



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

Associated Food Dealers
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VOL. 6, NO. 1

An official publication of the Associated Food Dealers of Michigan
and its affiliate, Package Liquor Dealers Association

JANUARY 1995

Inside

**Taking control of
Worker's Compensation.**
Page 3

**Wholesaler Profile—
Kramer Food Company
of Troy.**
Page 8

**Lil' Havana Tobacconist
has something for
everyone.**
Page 12

Legislative Update

Latest revisions to price checking procedure released

The National Conference on Weights and Measures (NCWM) recently released the fourth draft of its *Examination Procedure for Price Verification*.

The document is being developed by the NCWM Laws and Regulations Committee's Price Verification Working Group, which includes state and local weights and measures officials and the food industry. The latest draft includes more than 200 amendments, revisions, deletions and other changes suggested by interested parties. New terms were added to aid in understanding the procedure, and graphics were added to clarify the recommended sample collection procedures.

Significantly, the draft was amended to include all classes of trade, not just retail grocery stores, and a revised sample size for small stores/convenience stores was added. Other changes offer increased flexibility in both "randomized" and "stratified" sample collection procedures.

—FMI

More Updates
page 10.

Happy New Year!

Turkey Trotting



Volunteers pose for a photo during the 1994 Turkey Drive. Thanks to our generous members and volunteers, 1,380 turkeys graced the tables of needy Metro Detroit families. See pages 6 and 7 for details.

AFD wins major legislative victory

Bill comes down hard on underage drinkers

It has been known by many names and numbers through the years, but its purpose has remained constant – to provide a strong deterrent for the purchase and consumption of alcoholic beverages by underage would-be drinkers.

After years of effort by AFD, the Michigan Legislature, in the waning hours of 1994, approved legislation (SB 482) addressing the purchase of alcoholic beverages by minors.

Legislative approval of the bill is particularly significant to AFD members. Nearly five years ago a similar measure, SB 119, sponsored by then State Senator, now Congressman, Jim Barcia (D-Bay City) was vetoed by Governor James Blanchard. AFD and others aggressively pursued introduction of another bill

that addressed concerns registered by the Blanchard administration.

The "minor monitor" committee was formed by AFD. Comprised of representatives from the educational community (including students), municipalities, retailers, legislators, judges, and law enforcement, a new bill was crafted that addressed the concerns of all. SB 482 is the result of that effort.

The bill is an outgrowth of beliefs long held by Michigan's retail community that current law involving the sale of alcohol to minors is woefully inadequate. Sale of alcohol to minors can result in retailers being fined or their licenses being suspended or

See Underage Drinking
page 33.

The Associated Food Dealers of Michigan sincerely thank the 1995 Trade Dinner Sponsors:

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AFD's 79th Annual Trade Dinner takes place at Penna's of Sterling Heights on Friday, January 20, 1995. Tickets are \$160 per couple or \$700 per table of 10; please join us! There will be 1,000 industry leaders at our formal gala. Call Danielle at (810) 557-9600 to reserve your tickets.



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Plastic	0.4	1.2%
Other	5.8	17.3%
Total	33.4	100%

Source: Franklin Associates, Ltd. (1990 data).

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Chairman's Report

Worker's Compensation: Control your own destiny!

by Nabby Yono
AFD Chairman

As you know, the AFD has sponsored a self-insured Workers' Compensation Fund since 1982. In addition to returning over a million-and-a-half dollars to our participating members, the AFD Fund had a major impact on competitive rates in the food industry. At the same time, the direct involvement of a self-insurance fund allows a member, who wishes to keep his insurance costs down, to take advantage of the safety engineering and reserve requirements of the Fund. Your Fund, BECAUSE IT CARES ABOUT YOU, handles legitimate claims PROMPTLY, investigates



questionable claims THOROUGHLY, and puts reserves on claims which are REASONABLE.

Unfortunately, due to the competitive nature of the food industry in Michigan, many store owners only look at price when they make their decision in insurance. Private insurance companies have the ability to offer discounts up-front, we do not. The State will not let us. Our rebates are paid after the fund year matures. Many of the members, who have been with us since the beginning of the Fund, have received in excess of 50% of their premium back in certain fund years. No one can guarantee what the future will be, but the future looks even better than the past has been for the AFD Fund.

Our loss ratios are running at approximately 50% of premium paid. Our ability to close claims quickly and promptly not only keeps those costs down, but keeps your store's EXPERIENCE MODIFICATION low. Some in the private insurance industry have a practice of offering you discount premiums up-front and then reserving your claims at a high amount. This actually drives the cost of insurance up to an effective rate, which is, in fact, more than you would be paying if you are a member of the AFD Fund and you work together with the Fund to keep premi-

ums down.

Joining the AFD Fund is not a temporary solution to driving insurance costs down, IT IS A PERMANENT SOLUTION. Many of you are loyal to your insurance agents. That is as it should be. We recognize the rights of agents to earn a living and to be paid a commission. The commission rates we pay your agents are consistent with the industry practice.

Take the time TODAY to contact your insurance agent. Tell him to contact us or contact us yourself, if you like. Ask for Lori Bentley at CoreSource, our risk management firm, at (313) 792-6355.

It is time to control your own destiny. It is time to become involved in one of the most valuable services AFD sponsors. The potential for growth and even a more profitable fund is endless. But every journey takes a first step. Participate in your own destiny by becoming an AFD Fund member. Spend a few moments today, learn how the system works, and in the end, we believe it will drive your total insurance costs down. Do not be fooled by price alone.

On behalf of the AFD Board of Directors, I would like to take this opportunity to wish everyone involved in our industry a happy, healthy and prosperous 1995.

Statement of Ownership

The Food & Beverage Report (USPS 082-970; ISSN 0894-3567) is published monthly by the Associated Food Dealers at 18470 W. 10 Mile, Southfield, MI 48075. Material contained within *The Food & Beverage Report* may not be reproduced without written permission from the AFD.

The opinions expressed in this magazine are not necessarily those of the AFD, its Board of Directors, staff or members. Bylined articles reflect the opinions of the writer.

POSTMASTER: Send address changes to Food & Beverage Report, 18470 W. 10 Mile, Southfield, MI 48075.

ADVERTISERS: For information on advertising rates and data, call AFD, Ray Amyot, 18470 W. 10 Mile, Southfield, MI 48075, (810) 557-9600 or (517) 386-9666.

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FOOD INDUSTRY ASSOCIATION EXECUTIVES

The Grocery Zone

By David Coverly



AFD On The Scene



Congratulations to Mike Kouza of E.M.U. Party Store in Ypsilanti on joining the AFD.



Marlo Seman of Mid-Joy Market in Livonia will take advantage of the AFD coupon program.



Bob's Party Store in Harrison, owned by Dick Irvine and his wife, Nancy (pictured), is a full-service convenience store.



L to R: John Daumeyer, Kurt Baumkel and Bill Herbert show off the new Arizona brand chocolate flavored drink.



Bill Bica of Tri-County and Phil Grennan of VOS Buying Group talk a little business.



Paul Grzelewski and Bill Pappas of Tri-County with Graham Firrell of Razor Edge Australian Lager and Beer Drinking Shark.

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AFD On The Scene



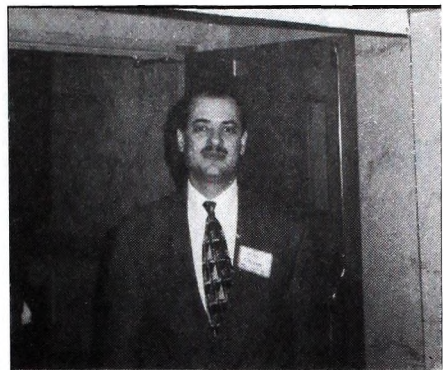
Marty Fox and Tim Kelly pass out samples of Stroh's Non-Alcoholic beverage.



Walter Wolpin and son, Howard, are the proud owners of Tri-County Beverage.



Garry Sutton of Sapporo Draft (Japan's oldest beer) with Brian Greenlee, Director of Marketing for Tri-County.



Mike Mansour welcomes retailers to the Tri-County Holiday Show.



Everyone at the Tri-County Beverage Show had a wonderful time including Faris Naimi, Alan Naimi, Kevin Atchoo, Alan Gabbara and Ronnie Jamil.



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Thank You

The Associated Food Dealers of Michigan, The Chaldean Federation and the Chaldean Youth Club hosted their 14th Annual Turkey Drive. The group donated 1,380 turkeys to needy organizations in Detroit, Pontiac, Southfield and Inkster. The money raised for each city's local businesses was used to purchase turkeys for the needy in the corresponding area. A special thank you to all the companies who helped to bring holiday cheer to those in need this past Thanksgiving.

Detroit Donors:

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Club, Parkway Foods, Blue Jay Market, Vary Fine Foodmart, J & J Food Centers, Pick & Save Food Market, Robert L. Hallmark-Attorney, Mark L. Dailey-Attorney, Regal Food Center, New Super Fair Foods, Ivanhoe Supermarket, Foodlanes, Super Save Supermarket, Value Wholesale, Food Giant, Melody Farms, Concord Drugs, Wyoming & Six Market, Vegas Super Market, Royal Food Center, Orchard Food Center, Coca-Cola Bottling

Company, Thrifty Scot, Joy Thrifty Scot, Rea Marketing, Wine Barrel Plus, CIGNA Financial Advisors, Vito Viviano, Oakridge Supermarkets, Security Express, Super Way Foods II & III, Danny Hamama, Spartan Stores and America's Ice.

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Letters

Dear AFD:

We would like to thank you for the turkey for Thanksgiving, it made our holiday a little more enjoyable. Thank you for caring about us during this holiday.

We are hoping one day we can help make the holiday more enjoyable for someone else.

We just want you to know that you gave us hope for tomorrow and for the holiday to come.

*Thank you once again,
The Roger Phillips Family*

Dear AFD:

To all of the merchants that donated the turkeys to the needy, I enjoyed mine on Thanksgiving Day.

*Thank you very much,
Flora Hill*

Dear AFD:

Thank you for selecting me to be one of the recipients of a Thanksgiving turkey. It has brightened my holiday outlook to have a traditional American turkey at my table.

*Sincerely,
Ruth Crockett*

Turkeys fly the coop!

Here are some photos from the 1994 Turkey Drive.

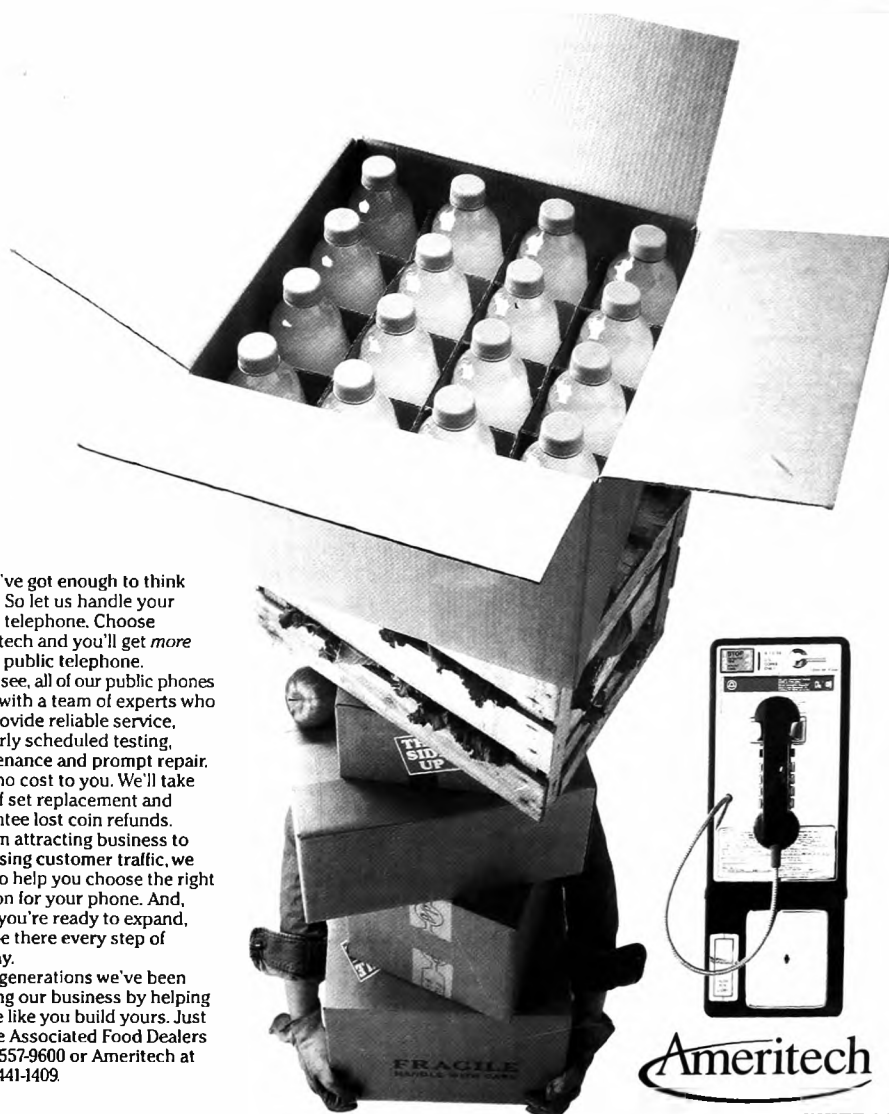


The following dedicated individuals volunteered on the 1994 Turkey Drive Committee. We are grateful for their support!

Ron Paradoski, Turkey Drive Chairman, Coca-Cola Bottling Co. of Michigan,
Nabby Yono, Orchard Food Center,
Mark Karmo, Royal Food Center,
Ronnie Jamil, Mug & Jug Liquor,
Chris Zebari, Pepsi-Cola,
Brian Yaldo, Majestic Market,
Harley Davis, Associated Food Dealers of Michigan,
John Loussia, Value Wholesale,
Ed Zair, Security Express,
Rocky Husaynu, Independent Insurance Planners,
Rita Fomina, Chaldean Federation of America,
Sami Arafat, Fast Franks Party Store,
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Alan Mansour, Chaldean American Youth Club,
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Amir Denha, Chaldean Detroit Times.

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YOUR LINK TO A BETTER LIFE.

Kramer Food Company has long relationship with Michigan

by Shannon Swanson Taylor

Kramer Food Company, a distribution powerhouse in Michigan, had very humble beginnings.

Started as a German food distributor after World War II by then owner Oscar Moss, Kramer Food Company catered to the sizable German-American population in Michigan.

In 1965, Michael (Mickey) Shanker, a grocery buyer from Farmer Jack was hired. It was Shanker and his partner, Jim Gell, who later decided they couldn't continue to cater to just the ethnic markets and looked for a larger selection of items to introduce to a variety of markets including larger supermarket chains.

Shanker is now president and Gell is chief operating officer of Kramer Food Company.

Today, Kramer Food Company represents 10,000 specialty items in 4,500 stores which range from the smallest convenience stores to the largest supermarkets.

"We distribute everywhere in Michigan," said Jeff David, vice

president of sales. They also distribute into Northern Indiana and as far south as Mid-Ohio.

Kramer owns 54 trucks of various sizes to distribute their products to retailers.

Operating out of three warehouses in Troy, Kramer is an importer and distributor of gourmet foods, specialty foods, confections, natural foods, imported waters, frozen food, dairy products, delicatessen items, and Kosher foods.

In 1989, Kramer Food Company purchased a Kosher food distributor, Raskin Foods Inc., which made Kramer the largest Kosher distributor in Michigan.

This year they recently began to distribute Cabana Potato Chips outside of the Metro Detroit area.

They also have a cookie division which primarily handles the Delicious label, and a new age beverage division as well.

Kramer sees approximately 200 new items a month in their Troy offices and attends six to seven food shows a year looking for new and trendy items to show the marketplace.

"Retailers are constantly seeing new items from us," says David.

He continued with "We are always looking for those unique items. We distribute fat-free, ethnic, new age, trendy, healthy, natural and diet foods. We try to find those items that are on the cutting edge of business. We distribute 'top shelf' items as well as value priced cookies."

David also feels that Kramer has a very important strength—that they are a full service organization which helps to distinguish them from their competition.

"We are happy to be a distributor in the state of Michigan where competition is fierce. We always have an open door policy for our customers and are willing to listen to any suggestions and ideas on how to be a better distributor for them. Anybody reading this with any ideas should not hesitate to call," said David.

In 1995, Kramer Food Company hopes to grow in Michigan and to continue to provide quality goods and the best service to all retailers, big and small, in their marketing area.

For more information on Kramer Food Company, please call them at (810) 585-8141.

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Legislative Update

The "Contract with America"

The new Speaker of the House, Newt Gingrich (R-GA6) has boldly called for sweeping legislative changes, starting with the "Contract with America." The "Contract" is essentially 10 pieces of legislation that Republicans promise to bring to a vote in the first 100 days of the 104th Congress. It is likely that the "Contract" will dominate the legislative agenda until summer. Leaders have already tentatively canceled the spring recess to work on this legislation. The debates, compromises and votes that occur during this time period will dictate the tone and effectiveness of Congress for the next two years. The Contract includes:

1. **Balanced Budget Amendment-**

Require the federal budget to be balanced by 2002 or seven years after enactment, whichever is later. The president also would get authority to veto individual line items in a spending bill without vetoing the entire measure.

2. **Crime-Close** so-called loopholes and limit appeals in death penalty cases. Increase appropriations for incarcerating convicted repeat violent criminals.
3. **Welfare-Cut** off benefits under the main federal-state welfare program after two years and require recipients to report the identity of a child's father before collecting benefits.
4. **Children-Set** up a nationwide tracking system to find parents who fail to make child support payments.
5. **Middle-Class Tax Cut-A** \$500 per child tax credit, repeal of the marriage

tax penalty and restructuring of the Individual Retirement Account rules.

6. **National Security-Restrict** the United Nation's ability to command US troops and restore discretionary budget "firewalls" that separate defense, domestic and international spending.
 7. **Senior Citizens-Raise** the Social Security earnings limit which currently forces seniors out of the work force.
 8. **Capital Gains-Cut** and index capital gains.
 9. **Legal Reform-Enact** "Loser Pays" laws, limit punitive damages, and reform product liability laws to stem the endless tide of litigation.
 10. **Term limits-Limit** House members to six or 12 years and Senators to 12 years.
- NACS

Injunction requested against illegal USDA ground beef sampling

The National Grocers Association (NGA) and six supermarket and meat industry organizations requested a permanent injunction against the United States Department of Agriculture's (USDA) new micro biological sampling program of ground beef products. On October 17, USDA illegally initiated a new enforcement policy to test ground beef in processing plants and retail supermarkets to determine the presence of E. coli 0157:H7 contamination.

NGA believes that the new USDA Food Safety and Inspection Service (FSIS) sampling program is ineffective in providing meaningful consumer protection from E. coli 0157:H7 contamination and that the FSIS action is illegal because it violates the Administrative Procedure Act (APA). The action fails to provide legal opportunity for public notice and comment when implementing new enforcement policies. In addition, NGA believes that the action is arbitrary, capricious and discriminates against the ground beef and retail food industries. By charging meat contaminated with E. coli 0157:H7 to be "adulterated," USDA has also violated the Federal Meat Inspection Act by changing a long-standing policy that has consistently considered products containing pathogens that can be eliminated through cooking, not to be adulterated.

—NGA

Our position, word by word.

Minors



No one should be allowed to sell cigarettes to minors. Minors should not smoke. Period.

That is our position.

That's why Philip Morris developed a comprehensive national program to prevent sales of cigarettes to minors.

The program, called "It's The Law," reiterates to retailers and to their employees that it is illegal to sell cigarettes to minors.

We all have a role to play in this effort: Educators. Lawmakers. Parents. Communities. And, of course, the tobacco industry.

At Philip Morris, we will continue to work with our retailers on this important issue.

For a free copy of our booklet, *Smoking Issues*, which contains more information about the "It's The Law" program, as well as information on other issues relating to smoking, please call us at 1-800-852-3445, Ext. 219.



**We want you to know
where we stand.**

Facts Matter

Philip Morris has taken legal action more than 1,800 times in cases where our tobacco brand logos were used illegally, often on products intended for use by minors.

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MLCC adopts NABCA Standard Quotation Form

The Michigan Liquor Control Commission will be converting to the NABCA-approved standard quotation form. The change will be phased in, effective with the April 30, 1994, price book.

MLCC has advised that any vendor who will be re quoting for that price book must use the new form. Vendors who are not changing existing quotations for that price book will need to refile a new quotation.

The MLCC will advise vendors of this form change with the announcement of the quotation filing deadline.

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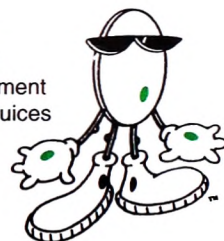
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Lil' Havana Tobacconist has something for everyone

by Shannon Swanson Taylor

Open for three months, the Lil' Havana Tobacconist has one of the most extensive tobacco product collections in the Detroit area.

They have over 50 different brands of cigars in stock and each brand comes in an assortment of sizes, shapes and vintages. They also come from all over the world including Honduras, Nicaragua, Jamaica, Dominican Republic, Canary Islands and more.

Included among the brands of

cigars they have available are Zino, Temple Hall, Thomas Hinds, Royal Jamaican, Diana, León Jimene's Credo, La Gloria Cubana, Griffins, Onyx and Macanudo.

The Lil' Havana Tobacconist also carries a selection of various pipes, some of which

date back as far as the 1600s. A sterling silver cigar case with a real ruby

button and a gold inlaid coin exemplifies the fine art and craftsmanship noticeable throughout the shop.

The store, owned by the father and son duo



Randy Bell, associate, and Sam Mona, owner, among some of the many fine cigars in stock.

of Ghalib and Sam Mona, displays collectibles and curios. It is no ordinary tobacco shop.

"Sam has a knowledge of fine art and blended it with great cigars, both of which he has a certain appreciation for," said Randy Bell, associate.

Greeting you as you walk through the front doors are two authentic cigar store Indians carved especially for the Lil' Havana Tobacconist.

According to Sam, "The store is different from other tobacco shops because it is more modern."

Unlike most stores these days, this shop allows smoking inside.

"If you want to light a cigarette or cigar, we'll light it for you," Sam said.

The shop is also planning "Cigar Nights." These special nights will be held at upscale restaurants to promote cigars. It will be a time when people can enjoy a good drink, a fine cigar and the company of other cigar enthusiasts.

"We want the evening to be memorable," said Sam.

The parties are scheduled to begin in February.

Located near the intersection of Orchard Lake and Maple Roads in West Bloomfield, the Monas find it to be a perfect location.

"We picked this particular location because a store like this couldn't be done just anywhere," said Sam. "We did a great deal of research and found this to be an ideal area."

Orchard Lake Road is home to other upscale stores and beautiful big homes fill the surrounding neighborhoods.

Although the store appears to be "a man's store," Ghalib said a lot of women come in as well, mainly for the unique collection of gifts.

Along with its collection of cigars, Lil' Havana Tobacconist has "gifts for the people who have everything and you don't know what else you can get for them," says Sam.

Humidors, briefcases, briefcases with mini-pool tables and casino games inside, casino-style chips, jewelry boxes, Mont Blanc pens, Vodka shooters, various pipes including corn cob pipes, tobacco, cigarettes, lighters, beer steins, cigar holders and cutters, and match boxes are just a few of the unique items available. All of these were selected by Sam and Ghalib.

"It has always been my dream to own a store like this," said Sam. And shoppers can look forward to another dream coming true when the second location opens soon.

(Time and place to be announced.)



Ghalib Mona, owner, shows off some of the wares available in the shop.

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News Notes

Miller Brewing sponsors Carolina Panthers

Miller's support to extend through 2005

Miller Brewing Company and the Carolina Panthers announced that Miller will be the team's malt beverage sponsor for its first decade as an NFL franchise.

Beginning with the Panthers' inaugural season at Clemson's Memorial Stadium, Miller's 10-year commitment to the Panthers includes advertising on the Panther television and radio networks, in-stadium signage and video commercials, print advertising in Panther publications and a variety of promotional opportunities.

Michigan ice cream company receives top honors two years in a row

Ashby's Sterling Ice Cream of Oak Park, Michigan, was awarded "Best New Flavor" for the second year in a row for their Raspberry Chip Cheesecake Ice Cream on October 25, 1994, at the National Ice Cream & Yogurt Retailers in Oklahoma City. (At the 1993 annual convention, Ashby's Amaretto Cherry received this honor.)

Ashby's Vanilla Bean, French Vanilla and Chocolate ice cream's took first place in their respective categories.



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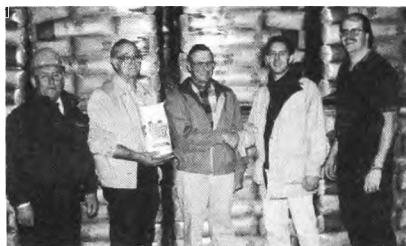
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"We Make U Bake"

More than 1,700 pies were made during the third annual "We Make U Bake" pie sale to benefit youth in the "Thumb" area.

Sweetening the pie are (l-r): Michigan Sugar Company Agricultural Manager Richard Jacoby; Factory Manager Lewis Zemanek; Great Lakes Sugar Beet Growers Assoc. President Stanley Gettel; Blue-water Thumb Youth for Christ Campus Life Director for the Akron, Fairgrove and Reese region, Todd Cramer; and Campus Life Director for the Laker and U.S.A. region, Steve Fletcher.



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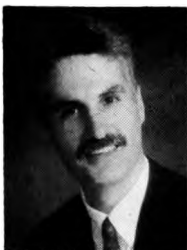
Monitor Sugar promotes three

Monitor Sugar Company, in Bay City, Michigan, recently announced the promotions of three of its employees.

Carol Kunitzer was promoted to sales manager. She will oversee the company's grocery and food service activity.

Chuck Hornung was named Assistant Distribution and Warehouse Manager. In his position, Hornung will monitor the daily quality control of the warehouse facility and its equipment.

Beverly Erickson was appointed the position of buyer. As buyer, Erickson will work with the vice president of procurement to secure daily supplies and operational materials.



Long time AFD member dies

Next to his loved ones, the most important thing in Frank J. Chiarelli's life was the family business.

Chiarelli was the former president of Chiarelli Enterprises, a family-owned business that included a bakery, grocery store and meat market that developed from Chiarelli's Market, started in 1925 by Ercole Chiarelli, Frank's father.

Chiarelli stepped down as president of the company in July because of a lengthy battle with leukemia.

He died of leukemia on Dec. 3, 1994, in Henry Ford Hospital of Detroit. He was 65.

Born and raised in Lincoln Park, Chiarelli obtained a journalism degree from the University of Detroit and served with the U.S. Army in Korea from 1951-53.

He was a member of the Lincoln Park Chamber of Commerce, Knights of Columbus, Exchange Club, Lincoln Park Building Commission, Lincoln Park Historical Society, Lincoln Park Hockey Association and the Lions Club. He served as a Lincoln Park police commissioner.

For his civic involvement, which

included donating food baskets for the needy at Thanksgiving, Christmas and Easter, Chiarelli's name was inscribed in the Exchange Club's Book of Golden Deeds; and in 1993 he was honored by the Lincoln Park Historical Society as Italian-American of the Year.

Two leave Spartan

Vice President of Procurement and Inbound Logistics Ken Wagar and Vice President Grand Rapids Distribution George Williams have recently resigned from Spartan Stores and will

pursue other opportunities.

There are no plans to fill either of these positions. All managers and directors who previously reported to Ken Wagar or George Williams will now report directly to Bill May, senior vice president distribution/information services.

Danna joins McMahon & McDonald

Larry Danna has joined McMahon

& McDonald, Inc. as Vice President of Perishable Sales.

Danna's previous food brokerage experience include Senior Vice President Perishable Sales, The Pfeister Company; General Manager Retail Division, C. Mascari & Associates, Inc.; and Senior Vice President Eastern Michigan Division Manager, D-Mar Food Brokers, Inc.

Danna will be headquartered in Detroit and will be responsible for sales and marketing of McMahon & McDonald's dairy, frozen and ice cream products in Southeastern Michigan.

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:

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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.

Application period for southern vendors begins

The current contracts with WIC Authorized vendors in the southern part of the state will expire on June 30, 1995.

The counties included in the contract cycle for the southern part of the state are: Allegan, Monroe, Ingham, Berrien, Muskegon, Jackson, Calhoun, Ottawa, Kent, Clinton, Van Buren, Livingston, Gratiot, Wayne, Hillsdale, Barry, Montcalm, Ionia, Branch, Oakland, Kalamazoo, Cass, St. Joseph, Lenawee, Eaton, Washtenaw and Macomb.

The application period for WIC vendors in the southern part of the state is from January 1, 1995 through March 31, 1995.

During this period all currently contracted vendors in the southern part of the

state interested in WIC authorization must submit a new "WIC Vendor Application" for a new contract. An application along with instructions will be mailed to each contracted vendor during January, 1995.

Vendors who had been placed on the "waiting list" will be notified of the application period and those who wish to seek WIC authorization must submit a written request for a new application.

Other vendors in the southern part of the state who wish to be considered for WIC authorization may also apply during this period by sending a written request for an application.

Approved vendors will receive two year contracts valid from July 1, 1995 through June 30, 1997.

Calendar

January 20	AFD Trade Dinner, Pennas, Sterling Heights
February 1 - 4	NGA Annual Convention, Las Vegas, Nevada
March 5 - 8	NAWGA/IFDA Convention, Dallas, Texas
March 11 - 14	Annual Produce Conference, Fort Myers, Florida
March 13 - 14	1995 FMI Public Affairs Assembly, Rochester, 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

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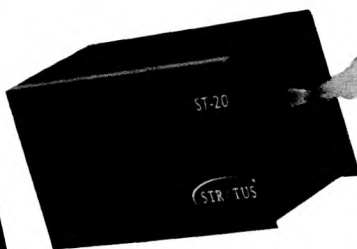
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This could happen to you!

A big bump in the night: Thieves rumble through

By DAVID McELGH
From Press Staff News

None of that tedious lock-picking for these thieves.

Whoever broke into the Ideal Market on Detroit's east side early Sunday used a front-end loader, smashing through the grate-covered front window and the surrounding cinder-block wall. Lottery tickets, liquor and money were taken.

It's the second time in six months someone has impersonated a drive-through at the store on Chene at Ferry, according to owner Mike Atti.

Last time it was a truck — a stolen truck, said Atti, standing in a 10-foot-by-10-foot hole in his building amid rubble and broken liquor bottles.

Neighbor John Luster, who lives over a nearby store, was awakened by the break-in. "I was sound asleep," he said. "I looked out and saw the bulldozer sticking out the window. I wasn't about to go down there."

Front-end loaders, sometimes confused with bulldozers, are construction vehicles with heavy hydraulic scoops.

Police arrived in a few minutes, Luster said, but not in time to stop the late-night heavy-equipment operators from getting away. Atti said several thousand dollars in instant lottery tickets and several hundred dollars in change was gone, plus some booze.

To make things worse, the crooks' entry route took them through the cognac —

"The good, expensive stuff. \$40 a bottle," Atti said — and spared the cheap whiskey a



RICHARD LEE/DETROIT FREE PRESS

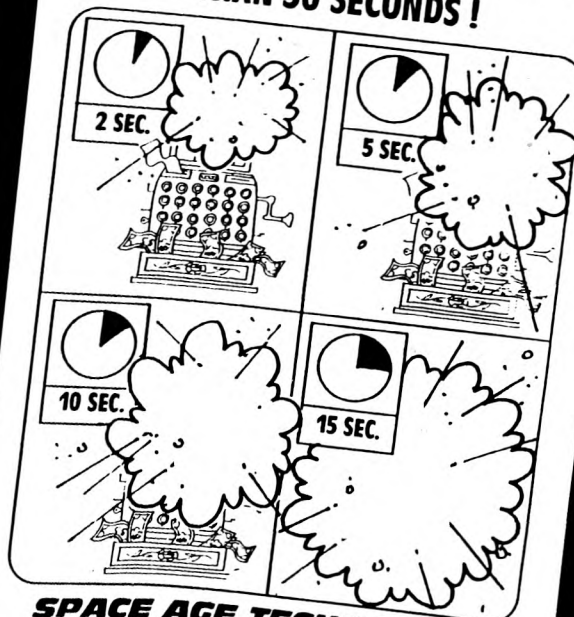
Workers make repairs Sunday in Detroit. Thieves made off with what's advertised on the sign, plus some cash

few feet away. Though the demolition approach is a lot of a novelty, stolen autos are occasionally used to break into stores, according to police.

Exactly where the front-end loader came from is unclear, police said, since there are several construction sites near the store.

Atti said he'll reopen in a couple of days.

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Second stint gives Gerald Law unique perspective

by Virginia Bennett

Newly elected representative Gerald Law hit the ground running when he took office January 1. Law, a Republican from the 20th District, is reentering the legislature after a three-year hiatus. He looks forward to possibly serving on the committees he has had experience with including the state affairs (lottery), judiciary, insurance and public health committees.

Law's most recent position was as an administrative assistant to the lottery

commissioner. Thus he has formed solid opinions about what will keep the lottery a money maker for retailers, schools and the state. Of the 33 states that have lotteries, 27 are approved to join multi-state lottery associations such as Power Ball. Michigan is one of the few that can't join this multi-state lottery and Law feels that we are missing out on a good opportunity. He is convinced that the lottery is a business and it will prosper only if it is given the latitude to operate as a business in its own best interest.

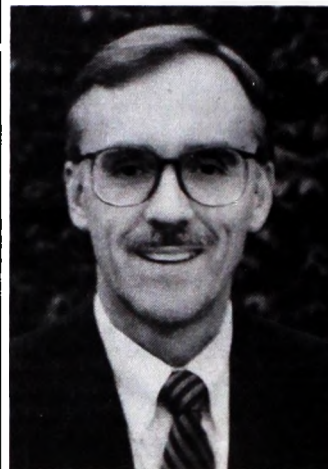
Law will encourage the legislature to

resist any temptations to enact further legislation to restrict the lottery. He feels that previous pieces of legislation have limited the potential to maximize sales. One example cited by Law, was the legislation making it illegal to publish the lottery winner's name. This hurts the lottery because it makes the public skeptical and causes the lottery to lose out on publicity.

Regardless of the committees Law eventually is chosen to sit on he looks forward to the changes that may be possible in a Republican majority legislature. "Realistically, change takes time, but the

world is changing and we have to keep asking if there is a better way of doing things." Law believes that two-year budgets will lead to better planning thus lowering, not just shifting taxes.

The annual budget now takes precious time—from January to July—to be formulated. This is time taken every year that could be spent reevaluating old programs and thinking of better ways to use limited revenue. Some programs no longer have a useful life, but without having time to



reconsider them, they continue on indefinitely. A two-year budget could be expeditiously fine tuned in the second year. This would allow more time for study and evaluation of ongoing programs.

Law sees opportunities for significant change in other areas as the federal government passes responsibility for entitlements to individual states. "States are better equipped to use their imagination to come up with programs that better suit their needs," he says, "as an added bonus, dollars spent will be spent in state."

Clinton's health care reform was just one example of a government mandated program that was unpopular with small business owners. Although Law agrees that health reform is necessary, he feels the states can provide basic health coverage or at least catastrophic illness coverage without further burdening small businesses. He also believes the Single Business Tax is complicated, unfair and overdue to be fine tuned.

"It is a tax on employment instead of on a profit," says Law, "it doesn't make any sense." He supports unemployment tax reform, as well. Minimally, a one-week waiting period would save a few dollars for those who pay.

Other taxes which he would like to see changed include intangible taxes which penalize savers and investors while the government is trying to encourage saving.

With the experience gained during his former term, Law realizes that all these changes will take time. Still, as a Republican he's committed to tax reduction and less government. Knowing the ropes in Lansing will get Law off to a fast start.

You can contact Representative Law at (313) 455-6950.

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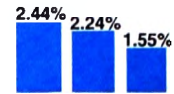
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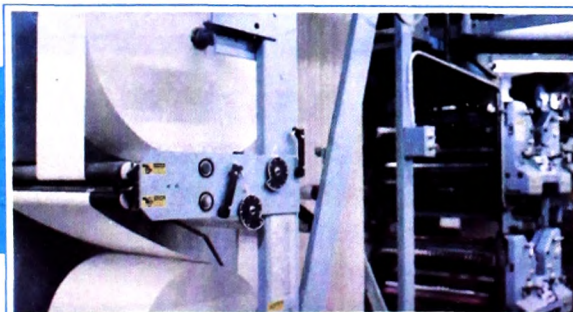
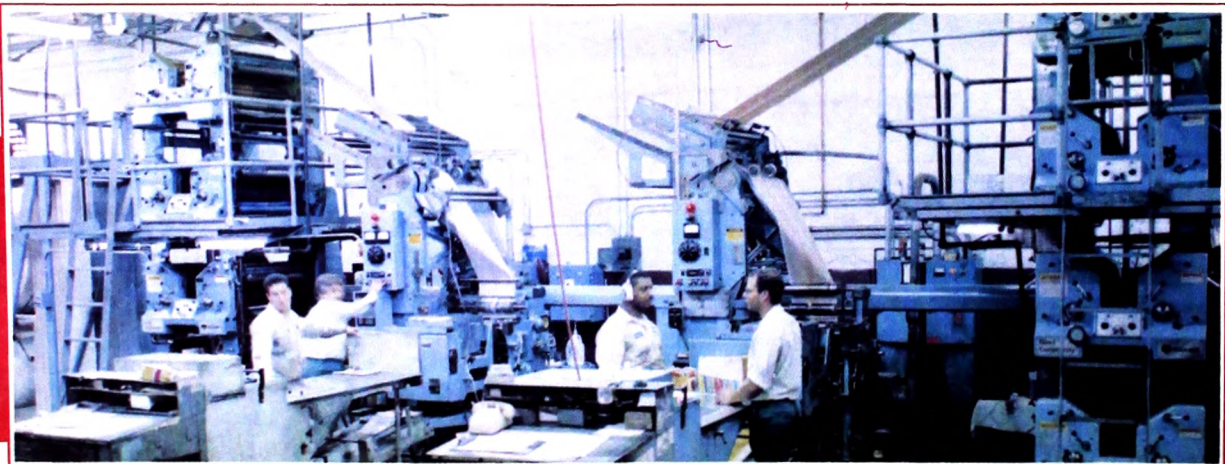


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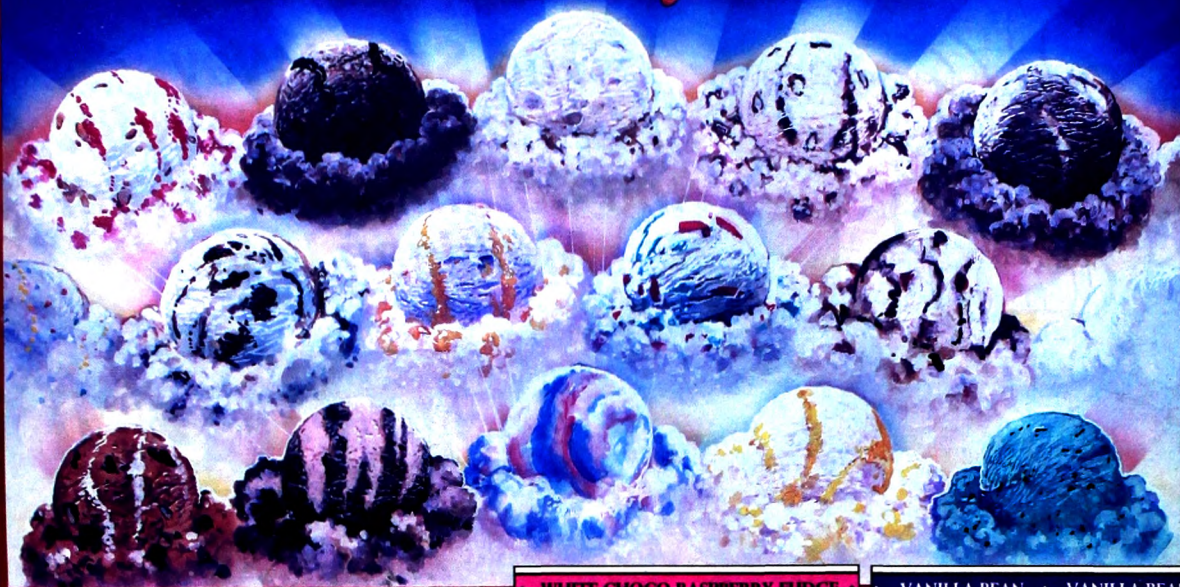
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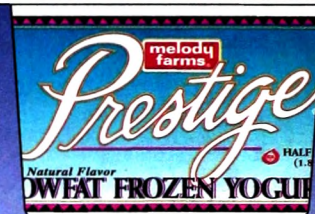
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TAKE A BITE OUT OF CRIME



AFD increases reward for robbery convictions

This publication, *AFD Food & Beverage Report*, will pay a \$2,000 reward to anyone who provides information that leads to the apprehension and conviction of anyone who commits an armed robbery against one of the association's members or member facilities. The previous reward ante was \$1,000. Called "Take a Bite out of Crime," the program is intended to thwart food store and vendor truck robberies throughout the state. AFD worked in coalition with law-enforcement officials to develop this program, which runs through December 31, 1995.

AFD Food & Beverage Report is supplying its members with new "Take a Bite out of Crime" stickers, which reflect the increased reward ante. The stickers are intended for posting on delivery trucks and store windows. Anyone, except the victim, who provides information about an armed robbery against a business displaying this sticker is eligible for the reward, provided the information leads to a conviction.

In order to collect the reward, the person who has the information about an armed robbery must first contact the local police department. After the conviction, they should contact AFD at (810) 557-9600. Once the facts are verified, AFD will issue the \$2,000 reward.

Employees who quit may take more than last check

Supermarket employees who intend to quit their jobs admitted stealing an annual average of \$245.89 in cash and merchandise from employers, according to a recent survey conducted by FMI and London House, a leading developer of human resource assessment systems for business. That figure is more than seven times greater than the average theft of \$34.27 reported by employees content to stay with their current employers.

The fourth annual survey questioned 850 supermarket retail clerks and cashiers, each from separate stores, about their attitudes regarding on-the-job theft. Twenty-four percent of those planning to leave their jobs provided dollar estimates of the amount they stole from employers. When factored, those amounts could cost more than \$1.8 million in theft per year.

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Michigan Lottery kicks off New Year with exciting new games and promotions

by Jim Kipp
Acting Lottery Commissioner

The Michigan Lottery will kick off the New Year with lots of new games and promotions, a great way to build Lottery excitement and increase sales.



"Park Place," "Pennsylvania Avenue," and "Boardwalk" are coming to Michigan! For the first time ever, the Michigan Lottery will introduce a "Monopoly" instant game with a top prize of \$10,000. Everyone has fond memories of playing the Monopoly board game. Now Michigan Lottery players can have just as much fun, with a chance to win great cash prizes. The new \$2 instant game, which will go on sale at Lottery retailers on January 16, offers players the chance to win up to three times on each ticket.

Here's how to play Michigan's new "Monopoly" instant game:

- Scratch roll #1 to reveal the number of spaces to move. Start at "GO" and count the spaces, then scratch the space

you land on.

- Scratch roll #2 to reveal the next move. Count from where you landed, scratching the next space you land on.
- Keep rolling the "dice" and scratching.
- Land on "Community Chest" or "Chance" for a chance to win the Bonus Prize.
- After completing play, scratch all remaining spaces to double check your ticket.
- Match your symbols to the prize listing and win the prize shown.

The new "Monopoly" instant game is fun and easy to play! It's a popular game in other states and we expect it to do well here too. The Lottery will provide television, radio and point-of-sale support for this new and exciting game. Remember, this \$2 ticket means double the sales commission!

The Michigan Lottery will also introduce two \$1 instant games in January, "Ace in the Hole" and "Fortune Cookie."

Players can win up to \$3,000 in the "Ace in the Hole" instant game, which goes on sale on January 2 at Michigan Lottery retailers statewide. If "Your Card" beats the "Dealer's Card" in any game, players win the prize shown for that game. Players can win up to three times on each "Ace in the Hole" instant game ticket. If a player's "Bonus Card" is an Ace (A), the player wins all three

prizes.

Michigan Lottery players can try their luck playing the new instant game called "Fortune Cookie," which goes on sale January 30.

If players match any of "Your Numbers" to the "Lucky Number," they win the prize shown below that number. Players can win up to three times on this "delicious" instant game.

Thinking about how to pay off all those holiday shopping spree bills? Michigan Lottery players will get an extra chance to win millions by playing the Michigan Lotto game from January to March. Beginning January 6 and running through March 4, Lotto customers can "Ask for a SMARTPLAY!" and get an extra Lotto wager free! When a \$5 five-wager Lotto ticket for a single drawing is purchased, players automatically get a Lotto easy pick ticket free.

In addition to colorful point-of-sale materials, the Lottery is providing newspaper, radio and television advertising to support this promotion.

It's the "smart" way to play Lotto! Make the most of this promotion by displaying colorful point-of-sale materials and "Ask for the Sale." That's the smart way to increase awareness and sales!

Lastly, the Michigan Lottery unveiled new drawing equipment for the Daily 3 and Daily 4 games in December.

Michigan's new daily drawing equip-

ment is state-of-the-art. The new equipment is a change for the better, it offers a new look but uses a tried and true selection process.

Our players were not satisfied with the old electrically driven wheel modules. Players complained primarily about the rocking motion between numbers that occurred with the wheel modules. Clearly, there is no confusion as to what number is drawn with the ping-pong ball equipment. Most other states also use a similar type of equipment because players understand the concept of the ping-pong ball blower machines.

The new drawing equipment is called a "Paragon" machine. The Paragon machines, one for the Daily 3 game and one for the Daily 4 game, are columnar in design and contain three and four individual chambers, respectively. Each chamber is constructed of rigid, see-through plastic to allow a full view of the drawing process.

The machines use standard ping-pong balls. One set of balls is used in each chamber. A set of balls consists of ten balls numbered from zero (0) through nine (9).

See Lottery
page 33.

NEW PRODUCT

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Miller's St. Patrick Day promotion wishes luck in colors of Ireland's flag

"The luck of the Irish" is the theme for Miller Brewing Company's St. Patrick's Day promotion this year, and most of the point-of-sale and merchandise items feature the green, white and orange of Ireland's flag.

While Miller Lite and Lite Ice are featured in this traditional St. Pat's Day promotion, Miller Genuine Draft gets special billing as "Ireland's #1 imported beer."

This fact is



highlighted on a 6-foot-by-3 foot imprint banner featuring the traditional Irish colors, shamrocks and brand identification and also on a 6-foot-high cutout of an MGD bottle surrounded by shamrocks. A banner behind the bottle reads:

"The luck of the Irish. Happy St. Patrick's Day from Ireland's #1 imported beer!"

Other banners feature Lite with Lite Ice and all four brands together, including Miller Genuine Draft Light,

and each brand has its own bottle cutout.

A special offering this year is the St. Patrick's Day souvenir stadium cup. Where legal, these take-home cups can be personalized with the retailer's name on one side and "Luck of the Irish" graphics on the other. Companion pieces to the cups are disposable 32-ounce pitchers.

Shamrocks always say it's St. Patrick's Day, and this year Miller offers shamrocks on string pen-nants, stickers, banners, balloons, wall decorations and table tents.

Products

For bartenders and waitstaff, Miller offers a wide array of brand-identified merchandise including derbies, T-shirts, glow buttons, garters, vests and clip-on shamrock earrings, where legal. Another great attention-grabber is white boxer shorts with green shamrocks.

Genuine Coca-Cola bottle comes to Detroit

A consumer favorite best known package design unleashed in new form

The Coca-Cola Bottling Company of Michigan unleashes the power of the single most recognized trademarked package on earth as the 20-ounce Contour Bottle hits store shelves at retailers throughout the Metro area.



"Nothing communicates the essence of Coca-Cola like the Genuine Coca-Cola Bottle," said Bill Holl, division vice president for Coca-Cola Bottling Company of Michigan. "It is the best known package since the egg."

Coca-Cola classic, Diet Coke, caffeine free Diet Coke and cherry Coke will be sold in this proprietary package.

Research confirms that the Genuine Coca-Cola Bottle has many intrinsic qualities. Consumers in 20-ounce PET Countour Bottle test markets—especially young people—have demonstrated a decided preference for the look and feel of the plastic Contour Bottle.

Until now, it had not been possible to distribute a commercially viable contour plastic package. Experimental efforts by Coca-Cola and its packaging suppliers, along with advances in plastics technology, have made the introduction of the new contour possible.

To legions of loyal fans, the bottle represents the essence of form and function. In May, 1950, Coca-Cola in the Contour Bottle became the first consumer product to be featured on the cover of Time magazine. The bottle's birthplace, Terre Haute, Indiana, site of the Root Glass Company, was recently honored with a historical marker memorializing the birthplace of this famous package.



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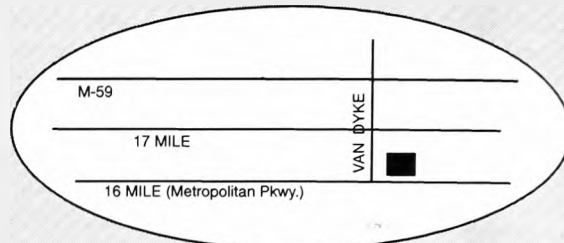
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FOOD & BEVERAGE REPORT, JANUARY 1995.....27

Mike's Original™ Cheesecake Ice Cream introduced



An authentic all natural cheesecake ice cream, Mike's Original™ Cheesecake Ice Cream was recently introduced to Michigan.

Superpremium ice cream is the fastest growing segment in the ice cream category and Mike's Original™ offers a different product that is made with only all-natural ingredients, which is a plus with today's health-conscious consumer.

It is available in pints, novelty sticks, bulk packs, 1.5 scoopable

bulk cans for foodservice and the new Gramwich™ ice cream sandwich. The Gramwich™ ice cream sandwich is made with cheesecake ice cream and is sandwiched between two graham cracker wafers.

In Michigan, Mike's Original™ is available in over 28 chains (or wherever Country Fresh Dairy products are available).

For more information on distribution, contact Tom Davis & Son's (810) 399-6970.

Miller High Life franchise grows with addition of new ice beer

Miller Brewing Company recently announced an extension of its Miller High Life franchise with the addition of Miller High Life Ice in select markets.

The new near-premium beer contains 5.5 percent alcohol by volume and 146 calories per 12-ounce serving. It will be packaged in 12-ounce cans in six-packs, 12-packs and 24-loose-can cases. The cans will feature striking black graphics on a white background.

New point-of-sale materials have been created for the brand that take advantage of the dynamic new black-and-white graphics and emphasize the franchise's traditional tag line: "It's Miller Time."

Miller High Life Ice is available in select markets throughout the country.

Continental Baking distributes new products

Hostess Cake is happy to introduce a new look and flavor for their Cupcakes. Just in time for Valentine's Day, they will have the new Hostess Valentines—cupcakes with a rich yellow cake and a creamy vanilla frosting.

Hostess Powdered and Chocolate Donettes will also be available in festive Valentine's packaging beginning Monday, January 23 through Sunday, February 12, 1995.

Continental Baking is also happy
See Continental Baking page 29

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IN THE GREATER DETROIT AREA, CALL 1-800-877-2145 or 1-800-776-6021

Continental Baking from page 28

to announce the introduction of Braun's Bagels. The new Bagels will be available beginning Monday, January 16, 1995.

The bagels come in four varieties: plain, cinnamon raisin, onion and wheat.

Wonder Bread introduced their latest Bread du Jour variety, Bread Du Jour Country Biscuits, which will be available beginning Monday, February 13, 1995.

Country Biscuits will be available in an eight-count package.

For more information on the availability of these products, please call Dan Angst, General Manager, Continental Baking Company at (313) 591-4132.

Low-fat snacking with a south of the border taste

Guiltless Gourmet, Inc., pioneer of the Original Baked Not Fried Tortilla Chip, continues to turn the heat up on low-fat snacking with the introduction of Baked Chili & Lime Tortilla Chips.

The new Baked Chili & Lime



chips are a blend of spicy chili pepper and a hint of lime on a baked yellow corn chip. Chili is the lead taste in this combination of opposites that meld together to offer a distinctly flavorful chip. And, like all Guiltless Gourmet chips, Baked Chili & Lime have only one-seventh the fat of traditional fried tortilla chips per one-ounce serving.

Chili & Lime won't be hard to find on store shelves. Its dramatic packaging features a red hot chili and a tropical lime framed in black.

House of Seagram to distribute Patrón Tequila

The House of Seagram of Farmington Hills, Michigan, will distribute Patrón Añejo and Patrón Silver Tequilas.

As consumers continue to realize

Products

that there is a very distinct difference in what bulk tequila producers have been offering and real 100% pure Blue Agave distillate, the ultra premium category has seen amazing growth.

Patrón Añejo and Patrón Silver tequila continue to set the standard for ultra premium tequila. Patrón Silver is called young or

"joven" tequila. A similarity may be made to a young or nouvelle wine. It



is known for its lite, fresh, crystal-clear look and an elegant smoothness not found in other silver tequilas. The House of Seagram says it is perfect for blending with any high quality mixer or may be easily sipped as

is recommended with Patrón Añejo. Patrón Añejo is a delicate blend of three uniquely aged tequilas. As in many premium red wines, the blends must be adjusted for each vintage. The same care and attention is paid when blending Patrón Añejo.

Each bottle is a "one of a kind" numbered and hand-blown creation. It is important to note that slight variations in apparent fill volumes are due to the uniqueness of each bottle. Each bottle contains 750ml of tequila. Both tequilas are 80 proof/40% Alcohol by volume.

For more information, please contact Steven Walkiewicz at The House of Seagram (810) 553-9939.



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Produce, cleanliness and courtesy attract customers to stores

by Judy Kozacik, Vice President
Research and Member Relations,
Food Marketing Institute

Food Marketing Institute's 23rd survey of consumer attitudes toward food stores shows that the factors that have traditionally been the chief drawing cards for stores continue to dominate. The study of 2,018 male and female shoppers, conducted nationwide by Opinion Research Corporation, again confirms that quality produce; clean, neat stores; and courteous, friendly employees are the most important criteria in store selection. Not far behind are low prices, product variety, and inclusion of "use by" or "best used by" dates on perishable products. Other factors rated at the top of the list are quality meat, convenient store location, and readable and accurate shelf tags.

The study found that, using a scale of 10 (excellent) to 1 (poor), consumers gave their favorite supermarket a 7.9 rating. Women tended to rank stores higher (8.0) than men, and non-working women higher (8.2) than working women.

Those expressing dissatisfaction with their supermarket listed the reasons in descending order as 1) poor variety/selection, out of stock; 2) prices too high, not enough sales/coupons; 3) poor employee attitude; 4) store not clean/neat; and 5)

slow/long lines at checkout.

Consumers are not switching in large numbers to alternative-format stores. Five percent reported significant amount of food shopping at discount/warehouse food stores and three percent at warehouse club stores. Shopping at warehouse club stores is continuing to decline.

The new study shows that family weekly grocery expenditures average \$79. Average per-person expenditures are \$30. Shoppers continue to search for ways to economize. On nearly every shopping trip, almost half report shopping at only one store; two in five look in the newspaper for specials or use price-off coupons. Three out of 10 shoppers economize regularly by stocking up on bargains (30 percent). One out of five, or fewer, shoppers say they make unplanned purchases, substitute store brands for national brands and go to other supermarkets for advertised specials.

One in four shoppers reported that they had switched to a different store for their major shopping during the past year. Working women were more likely to have switched than other shoppers.

Younger, single and better educated people were also more likely to switch. Reasons given for changing stores were better/lower prices (40 percent), and more conveniently located store (26 percent).

Other reasons cited were more variety/selection (17 percent), consumer moved (17 percent), and new store is cleaner (9 percent).

Consumers were asked for suggestions as to ways in which their principal supermarket could improve. Factors most often mentioned were faster checkouts/more cashiers (15 percent); better store layout/easier to shop/more space/wider aisles (7 percent); wider variety of products and services, such as deli, bagging service, bakery, pharmacy, bank, seafood section or video/film department (9 percent); and wider variety of foods—specialty items (gourmet, imported, diet foods), private label/store brands, produce, meat or seafood (8 percent). A total of 7 percent of shoppers expressed a desire for better customer service, more help in the store, courteous and knowledgeable employees and more attention to special requests. Improvements in store facilities, grounds or parking were also mentioned by 7 percent. Better quality products, including produce, meats and seafood were mentioned by 6 percent.

Shoppers continue to be concerned about the healthfulness of their diet. Two out of three believe that their diet could be at least somewhat healthier and only 11 percent believe it is as healthy as it can possibly be. More than nine out of 10

shoppers are changing their eating habits to insure a healthier diet. Six out of 10 report eating more fruits and vegetables and about one-third say they are consuming less fats and oils and less red meat.

In regard to consumer concerns about national issues, crime, including guns and youth violence, is now the single most important issue facing our country today, mentioned by one out of four shoppers participating in the study. Social issues (48 percent) have replaced economic issues in the forefront of shoppers' minds. Concern about the breakdown of the family, lack of morals, religious faith, or work ethics, is the second most frequently mentioned social issue.

In regard to economic issues, cited by 32 percent as being the most pressing, primary concern included health care costs (13 percent); unemployment/lack of a good job (9 percent); and other concerns (national budget/trade deficits, inflation, etc.) fewer than 5 percent.

The 1994 FMI study "Trends in the United States—Consumer Attitudes and the Supermarket" is available to non-members of FMI as well as members.

For further information and costs, please contact FMI's Publication Sales Department, phone (202) 452-8444.

—FMI

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DISTRIBUTORS OF FINE WET GOODS

Small Business: Leading source of jobs in 2005

By Raymond L. Harshman
Michigan District Director
U.S. Small Business Administration

There's really nothing small about the contribution small business makes to America's economy. Small businesses provide 100 percent of the net new jobs in the last five years and that trend is expected to continue.

The U.S. economy is expected to add 25 million new jobs by 2005, and the U.S. Small Business Administration (SBA) estimates that small businesses will contribute 68 percent of these new jobs.

Total employment in the U.S. is projected to increase by 24.3 percent by 2005. About 60 percent of this employment increase, about 13.3 million jobs, is expected to come from small business-dominated service industries.

With government and corporate downsizing continuing, and many more younger workers preparing to enter the job market, it makes sense to examine industry growth trends into the 21st Century. What are the fastest growing industries and where will the jobs be? Nine of the fastest growing small business dominated sectors will be service industries; only passenger transportation is not in the service sector.

The fastest growing small business-dominated industry is projected to be residential care facilities. Employment in this industry is expected to increase by 150 percent by 2005. Employment in medical and dental laboratories is projected to increase by 90 percent, making it the second fastest growing small business-dominated industry. These two sectors reflect the continued aging of the baby boom generation, as well as the need for more retirement housing and life care communities.

Eating and drinking establishments, restaurants and bars of all kinds, are the small business-dominated industry projected to add the most jobs during this period. The Bureau of Labor Statistics anticipates 2.2 million more jobs in this sector by 2005, an increase of 33 percent, and about 10 percent of all new jobs to be created during the next 11 years. These numbers reflect a greater tendency to consume meals away from home, saving time and serving as a major outlet for discretionary consumer spending.

Stores selling building materials and garden supplies are expected to be the industry adding the second largest number of jobs, about 1.4 million, by 2005. Physicians' offices will also account for many new jobs, perhaps as many as 1.2 million new jobs by 2005.

Seven of the additional fastest growing sectors are also in the service sector. These include: equipment rental, credit reporting, accounting

services, job training and family counseling.

Small businesses will also continue to experience the broadest employment growth in the economy during the next 11 years. While all of the ten fastest growing small business-dominated industries are projected to increase by more than 50 percent, only three of the top ten large business-dominated industries are projected to increase employment by that large a percentage. In addition, while over 88 percent of the new jobs in large business-dominated sectors will be in service industries, only slightly more than half (53 percent) of small firm

dominated jobs will be in services, as retail and wholesale trade, finance and construction will also add a significant number of new jobs. Large firm dominated sectors will also add jobs in these sectors, but the increases are much smaller proportionately.

This same broad-based small business growth is evident in the industries adding the most jobs as well. Three of the ten small business-dominated industries adding the most jobs will add over 1 million jobs each, while only one large business-dominated industry is expected to add more than 1 million jobs. In addition, the tenth ranked large business-domi-

nated industry adding the most new jobs is projected to add only 92,000 jobs by 2005 (banking) while the tenth ranked small business-dominated industry in job creation is projected to increase by 413,000 jobs (public warehousing and self-storage).

Small business has long been involved in building America's future, and it's clear that small business will continue to be the engine that provides the jobs and drives the American economy well into the 21st Century.

Do you have question about small business? Call the SBA at (313) 226-6065.

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Food stamp cash-out projects limit food purchases

In September, President Clinton signed into law the FY 1995 Agriculture Appropriations legislation, which contains a provision that limits cash-out projects to 25 locations nationwide and restricts the number of households that receive cash instead of coupons to 3% of the 11.1 million families in the program. Seventeen varied cash-out experiments are either running or have been approved to begin. Ten are:

California—San Diego Cash-Out, scheduled to end 10/95

Colorado—Personal Responsibility and Employment Program, oper-

ates in five counties for five years
Vermont—Expedited Service Cash-Out, operates statewide

Minnesota—Expedited Service Cash-Out, operates statewide

Minnesota—Family Investment Plan, operates in seven counties for five years

Missouri—21st Century Communities Demonstration - demo will be tested for 12 years

New York—Child Assistance Program, operates in 14 counties for five years

Oregon—JOBS Plus, will operate in six counties for five years

Utah—Single Parent Employment Demonstration Program, operates in three counties for five years

Wisconsin—Work Not Welfare, operates in two counties for 11 years

The other seven are Supplemental Security Income/Elderly cash-out programs, which were authorized by the 1981 Food Stamp Act: Minnesota, one county; New York, one county; Ohio, one county; Oregon, four counties; Utah, statewide; Vermont, statewide; and Virginia, one county.

This now allows the U.S. Depart-

ment of Agriculture to approve eight more cash-out experiments under the compromise reached in the Appropriations bill. Currently, nine other states have applied and are under review; Arizona, Empower Program, submitted 7/29/94; Maryland, Welfare Reform Project, submitted 2/25/94; Michigan, To Strengthen Michigan Families, submitted 3/4/94; Mississippi, Work First Demonstration, submitted 9/26/94; Nebraska, Welfare Reform Proposal, submitted 9/26/94; Montana, Achieving Independence for Montanans, submitted 4/25/94; North Dakota, Training, Employment, Education & Management, submitted 9/6/94; Ohio, A State of Opportunity, submitted 5/26/94; and Pennsylvania, Pathways to Independence, submitted 2/10/94.

Although states' interest in cash-out of the food stamp program is understandable, our industry fears further expansion in the states threatens to undermine the food stamp program as a nutrition program. More than 27 million Americans collect food stamps at an annual cost of \$24 billion. Retail grocers have been participating in the food stamp program for over 25 years. Experience has proven this \$24 billion program to be extremely effective at reducing hunger and improving the nutrition of our nation's poor. Food stamp cash-out has been studied extensively and research findings indicate that cash-out reduces food purchases among low-income households. It also increases the proportion of those low-income households seeking emergency food assistance. During a cash-out pilot project in Alabama, spending on food dropped almost 20% when recipients received cash instead of food stamps. Studies also show food stamp recipients buy twice as much food with a dollar than the low-income households who are not eligible for food stamps buy with the same dollar. While information now available from carefully evaluated demonstration projects describes the short-term effect of cash-out on household expenditures, food use, nutrient availability and preferences, there is only limited information on administrative costs and retailer preferences.

In addition, retailers are working with States and the federal government of the implementation of electronic benefits transfer (EBT) systems. Food stamp cash-out programs could conflict with and be detrimental to the national EBT objectives. With EBT, the federal government is trying to create a system that is all-inclusive while cash-out would make narrow exceptions for small groups of recipients. There is no role for cash-out programs in the future EBT framework.

—FMI

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Blue Cross
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of Michigan

Underage Drinking from page 1.

revoked, action tantamount to a loss of livelihood. Minors, conversely, if they are punished at all, pay only a nominal fine at best. In essence, little, if any fairness prevails: licensees are being punished, minors aren't.

While the issue was debated between both houses for these many years, the final bill kept intact two critical components.

First, with the exception of legally sanctioned sting operations, the legislation specifies that a retailer can be punished only if action is taken against the minor as well. For too long courts placed the entire burden of enforcing the law against selling to minors only on the retailer.

Second, in addition to stepped-up fines and mandatory community service, violation of the law by a minor will now result in suspension of driving privileges. While exemptions were crafted to enable driving to and from work and court-ordered substance abuse treatment, minors who now purchase, or attempt to purchase, alcohol do so at the peril of losing their drivers' licenses.

The bill does not relax current penalty sanctions against retailers who sell or furnish alcoholic beverages to minors. Those will remain intact. It only injects a sorely needed disincentive for minors.

Gratitude is extended to Senator

Gil DiNello (R-East Pointe) Representative and Senator-elect Dianne Byrum (D-Lansing) as well as long-time AFD supporter Senator Mike O'Brian (D-Detroit). Without their efforts the bill would likely have languished into the next legislative session. Also a special thanks to the Michigan Grocers Association and all those who worked closely with our Lansing lobbyist, Karoub Associates, in securing final passage of SB 482.

Lottery from page 24.

The drawing begins by dropping a set of balls into each chamber. A blower fan is then activated to thoroughly mix the balls. Lastly, a button is pushed to release a ball into a clear tube extending from each mixing chamber.

Upon completion of the drawing process, the Drawing Host announces the winning Daily 3 and Daily 4 numbers. Each step in the drawing process is performed by the Lottery's Drawing Manager from a remote control panel in the presence of an independent auditor.

The drawing machines and balls are kept under tight security at all times and are thoroughly tested before each drawing to ensure that they conform to all required specifications.

Wishing everyone a happy, healthy and successful New Year!

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23800 W. Ten Mile Road
Southfield, MI 48037

New liquor ordering system eliminates telephone hassles

A new liquor ordering system now being marketed by *The Beverage Journal* magazine takes the hassles out of placing weekly liquor orders to the Liquor Control Commission's audio-response order entry computers. The new system, called the Sabre™ liquor wand, uses a hand-held scanner and telephone modem to place orders directly to the LCC's AUDREY or MARS computer systems, eliminating the need to punch code numbers and quantities on the keypad of a touch-tone telephone.

The hand-held scanner, developed by Direct Data, Inc. of Hartland, Wisconsin, works in conjunction with a new liquor order catalog developed by *The Beverage Journal*. The catalog contains a listing of all the liquor products available through the state, including codes and prices and a bar-coded version of each item's LCC code number. Rather than punching the code number on the telephone pad, the user simply runs the wand across the bar-code of the item to be ordered, followed by a bar-code of the quantity desired.

The scanner unit contains a speaker

which enables the user to hear the audio responses from the computer, just as they do now when using the telephone.

"Our research indicates that this system will greatly reduce the amount of time licensees spend placing their liquor orders," explained Beverage Journal Publisher Larry Stotz. "The unit is very simple to use and eliminates the possibility of entering incorrect code numbers by hitting the wrong keys."

Because the unit works exactly in the same manner as licensees are currently accustomed to, users will not have to learn a new operating system. The user simply unplugs the telephone line from the back of the Sabre unit. Every function once performed by entering numbers on the phone can now be handled by the scanner. The AUDREY telephone number as well as the licensee's license and PIN numbers are also converted to bar-codes, as are all the computer commands licensees are already familiar with.

"The only difference licensees

will encounter is that they will no longer have to punch keys on the phone," Stotz explained. "Everything else works exactly the same. There are no new commands to learn or procedures to follow. The whole system is so simple that licensees should be able to use it right away without any training or instructions."

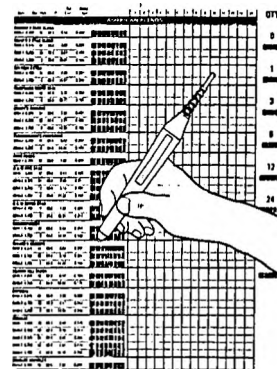
The liquor bar-code catalog also makes it easier for licensees to prepare and track their weekly orders. The catalog includes a grid system that allows the licensees to write in the order amount for each item for each week or 14 weeks. Licensees receive a new catalog each quarter with the LCC's new codes and prices.

"We found that most licensees were trying to write their orders in the margins of the LCC price book, erasing them each week to do the next order," Stotz said. "This system will allow them to become better organized and keep track of what they order each week."

In addition, licensees can also receive an optional sales report that shows how many bottles they've ordered of each item every month

for the past year. That sales data is obtained directly from the Liquor Control Commission's computer database and provides licensees with an accurate look at their ordering trends, enabling them to better predict future inventory needs.

For more information, contact *The Beverage Journal* at (313) 397-9100.



The new liquor ordering system from *The Beverage Journal* includes a hand-held scanner, telephone modem and liquor catalog with barcodes and an order tracking grid.

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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.

Changes announced at Food & Nutrition Service

The name of the Food & Nutrition Service was changed in December to the Food & Consumer Service. The agency mission, regarding food assistance programs, has not changed.

J.W. Younce, the Officer-in-Charge of the Detroit Field Office, has retired. AFD has had a good relationship with Mr. Younce and we look forward to continuing that relationship with Activity Officer-in-Charge Polly Wolff.

Along with Mr. Young's retirement, there have been changes, including other decreases in staffing, that have impacted the operations of the Detroit Field Office. Given the current political climate of reducing the federal workforce, there appears little likelihood that additional staff will be allocated.

Therefore, in order to maximize the efficiency of the Detroit Food & Consumer Service Field Office, a number of changes are being implemented.

Retailer authorization meetings will be held only at 9 a.m. on Thursdays in the Detroit Field Office. All retailers in Wayne County desiring a new authorization (for a new business or existing business under new ownership) must attend a meeting prior to the granting of an authorization. The retailer attending must have an ownership interest in the business.

Retailers outside Wayne County desiring a new authorization may wish to attend a retailer meeting to expedite the processing of their application.

All retailers desiring a new authorization should call the Field Office to request an application.

Retailers outside Wayne County should mail their application, with required documents, to the field office. Applications will continue to be accepted if hand delivered, but on-the-spot authorizations will not occur. Every attempt will be made to process applications within the 30 days time period allowed by law.

Retailers in the process of transferring ownership of a store should be obtaining Food Stamp Program Applications in advance of the ownership change and should either mail or submit, during an authorization meeting, their application prior to the change of ownership, in order to minimize any time the store would be without an authorization.

Liquor Control Commission notice of Public Hearing

The Michigan Liquor Control Commission will hold a public hearing on Tuesday, January 24, 1995, at 10 a.m., at the Lansing Office of the Commission, 7150 Harris Drive, Lansing.

The purpose is to consider proposed amendments to the Commission's "General" rules by adding R 436.1034 which would

require beer and wine wholesalers to service all retailers in their market area.

All interested persons are invited to attend the hearing to present data and views orally or in writing. Copies of the proposed rules may be obtained at the Liquor Control Commission's Lansing Office during regular

business hours or by writing the Commission, Attention, Kenneth Wozniak, Commission Aide, Executive Services, 7150 Harris Drive, P.O. Box 30005, Lansing, Michigan 48909.

Any person who wishes to submit data or views by mail may do so by addressing same to Mr. Wozniak at the above address.

The Associated Food Dealers 11th Annual Selling Trade Show - for the food & beverage industry -

- ◆ Do you buy products from any of the companies listed below? You will be able to purchase their products at special discounted rates that will only be available at the show.
- ◆ All exhibitors' show specials and premium offers will be featured in a voucher booklet. If you preregister you will receive all show specials in the mail. Plan your purchases before the show with the voucher booklet - great show discounts. Call today to preregister at (810) 557-9600.
- ◆ 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!



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
Bollin Label	MMI Distributing
Borden Ice-Cream	Nikkhas 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	Sieve Conn Associates
Everfresh Juice	Stark & Company
Farmer Poet	State Wide Financial
Faygo Beverages	Stroh Brewery Co.
Frankenmuth Brewery	Stroh's Ice Cream
Frito-Lay	Sunshine/Salerno
Food Industry Financial	Supreme Bread
Garden Foods	Tombstone Pizza
General Wine & Liquor Co.	Tom Davis & Sons Dairy
Golden Denial	Tony's/Red Baron Pizza
Golden Valley Dairy	Traveler's Express
H & O Distributors	Treppo 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



Jack Grifo dies at 74

A successful son of immigrants, Jack Grifo felt social involvement was one of his most important callings.

Mr. Grifo died of pneumonia on December 9, 1994 in Bon Secours Hospital, Grosse Pointe. The Grosse Pointe resident was born in Easton, PA, where he graduated from Lafayette College. Mr. Grifo then served in the U.S. Army during World War II and received the Purple Heart.

He came to Detroit in 1971 and was best known within the food industry as president of the Superior Potato Chip Co. in Detroit. After re-

tiring in 1980, he managed the Feed the Hungry Program at the Metro Detroit Gleaners Food Bank and remained with the organization until his death.

Mr. Grifo served on the board and was a past-president of the Italian American Cultural Society and was a member of St. Paul on the Lake Catholic Church in Grosse Pointe Farms.

Memorial tributes may be sent to the Gleaner Food Bank, 2131 Beaufait, Detroit, MI, 48207 or the Association for Retarded Citizens Grosse Pointe/Harper Woods Chapter.

Produce Q & A

Q:

What is HACCP, and how does it relate to the fresh produce industry?

A:

HACCP means Hazard Analysis Critical Control Points. Established in the early 1970s, HACCP provides a framework for food manufacturers to ensure they produce foods safely and to *prove that the foods they produce are indeed safe.*

HACCP identifies critical control points concerning biological, chemical, and physical hazards in the manufacturing process and establishes a means to control these hazards.

Most fresh produce processors have a HACCP program in place. The concept is also spreading to the grower-shipper community, distributors, and operators because all segments of the foodservice industry are responsible for ensuring safe, high-quality foods for their customers.

—PMA

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Carolans Irish Cream
Makers Mark Bourbon
Beefeater Gin
Wild Turkey Bourbon



USDA increases penalties for food stamp fraud

The USDA has implemented a new rule which is retroactive to October 1, 1993. This rule increases the penalties for trafficking in benefit redemption instruments (Food Stamps). Civil penalties can now reach up to \$40,000 for all violations occurring during a single investigation. The previous law was that no individual or organization could be fined more than \$40,000 over a two-year period.

—NDGA

One in ten Americans use food stamps

As the number of Americans below the poverty line grows, the food stamp program has become an increasingly important source of hunger and nutrition assistance.

The cost of the program has expanded from \$10.0 billion in 1982 to approximately \$24.5 billion in 1994.

About one in ten Americans receive food stamp assistance. The average food stamp household has 2.5 members and receives a monthly benefit of \$169.00. A family of 3.4 persons receives an average monthly benefit of \$225.00.

—NDGA

The baseball strike

Someone wrote, "Only in America could a guy making \$17,000 an hour go on strike for higher pay!"



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Daily 3

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Pay Back**

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SWEEPSTAKES

\$280,000 in PRIZES

(1) \$10,000 Winner
(1) \$5,000 Winner
(20) \$1,000 Winners



**March 4
Thru April 29
1995**

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• Increased commissions and
more program excitement

Media support for the DAILY 3
"BIG PAY BACK" Second
Chance Sweepstakes will
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Archway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	(313) 522-1100
Continental Baking	(313) 591-4132
Dolly Madison Bakery	(419) 691-3113
Koeplinger Bakeries, Inc.	967-2020
Ovenfresh	(313) 255-4437
S & M Biscuit Distributing	(313) 893-4747
Schafer Bakery	294-9166
Sunshine/Salerno	352-4343
Taytee Bakeries	476-0201

BANKS:

Comerica Bank	370-5204
First Federal of Michigan	(313) 965-1400
First of America—S.E.M.	399-5501
Greenfield Mortgage Co.	(313) 274-8555
Madison National Bank	548-2900
Michigan National Bank	1-800-225-5662
N.B.D., N.A.	(313) 225-1581
Standard Federal Bank	(313) 673-2543

BEVERAGES:

Absopure Water Co.	1-800-334-1064
Action Distributing	591-3232
American Brokers Association	544-1550
Anheuser-Busch Co.	354-1860
Bacardi Imports, Inc.	489-1300
Bellino Quality Beverages, Inc.	(313) 946-3600
Brooks Beverage Mgt., Inc.	(616) 393-5800
Cadillac Coffee	(313) 369-9020
Canadian Arctic Beverage	(416) 676-0201
Canandaigua Wine Co.	(313) 379-3644
Central Distributors	(313) 946-6250
Coca-Cola Bottlers of Mich.	478-2212
Consolidated Wine & Spirits	772-9479
Coors Brewing Co.	(313) 451-1499
Decanter Imports	344-6644
Don Lee Distributing, Inc.	(313) 584-7100
E & J Gallo Winery	643-0611
Eastown Distributors	(313) 867-6900
Everfresh Beverages	755-9500
Faygo Beverages, Inc.	(313) 925-1600
Frankenmuth Brewery	(517) 652-6183
General Liquor	(313) 868-5100
General Wine	(313) 867-0521
Great Lakes Beverage	(313) 865-3900
Great Lakes Marketing	(313) 527-1654
Heublein	(313) 594-8951
Hiram Walker & Sons, Inc.	626-0575
House of Seagram	262-1375
Hubert Distributors, Inc.	858-2340
J. Lewis Cooper Co.	(313) 835-6400
L & L Wine World	588-9200
Lotus Distributors	(313) 336-9522
Miller Brewing Company	(414) 259-9444
Mohawk Distilled Products	1-800-247-2982
Mr. Pure Juices	(312) 379-3000
Nestle Beverages	380-3640
Oak Distributing Company	674-3171
Pabst Brewing Co.	887-2087
Paddington Corp.	(313) 345-5250
Pepsi-Cola Bottling Group	641-7888
Petipren, Inc.	468-1402
Powers, Dist.	682-2010
R.M. Gilligan, Inc.	553-9440
Royal Crown Cola	(616) 392-2468
Serv-U-Matic Corporation	528-0694
Seven-Up of Detroit	(313) 937-3500
Stroh Brewery Company	(313) 446-2000
Sunlike Juice Ltd.	(416) 297-1140
Teikey Tea Co.	(216) 331-4062
Thompson Beverage Co.	(313) 439-2044
United Distillers	347-2267
Vintage Wine Co.	294-9390
Viviano Wine Importers, Inc.	(313) 883-1600
Warner Vineyards	(616) 657-3165
Wolpin Company	(313) 933-7150

BROKERS/REPRESENTATIVES:

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

CANDY & TOBACCO:

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

CATERING/HALLS:

Country House Catering	(517) 627-2244
Emerald Food Service	546-2700
Gourmet House, Inc.	771-0300
Karen's Cafe at North Valley	855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	978-3880
Southfield Manor	352-9020
St. George Cultural Center	335-8869
St. Mary's Cultural Center	(313) 421-9220
Taste Buds	(517) 546-8522
Tina's Catering	949-2280
Vassel's Banquet Hall & Catering	354-0121

DAIRY PRODUCTS:

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

EGGS & POULTRY:

Linwood Egg Company	524-9550
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FISH & SEAFOOD:

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

FRESH PRODUCE:

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

ICE PRODUCTS:

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

INSECT CONTROL:

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

INSURANCE:

Alphamerica Insurance Agency	263-1158
America One	(517) 349-1988
Blue Cross/Blue Shield	1-800-486-2365
Capital Insurance Group	354-6110
Cranbrook Group, Inc.	362-4640
CoreSource	792-6355
Gadaleto, Ramsby & Assoc.	(517) 351-7375
Golden Dental	573-8118
Health Alliance Plan	552-6000
Jardine Insurance Agency	641-0900
Kanter Associates	357-2424
K.A. Tappan & Assoc., Ltd.	473-0011
Frank McBride Jr., Inc.	445-2300
Miko & Assoc.	776-0851
Mitzel Agency	773-8600
Monroe-George Agency	489-9480
Murray, Benson, Recchia	(313) 831-6562
North Pointe Insurance	358-1171
Rocky Husayni & Associates	557-6259
Security First Insurance	1-800-530-9225
SelectCare	637-5391
Simmer & Company	776-4036
Joel Weingarden	(313) 453-3636

MANUFACTURERS:

Amato Foods	(313) 295-3337
Bil Mar Foods	1-800-654-3650
Brown & Williamson	350-3391
Eden Foods	(517) 456-7424
Groeb Farms	(517) 467-7609
Home Style Foods, Inc.	(313) 874-3250
Jaeggi Hillsdale Country Cheese	(517) 368-5990
Kali Enterprises, Inc.	(313) 527-7240
Key West Soda Life Preserver	(305) 296-0005
Kraft General Foods	(313) 261-2800
Michigan (Pioneer) Sugar	(517) 799-7300
Monitor (Big Chief) Sugar	(517) 686-0161
Nabisco, Inc.	478-1400
Nestle Food Company	380-3670
Philip Morris U.S.A.	489-9494
Prince Macaroni of Michigan	772-0900
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Strauss Brothers Co.	(313) 832-1600
Tony's Pizza Service	634-0606
R.J. Reynolds	398-6390

MEAT PRODUCERS/PACKERS:

General Provision, Inc.	(313) 393-1900
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E.W. Grobbel Sons, Inc.	(313) 567-8000
Hartig Meats	(313) 832-2080
Hillshire Farms & Kahn's	778-3276
Hygrade Food Products	(313) 464-2400
Kowalski Sausage Company	(313) 873-8200
L.K.L. Packing, Inc.	(313) 833-1590
Metro Packing	(313) 894-4369
Oscar Mayer & Company	488-3000
Pelkie Meat Processing	(906) 353-7479
Ray Pleva Products	(616) 228-5000
Smith Meat Packing, Inc.	(313) 458-9530
Strauss Brothers Co.	(313) 832-1600
Pest Packing Co.	(517) 845-3021
Swift-Eckrich	(313) 458-9530
Thorn Apple Valley	552-0700
Winter Sausage Mfg., Inc.	777-9080
Wolverine Packing Company	(313) 568-1900

MEDIA:

Arab & Chaldean TV-62 Show	352-1343
The Beverage Journal	(313) 397-9100
Booth Newspapers	(616) 459-1567
C&G Publishing, Inc.	756-8800
Daily Tribune	541-3000
Detroit Free Press	(313) 222-6400
Detroit News	(313) 222-2000
Detroit Newspaper Agency	(313) 222-2512
Gannett National Newspapers	357-7910
Macomb Daily	296-0800
Michigan Chronicle	(313) 963-5522
The Beverage Journal	(313) 454-4540
WDIV-TV4	(313) 222-0643
WJBK-TV2	557-2000
WWJ-AM/WJOL-FM	(313) 222-2636
WWW-AM/FM	(313) 259-4323

NON-FOOD DISTRIBUTORS:

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

POTATO CHIPS/NUTS/SNACKS:

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

PROMOTION/ADVERTISING:

Advo System	(313) 425-8190
Insignia Systems	(612) 930-8200
Intro-Marketing	540-5000
J.K. Kidd & Co.	647-6601
J.R. Marketing-Promotions	296-2246
JDA Associates	(313) 393-7835
News Printing	349-6130
PJM Graphics	(313) 335-6400
Safeguard Business Systems	548-0260
Stanley's Advertising & Dist.	(313) 961-7177
Stephen's Nu-Ad, Inc.	777-6823
T.J. Graphics	547-7474

RESTAURANTS:

The Golden Mushroom	559-4230
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SERVICES:

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

Network Real Estate Services	539-0900
Paul Meyer Real Estate One	(313) 341-4522
REA Marketing	(517) 366-9666
Frank Smith's Red Carpet Keim	645-5800
Peter Ragueas, Attorney/CPA	(313) 961-8400
Sai S. Shmoun, CPA	424-9448
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. Solits, CPA	(616) 698-8855
Telecheck Michigan, Inc.	354-5000
Travelers Express Co.	1-800-328-5678
Ultracom	350-2020
Vend-A-Matic	585-7700
Whitey's Concessions	(313) 278-5207
Worldwide Financial Services	647-1199
Wolverine Real Estate Services	353-7800

STORE SUPPLIES/EQUIPMENT:

All-American Cash Register	(313) 561-4141
Ameri-Copy	1-800-888-1683
Belmont Paper & Bag Supply	(313) 491-6550
Bollin Label Systems	1-800-882-5104
Brehm Broaster Sales	(313) 472-5858
Brinkman Safe	739-1880
Cornelius Systems Inc.	545-5558
DCI Food Equipment	(313) 369-1666
First National Pallet Rental	(314) 469-2211
Hobart Corporation	(313) 697-7060
MMI Distributing	(313) 582-4400
Metro Equipment Inc.	(313) 571-6655
Michigan Bale Tie Company	(313) 925-1196
Midwest Butcher & Deli Supply	689-2255
Murray Lighting Company	(313) 341-0416
Refrigeration Engineering, Inc.	(616) 453-2441
Sales Control Systems	356-0700
TRM Copy Centers	(503) 231-0230

WHOLESALE/FOOD DISTRIBUTORS:

All-Star Foods	669-0240
Bremer Sugar	(616) 772-9100
Cabana Foods	(313) 834-0800
Capistar, Inc.	(517) 699-3605
Capital Distributors	(313) 369-2137
Central Foods	(313) 933-2600
Dean French Inc.	544-1740
Detroit Warehouse Co.	(313) 491-1500
EBY-Brown Co.	1-800-532-9276
Eppo Foods, Inc.	857-4040
Family Packing Distributors	644-5353
Foodland Distributors	(313) 522-2100
Garden Foods	(313) 584-2800
Gourmet International, Inc.	1-800-875-5557
Great Lakes Home Food Service	(517) 835-6785
H & O Distributors	(313) 493-0011
I & K Distributing	(313) 491-5930
J.F. Walker	(517) 787-9880
Jerusalem Foods	(313) 538-1511
Kehe Food Distributors	1-800-888-4681
Kramer Food Company	585-8141
Lipari Foods	469-0131
McInerney-Miller Bros.	(313) 8

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