



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:  
PACKAGE LIQUOR DEALERS ASSOCIATION

# FOOD & BEVERAGE REPORT

Associated Food Dealers  
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VOL. 4 NO. 7

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

JULY 1995

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## 5th Annual Senior Picnic set for August 17

By Kellee A. Bradley

The time is near for seniors to put on their dancing shoes and fill a hearty appetite as the 5th Annual Associated Food Dealers Senior Citizens' Picnic approaches.

Once again, the event is being held by the food industry to thank Detroit's seniors for their years of patronage. The Senior Picnic is hosted by AFD, its Chaldean Merchants in Detroit and Councilman Gil Hill. Three thousand seniors are expected to attend the picnic, which will be held on Thursday, August 17, at Belle Isle Shelter Eight, from 11 a.m. to 3 p.m.

Food and beverages will be

supplied all day. The Police Cadets, along with the Chaldean Merchants, volunteer to cook the food and help the seniors.

Entertainment is provided by D.J. Roscoe Thomas, a member of the Detroit

Police Department, who will be spinning "oldies but goodies." There will also be a raffle, with a television for a grand prize.

Transportation is provided for the seniors by their various group homes.

John Loussia, from Value Wholesale, coordinates the food and beverages. "This is a very

**See Senior Picnic**  
page 27.

## A journey's end

AFD wins . . . Minors to be held responsible

by Mike Ranville  
Karoub Associates

It was 4:15 a.m. The hurly-burly of lawmaking, the constant din of commotion, was gone now. Where hours earlier well over two hundred lobbyists crowded in front of House and Senate chambers, now only three, tired and grimy for the night's work, huddled just off the Senate floor comparing notes for one final vote.

At 3 a.m., bill sponsor Jim McBryde (R-Mt. Pleasant) had smoothly guided the bill through the house and some last minute changes. The Senate vote was

the last hurdle.

A Senator rose in opposition and spoke against the bill, always a sinking feeling. Sen. Diane Byrum (D-Lansing), the bill's constant shepherd for the past six years, rose and deftly countered the arguments. Then the strong voice of presiding officer Sen. Joe Schwarz (R-Battle Creek) could be heard calling for a final vote on HB 4136. Twenty votes were needed and within seconds twenty-two votes fell off. It was the longest ten seconds of the night. The vote held at twenty.

Final vote of HB 4136—Ayes, 20, Nays 16.

Known by many numbers and names through the years, the underage drinking bill had hopefully been approved by the Legislature for the last time. All indications are, the Governor will sign it.

From the standpoint of AFD, the new law contains three significant provisions with regard to minors and alcoholic beverages.

**See Journey**  
page 9.

House version recently introduced by Rep. Edward Markey (D-MA). In his floor statement Hatfield said, "The bottle bill acts as a tutor. It is a constant reminder of the conservation ethic that is an essential component of any plan to see this country out of its various crises."

**More Updates**  
page 8.

## Time to par-tee

Don't forget it is time for the Associated Food Dealers of Michigan Annual Scholarship Golf Outing at Wolverine Golf Club on Tuesday, July 25, 1995.

The price per foursome is \$500 or \$125 per golfer. For the last two years we have sold out early. Call AFD Special Events Director, Danielle MacDonald, today to reserve your foursome at (810) 557-9600.

Thank you for supporting our Academic Scholarship Program. See you on the course!

## Legislative Update

### National Bottle Bill introduced in Senate

Sen. Mark Hatfield (R-OR) joined by Sen. James Jeffords (R-VT) have introduced S. 870, the "National Beverage Container Reuse and Recycling Act."

It is identical to Hatfield's national bottle bill of the previous Congress, and contains the same provisions as H.R. 1444, the

## Special Liquor Edition

### Retailers see changes in alcohol trends

By Kellee A. Bradley

An aging baby boom population that has turned its focus from quantity to quality where alcohol beverage consumption is concerned, is dramatically altering the liquor industry.

Across the country, liquor sales are down. "There has been a 33% drop in distilled product sales over the last 15 years," according to Jim Sgueo, executive director of the National Alcohol Beverage Control Association (NABCA).

In addition to the national trend of decreased alcohol consumption, retailers have noticed several other trends in the liquor industry.

One growing trend includes the increase in purchases of premium brand spirits. Ron Zeller, manager of Oliver T's in Grand Blanc, says that he has found customers requesting the upper level liquors, such as Absolut, Stolichnaya, Finlandia, Tangueray and Bacardi. Also, consumers seem to prefer "white" liquors over "brown" liquors: gin and vodka are gaining popularity, while whiskey and scotch are declining.

A concern of some retailers is availability of certain products. Zeller said that of

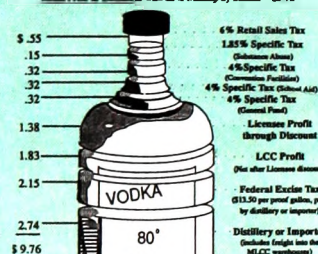
his customers who travel to the islands or overseas find a drink that they like and come back here to find that it is not available. Some customers end up going to Chicago or New York if they do not have access to what they want here. "I like to have what the customers want," Zeller said.

Tony Garmo, owner of Mapleview Party Store in west Bloomfield, is also concerned about availability of products. "Several of the big names of cognac and Scotch are not available in Michigan," he said. Garmo also added that customers go to Ohio and Illinois, where state taxes are much less, to get cheaper prices.

The hottest issue in the liquor

**See Alcohol Trends**  
page 24.

The Michigan Liquor Control Commission  
PRICE ANALYSIS OF SAMPLE 750 ML VODKA—88 PROOF  
Retail Price to Consumer with 65% Markup by MLCC = \$9.76



Cost Distribution	Amount	% of Total
Federal Government	2.15	22.0
Distillery	2.74	28.1
State Government:		
MLCC	1.83	18.8
Specific Taxes	1.11	11.4
Sales Tax	.55	5.6
Liquor License Profit (Discount)	1.38	14.1
TOTAL	\$9.76	100.0

**More Liquor Edition information**  
beginning on page 20

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fruit punch  
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orange

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## Chairman's Report

# Pending legislation will affect all AFD members

by Nabby Yono  
AFD Chairman

I want to tell you about current and pending legislation that can greatly effect your business. The first, Senate Bill 201, sponsored by George McManus, R-Traverse City, would allow most gas stations to sell beer and wine.



Grocery retailers and convenience store operators across Michigan know that this would be an assault to our livelihood. Despite intensive lobbying by AFD, MADD and the Michigan Interfaith Council on Alcohol Problems and despite opposition from the Liquor Control Commission, S.B. 201 passed the Senate by a 24 to 11 vote. The entire petroleum industry, including major oil companies, is united behind this bill.

Fortunately, we were able to add an amendment allowing Wayne, Oakland,

Macomb and Genesee counties to opt out of the bill's provisions. However, this only dilutes the bill's potential harm. If passed in the House, its effects will certainly be felt by all retailers.

AFD strongly opposes this bill. Due in part to population swings, Michigan is facing declining beer and wine sales (see graph on page 24.) Our state is already more than adequately serviced with existing beverage retailers. Adding gas stations to this list will only redistribute sales, not increase them.

In addition, these added beer and wine retail outlets would place an enormous responsibility on the MLCC and local law enforcement, which will not have adequate manpower to monitor and enforce our liquor laws. Many gas stations are open 24 hours a day. How is enforcement possible?

Selling beer and wine at gas stations is just plain unsafe. It encourages drinking and driving.

We need assistance from all AFD members to beat Senate Bill 201 in the House. Call and/or write your State Representative today and urge them to oppose this bill. Also call the Regulatory Affairs committee members, who are responsible for this bill: Susan Munsell, (R) Howell (517) 373-6505; David Jaye, (R) Washington Township (517) 373-0843; Walter DeLange, (R) Grand Rapids (517) 373-0840; Sue Rocca, (R) Sterling Heights (517) 373-7768; I. Varga, (D) Detroit (517) 373-0823; Ed Vaughn, (D) Detroit (517) 373-1008; Lloyd Weeks, (D) Warren (517) 373-2275; and House

Leadership Paul Hillegonds, (R) Holland (517) 373-0836; Curtis Hertel, (D) Detroit (517) 373-1983.

## Abolishing PACA

You probably have received an application for a Perishable Agricultural Commodities Act (PACA) license. The PACA license is required for merchants, dealers, and brokers who engage in the business of handling fresh or frozen fruits and/or vegetables in interstate or foreign commerce. All retailers with annual fruit and vegetable purchases over \$230,000 are required to purchase one.

The annual fee for this license is \$400. If you have multiple stores, an additional fee of \$200 is payable for each store over 9, with a maximum annual fee of \$4,000.

AFD feels this license is outdated and unnecessary. Working with the Food Marketing Institute and others, legislation has been introduced to repeal this unneeded law. Why should we be required to have a license to sell produce? What benefits do retailers receive? None!! Look for more information from AFD on this in the near future.

## We win one!

I have some good news too. We recently amended Senate Bill 516, which would have required deposits on batteries. Batteries are sold everywhere, from the 500-square-foot convenience store to the largest hypermarkets. As you can imagine, this legislation could have been extremely costly and time-consuming for all Michigan retailers.

## 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.

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**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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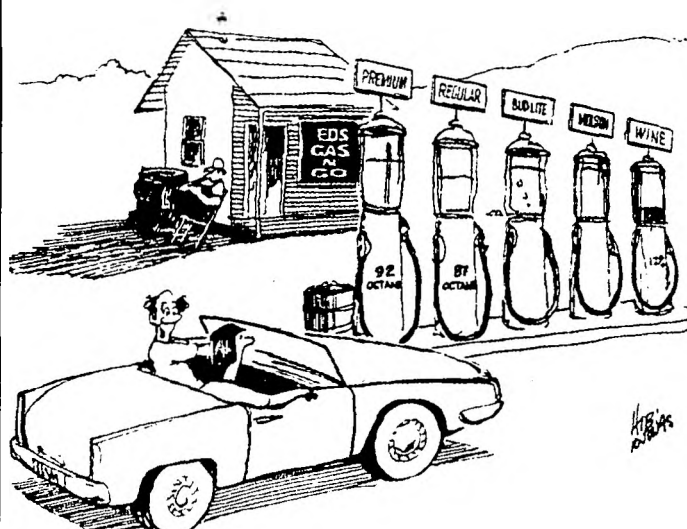


**NATIONAL GROCERS ASSOCIATION**

**nawga**



FOOD INDUSTRY ASSOCIATION EXECUTIVES



I see they passed Senator McManus's bill deregulating beer and wine sales

Cartoon Courtesy of  
Traverse City Record-Eagle

## OCC event to benefit Culinary Resource Library

by Teresa Siavrakas

The First Annual Oakland Community College (OCC) Culinary Classic was held on June 24, 1995 at OCC's Orchard Ridge Campus to benefit the college's Culinary Program and the newly established Chuck Muer Culinary Resource Library, which will be located on the campus.

Susan Muer was the 1995 Chairperson of the event. She hopes to bring greater recognition to the Detroit area/Michigan food industry.

"My father was a believer in higher education," said Muer as she spoke of the library at a luncheon for the media.

Susan Muer, who is asked by many organizations for her time, says she happily accepted the request to help with the culinary classic upon finding out her

ideas were shared with OCC organizers.

As the first chairperson, Susan joins OCC representatives and co-chairpersons Susan Baier, Darlene Levinson and Kevin Enright, Certified Executive Chef (C. E. C.) and Certified Culinary Educator (C. C. E.).

OCC's Culinary Classic featured

seminars, an urban marketplace, grand tasting and the inauguration of the Chuck Muer Culinary Resource Library.

The seminars featured

many Detroit area food and wine experts such as Master Chef Milos Cihelka of The Golden Mushroom, Sam Awdish of Remy Amerique, Inc., Lorraine Platman of Sweet Lorraine's Cafe and Chef Peter Loren, formerly of Opus One.

The Golden Mushroom is a member of AFD.



Chef Kevin Enright, Susan Muer and Chuck Yeramian introduce the First Annual OCC Culinary Classic at a special media luncheon.

## Calendar

- July 16 - 19 *CMD National Symposium on Workers' Compensation*  
New Brunswick, New Jersey
- July 18 - 21 *1995 Exhibit Industry Conference & Exposition*  
Moscone Center, San Francisco, California
- July 22 - 24 *NFDA's 68th Annual Convention and Trade Show*  
New Orleans, Louisiana
- July 23 - 27 *FMI Performance Skills for Effective Store Management*  
Philadelphia, Pennsylvania
- Aug. 24 - 25 *FMI Category Management Seminar*  
Seattle, Washington
- Sep. 10 - 11 *Kramer Holiday Food Show,*  
Novi Expo Center, Novi, Michigan
- Sep. 10 - 13 *NAWGA/IFDA Midyear Executive Conference*  
White Sulphur Springs, West Virginia
- Sep. 10 - 13 *FMI 16th Annual Energy & Technical Services Conference*  
Red Lion's LaPosada Resort, Scottsdale Arizona
- Sep. 14 - 15 *FMI Category Management Seminar*  
Chicago, Illinois
- Sep. 16 - 19 *FMI/NAWGA Supermarket Foodservice Conference*  
Hotel Nikko, Atlanta, Georgia
- Oct. 1 - 3 *FMI Food Protection Conference*  
Hyatt Regency Hotel, Reston, Virginia
- Oct. 8 - 10 *General Merchandise/Health & Beauty Care Conference*  
Pennsylvania Convention Center, Philadelphia, Pennsylvania
- Oct. 8 - 11 *National Frozen Food Convention*  
San Francisco, California
- Oct. 15 - 17 *1995 NACS Annual Meeting and Exposition*  
McCormick Place, Chicago, Illinois
- Oct. 15 - 18 *FMI Human Resources Training & Development Conference*  
Mills House Hotel, Charleston, South Carolina
- Oct. 22 - 25 *NAWGA/IFDA Food Industry Productivity Conference*  
Phoenix, Arizona
- Nov. 12 - 15 *FMI Retail Store Development Conference*  
San Diego, California

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## Roundy's, Inc. promotes Lestina



Roundy's Inc., the fifth largest food supplier in the U.S., has promoted Gerald F. Lestina to president and chief executive officer.

Lestina joined Roundy's in 1970 to develop a wholly-owned insurance subsidiary. During his 25 years with the company his responsibilities expanded to include president of Roundy's Milwaukee Division; corporate vice president, Wisconsin region; director of Roundy's Inc., and president and chief operating officer.

work even spurred Coverly to begin producing a color version of his panel for Sunday comics sections.

Coverly's career as a cartoonist began in 1993, when his panel was the first-place winner of the *Boston Comic News* Cartoon Contest. The publicity surrounding the award attracted the attention of numerous syndicates, including Creators Syndicate, which began syndicating his work shortly thereafter.

Coverly currently lives in Bloomington, Ind. with his wife, Chris, his daughter, Alayna, and his dog, Kenzi.

## Michigan Lottery names public relations director

The Michigan Lottery recently announced that Lisa Grayson has been named director of public relations for the Lottery Bureau.

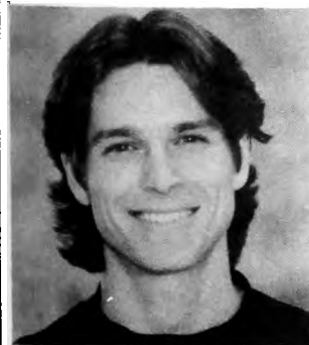
Grayson will be responsible for the overall operations of the public relations division, including acting as

chief media contact for the Lottery.

She has served as the Lottery's assistant public relations director since 1991.



## "Grocery Zone" cartoonist wins national award



The National Cartoonists Society has named Dave Coverly's "Speed Bump" the best cartoon panel for 1994.

Coverly is the cartoonist of the Food & Beverage Report's "Grocery Zone."

Coverly has been a syndicated cartoonist for slightly over a year. In that time, he has seen his list of clients grow to over 200 papers across the country.

"Speed Bump" was one of the biggest winners when newspaper editors were faced with choosing a replacement for Gary Larson's "The Far Side" last winter. Numerous papers, including *The Washington Post*, *The New York Post* and the *Detroit Free Press*, chose "Speed Bump" as the best single-panel cartoon—beating out dozens of other contenders. The great demand for his

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## AFD On The Scene

### The first of many DAGMR breakfasts



*The guest panel of experts on category management.*



*A few in the crowd at the DAGMR Breakfast.*



*Allen Greeson of the Greeson Company, Larry Wilson of Campbell Sales Co., and Larry Pierce of Farmer Jack were three of the five guest panelists.*



*A few guests enjoying the DAGMR Breakfast.*

At the 6th Annual Aisles of Smiles Fundraiser, over \$300,000 was donated from The Pfeister Company and its manufacturers to support the Muscular Dystrophy Association.



*Don Gundle from The Pfeister Company addresses the crowd.*



*Pfeister's Cal Stein stands with Jerry Lewis and the 1995 Muscular Dystrophy Poster Child. (Jerry was a bit stiff.)*

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## Updates

from page 1.

According to *BioCycle Magazine's* recent report using 1994 data, Hatfield's home state of Oregon is eighth in the nation in recycling, behind five non-bottle bill states and two that have bottle bills. *BioCycle* reports that the four top states in recycling of all municipal solid waste are Minnesota, New Jersey, Washington and Florida, with rates of 44 percent, 41 percent, 38 percent and 36 percent, respectively. Oregon is at 30 percent. —FMI

### Striker replacement

President Clinton's executive order barring companies with federal

## Legislative Update

contracts from hiring permanent replacements for striking workers has been challenged on all fronts.

NGA filed comments with the Department of Labor stating that such action exceeds presidential authority and overrides the decision of two consecutive congresses. Several business groups have initiated legal action, but do not expect a quick decision. The House-passed recissions bill, HR 1158, contains a provision to prohibit funding to enforce the order. HR 1158 goes to conference with a senate bill that does not contain the provision. —NGA

### Fetal Alcohol Syndrome signage legislation considered in Michigan

Legislation has been proposed in Michigan requiring fetal alcohol syndrome warning signs for every 500 square feet of retail space dedicated to the sale of alcoholic products. It would also require a warning "sticker" on every sign at least 8 1/2" by 11" which advertises liquor.

Failure to comply would

subject the retailer to fines ranging from \$100 to \$500 per offense. —FMI

### Privatization of distribution continues to be reviewed

At a recent meeting of the Michigan Liquor Control Commission, Chairman Phillip Arthurhultz advised that the privatization of the distribution of liquor is continuing to be reviewed.

He added that Commissioners Jacquelyn Stewart and Seymour Podolsky are reviewing violation penalties for possible informal penalty standards and that the Administrative Commissioners are reviewing licensing procedures regarding escrowed licenses and the issuance of resort licenses.

Also at the meeting, Mary Pride, commission aide, advised that 232 violation hearings have been held from January through March, 1995, which is a 65 percent increase from the same time period in 1994 and that the Hearings and Appeals Section has received 612 violation reports from January through March, 1995, which is a 20 percent increase from last year.

Pride added that the violation hearings scheduled for May are on alleged violations which occurred within the last 10 months. Chairman Arthurhultz stated that programs to further reduce the backlog to four to six months are being explored.

### Packaged ice

The Florida Department of Agriculture has completed work on new regulations for packaged ice which requires all businesses manufacturing ice on the premises to be licensed and to regularly test their ice for microbiological contamination.

In Oklahoma, shortly after last New Year's Day, an Ardmore, Oklahoma gas station/convenience store worker was diagnosed with hepatitis A, and it was determined that among her duties was bagging ice made and sold in the store. She was using an ice scoop so shallow that she had to use one hand to hold the ice in place as she filled the bags. The Oklahoma Department of Health issued a consumer alert, advising consumers who had purchased packaged ice at the convenience store to obtain a gamma globulin shot against possible infection from the virus. Forty-five people responded. No illnesses were reported in relation to the incident.

**More Legislative Updates**  
page 9.

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## Legislative Update

### Updates

cont. from page 8.

The Packaged Ice Association has been actively promoting industry standards in the manufacture of packaged ice and lobbying for tighter controls over ice making.

—FMI

### Michigan Senate considers product liability reform legislation

In Michigan, Senate hearings have begun on product liability reform.

Under SB 344, there would be no limit on economic damages, but non-economic damages would be limited to \$500,000 in cases of death or permanent loss of a vital bodily function, and limited to \$250,000 in all other cases.

According to the Michigan Retailers Association, the legislation attempts to prevent "jury shoppers" by plaintiffs and would protect both manufacturers and retailers by holding them harmless if the product met government standards. It also would require the plaintiff to show that a product was not reasonably safe at the time it left the control of the manufacturer. Other provisions would protect manufacturers and sellers if the product was designed for "sophisticated users" and the injury occurred as the result of improper use.

Additional changes would set new standards for expert witnesses and deny recovery for damages suffered as a result of the injured party being drunk or under the influence of drugs.

—FMI

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

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

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

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

### AFD awarded grant

Licensed Beverage Information Council (LBIC) awarded a grant to the Associated Food Dealers of Michigan to support its alcohol beverage service training program for its membership.

Approximately 1,800 members sell alcohol and 24 manufacture and distribute it. The primary goal of the Associated Food Dealers is to eliminate the sale of alcohol to minors.

To date AFD has trained over 500 people involved in the distribution of alcohol.

### Journey from page 1.

First, no action can be taken against the licensee unless enforcement action is also taken against the minor.

Second, for minors, penalty sanctions include suspension of driving privileges, a long sought-after disincentive by AFD to dissuade attempted purchase of alcoholic beverages by youths.

Third, significant curtailment of sting operations. Parental approval

is now required before a minor can be used to make a buy, and law enforcement officials may no longer recruit minors at the scene of the crime for undercover work.

Special thanks to Rep. McBryde and Sen. Byrum. The Journey's End—hopefully.

**Interviewer:** Why did you leave your last job?

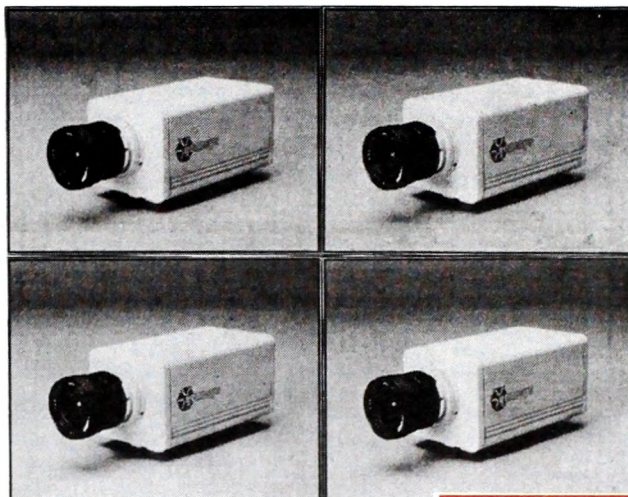
**Applicant:** Illness

**Interviewer:** What kind of illness?

**Applicant:** I don't know. They just said they were sick of me!

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## Remy Amerique knows the secret to success

by Rhonda Lessel

Although there are many secrets to producing a fine wine or spirit, it's no secret to those who enjoy drinking it that there is a definite difference between premium quality and house quality.

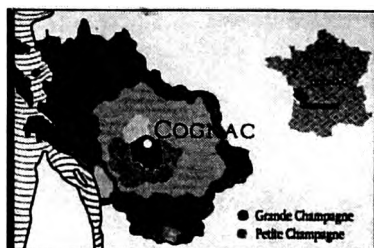
Remy Amerique, Inc., a distributor of fine wines and spirits, shared those secrets recently when the Remy Martin cellar master from Cognac visited Detroit in February. Many restaurant and store owners were in attendance to learn about producing exceptional wine and cognacs. The cellar master oversees every aspect of production and sites his six secrets of successful cognac making:

- He selects superior and most exceptional grapes from the top two crus or growing regions
- Grapes are grown in chalky soil called Champagne which produces

hearty grapes for aging.

- Distillation on the lees (sediment) yields outstanding flavors and complexity.
- Small copper pot alambic stills produce more complex aroma.
- Small Limosin oak barrels impart Remy Martin's signature style.
- Traditional stone and earth cellars provide the perfect conditions to age cognac up to twice as long as required by French law.

All of these secrets, combined with the cellar master's art, produce the finest and the highest quality



cognacs.

Remy Amerique's parent company, Remy Martin, has been a family owned company since 1724. It is the oldest family owned cognac producer. "Last year, the company received the European Trade Association's Wine Maker of the Year award, which made them the first champagne maker ever to receive this prestigious designation," says Sam Awdish, Remy Amerique sector manager.

Remy Amerique distributes their spirits state-wide through General Liquor Company and their wine through General Wine Company. "We sell only the finest

quality of wine, the best of the best," says Awdish.

During the Chicago-Mackinac race on July 15, Remy Amerique will be on the island to introduce to the public a new product of Mount Gay Rum called Extra Old. This will be the first time people in Michigan will be able to sample this new product.

Many people are well accustomed to Cointreau, a product that has been around since 1849, used for the first margaritas. There are many other products that Remy Amerique distribute including Remy Martin Cognac, Mount Gay, Piper Heidsieck, Charles Heidsieck, Champagne Krug and Antinori. Last year, Remy Amerique also re-introduced the Harvey Wallbangers made with Galliano.

For more information, contact Remy Amerique at (810) 347-1199.

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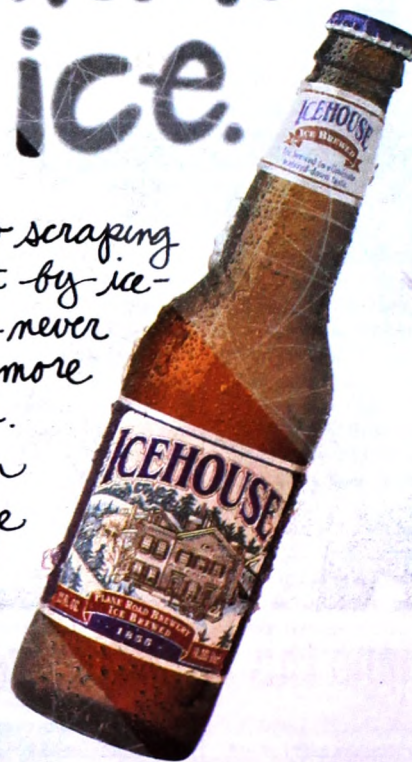




Used to be the only way you could get really smooth ice was with one of these big ol' honkin' machines you see at ice rinks. They smooth things out by scraping off the rough stuff and laying down a sheet of water.

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## Two "In Charge" at USDA offices

by Shannon Swanson Taylor

Two at Michigan field offices of the USDA oversee the Food and Consumer Service's program in various counties throughout the state.

Shirley Myles, who is the new officer in charge of the USDA's Detroit field office, is a product of Detroit Public Schools. She graduated from Murray Wright High School and then went on to get her degree from Wayne County Community College before her career with the federal government.

"My career has always been with the federal government," Myles said.

"I started in 1974 at the I.R.S. office in Detroit as a corporate return clerk and between 1975 and 1985 I was payroll clerk, lead payroll clerk, then acting payroll supervisor. In 1984 I came to the Department of Agriculture Food and Consumer Service as a

food program specialist and now I am the officer in charge."

Polly Wolff, the USDA officer in charge at the Grand Rapids field office is a graduate of Northern Michigan University with a degree in political science. Her career within the USDA began in 1972 as a food program specialist in Flint and she has been the officer in charge since 1987.

A new project the USDA is involved with is the Electronics Benefits Transfer (EBT) program.

"The EBT program would allow clients who are receiving food stamps to go into stores and use a type of debit card instead of food stamps" Myles said.

According to Myles, EBT will change the way retailers take in food stamps.

"There will be a point-of-service terminal that the cards are run through," she said. "Instead of sending in redemption certificates that retailers take to the bank along with the redeemed food stamps, the

dollar amount will be directly deposited into their accounts at their banks."

Both women agree that even though they aren't sure how long it will take to get the program started in Michigan, they think it will deter some of the food stamp violations that occur.

In regards to licensing stores and training of employees, Wolff said every store that wants to accept food stamps must apply for food stamp authorization. "Each entity must contact a field office and request an application along with a checklist of what they need to supply to the

USDA. We also must have a copy of all the licenses that are needed to operate their business and we verify their social security number before they are authorized."

Wolff also said that once the application and all information

is mailed or brought in to the USDA office, it is all reviewed to determine eligibility. If a store is eligible, they are sent their authorization and food stamp deposit slips (redemption certificates).

"We have meetings for new stores and visit stores to talk about rules and send mailings regarding training materials," Wolff said. "Periodically, we do bulletins about concerns and problems that have come up."

Myles added that all retailers in Wayne County are required to attend a retailers training seminar about food stamps before they can become authorized as vendors.

Wolff pointed out that the USDA does investigate stores to check their level of compliance activities.

Retailers could be subject to civil prosecution for false claims and criminal and administrative charges could be brought up as well.

"Retailers may be disqualified from the food stamp program for as little as six months and possibly permanently, fined up to \$40,000, or

subject to criminal prosecution under state and federal laws for non-compliance," Wolff said. "Stores that are disqualified under food stamps also have their WIC vendor contract revoked and this could impact their other state licenses."

The USDA is also in charge of the Summer Feeding Program throughout the state. The program is intended to replace the school lunch by serving meals and snacks during the summer for children in needy areas.

"The Summer Feeding Program has been going on for many years," Myles said.

"At Food and Consumers Service we gather sponsors for the summer program," Myles said. "Any school, government, residential camp or non-profit agency can be a sponsor. Usually the site is based on how many needy children are in an area."

Both women want retailers to know that they should call their USDA field office if they have any questions at all.

Wolff also added that if anyone knows of a food stamp violation occurring to please call so the USDA office can investigate. The caller can be anonymous.

"It hurts the honest people," Wolff said referring to food stamp fraud.

"We are here to help the retailers," Myles said. "They can call our office and there is always someone here to help."

She also urges retailers to respond to anything they receive from the USDA agencies and not treat their mailings as junk mail.

"We fully expect retailers to respond to our requests," said Wolff. "When retailers don't respond to our requests we assume they don't want to accept food stamps any longer and we will close their file and notify their bank."

The USDA Detroit field office phone number is (313) 226-4930 and the Grand Rapids office is (616) 954-0319. A toll-free hotline number is (800) 424-9121.



Officer In Charge Shirley Myles of the Detroit USDA Office.

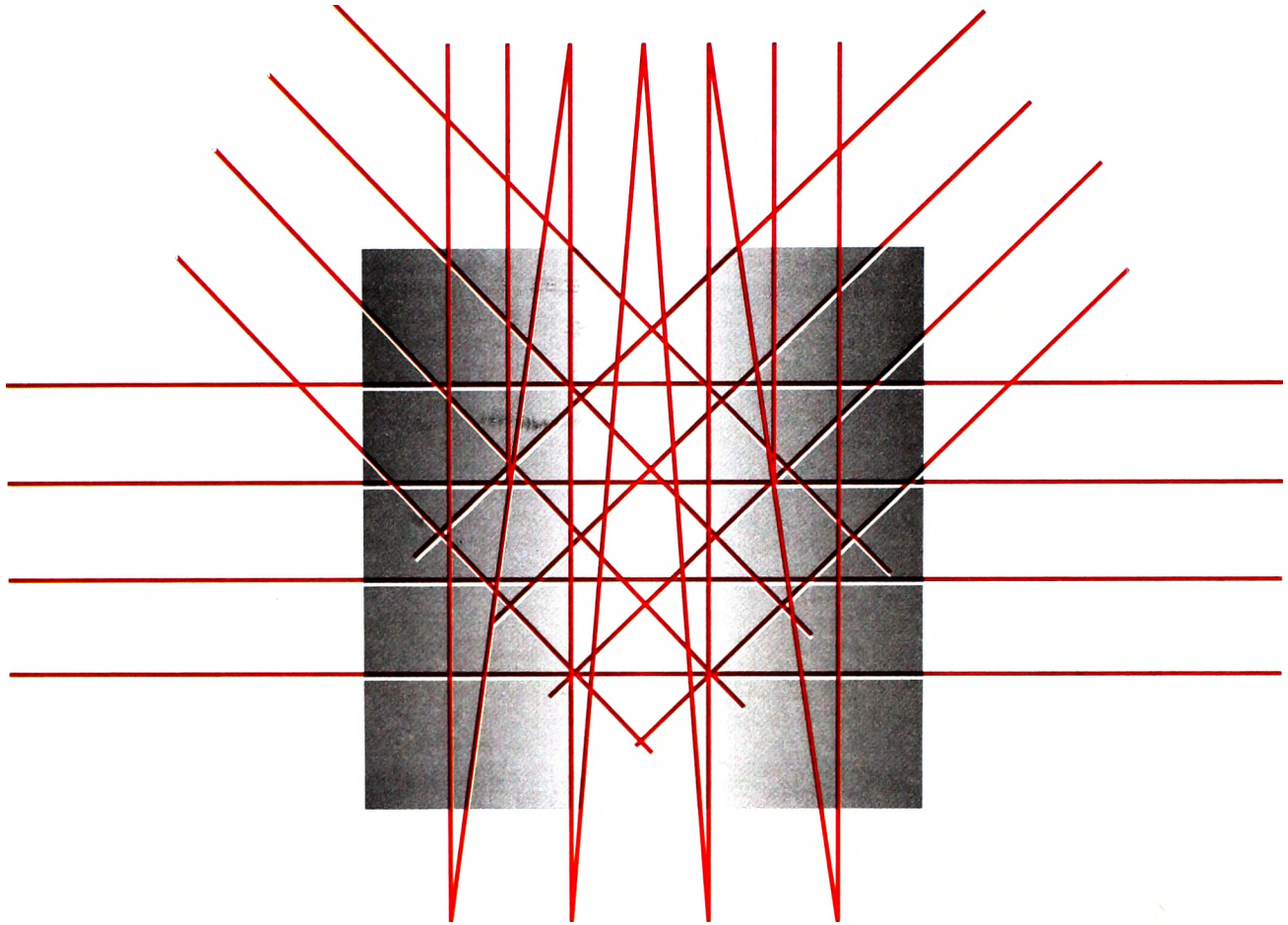
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## Melody Farms commemorates Prestige's birthday

Melody Farms held a "fifth birthday party" for its Prestige Ice Cream and Yogurt product lines.

The celebration included free sampling in participating stores along with customer drawings for a year's worth of ice cream of yogurt and a collection of other prizes.

With Melody Farms' special formulas and processing techniques, Prestige Ice Cream and Yogurt consumers can reward themselves with a creamier tasting ice cream and low fat yogurt and not dread the trip to their weight scales.

Melody Farms Prestige Ice Cream and Yogurt contain all-natural flavors with exotic ingredients from around the world.

These international components include: Kona coffee beans from Hawaii; vanilla beans from Madagascar, cocoa from Venezuela, Brazil and parts of Africa; pecans from Georgia; raspberries from Oregon; black cherries from Michigan; and strawberries from Mexico. Prestige products include

only fresh, processed fruit, never the frozen variety.

Melody Farms also uses brand name candies and sauces in their flavors such as Heath Bar and Milky Way.

Only the highest quality dairy ingredients are used in the ice cream line. Made with only the purest cream and milk, Prestige Ice Cream is the smoothest, creamiest frozen dessert on the super premium market.

The ice cream contains about 44 percent "total solids" compared to approximately 37 percent in ordinary ice cream. More solids mean a richer product, resulting in a creamier ice cream that you can savor as it melts in your mouth.

Prestige Yogurt contains only two percent butterfat, making it a healthy low-fat treat with nearly 90 percent less fat than regular ice cream. Melody Farms' special formulas and processing techniques keep the yogurt thick and creamy.

The ice cream and yogurts are packed in brightly designed, half-gallon, plastic, reusable containers, which keeps ice cream fresher longer. The new package is recyclable, reusable, microwaveable and dishwasher safe.

Prestige Ice Cream is available in

## Products

n, Mocha Almond Fudge, Double Chocolate Ecstasy, Heath Candy Crunch, White Chocolate Raspberry Fudge and Espresso Fudge Pie.

The standard flavors for Prestige Yogurt include Vanilla Cherry Chunk, Toasted Almond, Praline Pecan, Strawberry and Vanilla Bean.

In commemoration of Prestige's fifth birthday, additional flavors will be released within the year.

## Power Rangers fruit drinks



Saban's Mighty Morphin Power Rangers Fruit Drinks are now offered in 6-packs of 8 oz. bottles.

The five Power Drink flavors are Fruit Punch, Tropical Cooler, Orange, Grape and Berry Blast. All are naturally flavored and 100% Vitamin C fortified.

Each case contains eight 6-Packs.

The Mighty Morphin Power Rangers is a #1 rated Saturday morning TV show. It's also broadcast at 4:30 p.m. on Fox Children's TV network Monday-Friday. A major film will be released this summer.

For more information call Energy Foods, Inc. at (818) 707-0795.

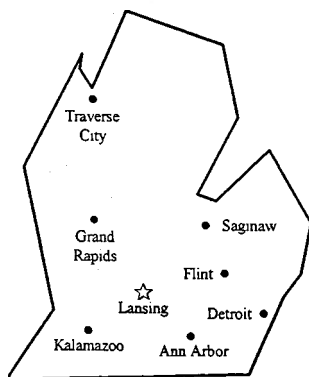
## Lunch kit brings taste and convenience together

Swanson Chicken Salad Lunch Kits are a perfect fit with consumer demand for "on-the-go" foods, that deliver quality and taste. The kit features a 3 oz. flip-top can of Swanson Premium Chunk Chicken, Pepperidge Farm Hearty Wheat Crackers, Hellman's Mayonnaise packet, McCormick/Schilling seasoning packet and mixing cup and spoon.



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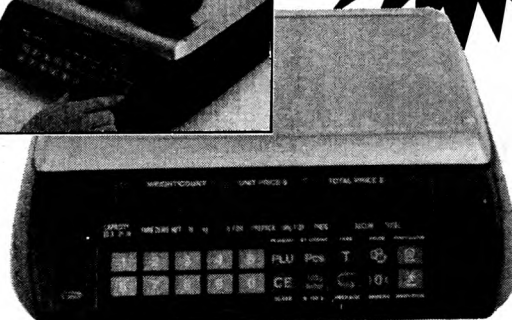
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## Michigan Lottery Commissioner meets with Lottery retailers

by Bill Martin

**Michigan Lottery Commissioner**

My aim at the Lottery since being

appointed commissioner has been to drive an aggressive agenda to ensure the Lottery stays competitive for the ever elusive "entertainment



dollar." The Lottery staff and all of its retailers are to be commended for last year's record performance. My goal is to keep that momentum going. From my standpoint, that means making an even greater commitment to our retailers. One of my top priorities since day one has been to work hard to strengthen the Bureau's relationship with our retailers.

Nearly 9,000 retailers are selling Lottery products statewide. But more importantly, they are acting as ambassadors of the Lottery by providing good customer service and utilizing smart marketing strategies. With the help of

our partners, the Lottery can realize all of its goals—to raise money for Michigan's school children, create a winning atmosphere for our players, and best of all, increase profits for our hard-working retailers.

Together with the Lottery's marketing team, I will conduct a series of retailer meetings throughout the state this summer to listen and talk to retailers about their concerns, to share information on our plans for the Lottery, and to discuss how we can better serve our players. "Retailer friendly" is the watch word in Lansing. Through better

understanding, the Lottery and its retailers can accomplish great things.

Good news—The Lottery was successful in removing an antiquated restriction, the 45 percent cap on prize payout, which was written in the Lottery's original Act 22 years ago. The removal of the payout cap will help retailers increase sales and commissions.

Governor Engler signed into law legislation (HB 4662) to remove the Lottery's 45 percent prize payout cap law. This important legislation will help retailers increase sales and commissions. The new law gives the Lottery the marketing flexibility to increase prize payouts on a variety of games, namely the popular instant games.

Under this law, 45 percent becomes the floor and can be adjusted to the marketplace. This is the cornerstone of our business plan. Clearly this is a "Win, Win, Win" proposition for Michigan—Lottery players can win bigger and more cash prizes, retailers reap the benefits of increased sales and commissions, and the state is able to generate additional revenues for education.

The Michigan Lottery will introduce two new \$1 instant games, "Pay Day" and "Cash Combo," and a new \$2 game, "Strike It Rich," in July.

Everyone looks forward to pay day. Now the Michigan Lottery is introducing a new game which could make pay day a real pay off! Players can win up to \$1,000 in the new "Pay Day" instant game, which goes on sale on July 3 at the Lottery's nearly 9,000 retailers statewide. There are four "pay checks" on each ticket. If players get three identical play symbols in any one "pay check," they win the corresponding prize on the prize chart. Four pay checks on each ticket means four ways to win on each ticket.

Players can win up to \$500 in the "Cash Combo" instant game. One of the Michigan Lottery's favorites—the "Cash Combo" game goes on sale on July 31. If players make a winning combination using any three of the five numbers on the ticket, they win the corresponding prize shown on the prize chart.

Lottery players can crank up the summer heat in July with the newest \$2 instant game called "Strike It Rich." Players can win up to \$20,000 in the new instant game, which goes on sale on July 17. There are 10 bags of money on each ticket. If any of the numbers revealed under "Your Numbers" match either of the two "Winning Numbers," players win the prize shown below that number(s). If players get a "gold bar," they win that prize automatically. The Lottery is providing Michigan's retailers with colorful point-of-sale materials to bring attention to this fun new game.

Just a reminder—The Lottery's successful "SMARTPLAY!" promotion, which started in January, ends July 1, 1995. This promotion, designed as a short-term promotion, has been a winner for retailers, players and the Lottery's bottom line. The

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**See Lottery**  
page 27.



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12-Way Box Bet: 1 in 833; 24-Way Box Bet: 1 in 416





# New solutions to beverage retailing

Just for fun, when you unlock your store doors tomorrow morning, count how many habitual actions you perform before noon. Be careful, some may be so robotic that you may not remember! On paper, record them in one column. Next to those actions place an (X) if you have done the same routine for over one year; place an (XX) if you did it five years ago; (XXX) 10 years ago, and so on. If you have a lot of (X's) you're a conservative retailer with strong ties to the past. Okay, tradition is good in some cases (such as old fashioned customer service), but in many cases it just becomes an excuse to stay stagnant.

Chances are many of the beverage retailers out there are not better off than they were five years ago! Historically, being small and very independent, beverage retailers have become very easy prey. Everyday, paranoid retailers are forced to look around their shoulder to make sure that their piece of the shrinking pie will not be swallowed up by more unrelenting competition. There are answers for those retailers who have chosen to stick it out. Some creative retailers have already gone the route of diversification by inserting non-beverage profit centers such as meat and produce, paper party supplies, etc. Beverage retailers who haven't adjusted well must realize that many of the problems they face are mutual and must be addressed by sharing ideas and potential solutions.

A more direct way is to be a part of a store network team, where retailers who have stores a comfortable distance from each other, combine forces to achieve business goals such as advertising, wine education, purchasing and service sharing. This small group forum may sound like "gestalt therapy" but its ramifications go

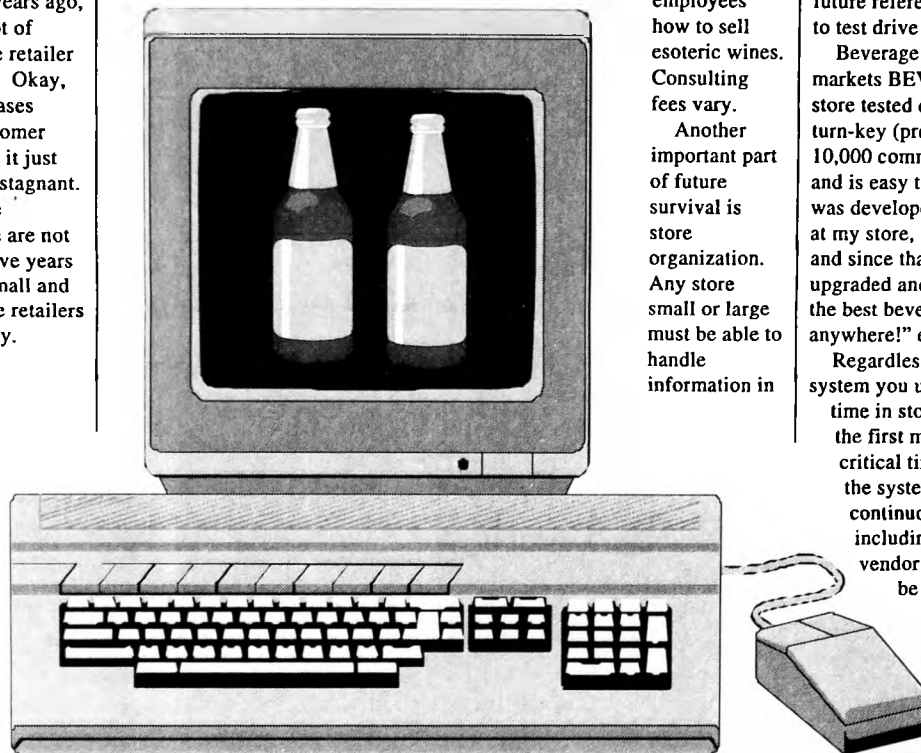
well beyond psychology.

A beverage retailer who belongs to a store network team is no longer alone in his quest for economic empowerment. With liquor deregulation a possibility, beverage retailers will have to react to formidable competition from mass-marketers. A geographical-history lesson from those open-states shows

network meetings, Beverage Systems Management administers information and strategy plans, which are all discussed and voted upon unanimously by store owners themselves. It could be a Wine Tasting and Beverage Newsletter every two months; or designing full page ads in the city paper three times a month; or training young

employees how to sell esoteric wines. Consulting fees vary.

Another important part of future survival is store organization. Any store small or large must be able to handle information in



that there is only one way to survive, be strong and organized.

There are companies that are designed to help you do just that. One, located in the Metropolitan Detroit area, is Beverage Systems management. "As full service consultants, we work with store network teams to gather historic and current data about your store, discuss your future objectives and needs, and make recommendations to the type of team network that would be best for you," says Craig Cesarone, Beverage Systems Management president. At team

a correct and timely manner. Controlling inventory costs and velocity, customer buying habits and mailing lists, vendor just-in-time deliveries and pricing, employee honesty and point of sale accuracy are a few of the computer system applications used by large retailers. If independent stores wish to compete with the best in the 21st century, they must discard many business practices of years gone by and embrace new technology. By doing so, they will further optimize the store and save time, money and personal stress.

Now, let's count from noon to 5 PM how many little fires and problems you the owner/manager must handle. Your list may comprise of: cashier ringing wrong \$\$, mis-shipments, salesmen errors, etc. . . Place an (X) by your store problems if you think a computer system could solve it. Place a (?) if you are unsure. Save your list for future reference when it comes time to test drive any computer system!

Beverage Systems Management markets BEV-POS, a high-volume store tested computer system that is turn-key (pre-loaded with over 10,000 common beverage items) and is easy to operate. "BEV-POS was developed over eight years ago at my store, Beverage Warehouse and since that time has been upgraded and enhanced to become the best beverage computer system anywhere!" enthuses Cesarone.

Regardless of which computer system you use, the most difficult time in store computerization is the first month. During this critical time, it is important that the system you choose provides continuous customer service, including training your vendor. "The net result, will be more productive vendors saving you time and aggravation," adds Cesarone. Cashiers, managers and owners should

also be trained with specific standardized approaches that will make all their jobs accountable and staff and customer communication more reliable.

Cesarone says that future programs are already in the works from Beverage Systems Management, such as monthly cost updates by floppy disk, computer product surveys, a customer-interactive computer and value-added discounts from services that stores need (refrigeration, temporary help, printing, etc.).

For more details, call Cesarone at (810) 689-4608.

## Pabst wins gold medal

At the thirteenth annual Great American Beer Festival, held in Denver, Colorado, Pabst Brewing Company was awarded more gold medals than any of the top 10 domestic brewers.

In the American Light Beer Category, Pabst Genuine Draft Light was awarded the Gold Medal as the best tasting light beer produced in America.



For a product to be selected in one of the three medal winning positions, the product must fit the definition of the category they are entered in. To receive the top gold medal winning position, the product is judged to be the best quality product in that category.

The winning of this gold medal and the Seal of Approval from the Gourmet Society confirms that our continued stride for the best product available in quality and cost is paying off.

## New information appears in Miller analysis

The 21st edition of "Beer is Volume with Profit," Miller Brewing Company's comprehensive look at beer and beverage industry, includes for the first time, extensive information about the on-premise market segment.

"The on-premise segment, including bars, restaurants and other outlets, accounts for 26 percent of all beer sold, so we consider it a segment well worth including," said Kevin Doyle, vice president, national accounts and sales development.

Along with the new information, the 53-page book contains a complete profile of beer, wine and liquor sales performances in supermarkets, convenience stores, drug stores and warehouse outlets. Retailers can obtain copies of the book by calling 1-800-MBC-BEER.

## Excellence by the glass

The Robert Mondavi Winery proudly introduces Robert Mondavi Coastal, the newest expression in their tradition of winegrowing excellence and reflects their commitment to produce high quality wines for every consumer segment.

Robert Mondavi Coastal carries the distinctive look of the Robert Mondavi Winery's uniquely-shaped bottle. Introduced in 1993 for Robert Mondavi Cameros, this bold new design was named "New Packaging of the Year" by Wine and Spirits magazine.

The unique foil-free bottles feature a natural beeswax seal atop the cork, creating a closure that is easier to open

and more friendly to the environment than the usual metal or plastic capsule.

The package was developed as the Mondavi family's tribute to fine wine as art and as a dramatic visual statement to enhance consumer interest.



The quality and value of Robert Mondavi Coastal will especially appeal to discriminating diners looking for an

## Special Liquor Edition

appropriately-priced

complement to their meal. By the

bottle or the glass, Robert Mondavi Coastal offers outstanding on-premise opportunities.

## Leinenkugel's attracts Clio




Leinenkugel's "It takes a special beer to attract 2,500 men to a town with no

women" poster attracted the attention of CLIO Awards judges.

Borrowing from Leinenkugel's archives and a quote from brewery president Jake Leinenkugel, the poster won the Silver Medal in the Alcohol Beverage/Print category at the recent 1995 CLIO Awards held in San Francisco.

Created by Young & Rubicam, Chicago, the poster also reads: "In Chippewa Falls 125 years ago, the logging work was dangerous. The living conditions harsh. And the fairer sex scarce. But the beer was brewed in small quantities from an old-world recipe for a smooth distinctive taste. Is it any wonder the population soared?"

**More Liquor Products**  
page 22.



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## A sunny forecast for cool Tropical Freezes

Tropical Freezes—the fruity refreshment in the bright package that summons up sunny days and splashy nights—has a hot future forecast with promotional programs in development for a strong holiday season.

The current flavors are Tropical Punch, Pineapple Daiquiri, Strawberry Daiquiri, Margarita and Peach Daiquiri but new flavors may join the current roster.

Tropical Freezes come in “pouches” available in single and three-packs. The pouch technology allows TF to be stored safely in the pantry or freezer for extended periods although optimal consumption time is within three months. TF can be defrosted and re-frozen, as long as it stays sealed.

For more information, contact General Wine & Liquor Company at (313) 867-0521.

## Saranac Mountain Berry Ale

This new seasonal brew from the world-class Saranac family of beers celebrates summer in the Adirondack Mountains.

This deliciously fruity ale is brewed with pure Adirondack water and a unique blend of selected specialty malts and

hops.

Fermented with a variety of mountain berries that grow freely in the Adirondacks and then sweetened with a touch of honey, you'll find this beer rich, fruity and deliciously drinkable. Discover for yourself the balance of the alter bitter and subtle berry sweetness.

Mountain Berry Ale is available in six-packs, cases and barrels.

## A whole new way to do a Kahlua

The makers of Kahlua have produced a distinctively different and rewarding ready-to-serve drink. The Kahlua tradition continues with Kahlua Combos.

Available in three delicious flavors, the Almond Moo Moo, Mudslide and Milkquake promise to tempt

customers with delicious taste, convenient servings and a fun cocktail experience.

Almond Moo Moo is a smooth blend of Kahlua and Milk mixed with delicious Amaretto flavor which adds a touch of sophistication and a lot of taste to this



## Special Liquor Edition

Kahlua Combo.

Milkquake is Kahlua and milk blended to perfection and ready to go. Mudslide is a mixture of Kahlua and milk and Irish Cream flavor that is creamy and cool.

Kahlua Combos are packaged in 4-packs of 200 mls and there is one flavor per 4-pack.

## The tea with a kick!

New England Iced Tea is a “new age” beverage with a 200 year history that goes back to the Boston Tea Party.

New England Iced Tea is formulated

with just the right amount of spirits and will be known as the “Tea with a Kick” in the '90s.

The “tea” is available in Lemon, Raspberry and Peach and comes in 3 sizes, 1.75 lt, 750 ml and 375 ml.

For more information, contact General Wine & Liquor Company at (313) 867-0521.

**More Special Liquor Edition**  
page 24.



**GOOD FOR MEMBERS ONLY**

## Save Time and Money With AFD's Coupon Redemption Program

Retailer: it's easy as this. Send any number of coupons you receive from your customers and get a check in 50 days.  
For information, call Harley Davis at (810) 557-9600 or 1-800-66-66-AFD and receive a no-obligation starter kit.

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# Help Us Add The Missing Piece.



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Three years ago, R. J. Reynolds Tobacco Company introduced a program called "Support the Law...It Works." The program is designed to help keep cigarettes out of the hands of kids by teaching retailers how to support tobacco age-restriction laws.

Recent research has shown that community support and retailer participation with the "Support The Law" program can help reduce sales to underage persons by over 50%. And reducing sales to minors is a major step forward in helping stop underage smoking. Remember, when we all support the law...it works!

*RJ Reynolds*  
Tobacco Company

**Yes!** I'd like to know more about how my retail store can help support age-restriction laws. Please send information to:

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Winston-Salem, NC 27102-2959





**Get spicy this summer!**



Captain Morgan Original Spiced Rum is a universal hit in both the general and ethnic markets. Now the Captain is pushing that potential even further with targeted merchandising materials. Get Spicy . . . and discover how it will drive sales in your account.

Support materials available for the promotion are a fun and visual poster encouraging consumers to "Get Spicy" with Captain Morgan, and a banner with bold, can't miss graphics inviting consumers to "taste the spice." Also available are metal signs, window decals, cold box decals and t-shirts.

For more information contact House of Seagram at (810) 553-9933.

## Special Liquor Edition

### Notice of public hearing

The Michigan Liquor Control Commission will hold a public hearing at 10 a.m., Tuesday, July 11, 1995, at the Ramada Inn, 412 West Washington, Marquette, Michigan.

Section 7 of the Liquor Control Act (MCL 436.7) requires that this hearing be held for the purpose of hearing the complaints and receiving the views of the Public with respect to the administration of this Act.

Members of the Commission will conduct the meeting which will be open to participation by the audience in a question and answer period.

## MLCC marches on

By Kellee A. Bradley

In December of 1933, after the Prohibition era, the Michigan Liquor Control Commission (MLCC) was established "for the control of the alcohol beverage traffic within the state of Michigan." Today, more than sixty years after its establishment, the MLCC services approximately 17,220 retail businesses with one or more active licenses to sell alcohol beverages. Selling almost five million cases of liquor annually, gross dollar sales topped \$545 million last year.

Although the numbers show that the liquor industry is a big business, the consumption of alcohol beverages has been declining in recent years. "I don't see sales getting up to where they were. People are more health conscious now," said Jim Sgueo, executive director of the National Alcohol Beverage Control Association (NABCA). He reported that there has been a 33 percent drop in distilled product sales over the last 15 years.

"There is less public acceptance of drinking today, and the industry

is shrinking," he said.

The MLCC has been part of the trend of health and safety concerns of alcohol consumption. For the last five years, they have been heavily involved in these issues. The MLCC holds the nationally recognized Peer Power College Conference on Alcohol Issues, developed a community-based underage drinking program aimed at parents of middle school students and is involved in other programs relating to alcohol education.

A growing intolerance for violations, such as liquor sales to minors, is a priority for the commission, according to MLCC Aid, Ken Wozniak. There are approximately 1,900 to 2,200 violations processed a year in the state. The MLCC is cracking down on its retailers who violate the law with increased penalties.

"We would also like to improve the licensing system to work more responsively to applicants and licensees," said Wozniak.

AFD supports the MLCC and is working with this governmental agency to make the licensing system more responsive to retailers.



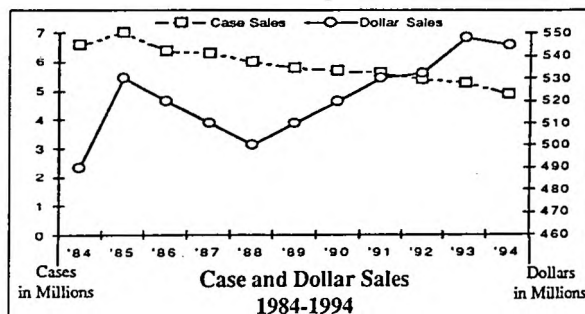
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**Michigan continues to mirror national trends towards decreased consumption of alcohol beverages. Much of the decrease is attributed to increased concerns over health and safety issues as well as increased penalties for drunk driving. The 1993-94 fiscal year was the first whole year after the State's markup was increased from 51 percent to 65 percent on May 2, 1993.**



### Alcohol Trends from page 1.

industry today is privatization. Michigan is one of 18 "closed states." A closed, or controlled, state regulates the price of liquor and the profit a store can make. Governor John Engler and the MLCC are committed to privatization of distribution within the state. This will only apply to distilled products, or "spirits."

Feelings about the benefits of privatization vary among the

businesses in the industry. Brad Keyes, region manager of Bacardi-Martini U.S.A., believes that privatization will affect the liquor industry, by causing long term price increases. "Either the supplier or customer will eventually absorb the costs of privatization," Keyes said. He feels that if there is an increase in prices, there will be less people buying liquor here and more people going to Ohio for their purchases.

The issue of privatization is still under review, so no one knows exactly what form it will take yet.

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10 a.m. Shotgun Start  
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**AFD's Annual  
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Join Us At  
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10 a.m. Shotgun Start  
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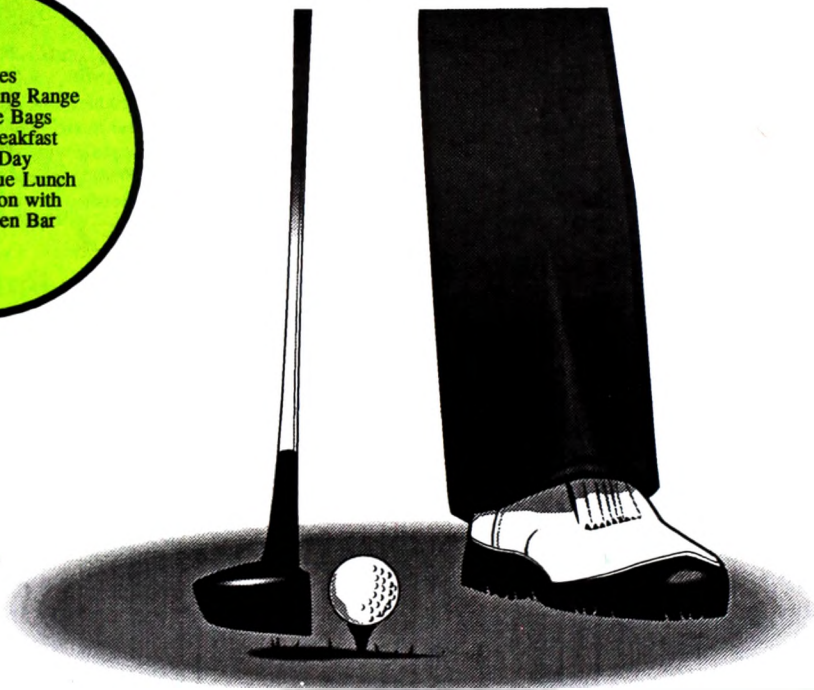
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# Computer assists Bottles N' Stuff manager

by Virginia Bennett

After 19 years of retail store experience, Sue Balog really didn't expect to learn anything new when she went to work for the three absentee owners of Bottles N' Stuff, a convenience store in Livonia. But now, after 8 years, she says that what she has learned is that computers have helped her become a better manager.

The computer on her desk tells her a lot of information that a good manager needs to know. In the past the person in charge needed to be constantly supervising. Now the computer can do a lot of the

watching. It has been programmed to record all sales and all "no sales." "We record all the tiny details on a daily basis that evaluated on a weekly basis show up as a loss or a trend," says Balog. It can do a sales summary and show employee voids and discounts. This

keeps a good record of all transactions. The computer works so well that Balog

can work less. Although she has taken a pay cut to do it she can now work just five days. She is thrilled with the extra time off. Wholesalers and sales reps are happy to work with her schedule and delivery people have been very

cooperative. Balog just makes sure that she is always there to accept deliveries. She says, "The store runs smoothly now but 10 minutes from now things may change."

She takes change in stride although she was not always so confident. Balog says, "I didn't believe that absentee ownership could work but they (the owners) have taught me that it can."

Balog has weekly meetings with the owners of Bottles N' Stuff. She makes most of the decisions about the business. A recent decision, which she didn't make alone, will have a big impact. The owners have acquired an SDD license and the store is currently undergoing renovations to make room for the new products.

Bottles N' Stuff is basically a snack store with a full deli. It has a typical product mix, along with a substantial micro-brewery section and an upscale wine selection. Sandwiches, prepared fresh daily, feature breads from the Heritage Bakery across the parking lot from the store.

Bottles N' Stuff is not an easy store to find. It is in a small strip mall behind a big Marathon station on the northwest corner of Newburgh and Five Mile in Livonia. The sign is small and there isn't one on the store itself. The busy corner makes a left turn into the store really difficult, too. However the 11,000-square-foot store has found a way to turn the location disadvantage into a

positive. According to Balog "I tell my employees, once customers have made the effort to get here we go

out of our way to treat them right." And it works. She greets her customers by name, makes them feel at home and helps make them welcome. She has built a rapport with the neighborhood which has had a positive effect on the bottom



Sue Balog has managed Bottles N' Stuff for eight years.

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**Balog says, "I didn't believe absentee ownership could work but they (the owners) have taught me that it can."**

place to work, too. Sue is real flexible when we need to change our schedules for school."

Endorsements like that, coming from an employee, prove that while computers can help make work easier they can't make up for friendly service and amicable employee/management relations.

functions. Balog's friendly attitude helps, too. According to Annie Kovach, a long-time employee, "She has more regulars than any store I've ever worked for." And she added, "This is a nice

## Lottery

from page 18.

marketing division is in the process of evaluating the "SMARTPLAY!" promotion and will explore operational changes to make it even more effective in the future.

Effective July 2, 1995, the Lottery will not cash, honor, or validate winning tickets from instant games that are one year past the end of game date. Therefore, all games up to and including game #56 will be expired and can no longer be redeemed or sold.

We are strongly urging retailers to use the automated validation systems. Tickets past their expiration date are ineligible for payment and will receive a "TICKET EXPIRED" message from the system. Also, claims on Ticket Receipt forms or Adjustment Request forms will not be paid for expired tickets. Each month upcoming expiration dates for Lottery instant games will be noted in the Lottery's retailer publication Gameline.

Finally, the Lottery's retailer incentive program, "Instant Sales Drive—'95" is in high gear. This instant ticket retailer incentive program, which runs from April 4 through July 24, is a great proposition for retailers: Lottery retailers can win cash prizes from \$100 to \$1,000; increase sales now that the Michigan Lottery is offering more \$2 instant games; and boost commissions by beating last year's sales. Good Luck!

## Senior Picnic

from page 1.

successful event, it gets bigger and better every year," says Loussia. He stressed the importance of store owners in Detroit attending the picnic, saying their support is really needed. Loussia also would like store owners to donate any prizes they may have for the raffle.

Ricky Farida from Greenfield Market volunteered to barbecue hot dogs for the hungry seniors last year. "This event helps unite the community with the retailers by maintaining a sound relationship with the people of the city," explained Farida. Paul George from Mayfair Market was also a volunteer and had this to add, "As merchants in Detroit, we need to give back to the community, plus it was really fun to see the seniors having such a great time."

Councilman Gil Hill's office is responsible for recruiting all of the volunteers for this big event. "We can't have enough volunteers," says Shawn Turner, administrative assistant for Hill. Cobo Hall loans their kitchen to prepare box lunches the evening before the event. Volunteers are faced with making lunches out of 550

pounds of fresh turkey breast, 550 pounds of salad and 3,000 pieces of fruit.

Hill and his staff have emergency medical services set up in a tent at the picnic to provide blood pressure testing for the seniors and an ambulance in case of emergencies. They also coordinate with city departments to get picnic tables, paint the shelter and make sure that plenty of workers from the Belle Isle shelter will be on hand for assistance.

Chairman of the Seniors' Picnic is Ron Paradoski from Coca-Cola. He says that it is "great to be able to give back to the city, especially the seniors ... it is really heart warming."

Paradoski noted that Coca-Cola always gets very involved in the community, and they really enjoy supporting the Seniors' Picnic. Paradoski speaks of John Loussia, saying, "We owe a debt of gratitude to John for his efforts in making the picnic the success it is."

Old Redford Food Center is one of the retailers participating in the Seniors' Picnic. They will be supplying fruit for the second year in a row. "We are participating in the event to help out the community and give a little bit back to the city of Detroit," said Steve Atisha, manager of Old Redford.

Tickets for the picnic will be sold to store owners to give to their customers.

The cost is two dollars per ticket. The Associated Food Dealers is in need of volunteers, donations of food and beverage products and prize donations for the raffle. To volunteer or purchase tickets, call John Loussia at Value Wholesale at (313) 862-6900.

## CLASSIFIED

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# Meet the 1995 AFD Scholarship Winners

The Associated Food Dealers is proud to salute its 1995 scholarship winners. Thanks to the generous support of the 1995 Golf Hole Sponsors and participants, we are awarding 24 academic scholarships.

**Denise E. Adamson**

Entry submitted by: Kroger, Dearborn



Denise will be a sophomore at Eastern Michigan University this fall and will continue her studies in accounting. In high

school, she was named Most Outstanding Junior and Senior in the Business Department and was a member of the Business Professionals of America. She was always interested in accounting.

**Jennifer Kattula**

Entry submitted by: Fox Hills Market, Plymouth



Jennifer will be a sophomore at the University of Michigan this fall studying chemical engineering. She received the

Advanced Placement Honors Award this year. Jennifer participates in the Undergraduate Research Opportunities Program in biomedical science and she is also a volunteer at the University of Michigan Hospital.

**Amanda L. McLenon**

Entry submitted by: Qwik Shop Food Mart, Ypsilanti



Amanda will be a sophomore at the University of Michigan this fall and will continue to study both biology and education. While she attended

Belleville High School she won the Scholar-Athlete Award along with the Good Citizen Award. Amanda still participates in extracurricular activities in her spare time; she is on the U of M rowing team.

**Natalie M. Hoffman**

Entry submitted by: Super Food Services, Bridgeport



Natalie will be a senior this fall at the University of Michigan and she will graduate with a degree in Nursing. She was on

the School of Nursing Dean's List this year. Natalie is a Nursing Council Representative. She is also on the Rugby Team and has been involved in the Campus Crusade for Christ for the past three years.

**Amy R. Gentner**

Entry submitted by: Ruth Korner Store, Ruth



Amy will be a senior this fall at Saginaw Valley State University and she will graduate with a degree in elementary education.

Amy is on the National Dean's List and volunteers with the Valley Fine Arts Festival.

**Angela M. Gabbara**

Entry submitted by: Paul's Wine Cellar, Troy



Angela will be a junior at Michigan State University this fall to study hotel, restaurant and institutional management. She was on

the Dean's List this year. Angela is part of a coed business fraternity, Alpha Kappa Psi and she participates in the Wilson Hall Floor Government.

**Jennifer Rose Kuza**

Entry submitted by: Deluxe Food Center, Detroit



Jennifer graduated from West Bloomfield High School where she was a member of the National Honor Society and on the

Honor Roll for three years. During her senior year, Jennifer was captain of the prom committee. She also participated in Varsity Pom Pon and was a member of the Humanities Club. She will attend Michigan State University this fall to study accounting.

**Basam Mansour**

Entry submitted by: 5 Brothers Food Center, Detroit



Basam will be a junior this year at Oakland University and she will continue to study accounting. She was on the Dean's List and won an Academic

Discipline Award in Accounting.

**Harsharan Singh**

Entry submitted by: Saturn Food Center, Dearborn Heights  
Harsharan is a graduate of Robichaud High School. He was on the honor roll and he was an avid tennis player. He plans to attend the University of Michigan, Dearborn to study engineering this fall.

**Kate C. Young**

Entry submitted by: Short Stop, Bellaire

This fall Kate will be a sophomore at Johns Hopkins University continuing her studies in biology with a minor in psychology. Kate is a member of the Hopkins Emergency Response Unit and is on the crew team.

**Ryan Devlin Cahill**

Entry submitted by: Discount Pop & Beer, Livonia



Ryan will be a junior at Western Michigan University this fall with a double major in finance and economics. He is a member of

the Sigma Nu Fraternity and is on the executive board of the Inter-Fraternity Council. Ryan won the Inter-Fraternity Council Highest G.P.A. Award and was on the Dean's List for four semesters. He is also a member of Governor Engler's Leadership Conference.

**Nancy J. Dean**

Entry submitted by: The Pfeister Company, Plymouth



Nancy just graduated from Hartland High School. She was on the basketball team and was a member of the varsity

club. Nancy will attend Oakland Community College for her freshman year.

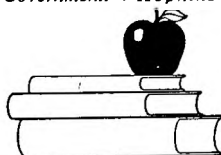
**Daniel C. DiNicola**

Entry submitted by: Farmer Jack, Detroit



Daniel is a Taylor Center High School graduate who won the Princeton Book Award and the Bausch and Lomb Science

Award. Daniel was elected to Phi Beta Kappa. He is also an avid golfer and tennis player. Valedictorian for his senior class, he will continue his studies as a freshman at the University of Michigan where he will study English or Political Science.



## AFD Scholarship Winners

**Laura E. Giles**  
Entry submitted by: Faygo  
Beverages, Detroit



*Laura graduated from Plymouth Salem High School where she ranked first in her senior class. She was a*

*student council representative and was on both the varsity golf team and the powder puff football team. Laura will attend the University of Michigan this fall where she will study engineering.*

**Frederick S. Hackett**  
Entry submitted by: Keg-N-Cork,  
Fowlerville



*Frederick is a graduate of Fowlerville High School where he ranked first in his class and class valedictorian. Frederick*

*was named Academic All-State Football and was also the Academic All League Valedictorian. This fall he will study engineering at Hope College.*

**Raneem Regina Jamil**  
Entry submitted by: Silver Dime,  
Pontiac

*Raneem will be a senior this fall at Wayne State University. She will graduate with a degree in elementary education. She was on the Dean's*



*also a member of the NAME Organization which deals with multicultural education awareness.*

**Sandra K. Wylie**  
Entry submitted by: Spartan  
Stores, Inc., Grand Rapids



*List every semester and is a member of the Michigan Association for Teachers in Math and Science. Raneem is*

*Sandra will be a senior this fall at Albion College where she will continue her studies in chemistry. Sandra was on the*

*Dean's List every semester at Albion and was a member of the Alpha Lambda Delta Honor Society. She spends her free time working on service projects as well as volunteering on the Literacy Council.*

**Julie A. Lauritzen**  
Entry submitted by: Gerber  
Products Company, Fremont



*Julia is a graduate of Fremont High School and was named valedictorian of her class. Julie won the Frank Gerber Math*

*Award and the Fremont Ana Foundation Excellence in Education Award. Her extracurricular activities include the National Honor Society, Student Council, Theater and band. She is also a member of her church youth group and she volunteers at a hospital. This fall Julie will be a sophomore at Cedarville College and will study nursing.*

**Phillip G. Mather**  
Entry submitted by: Serafino's,  
Richland



*Phillip graduated from Gull Lake High School where he received the Gull Lake Top Ten Award. Phillip*

*participates in a performing arts company, along with the cross country team, wind surfing, sailing and he plays Bass in a rock band. This fall he will attend Kalamazoo College to study physics and audio.*

**Ann R. Nona**  
Entry submitted by: Parkway  
Foods, Detroit



*Ann is a graduate of Marian High School. She participated in the Spanish Honor Society, National*

*Honor Society and Students Against Drunk Driving. This fall she will attend Wayne State University to*

*study medicine.*

**Steven David Kiryakoza, Jr.**  
Entry submitted by: Suburban  
Liquor, Southfield



*Steven is a graduate of Brother Rice High School where he was on the honor roll every semester. He recently received the University of*

*Michigan-Dearborn's Distinguished Student Award. He also received the President's Award for Educational Excellence and is a member of Who's Who Among American High School Students. Steven volunteers as a Big Brother Officer. This fall he will attend the University of Michigan and will study pre-medicine for his freshman year.*

**Alexandria Rowell**  
Entry submitted by: Value Center  
Market, Warren



*Alexandria is a graduate of Center Line High School. This fall she plans to attend Eastern Michigan University to*

*study pharmaceuticals.*



The reigning AFD golf champions for two years in a row: Harry Jewel from Oakland Football, Jim Hooks from Metro Foodland, Romy David from Kramer Foods and Ron Larkin from J&J Food Centers. They plan to leave Wolverine Golf Course as champions again in 1995.

## Unbeatable . . .

AFD's Annual Scholarship Golf Outing  
Wolverine Golf Course  
Tuesday, July 25, 1995  
10:00 a.m. Shotgun Start  
Scramble Format  
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Our second set of winners are from J. Lewis Cooper and they too challenge you to try and beat them: Bill Deck, Rick Kral, Fred Hatty and Brad Still.



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Canillac Coffee	(313) 369-9020
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Canaidanga Wine Co.	(313) 753-7637
Central Distributors	(313) 946-6250
Coca-Cola Bottlers of Mich.	(810) 478-2212
Consolidated Wine & Spirits	(810) 772-9479
Coors Brewing Co.	(313) 451-1499
DeCoster Imports	(810) 344-6662
E & J Gallo Winery	(810) 643-0611
Eastown Distributors	(313) 867-6900
Everfresh Beverages	(810) 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.	(810) 948-8913
House of Seagram	(810) 262-1375
Hubert Distributors, Inc.	(810) 858-2340
J. Lewis Cooper Co.	(313) 835-6400
L & L Wine World	(810) 588-9200
Lots Distributors	(313) 336-9522
Miller Brewing Company	(414) 259-9444
Mohawk Distilled Products	1-800-247-2982
Mr. Pure Juices	(313) 379-3000
Nestle Beverages	(810) 380-3640
Oak Distributing Company	(810) 674-3171
Pabst Brewing Co.	(810) 887-2087
Paddington Corp.	(313) 345-5250
Pepsi-Cola Bottling Group	(810) 641-7888
Petitpre, Inc.	(810) 468-1402
Powers, Dist.	(810) 682-2010
R.M. Gilligan, Inc.	(810) 553-9440
Royal Crown Cola	(616) 392-2468
Serv-U-Matic Corporation	(810) 528-0694
Seven-Up of Detroit	(313) 937-3500
Stroh Brewery Company	(313) 446-2000
Sunkite Juice Ltd.	(416) 297-1140
Tetley Tea Co.	(216) 331-4062
Thompson Beverage Co.	(313) 439-2404
Tri-County Beverage	(313) 584-7100
United Distillers	(810) 347-2267
Vintage Wine Co.	(810) 294-3990
Viviano Wine Importers, Inc.	(313) 883-1600
Warner Vineyards	(616) 657-3165
West End Soda & Fruit Brew	(810) 231-5503

## BROKERS/REPRESENTATIVES:

Acme Food Brokerage	(810) 968-0300
Ameri-Con, Inc.	(810) 478-8840
Bob Arnold & Associates	(810) 646-0578
Denha General Brokers	(810) 776-1610
DMAR, Inc.	(810) 553-5858
ELC Associates	(810) 624-5133
The Greeson Company	(810) 624-5133
Hanson Faso Assoc.	(810) 354-5339
J.B. Novak & Associates	(810) 752-6453
James K. Tamakian Company	(810) 424-8500
Marks & Goergens	(810) 354-1600
McMahon & McDonald, Inc.	(313) 416-7000
Northland Marketing	(810) 353-0222
Paul Inman Associates	(810) 626-8300
Pfeister Company	(313) 207-7900
Stark & Company	(810) 851-5700
Trepco	(810) 546-3661
UBC Huettner	(810) 296-3000
VIP Food Brokers International	(313) 885-6156

## CANDY & TOBACCO:

M & M Mars	(810) 363-9231
Shen's Candies	(517) 756-3691
Wolverine Cigar Company	(313) 554-2033

## CATERING/HALLS:

Country House Catering	(517) 627-2244
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Emerald Food Service	(810) 546-2700
Gourmet House, Inc.	(810) 771-0300
Karen's Cafe at North Valley	(810) 855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	(810) 978-3880
Southfield Manor	(810) 352-9020
St. George Cultural Center	(810) 335-8869
St. Mary's Cultural Center	(313) 421-9222
Taste Buds	(517) 546-8520
Tina's Catering	(810) 949-2280
Vassel's Banquet Hall & Catering	(810) 354-0121

## DAIRY PRODUCTS:

American Dairy Association	(517) 349-8923
Bermea Food Service	1-800-688-9478
Borden Ice Cream	(313) 871-1900
Dairy Products of Michigan	(810) 552-9666
Golden Valley Dairy	(810) 399-3120
Independent Dairy Inc.	(313) 246-6016
London's Farm Dairy	(810) 984-5111
McDonald Dairy Co.	(517) 652-9347
Melody Farms Dairy Company	(313) 525-4000
Milk-O-Mat	(313) 864-0550
Pointe Dairy	(810) 589-7700
Stroh's Ice Cream	(313) 568-5106
Superior Dairy Inc.	(810) 656-1523
Tom Davis & Sons Dairy	(810) 399-6300

## EGGS & POULTRY:

Linwood Egg Company	(810) 524-9550
Loewenstein Poultry	(313) 295-1800

## 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	(810) 774-9200
Midwest Ice	(313) 868-8800
Union Ice	(313) 537-0600

## INSECT CONTROL:

Pest Elimination Products	(810) 296-2427
Rose Extermination (Bio-Serv)	(313) 588-1005

## INSURANCE:

Alphaforma Insurance Agency	(810) 263-1158
America One	(517) 349-1988
Blue Cross/Blue Shield	1-800-486-2365
Capital Insurance Group	(810) 354-6110
Cranbrook Group, Inc.	(810) 362-4640
CoreSource	(810) 792-6355
Gadaleto, Ramsby & Assoc.	(517) 351-7375
Golden Dental	(810) 573-8118
Health Alliance Plan	(810) 552-6000
Jardine Insurance Agency	(810) 641-0900
Kanter Associates	(810) 357-2424
K.A. Tappan & Assoc., Ltd.	(810) 473-0011
Frank McBride Jr., Inc.	(810) 445-2300
Miko & Assoc.	(810) 776-0851
Mittel Agency	(810) 773-8600
Monroe-George Agency	(810) 489-9480
Murray, Benson, Rocchia	(313) 831-6562
North Pointe Insurance	(810) 358-1171
Rocky Husaynu & Associates	(810) 557-6259
Security First Insurance	1-800-530-9225
SelectCare	(810) 637-5391
Simmerer & Company	(810) 776-4036
Joel Wengarden	(313) 453-3636
The Wellness Plan	(313) 369-3900

## MANUFACTURERS:

Amato Foods	(313) 295-3337
Bill Mar Foods	1-800-654-3650
Brown & Williamson	(810) 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
Kalil 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.	(810) 478-1350
Nestle Food Company	(810) 380-3670
Philip Morris U.S.A.	(810) 489-9494
Prince Macaroni of Michigan	(810) 772-0900
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Stadium Club Foods, Inc.	(810) 332-8530
Strauss Brothers Co.	(313) 832-1600
Tony's Pizza Service	(810) 634-0606
R.J. Reynolds	(810) 398-6390

## MEAT PRODUCERS/PACKERS:

General Provision, Inc.	(313) 393-1900
E.W. Grohbel Sons, Inc.	(313) 567-8000
Hartig Meats	(313) 832-2080
Hillshire Farms & Kahn's	(810) 778-3276
Hygrade Food Products	(313) 464-2400

Kowalski Sausage Company	(313) 873-8200
LKL Packing, Inc.	(313) 833-1590
Metro Packing	(313) 894-4369
Oscar Mayer & Company	(810) 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
Taste Buds	(517) 845-3021
Swift-Eckrich	(313) 458-9530
Texas Brand, Inc.	(708) 526-0620
Thorn Apple Valley	(810) 552-0700
Winter Sausage Mfg., Inc.	(810) 777-9080
Wolverine Packing Company	(313) 568-1900

## MEDIA:

Arab & Chalchad TV-62 Show	(810) 352-1343
The Beverage Journal	(313) 454-4540
Booth Newspapers	(616) 459-1567
C&G Publishing, Inc.	(810) 756-8800
Daily Tribune	(810) 541-3000
Detroit Free Press	(313) 222-6400
Detroit News	(313) 222-2000
Detroit Newspaper Agency	(313) 222-2325
Gannett National Newspapers	(810) 680-9900
Macomb Daily	(810) 296-0800
Michigan Chronicle	(313) 963-5522
WDIV-TV4	(313) 222-0643
WJBK-TV2	(810) 557-2000
WWJ-AM/WJOL-FM	(313) 222-2636
WWW-AM/FM	(313) 259-4323

## NON-FOOD DISTRIBUTORS:

Advanced Formula Products, Inc.	(313) 522-4488
Albion Vending	(517) 629-3204
Gibraltar National Corporation	(313) 491-3500
Items Galore, Inc.	(810) 774-8000
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
Charles Chips Snack Food Co.	(717) 285-7710
Frito-Lay, Inc.	1-800-24FRITO
Gorin Nuts	(810) 437-9831
Harbour Foods, Ltd.	(810) 333-3014
Kar Nut Products Company	(810) 541-7870
Michigan Popcorn & Fast Food Supply	(313) 861-3535
Niklas Distributors (Cabana)	(313) 571-2447
Variety Foods, Inc.	(810) 268-4900
Vitner Snacks	(313) 365-5555

## PROMOTION/ADVERTISING:

Advo System	(313) 425-8190
Insignia Systems	1-800-874-4648
Intro-Marketing	(810) 540-5000
J.K. Kidd & Co.	(810) 647-6601
J.R. Marketing-Promotions	(810) 296-2246
JDA Associates	(313) 393-7835
News Printing	(810) 349-6130
PJM Graphics	(313) 535-6400
Safeguard Business Systems	(810) 548-0260
Stanley's Advertising & Dist.	(313) 961-7177
Stephen's Nu-Ad, Inc.	(810) 777-6823
T.J. Graphics	(810) 547-7474

## RESTAURANTS:

The Golden Mushroom	(810) 559-4230
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## SERVICES:

A-1 Building Maint. Services, Inc.	(810) 647-4630
AARMCO Security	(810) 968-0707
A Catered Affair	(313) 393-5311
Akram Namou, C.P.A.	(810) 557-9030
American Express	(708) 778-9267
American Mailers	(313) 842-4000
Ameritech Pay Phone Services	1-800-441-1409
Bellanca, Beattie, DeLisle	(313) 964-4200
Buizen Tamblin Steensma & Assoc.	(616) 949-0490
Cellular One	(313) 590-1200
Central Alarm Signal	(313) 864-8900
Century Marketing	(419) 354-2591
Checkpoint Systems	1-800-257-5440
CIGNA Financial Advisors	(810) 827-4400
C&J Parking Lot Sweeping, Inc.	(810) 759-3668
Community Commercial Realty Ltd.	(810) 569-4240
Detroit Edison Company	(313) 237-9225
Dialogue Marketing	(810) 827-4700
Dynasty Funding	(810) 489-5400
Eco-Rite, Inc.	(810) 683-2063
Follmer, Rudzewicz & Co., CPA	(810) 355-1040
Food Industry Professional Network	(810) 353-5600
Garmo & Co., CPA	(810) 737-9933
Goh's Inventory Service	(810) 353-5033
Great Lakes Data Systems	(810) 356-4100
Independence One	
Investment Group	1-800-622-6864
Karoub Associates	(517) 482-5000
Law Offices-Garmo & Garmo	(810) 552-0500
Michael McKernan CPA	(313) 459-1323
Menczer & Urchick P.C., CPA	(810) 356-1620
Metro Media Associates	(810) 625-0070
Michigan Bell	(810) 221-7310
Midwest Autotel	(810) 960-3737
Multi-Gard/Audio Alert	(313) 562-2850
Nationwide Communications	(810) 968-0412
Network Real Estate Services	(810) 539-0900
Paul Meyer Real Estate	(810) 398-7285
REA Marketing	(517) 386-9666

Frank Smith's Red Carpet Keim	(810) 645-9800
Peter Ragesas, Attorney/CPA	(313) 961-8400
Point of Sale Demo Service	(810) 887-2510
Sal S. Shimoun, CPA	(810) 424-9444
Sarafa Realty	(810) 851-5704
SDIS Inventory	(313) 526-4000
Edward A. Shutie, P.C., Attorney	(810) 288-2000
Southfield Funeral Home	(810) 569-8080
Statewide Financial Services	(810) 932-8680
Thomas P. Soltys, CPA	(616) 698-8833
Telecheck Michigan, Inc.	(810) 354-5000
Travelers Express Co.	1-800-328-5678
Ultracom Telecommunications	(810) 350-2020
Vend-A-Matic	(810) 583-7700
Western Union Financial Services	(810) 740-3520
Whitely's Concessions	(313) 278-5207
Wolverine Real Estate Services	(810) 353-7800

## STORE SUPPLIES/EQUIPMENT:

A & B Refrigeration	(313) 565-2474
All-American Cash Register	(313) 561-4141
Ameri-Copy	1-800-888-1083
Belmont Paper & Bag Supply	(313) 491-6550
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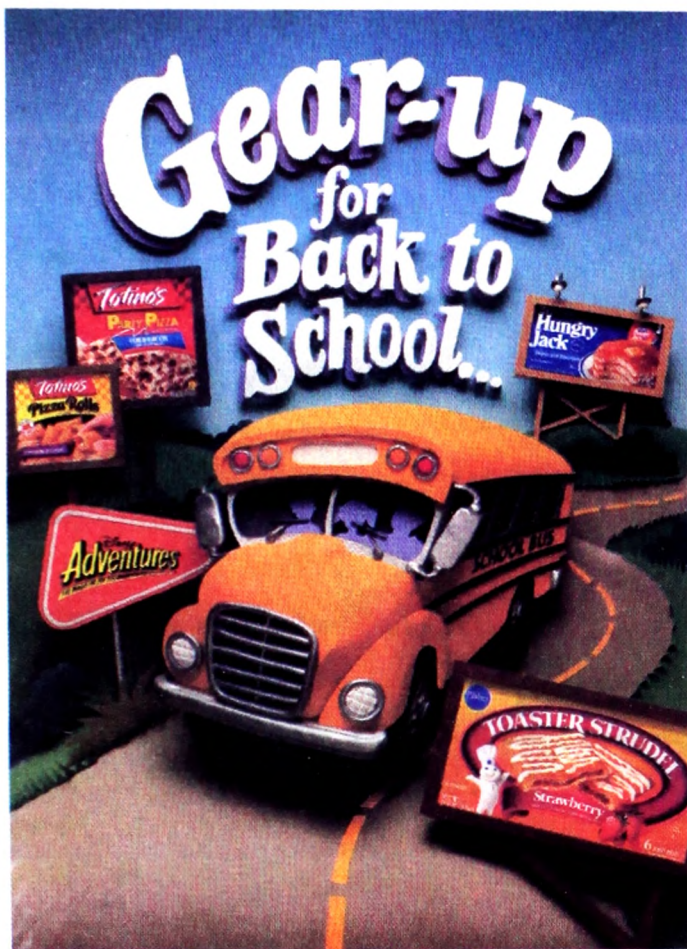


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