	Marie Brizard Wine & Spirits
Ameritech	McKesson Service Merchandising
Anheuser-Busch	Melody Farms
Awrey Baking	Michigan Bankard
Better Made Potato Chip	Michigan Sugar
Blue Cross Blue Shield	Miller Brewing
Bolln Label	MMI Distributing
Borden Ice-Cream	Nikhlas Distributors
Borden Quality Snacks	North Pointe Insurance
Brehm Broaster	Nu-Ad
Canandaigua	Ovenfresh
Cellular One	Pabst Brewing
Central Alarm Signal	Paddington Corporation
Central Foods	Pepsi-Cola
Check Point	Pfeister Company
Coca-Cola	Pointe Dairy
Computer Junction	R.M. Gilligan
Consolidated Wines & Spirits	S. Abraham & Sons
Continental Baking	Sales Control
Coors Brewing Company	Schafer Bakeries
CoreSource	Scot Lad
DCI Food Equipment	Seagram Beverage Company
Delicious Cookies	Shearer's Snacks
Dolly Madison Bakeries	Sherwood Foods
Eby-Brown	Spartan Stores, Inc.
E & J Gallo Winery	Steve Conn Associates
Everfresh Juice	Stark & Company
Farmer Peet	State Wide Financial
Faygo Beverages	Stroh Brewery Co.
Frankenmuth Brewery	Stroh's Ice Cream
Frito-Lay	Sunshine/Salerno
Food Industry Financial	Taystee Bread
Garden Foods	Toinbstone Pizza
General Wine & Liquor Co.	Tom Davis & Sons Dairy
Golden Dental	Tony's/Red Baron Pizza
Golden Valley Dairy	Traveler's Express
H & O Distributors	Trepcos Imports & Distribution
Health Alliance Plan	Union Ice
Hobart	United Distillers Glenmore
House of Seagram	V.I.P. International
Items Galore	Variety Foods
J. Lewis Cooper	West End Products
John S. Seney Inc.	
Kanter & Associates	
Kar Nut	

Tuesday, April 25, 1995 ◆ 6 - 10 p.m.  
Wednesday, April 26, 1995 ◆ 1 - 9 p.m.  
Burton Manor  
Livonia, MI

Call to preregister @ (810) 557-9600





## Governor Engler appoints Martin as new commissioner of the Michigan Bureau of State Lottery

Bill Martin was appointed as the fifth commissioner of the Michigan State Lottery by Governor John Engler, effective January 1, 1995.

"Bill Martin is a dynamo. His background and experience in the Michigan Legislature and the Michigan State Police make him an excellent choice to lead the activities of the Lottery Commission," said Engler.

"This is an exciting time to be at the Michigan Lottery," Martin said. "Thanks to the hard work and dedication of the nearly 9,000 Michigan Lottery retailers, the Bureau just celebrated its most successful year since its inception. Gross sales reached a record level of \$1.34 billion making it possible for the Lottery to generate a record \$511 million return to Michigan public schools, the greatest



contribution to education in the Lottery's history.

"In selling a record number of Lottery tickets, Michigan Lottery retailers also celebrated a record year with sales commissions skyrocketing to nearly \$90 million," Martin said.

"Michigan's retailers have the greatest impact on the success of the Lottery by providing good customer service, displaying point-of-sale materials, asking for the sale, and being knowledgeable about Lottery games," he said. "As the Lottery enters its 23rd year of operation, there are exciting new games and promotions on the horizon, especially in our instant game arena. I look forward to working with all of the Michigan Lottery retailers to keep the momentum going."

Martin has served as a state representative in the Michigan House, representing the Battle Creek area, since 1986. During the 1991-92 term he served as Assistant Minority Floor Leader. From 1993-94, Martin served on the following committees: Chairman of the House Committee on Insurance; Vice Chair of Military and Veterans Affairs; and member of the Judiciary and House Oversight and Ethics. In previous terms, Martin served on the Corrections, Labor, K-12 Education, Civil Rights, Tourism and Fisheries and Wildlife committees.

Before being elected to the Legislature, Martin was a nine-year veteran of the Michigan State Police, during which time he received a Meritorious Citation.

Martin is also a veteran of the U.S. Army's famed 101st Airborne Division and was honorably discharged as a Sergeant. He later received a direct commission as a Lieutenant in the Michigan National Guard.

Martin, of Battle Creek, earned a bachelor of science degree from Western Michigan University where he graduated magna cum laude.

The AFD looks forward to working with Commissioner Martin.

### More Lottery News:

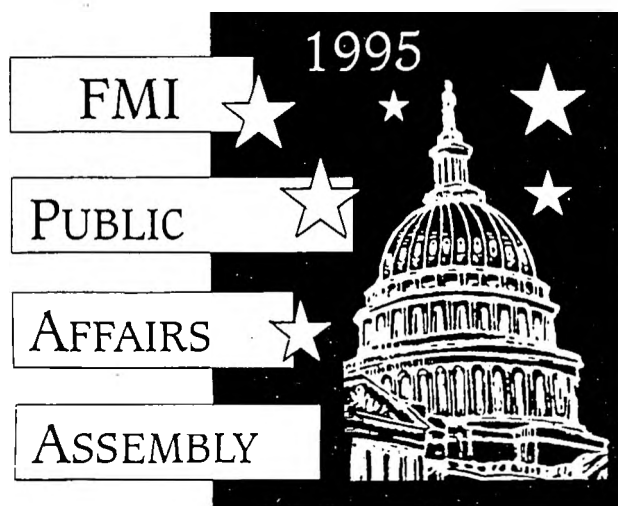
The Michigan Lottery is continuing to expand its on-line terminal network. During the first phase of the 1995 expansion approximately 218 terminals will be added.

A copy of the latest Terminal Allocation Plan is available to interested retailers by writing:

Thomas R. Egan, Deputy Commissioner, Marketing Division, Bureau of State Lottery, P.O. Box 30023, Lansing, MI 48909.

Comments regarding the plan should be directed to Mr. Egan at the address listed above before February 28, 1995, for review prior to formal approval of the plan. Instant game sales determine placement of terminals within the Market Areas (counties).

If retailers want to expand their Lottery product line with a terminal, now is the time to strengthen efforts to promote instant ticket sales.



March 13-14, 1995

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## The 104th Congress . . . A New Era Begins Be There!

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On November 8, the U.S. Congress changed dramatically with the Republicans taking control of both the House of Representatives and Senate. It's the first time in forty years that the Republicans have controlled the House. Eleven new Senators and eighty-seven new House members were elected. Many of them campaigned in your stores and parking lots. But, do they understand the interests and concerns of the grocery industry? These new Members of Congress will soon be writing and voting on legislation that will seriously affect your stores, employees and customers. It's up to you to sit down with them, to tell them who

you are, what you are, and what you do for your community and their constituents. By meeting in the first 100 days of the 104th Congress, we can help shape the agenda and work for the changes we want as the Congress considers the proposals of the new Republican majority.

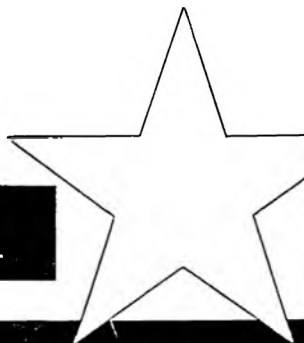
### AND THAT'S WHAT FMI'S PUBLIC AFFAIRS ASSEMBLY IS ALL ABOUT.

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To register or for more information contact your FMI regional director or call Jo Anne Weber at 202-452-8444.



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(1) \$5,000 Winner  
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**March 4  
Thru April 29  
1995**

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"BIG PAY BACK" Second  
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outdoor and the Megabucks  
TV Show.

Odds. Straight Bet 1 in 1,000. 3-Way Box Bet 1 in 333. 6-Way Box Bet 1 in 167



## Sales Tax

From Page 1.

speaking, deli trays of food such as cheese and crackers, lunch meats, seafood, vegetables and dip are subject to tax. These include meals arranged and sold on a plate, such as a salad, sandwich and dessert.

Deli items maintained at room temperature or cooler and sold by weight or measure such as potato salad, coleslaw, sliced meats and vegetables are not considered food for immediate consumption and are not taxable, except when sold on a salad bar or as part of a

deli tray.

Deli items maintained at a temperature higher than the surrounding air that are sold by the pound or otherwise, such as chicken, ribs or casseroles are taxable. Prepared deli food items sold by the piece, regardless of temperature, are taxable.

5. Sandwiches—Sandwiches sold either hot or cold are considered food for immediate consumption and are, therefore, taxable. This does not include frozen food sandwiches purchased to thaw or heat at home, unless the store provides a means for thawing or

heating the food on the premises. This would apply to convenience stores that sell frozen or cold burritos, pizza or popcorn and give the customer access to a conventional or microwave oven. If they are not heated in the store, they are not subject to tax.

6. Sealed Containers of Beverages—Generally, beverages which are sold in sealed containers, such as pop or juice, or chilled beverages are not taxable. However, sales of covered glasses, cups or other containers of pop and juice are considered food for immediate consumption and are taxable

because they are not sealed. Cans, bottles and glasses of pop or other beverages sold through vending machines are taxable.

7. Food and Non-Food Combinations—Frequently, grocery items are packed together with baskets or other items to sell as a single item, i.e., fruit baskets or cheese arranged on a cheese board. When the value of the food portion of the item predominates, the item is considered food and is exempt from tax. When the non-food portion of the sale is of greater value, the entire transaction is subject to sales tax, unless the vendor can substantiate the portion of the price pertaining to the food only. In that event, sales tax would only apply to a non-food portion.

As indicated, this is just an overview of the sales tax opinion rendered by the Department of Treasury. We have only attempted to highlight those prepared foods or packaged foods which are commonly sold in grocery stores and convenience stores. As you know, the burden of collecting sales tax rests with the retailer. In the event you are audited and the auditor discovers that your store operates a deli, bakery, or salad bar, you may be asked to substantiate that you collected sales tax on those items covered by the law. Industry trends suggest that more and more shoppers will be looking for prepared foods or food to take out, which might otherwise be considered by the Department of Treasury to be taxable.

You are encouraged to review your store's policies, check with your tax preparer and otherwise account for all sales which are subject to tax so as to avoid the significant penalties and costs associated with the failure to make a timely payment for tax. Most recently these problems have begun to arise when a store is sold and a sales tax audit is triggered by the sale.

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Washington, D.C. 20510

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



# Grocery industry saluted by paper industry for corrugated box recycling

A unique recycling partnership that exists between the grocery and paper industries has contributed significantly to meeting the paper industry's 40 percent paper recovery for recycling and refuse goal.

That special industry relationship was saluted by Chuck Carl, who spoke on behalf of the American Forest & Paper Association (AF&PA), and the Corrugated Packaging Council and its members, the Association of Independent Corrugated Converters and the Fibre Box Association. His report was presented to state food association executives.

"Nearly half of all the paper recovered in the U.S. consists of old corrugated containers (OCC) and kraft paper bags," Carl said. "In 1993, more than 16 million tons of OCC were recovered and over 6 million tons of that comes from the grocery industry. Because of the grocery industry's effort, the corrugated recycling rate is approximately 62 percent. And that's why we're here, to give you and your industry a special thank you."

"Everyone benefits from this recycling partnership," he explained. "The retailer gets paid for what could

be an expense to landfill material. Our paper mills get a steady, dependable supply of OCC to make new boxes and bags. The grocery manufacturer gets boxes made with more recycled fiber. And, the public benefits because less material goes to the landfill. Last year, U.S. paper recovery saved more than 90 million cubic yards of landfill space."

Corrugated boxes will continue to lead recycling efforts into the year 2000, said Carl. Their recovery will play a prominent role in meeting the paper industry's new ambitious goal: to recover, for recycling and reuse, 50 percent of all the paper Americans use by the end of the year 2000. "By the year 2000, the recovery rate in many areas will be seven out of every ten corrugated boxes, an amazing feat!"

Carl noted that for six consecutive years, the amount of paper sent to landfills has declined. In 1993, roughly 11 million fewer tons of paper were landfilled than just seven years earlier. And, in 1993, for the first time in history, more paper was recovered for recycling and reuse than was buried in landfills.

The availability of increasing supplies of recovered paper has provided tremendous opportunities for U.S. manufacturers to increase recycling capacity. In recent years, companies have invested over \$8 billion in new recycling facilities, despite a major economic recession that cut deeply into profits. To meet the new 50 percent goal, the industry plans to invest another \$10 billion in recycling capacity. More than three million tons of new capacity to utilize OCC and paper grocery bags is planned for the period 1994-1997.

"The results of this significant investment program are impressive," Carl said, in these terms:

- Since 1985, consumption of recovered paper at U.S. mills has jumped 76 percent.
- Every day, U.S. paper mills recycle enough paper to fill a 15 mile-long train of boxcars.
- Recovered paper content levels in corrugated boxes and paper grocery bags will exceed 40 percent in the year 2000 (now 35 percent).

Carl also said that "we are now developing a plan to promote the greater

collection of paper grocery bags in curbside collection programs. The curbside collection is being promoted in part because of feedback from grocery industry executives who've told us they didn't want the front of the grocery store to be considered the neighborhood recycling center. We've listened to your advice."

The recovery of waxed corrugated containers is also being addressed. A joint task force, created by the Fibre Box Association and the American Forest & Paper Association, is working to develop voluntary standards for repulpable wax/coatings on corrugated boxes. The voluntary standards will identify a range of variables that would allow waxed/coated containers to be repulped. Wax/coating vendors and equipment manufacturers will be encouraged to develop products and equipment that meet those standards.

"The grocery industry has played a major part in the success story of the paper industry in our commitment to recycling expansion," he said. "I am very proud of the accomplishment of the paper and grocery industry partnership."

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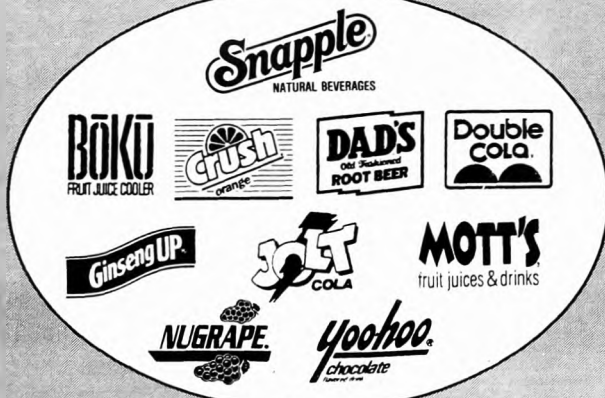
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Standard Federal Bank	637-2543

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Central Distributors	(313) 946-6250
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Consolidated Wine & Spirits	772-7947
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R.M. Gilligan, Inc.	553-9440
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Thompson Beverage Co.	(313) 439-2404
United Distillers	347-2267
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## BROKERS/REPRESENTATIVES:

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Ameri-Con, Inc.	478-8840
Bob Arnold & Associates	646-0578
Denha General Brokers	776-1610
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Hanson Faso Assoc.	354-5339
J.B. Novak & Associates	752-6453
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Marks & Goergens	354-1600
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Shen's Candies	(517) 756-3691
Wolverine Cigar Company	(313) 554-2033

## CATERING/HALLS:

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Emerald Food Service	546-2700
Gourmet House, Inc.	771-0300

Karen's Kaffe at North Valley	855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	978-3880
Southfield Manor	352-9020
St. George Cultural Center	335-8869
St. Mary's Cultural Center	(313) 421-9220
Taste Buds	(517) 546-8522
Tina's Catering	949-2280
Vassel's Banquet Hall & Catering	354-0121

## DAIRY PRODUCTS:

American Dairy Association	(517) 349-8923
Bernie Food Service	1-800-688-9478
Borden Ice Cream	(313) 871-1900
Dairy Products of Michigan	552-9666
Golden Valley Dairy	399-3120
London's Farm Dairy	984-5111
McDonald Dairy Co.	(517) 625-9347
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:

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Cellular One	590-1200
Central Alarm Signal	(313) 864-8900
Century Marketing	(419) 354-2591
Checkpoint Systems	1-800-257-5540
CIGNA Financial Advisors	827-4400
C&J Parking Lot Sweeping, Inc.	759-3668
Community Commercial Realty Ltd.	569-4240
Detroit Edison Company	(313) 237-9225
Dynasty Funding	489-5400
Eco-Rite, Inc.	683-2063
Follmer, Rudzewicz & Co., CPA	355-1040
Food Industry Professional Network	353-5600
Garmo & Co., CPA	377-9933
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Sarafa Realty	851-5704
SDIS Inventory	(313) 526-4200
Edward A. Shuttle, P.C., Attorney	288-2080
Southfield Funeral Home	569-8080
Statewide Financial Services	932-8680
Thomas P. Soltys, CPA	(616) 698-8855
Telecheck Michigan, Inc.	354-5000
Travelers Express: Co.	1-800-328-5678
Ultracom	350-2020

Vend-A-Matic	585-7700
Whitely's Concessions	(313) 278-5207
Wolverine Real Estate Services	353-7800

## STORE SUPPLIES/EQUIPMENT:

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

## WHOLESALE/FOOD DISTRIBUTORS:

All-Star Foods	669-0240
Bremer Sugar	(616) 772-9100
Cabana Foods	(313) 834-0800
Capistar, Inc.	(517) 699-3065
Capital Distributors	(313) 369-2137
Central Foods	(313) 933-2600
Dean French Inc.	544-1740
Detroit Warehouse Co.	(313) 491-1500
EDY-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.P. Walker	(517) 787-9880
Jerusalem Foods	(313) 538-1511
Kehe Food Distributors	1-800-888-4681
Kramer Food Company	585-8141
Lipari Foods	469-0131
McInerney-Miller Bros.	(313) 833-8660
Midwest Wholesale Foods	744-2200
Miscel/Sysco Food Service	(313) 397-7990
Mucky Duck Mustard Co.	683-5750
Norquick Distributing Co.	(313) 522-1000
Northwest Food Co. of Michigan	(313) 368-2500
Rich Plan of Michigan	293-0900
Riviera Food Corp.	(313) 538-3020
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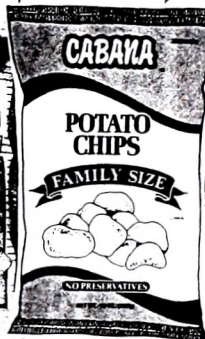
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STAFF HAVE JOINED THE PFEISTER COMPANY TO FORM A SEPARATE  
NEW SPICE DIVISION. THIS DIVISION WILL BE DIRECTED BY BARRY  
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