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 Loustria, from Value Wholesale, coordinates the food and beverages. “This is a very special event,” he said.

See Senior Picnic page 27.

A journey’s end

by Mike Ranville

AFD wins … Minors to be held responsible

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 Schwartz (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.

Known by many names and numbers 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.
YOU’RE TRAVELLING GRIFFEY JR. AT 95 M.P.H.

KEN JUST DRANK A BOTTLE OF ALL SPORT.

HOPE YOU’RE NOT AFRAID OF HEIGHTS.

It's not a good day to be a baseball. You're about to be smacked in the face by a guy who drinks a lot of All Sport Body Quencher, which gives him 1/3 more carbs than Gatorade for energy. And the next thing you know, you're about to be popped up through that hole in the ozone layer. (Maybe it's not too late for a nice quiet career as a paper weight.)

THE GAME WILL NEVER BE THE SAME.
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 affect 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. 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) 373-6205; David Jaye, (R) Washington Township (517) 373-0843; Walter DeLange, (R) Grand Rapids (517) 373-0840; Sue Rocca, (R) Sterling Heights (517) 373-2768; J. Varga, (D) Detroit (517) 373-6823; 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

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AFD works closely with the following associations:

NACS
NATIONAL GROCERS ASSOCIATION
FIOE
FOOD INDUSTRY ASSOCIATION
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 OCC event to benefit Culinary Resource Library.

OCC’s Culinary Classic featured seminars, an urban market-place, grand tasting and the inauguration of the Chuck Muer Culinary Resource Library. The seminars 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.).

Chef Kevin Enright, Susan Muer and Chuck Yeramian introduce the First Annual OCC Culinary Classic at a special media luncheon. The seminars were featured by many Detroit area food and wine experts such as Master Chef Milos Cihelka of The Golden Mushroom, Sam Awdish of Remy Americue, Inc., Lorraine Platman of Sweet Lorraine’s Cafe and Chef Peter Loren, formerly of Opus One. The Golden Mushroom is a member of AFD.

Susan Baier, Darlene Levinson and Kevin Enright, Certified Executive Chef (C. E. C.) and Certified Culinary Educator (C. C. E.).

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

OCC event to benefit Culinary Resource Library

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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.

“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 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 winter 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.
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The first of many DAGMR breakfasts

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.

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 Kundie from The Pfeister Company addresses the crowd.

A few guests enjoying the DAGMR Breakfast.

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

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.

FOOD & BEVERAGE REPORT, JULY 1995
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.

President Clinton's executive order barring companies with federal 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.

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

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.

--- FMI

Privatization of distribution continues to be reviewed

At a recent meeting of the Michigan Liquor Control Commission, Chairman Philip 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.

--- FMI

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--- FMI

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

--- FMI

--- FMI

--- FMI
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

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.


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 cellarmaster from Cognac visited Detroit in February. Many restaurant and store owners were in attendance to learn about producing exceptional wine and cognacs. The cellarmaster 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 (sedement) 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 cellarmaster’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 reintroduced the Harvey Wallbangers made with Galliano.

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

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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.

Wolf 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.”

Wolff pointed out that the USDA also has the WIC (Women, Infants, and Children) program in Michigan, which assists low-income women with their nutrition needs.

“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.

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FOOD & BEVERAGE REPORT, JULY 1995
Supporting changes in technology. It's the key to survival. That's why Spartan Stores is committed to putting our retailers in the fast lane with state-of-the-art, point-of-sale technology and on-line ordering abilities. Just as our company must remain on the forefront of distribution technology, Spartan retail customers must keep competitive and incorporate the latest in retail technology. Scanning is the future and just one of many technological advances that will strengthen today's independent retailers and keep them on the leading edge.

Shine with an industry giant. Call us for more information at 616-530-4517.
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 and 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

- Mocha Almond Fudge
- Double Chocolate Fudge
- Heath Candy Crunch
- White Chocolate Raspberry Fudge
- 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.

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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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.

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(313) 697-7060

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Port Huron Area/Port Huron Branch 810-982-8501
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.


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.

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 52 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.

Thank you for collecting materials for recycling. The next step in recycling is to purchase products with the highest possible recycled content. Check the labels. To receive a free Shoppers' Guide to Buying Recycled Products, call: 1-800-NRC-RECYCLE (672-7239)

See Lottery page 27.
Introducing the Daily 3 and Daily 4

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FOOD & BEVERAGE REPORT, JULY 1995 ... 19
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 liquid 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 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 Cesarono. 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 Cesarono. 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.

Cesarono 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 Cesarono at (810) 689-4608.

For more details, call Cesarono 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 Carneros, 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 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.
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 beverage 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.

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And right now, through a special offer, Cellular One can make working smarter simple and affordable. Just call us at 1-800-45-CELL-1 or Associated Food Dealers at 1-800-66-66-APD to find out just how simple cellular service can be.
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!
Get spicey 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.

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 responsive 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.

Alcohol Trends

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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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 line.

On the last day of the school year, Moms were filling coolers with ice to be used at the annual 6th grade picnic and field day. Free ice is available to any local neighborhood organization, team, school, church or senior facility; all they need to do is bring something to carry it away in. Balog is generous with ice but the return on goodwill is immeasurable. Most groups who come for ice also buy food and beverages for their 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 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.
Lottery
from page 18.

the 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 up to $1,000 in 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.

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 face with making lunches out of 550 pounds of fresh turkey breast, 350 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 Paradorski from Coca-Cola. Hesays that it is "great to be able to give back to the city, especially the seniors... it is really heart warming."

Paradorski noted that Coca-Cola always helps unite the community with the seniors, plus it was really fun to see the seniors having such a great time. "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.

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FOOD & BEVERAGE REPORT, JULY 1995....27
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 Wayne State University this fall and will continue her studies in accounting. 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 Pom 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, Belleville

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.
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 was named Academic All-State Football and was also the Academic All League Valedictorian. Frederick was named Academic All-State Football and was also the Academic All League Valedictorian. This fall he will study engineering.

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 List every semester at Albion College where she will continue her studies in chemistry. Raneem is also a member of the NAME Organization which deals with multicultural education awareness.

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

Sandra will be a senior this fall at Albion College where she received the Gull Lake Top Ten Award. 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

Julie 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. Mathew
Entry submitted by: Serafino’s, Richland

Phillip graduated from Gull Lake High School where he was named Academic All-State Football and was a member of the Who’s Who Among American High School Students. 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.

Unbeatable...

AFD’s Annual Scholarship Golf Outing
Wolverine Golf Course
Tuesday, July 25, 1995
10:00 a.m. Shotgun Start
Scramble Format
(810) 557-9600

Golf & Dinner: $500 Per Foursome or $125 Per Person
Door Prizes
Free Use of Driving Range
Golfers Goodie Bags
Continental Breakfast
Snacks All Day
Outdoor Barbecue Lunch
Dinner Reception with Premium Open Bar

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

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 Harty and Brad Still.
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