



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

Associated Food Dealers
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Dancing the night away!



Guests at the AFD's 80th Annual Anniversary Ball were treated to fabulous food, a chance to socialize with others in the food industry and the rockin' sounds of the Platters. A great time was had by all! The Ball took place on January 19 at Penna's in Sterling Heights. Look for more photos in the March issue.



AFD's Blue Cross premium lowered

Blue Cross Blue Shield recently received approval to eliminate separate rating for food industry groups, effective April 1, 1996. What does this mean to you? Your health care premium rates will be more competitive than ever! Current AFD Blue Cross Blue Shield of Michigan subscribers will experience an approximate rate reduction of 30 percent on their renewal date, and new subscribers can receive great rates too.

With several plans to choose from, you get the maximum coverage for your individual group needs. Choose from Blue Cross Blue Shield of Michigan Traditional, PPO and HMO programs.

In addition to these programs, you can add benefits such as dental, vision or prescription drug coverage. AFD can service groups of all sizes. The billing and administration is even handled by AFD. We have a dedicated phone number for billing and administrative questions, plus on-line computer processing which allows for quick and accurate changes in employee and dependent BCBSM records.

If you aren't already in the AFD program, there is no better time than now to call for a quote. We will be happy to tailor a program for your individual group's needs. Call Judy Mansur at AFD (810) 557-9600.

Michigan's liquor distribution system becomes private

In January, Senator Phil Arthurs, Michigan Liquor Control Commission (MLCC) Chairman, presented a sweeping plan to reorganize the liquor distribution system, which Governor Engler selected from several options. The plan, if adopted on February 7, is scheduled to take effect May 1 but could be delayed.

"Chairman Arthurs has spent a lot of time and energy on this project and I commend him for his work," said Governor Engler. He also noted that they have reached an agreement on the core components of the privatization plan and will now work on approving the details.

Under the new plan, the state will get out of the liquor distribution business. The new plan also allows SDDs to sell to bars and restaurants and requires TIPS or TAM training for all new licensees.

Joe Sarafa, executive director of the Associated Food Dealers of Michigan, said that AFD endorses the plan. "It is well thought out and generally in the best interest of all parties concerned. We are prepared to work with the MLCC toward its

implementation," said Sarafa.

Currently, all liquor products available for sale in Michigan are shipped from the manufacturer to one of two state-owned warehouses in Lansing and Lincoln Park. Using State employees, liquor is then shipped from the warehouses to 63 state-operated regional stores. Each of Michigan's 4,128 SDD retailers and 8,971 on-premise operators (hotels, restaurants and bars) is responsible for obtaining their liquor from a regional store. The distiller establishes the price for each product sold in Michigan. The State then marks up the product 65 percent, of which 17 percent becomes the fixed profit for all state retail licensees.

Under the new plan the MLCC will close its two State-owned warehouses, terminate its hauling contract and close the regional stores. It will then be up to Michigan's licensed distillers to design and implement a warehouse and distribution alternative.

Because the Michigan Liquor Control Act requires the State to purchase and control the whole-sale and distribution of liquor

products, a purchasing system will be established that requires the wholesaler/distributor to transmit licensee orders to the State. The State, in turn, will purchase the beverage from the manufacturer and pay for the product, after collecting sale proceeds from the wholesaler/distributor.

Additionally, the new plan requires manufacturer designees for warehousing and distribution to receive designation as an authorized agent of the Michigan Liquor Control Commission.

In a report, titled *The privatization of liquor distribution in Michigan*, the MLCC says "It is envisioned that the distillers will select a product distribution network not unlike the systems they have created in the 32 'open' states, which parallel the beer and wine wholesale program in Michigan."

Other changes of the new MLCC plan:

Abolish bailment and delivery charges

The 83 cents-per-case bailment fee and 25 cents per case delivery charge will be removed in order to provide resources

necessary for distillers to create their own system.

Reduce markup

MLCC will decrease its markup from 65 percent to 58 percent, but keep the 17 percent retail profit. Distillers will also retain their per-case charges. The lower mark-up will make Michigan more competitive with retail prices in neighboring states.

Eliminate sales tax from shelf prices

An important measure that the plan includes is to change the method of collecting sales tax. To keep consistent with other non-food purchases, the MLCC will remove the sales tax from the shelf price and add it at the cash register. While the consumer pays the same, it makes liquor prices comparable with the prices on other competing alcohol products.

Require restaurants, bars and hotels to purchase liquor through an SDD

This is currently prohibited. "AFD applauds the MLCC's decision to allow SDD licensees

to sell liquor to on-premise licensees. This action reduces the number of deliveries dramatically and further guarantees that the distillers can finance a replacement system," said Sarafa.

TIP or TAM

All new licensees must complete employee liquor management training through an approved TIP or TAM educational program. Violators of the Michigan Liquor Control Act will also be required to take the course.

Product promotional approval

Although the MLCC will abolish its current procedures for determining which products will be sold through its warehouses, the State will establish a new program that requires approval by the MLCC which will maintain tight control of products offered for sale within Michigan.

Price controls

Keeping in mind that small retailers would be the big losers if price controls were terminated, the new plan will continue to maintain uniform retail prices throughout the State.



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Executive Director's Report

Wholesalers must treat retail industry fairly

by Joseph D. Sarafa
AFD Executive Director

I want to talk today about fairness. We learn about it at a very young age. It is disturbing to us all when we feel cheated. We all remember instances throughout our lives where we were treated unfairly - an older sibling always got to go first, the coach showed favoritism, a classmate cheated on tests.

These early transgressions hurt our feelings but they also helped us learn right from wrong. They taught us how to be fair throughout our lives, both socially and in business. Today when we are cheated in our business dealings it



hurts not only our feelings but our livelihood.

Some soft drink distributors, I believe, are guilty of treating their customers unfairly. These wholesalers charge convenience stores more than they charge supermarkets for the same product. I have no problem with quantity discounts or advertising allowances. I certainly understand that customers with large orders can demand lower prices. My complaint is that these wholesalers charge all convenience stores, regardless of their order size, a higher price than they charge grocery stores and supermarkets. By doing this they are attempting to dictate retail prices.

This practice may not be illegal but in my opinion it is certainly bad business and unfair to the retailers who must survive in a very competitive market. Ultimately it is also unfair to the consumer, who therefore cannot get a reasonably priced product at their local convenience store.

Certainly not all beverage companies support this practice. I appreciate those who treat retailers fairly, giving all the opportunity to sell products at reasonable prices.

While I am speaking of fairness, I also want to admonish the tobacco

industry for their failure to offer equal programs to all retailers. Some tobacco companies are offering the "tobacco only" stores special deals that other retailers are not getting. I believe that equal treatment is paramount to good business practices. When the rules are bent, problems are bound to surface and in these cases the ultimate losers are the manufacturers who create animosity, resentment and mistrust.

Thanks to Nabby, welcome to Mark

On a lighter note, I want to give my sincere thanks to Nabby Yono for the tremendous amount of time and talent he has donated to AFD as its chairman over the past two years. Nabby, you are a model leader and an asset to this organization. It has been a pleasure to work with you and I look forward to your continued input and support.

I also want to congratulate Mark Karmo on his election as AFD's new chairman of the board. Mark is already a very familiar face in the AFD offices, chairing the Turkey Drive and generously providing his time and talents on many other AFD activities and programs. I speak for the entire AFD staff when I say welcome!

Your suggestions and comments are always welcome. Please write Associated Food Dealers at 18470 W. 10 Mile Rd., Southfield, MI 48075 or call 810-557-9600 or 1-800-66-66-AFD.

The Grocery Zone

By David Coverly



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New product and new identity mean sweeping changes at Miller

Miller Brewing Company recently unveiled a new company identity featuring an enhanced Miller Brewing trademark which will be reflected on all company communications. The new trademark will provide the beers with a family look.

"The consistent use of the new trademark will reinforce the single, high standard of quality for all Miller Brewing beers," said Jack MacDonough, chairman and CEO of Miller Brewing Company.

The identity will be phased into all of the company's communications, from business cards to signage to uniforms, and Miller-branded beer marketing support including advertising and promotions. The trademark has four very important elements that represent what Miller stands for as a brewer.

"The phrase 'Since 1855' communicates our long-standing heritage; a more prominent eagle signifies our tradition as a pre-eminent brewer and is used as a symbol of our American traditions; the rendering of barley and hops represents our standards for fine-quality ingredients and attention to detail; and the enlarged, familiar 'Miller' logo serves as a symbol of pride in our name and makes it easier

for our beer drinkers to identify their favorite beers," said MacDonough.

The new trademark is currently available on Miller Genuine Draft packaging. New packaging for Miller Lite will be on shelves and in bars beginning in early February; and the enhanced versions of High Life and Miller Genuine Draft Light will be available in April.

Miller Brewing Company officials also announced that the company will introduce a new beer called "Miller Beer" in early 1996.

"Today's beer drinkers are demonstrating a desire for fuller-flavored beers, and along with the fuller flavor, they want a beer which is easy-to-drink and not bitter or filling," said David Ryder, master brewer for Miller Brewing Company.

"Our proprietary brewing expertise has allowed us to brew a very unique beer to fulfill these needs."

Neil Harrison, vice president of marketing for Miller Brewing, believes the time is right for new Miller Beer. "The premium beer category is the largest segment in the industry and is again growing. This resurgence, along with the full-flavored yet drinkable taste

characteristics of Miller Beer, provides significant opportunity for us in the heart of the beer category," said Harrison.

The premium beer category represents more than one-third of the beer market and has been growing steadily in the last two years.



Miller Brewing Company promotes Hughes to marketing manager

Miller Brewing Company recently announced the promotion of Douglas E. Hughes to marketing manager. In his new position Hughes oversees all marketing activities for Miller Brewing Company and Molson trademark brands in Michigan. He is responsible for business plan development, strategic/tactical planning, market area profit and loss, managing marketing staff and agency representatives. Hughes moved to Michigan from Colorado in 1994 to become manager of sales and merchandising for Miller.

"Miller Brewing Company has a long history of brewing great beers," says Hughes. "At the same time, we have consistently demonstrated the ability to assess and anticipate changing consumer needs and desires and respond with innovative, high quality new brands and packages, while providing the impactful marketing support needed to gen-

erate long-term winners."

Hughes is excited about Miller's newest product announcement, "Miller" beer. The new premium beer will be introduced early in 1996. He adds, "But great beer is just the beginning. The Miller Brewing Company and its wholesalers are experts in helping retail establish-

ments sell beer. We understand that maximizing the retailer's beer sales and profits will help us achieve the same results—greater sales and profits. Our team of beer professionals provides the industry's most complete array of marketing services and data analysis to do just that."

The announcement for the new "Miller" beer will

be supported with P.O.S. materials and full advertising support. Hughes resides in Brighton with his wife Kelli, a Jazzercise franchise owner and their two children Kymberli and Scott.



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New Members

The Associated Food Dealers of Michigan welcomes these new members who have joined in October through December, 1995.

AirPage, Oak Park
American Principal Group,
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Bill's Market, Ann Arbor
Brown-Forman Corp., Louisville KY

Buechel Market, Eastpointe
Central Land Development, Waterford
Crescent Food Center, Berkley
Cy's Food Center, Warren
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Dairy Mart, Royal Oak
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Dean Witter Reynolds Inc., Birmingham
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Gary's Market, Hazel Park
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Farmington Hills
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Lathrup Village
Hamady Supermarket, Flint
Hamilton Quality Foods, Romulus
Jerry's Party Store, Saginaw
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KC's Crossroads Inn, Durand
Kelly's Beverages & Deli, Eastpointe
Liquor Castle, Detroit
Lucky Star Market, Pontiac
Maple View Liquor, Detroit
Melody Market, Detroit
Omtrom, Inc., Rochester

Orchard 10 IGA, Farmington
Parkway Party Store, Detroit
Players Party Stop, Detroit
Saginaw IGA, Saginaw
Save-A-Lot, Warren
Sesi & Sesi, Bingham Farms
Southfield Liquor, Allen Park
Sunshine Liquor, Detroit
T & S Development, Marquette
Trade 'N Save Party Store, Detroit
Tweeny's Liquor & Pizza,
Garden City
University Discount Store, Detroit
Uptown Liquor Store, Romeo
Whitetail Party Mart, Wellston

WIC News

Taking advantage of sales promotions

The Michigan Department of Public Health WIC policy allows WIC participants to take advantage of manufacturer's sales promotions.

The policy states: "In keeping with Food and Nutrition Service program regulations that WIC vendors treat program participants the same as other customers with respect to both prices and services. WIC participants will be allowed to take advantage of sales promotions offers made by food manufacturers. This will be true even when such promotions allow the participant to exceed the food quantity indicated on the food coupon."

This applies to manufacturer's and other sales promotions available to all consumers.

Examples of sales promotions:

1. **Special Packaging:** The sales promotion allows the purchase of a WIC eligible food with free extra ounces or quality at a price of the regular package or allows a "free" premium or non-WIC eligible food in the same package. This is allowable and the vendor should charge the regular price of the original size item.
2. **Buy One, Get One Free:** The sales promotion allows the purchase of two WIC eligible foods for the price of one, or allows a different WIC eligible or non-eligible product free with the purchase of a WIC eligible food. The vendor must not charge for the "free" item and must provide the "free" item to the WIC participant.
3. **Instant Rebates:** The manufacturer allows a cash rebate with submission of "proof of purchase" product seals. The vendor must credit these instant rebates and record the reduced amount on the coupon.
4. **Cents-off Coupons:** The manufacturer allows use of "cents-off" coupons for purchase of WIC eligible products. The vendor must credit these "cents-off" savings, recording the reduced price on the coupon. Failure to do this is the same as an overcharge, which is a serious violation.

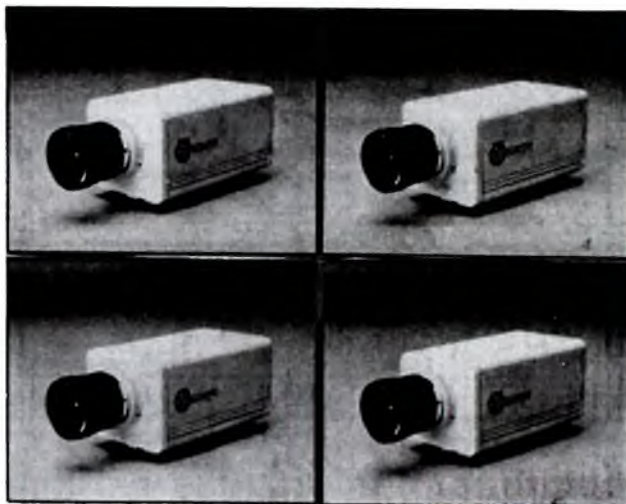
Sales promotions should not be limited to these examples. However, sales promotions available only to WIC participants must be reviewed and approved by the Michigan Department of Public Health.

Remember: no money exchange between the vendor and the WIC participant is ever allowed during any transaction involving WIC coupons.

— WIC Vendor News

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-1995- A legislative review

by Karoub Associates
Legislative Consultants for AFD

At a press conference following the December 14th conclusion of the 1995 session, the House Republican leadership listed the top accomplishments of the year. These included: 1. welfare reform; 2. revised mental health code; 3. single business tax apportionment changes; 4. environmental recodifications; 5. unemployment reform; and, 6. tort reform.

While the Democrats claimed that the magnitude and complexity of the issues deserved more discussion and debate than

was allowed, the Republicans countered that the issues have been studied by special task forces and extensively debated in recent years.

Looking ahead to 1996, the Republicans have indicated their priorities include: 1. court restructuring; 2. juvenile justice reforms; 3. revenue sharing; 4. renaissance zones; 5. workers compensation; and, 6. prison privatization. Other issues that will undoubtedly surface are the gas tax, and more on schools of choice.

Chatter around the Capitol continues speculation as to the political futures of

the Governor, Senator Posthumus and House Speaker Hillegonds.

In August at the Republican National Convention, we will learn whether Governor Engler will be chosen to serve as the Vice Presidential candidate. Conjecture continues that if that does not occur chances are good Engler would be offered a cabinet position if the Republicans win the White House. If the Governor were to go to Washington in January 1997, there would be two years left of his current term. Lt. Gov. Connie Binsfeld would then become Governor.

Waiting in the wings and doing all the right things (building statewide political base, etc.) in preparation to run for Governor, is Senate Majority Leader Senator Posthumus. The Governor's uncertain future is the only thing that has kept Posthumus from declaring his candidacy.

On the House side, political speculation centers on the Speaker, Paul Hillegonds. He has stated that he has the obligation to let his caucus know as early as possible whether or not he will run for one more term. Hillegonds completes his 9th two-year term at the end of 1996.

Welfare Reform: Michigan became the first state in the nation to enact innovative welfare reform when Governor Engler signed the welfare reform legislation Dec. 6th. The new law dovetails with the congressional legislation designed to reform the federal welfare system principally by shifting the responsibility to the states. The federal bill, yet to be approved by the President, is retroactive to last Oct. 1.

Under the new Michigan law, welfare recipients would be required to either find a job, go into a work preparation program, or perform public service or face losing all their welfare benefits, including food stamps.

Revised Mental Health Code: Counties will be able to create new organizations that provide mental health services with less state intrusion under the recently passed major rewrite of the Mental Health Code. The centerpiece of the new code is the provision that allows community mental health boards to create their own "authorities" that would have the freedom to, among other things, acquire property and generate income through investments. One of the major areas of debate dealt with accountability and the governmental immunity granted to the new "authorities" under the revised code.

Single Business Tax: On the last day of the 1995 session, the House and Senate settled their differences over changing the way the state SBT is apportioned and sent the package to the Governor. As a result of the shift of the burden to more of a sales-based formula, the legislation provides a tax cut for companies based in Michigan, and a tax increase for companies based outside of Michigan, but with sales within the state's borders.

Because of the possibility that the Michigan site-based capital acquisition deduction (CAD) could be ruled unconstitutional, a fall back position was added. If a court overturns the Michigan-based CAD, the apportionment formula will return to its current form for 1997 (50 percent sales, 25 percent payroll formula, 25 percent property) and move to a 70-15-15 formula in 1999, and thereafter.

The legislation sets a formula of 80-10-10 for 1997 and 1998, and moves to a 90-5-5 sales factor beginning in 1999. The fall back provision would also have the Michigan site-based CAD return to a nationwide apportioned CAD, allowing firms to take advantage of the way the CAD stands currently.

See Year in Review
page 12.

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Wild Time III odds of winning: 52-1 in 495, 54-1 in 21, 55-1 in 31, 510-1 in 47, 520-1 in 125, 540-1 in 1,000, 550-1 in 1,000, 5100-1 in 10,000, 5200-1 in 12,500, 5500-1 in 25,000, 521,000-1 in 1,000,000. Overall odds: 1 in 3.87.

New instant ticket distribution system is good business for retailers

by Bill Martin
Michigan Lottery Commissioner

Michigan Lottery retailers are already reaping the rewards of the Bureau's move from a credit-based to a consignment-based system of instant ticket distribution. While we expected a significant increase in ticket sales as a result of this change, I am happy to say that the Lottery has seen tremendous support from retailers and players alike. In fact, our standing orders for instant tickets have essentially doubled since the improved ticket distribution began.



The consignment-based instant ticket distribution system allows retailers to carry substantially more inventory because they no longer pay for tickets in advance; they now pay for books of tickets after they've been sold to players, allowing them to have an unlimited variety of instant tickets on hand. Also, the Lottery now provides next-business-day delivery, ensuring that retailers can display a full array of instant games every day. With a larger inventory, retailers can offer a greater selection of instant

games. This freedom of choice means retailers can respond to players' requests for specific games—and there's no limit to the number of games retailers can carry. Wider selection means increased instant ticket sales, and increased Lottery sales means increased store traffic and bigger profits for more than 9,000 retailers that sell Lottery tickets. That's definitely a winning formula for Michigan Lottery retailers, schoolchildren, and players. This new distribution system,

along with the recent change in the prize payout law (removal of the 45 percent cap), will allow the Lottery and its retailers to maximize sales. With the prize payout cap removed, we now have the flexibility to adjust our prize payouts to the marketplace and have even more winners.

These two very positive steps—consignment-based instant ticket distribution and the payout cap removal—will be instrumental in helping the Lottery to surpass last year's sales record of \$1.38 billion.

You can help break the cycle of homelessness

If you care about children and their families and have some time to give, Oakland Family Services and the Lighthouse of Oakland County need you.

The H.O.P.E. Program (Homelessness Prevention Through Empowerment) has volunteer opportunities including: Children's Group Facilitators, Child Mentors and Parent Aides. Training and supervision will be provided as you participate in this innovative program to prevent homelessness.

Provide hope to children and their families, volunteer with H.O.P.E. Program. For more information, contact Rosellen Loye at 810-858-7766.

The Food and Beverage Report regrets the inconvenience of an error made in the January 1996 issue. It incorrectly gave the contact name and phone number for the Bacardi Imports, Inc. advertisement. The correct name and phone number should read: Mark Reeves at 1-800-841-4786 ext. 592.

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*Includes installation in facilities not larger than 5000 sq. ft. Other restrictions may apply. Second Sight reserves the right to cancel this offer at any time. Sales tax not included.

Stevens' career spans the decades, looks to the future

by Michele MacWilliams

If you are in the grocery business in Metro Detroit, chances are you know Gus Stevens. In his 58 years in the food industry, Stevens has seen grocery chains come and go. He has been a part of Chatham, Kroger and Great Scott! He has worked in just about

every position a store offers, from stock boy to manager.

Now, at 75, Stevens is still going strong. As vice president of marketing and advertising for Oak Ridge Markets, he shows no signs of slowing down.

Gus Stevens has worked for the five-store chain for the past 11 years, writing the ads, working

with vendors and making sure everything runs smoothly.

"I enjoy the grocery business because it's a people business," says Stevens from behind

his desk in the modest office he shares with Ron Kohler, Oak Ridge co-owner and president.

The office is in the back of the Fraser store, on Groesbeck at

13 Mile Road and serves as the headquarters for the company. Two other stores are in Royal Oak, one is in Madison Heights and the fifth, called Riverside, is in St. Clair.

"Every day is different here," he says. "I like this business because the work is so varied and there is always something new."



Gus Stevens came from a food industry background. Originally from Detroit, his family moved to California when he was a young child. His father was in the produce business. They came back to Detroit in Gus' early teens

See Gus Stevens
page 11.



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**Michigan
National
Bank**



Gus Stevens

From page 10.

so that his father and uncle could go into the candy store business. Eventually Stevens' family owned seven candy stores and, being of Greek heritage, (Gus Stevens' given name is Constantine Stavropoulos) a couple of Greek restaurants too.

But Gus never worked in his father's businesses. Instead he took a job as a clerk with Kroger and through his 25-year career there, moved up the ladder to eventually become a store manager and then a supervisor.

His Kroger tenure was uninterrupted, save for a call from the Army which led to active duty from 1943 through 1946.

In 1962 he moved to Great Scott! where he began as a buyer and moved up to director of operations over 14 years. Then came a seven-year stint at Chatham, which led to his current position at Oak Ridge.

Gus Stevens is married to Helen, who understands the long hours and is accustomed to the six-day work weeks that her husband adheres to. They have two daughters and four grandchildren. None of which, so far, works in the food industry.

Over his career, Stevens says that there have been many, many changes. He has seen the advent of the frozen food section, in-store bakeries and delis. He has witnessed the selection increase 100-fold in some categories and he has seen totally new categories appear.

"The number of products you have on the shelves has grown dramatically," he adds. Stevens cites the cereal aisle as a good example. "When I began, customers chose either corn flakes or Wheaties. Now most stores dedicate an entire aisle to breakfast foods."

Another area where categories have expanded dramatically is the pet food section.

"Fifty years ago we had a couple of cat foods to choose from. Today, Nine Lives alone carries 20 different varieties," Stevens adds.

Store square footage has increased with the expanded product selections and competition for coveted shelf space continues to become more and more fierce.

However, perhaps the most dramatic change Stevens has seen isn't in new products or increased selections, but in the way that

these products are purchased.

"Everything is done with computers and scanners now," says Stevens.

He maintains that many of his purchasing decisions are still done "by gut" but he gets a plethora of information from his computer-generated inventory sheets.

"Someday computers will do all the buying for us," predicts Stevens. "They will run inventory from the registers and automatically create the purchase orders." Until then, though, Stevens is happy to provide that service for Oak Ridge Markets. "I love this job because it is a challenge.

Vital Statistics Gus Stevens

Occupation: Vice President of Marketing & Advertising for Oak Ridge Markets

Age: 75

Years in grocery business: 58

Family life: Married to Helen, two daughters, four grandchildren

Special recognition: Gus Stevens was recently honored by the Associated Food Dealers of Michigan for his outstanding service, dedication and loyalty to the grocery industry. Stevens accepted the award at the AFD's 80th Anniversary Ball.

When is a coffee liqueur not just a coffee liqueur?
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Year in Review

From page 6.

Product Liability: Product liability legislation passed the House and was sent to the Governor only after extended debate over a key section in the bill. The new language states that manufacturers must have "actual knowledge" of having manufactured a defective product before being exposed to higher damage awards than provided in the limits set in the bill for product liability cases.

Horse Racing: Legislation designed to help boost the horse racing industry has passed the

Legislature and awaits the Governor's signature. Along with permitting simulcasting of races from other tracks, the bill replaces the current tax on racing with a new tax that would cover simulcasting. For 1996, the tracks will pay a tax of 2.5 percent of wagers made on simulcast wagers. Beginning in 1997, the tax would increase to 3.5 percent.

Tax Rebate: A \$113 million one-time tax cut to meet requirements of the Headlee Amendment to the State Constitution has been enacted

effective for 1995. Under the bill, taxpayers will be able to take a two percent tax credit on their 1995 Michigan taxes. The credit was the administration's solution to deal with revenues collected in excess of the Headlee revenue limit.

Concealed Weapons: The long wait for the House's verdict on concealed weapons legislation came to a conclusion on December 7th when the majority voted against discharging the committee from further consideration of the package. The primary sponsor of the legislation, who was

unsuccessful after months of attempting to obtain approval by the Judiciary Committee, sought to bypass that step in the process by the discharge vote. The discussion on the discharge measure clearly reflected the extensive deliberations given to the legislation by the committee.

Financial Institution Legislation:

Public Act 202 of 1995 effective November 29, gives Michigan an advantage over other states by "opting-in" early to the federal Riegle-Neal Interstate Banking Branching Efficiency Act, which allows interstate branch banking. The new state law allows any bank outside the state to branch into Michigan by purchasing or merging with a Michigan headquartered bank. A Michigan bank will be allowed to establish such branches in other states.

More Updates
page 17.

Guest Comments

Underage smokers must be held responsible for their actions

by Peter Kuhnmuensch
vice president of
governmental affairs
Michigan Retailers Association

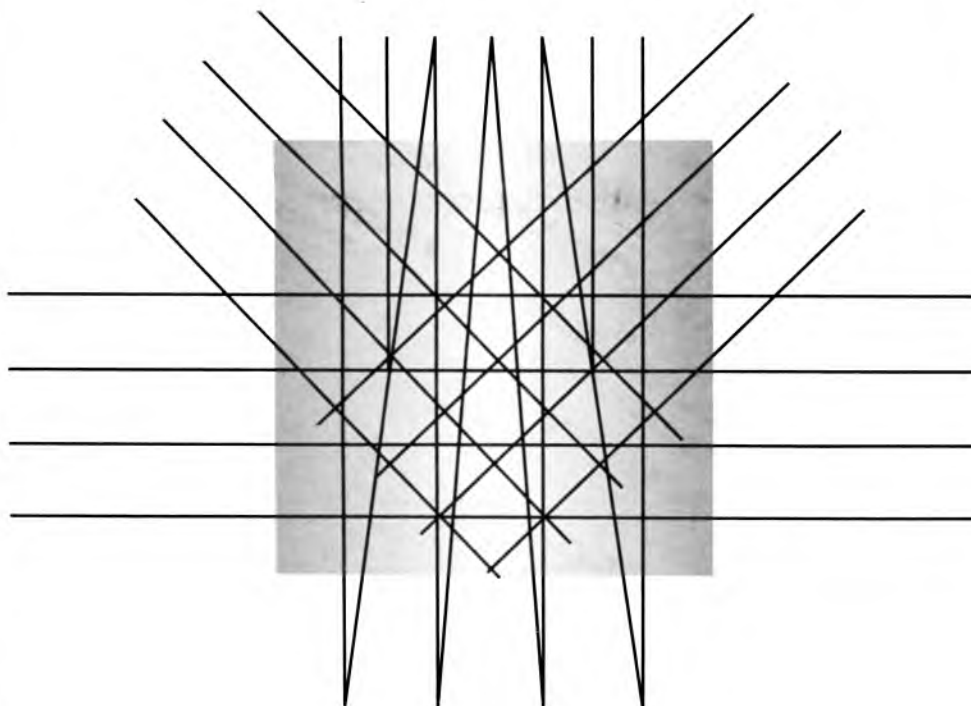
The sale of tobacco products contribute significantly to the bottom line of many retailers across our state. The Michigan Retailers Association recognizes, however, the important public health concern of preventing tobacco sales to minors.

We have worked closely with Senator Shugars in developing legislation to deal with this (Senate Bill 730). We have also engaged in spirited negotiations in order to strike a balance between an appropriate and effective regulatory structure with our desire to operate our businesses unencumbered by expensive and excessive government regulation.

Foremost in our concerns is the ability to operate on a statewide basis within consistent and rationale parameters. While this legislation extends farther than we would prefer with respect to the proposed fine levels and in dictating product

See Senate Bill 730
page 23.

Fast Lane.

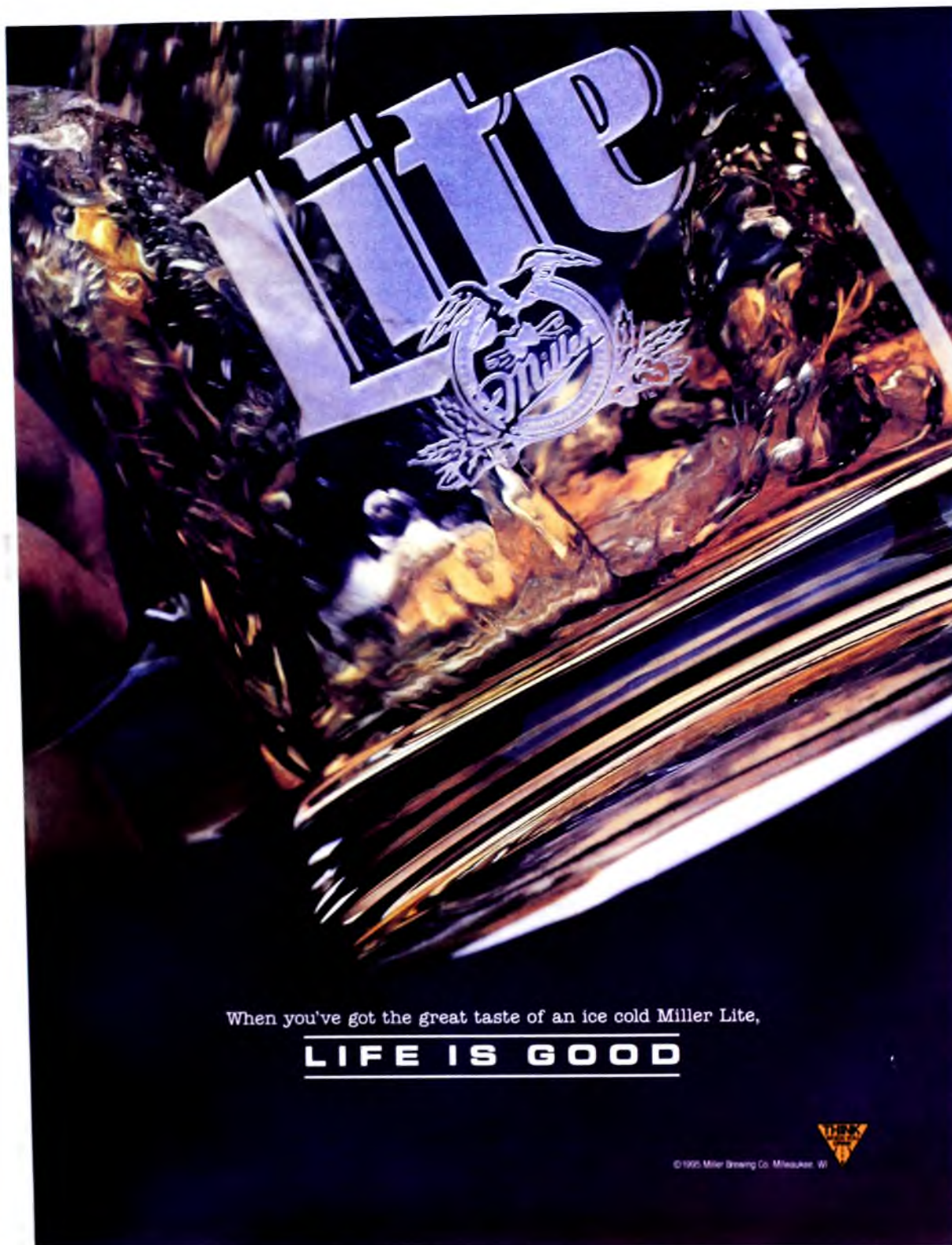


Supporting changes in technology.

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

A close-up, artistic photograph of a Miller Lite beer can. The can is tilted, showing the top and side. The word "LITE" is prominently displayed in large, silver, block letters on the top. Below it is the Miller logo, featuring an eagle with spread wings perched on a globe, surrounded by a circular border with the word "Miller". The can's surface is highly reflective, showing bright highlights and dark shadows. The background is dark and textured, possibly representing a forest or a rocky landscape.

When you've got the great taste of an ice cold Miller Lite,

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FOR YOUR GOOD HEALTH, FROM

MILK MYTHS SHATTERED!

Rumors abound regarding which beverages provide the best refreshment for exercise. But when it comes to overall nutrition, milk is rising to the top. For building better, more durable bodies and maintaining good health, milk is an integral part of any diet. It's time to welcome back milk and not stray from your three-a-day because of the following myths.

MYTH #1:

"Commercial sports drinks are the best beverage choice for an active life-style."

REALITY:

Milk offers more nutrition per ounce than the leading sports drink. Economical and widely available, milk scores as nature's own sports drink. In one glass, milk provides you with energy, potassium and high-quality protein for muscle development, plus it helps replenish fluids.

MYTH #2:

"Milk causes muscle cramping."

REALITY:

Muscle cramping is generally associated with dehydration. Three glasses of milk a day can help contribute to your daily fluid intake to replace lost fluids. The calcium in milk also promotes normal muscle contractions.

MYTH #3:

"Milk causes cotton mouth."

REALITY:

That dryness in your mouth that sometimes happens before a competitive event is usually caused by nervousness and anxiety, not milk.

MYTH #4:

"Milk is a poor choice before exercising."

REALITY:

Milk as a part of your pre-exercise snack can offer a satisfying and sustained energy boost. For example, milk with cereal or crackers provides an easy-to-digest snack that won't weigh you down before your workout.

MYTH #5:

"I can get all the calcium I need through other foods."

REALITY:

Milk and milk products provide 75 percent of the calcium available in the food supply. Without milk on your menu, it's unlikely that you'll get enough of this bone-building mineral. And an occasional bowl of cereal and a little milk in your coffee doesn't cut it. Three glasses of milk every day are needed to round out your balanced diet.



Try our
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For more surprising facts about milk, call 1-800-WHY-MILK (1-800-949-6455) 24 hours a day, seven days a week. With just one call, you can get more information on the topics highlighted in this advertisement and answers to any other questions you may have about milk.

1995 National Fluid Milk Processor Promotion Board, 1250 H Street, N.W., Suite 900, Washington, D.C. 20005



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**For information, contact your local Coca-Cola Bottler at:
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Metro East Side/Madison Heights Branch 810-585-1248
Metro West Side/Van Buren Branch 313-397-2700
Port Huron Area/Port Huron Branch 810-982-8501**



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Calendar 1996

- Feb. 11 - 13** *FMI Markettechnics '96: Merchandising & Operations Technology for Retailers and Wholesalers*
New Orleans, Louisiana
(202) 452-8444
- Feb. 25 - 28** *NGA Annual Convention*
Orlando, Florida
(703) 437-5300
- March 9 - 11** *RBA Marketplace '96 Convention-Exhibition*
Philadelphia, Pennsylvania
(301) 725-2149
- March 11 - 12** *FMI 1996 Public Affairs Assembly*
The Willard Hotel, Washington, DC
(202) 452-8444
- March 25-26** *Western Michigan University
31st Annual Food Marketing Conference*
Kalamazoo, Michigan
(616) 387-2132
- April 17 - 19** *Annual WIC Conference*
Hyatt Regency, Dearborn
(517) 335-8937
- April 21 - 23** *FMI 9th Annual Supermarket Pharmacy Conference*
San Diego, California
(202) 452-8444
- April 29 - 30** *AFD 12th Annual Trade Show*
Burton Manor, Livonia, Michigan
(810) 557-9600
- May 18 - 22** *National Restaurant Association Restaurant,
Hotel-Motel Show*
Chicago, Illinois
(312) 853-2525
- June 8 - 11** *1996 Annual Produce Conference*
Monterey, California
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Charitable access bill introduced

Rep. Peter Hoekstra (R-MI) has introduced legislation, (H.R. 2497) to make it clear that an employer is not required to allow union organizers on their private property even if charitable, civic and religious organizations are allowed to solicit on the employer's property.

This legislation is necessary because the National Labor Relations Board (NLRB) has held that it is a discriminatory practice to allow these community organizations to solicit, but not union pickets or handbillers.

Rather than face unfair labor practice charges, many employers have reluctantly concluded that they have no choice but to ban all outside organizations from their property. As a result, groups such as the Salvation Army, the Girl Scouts and other volunteer organizations are suffering the consequences. This bill has been referred to the Economic and Educational Opportunities Committee.

—FMI

OSHA requirements and NFPA's life safety code

Here is a review of what retailers should be doing to comply with OSHA's standards on means of egress, emergency action plans and fire protection:

A means of egress is defined as a continuous and unobstructed way of exit travel from any point in a building or structure and distinct parts: the way of exit access, the exit, and the way of exit discharge.

Exit access is that portion of a means of egress which leads to an entrance to an exit.

Exit is that portion of a means of egress which is separated from all other spaces of the building, or structure by construction or equipment to provide a protected way of travel to the exit discharge.

Exit discharge is that portion of a means of egress between the termination of an exit and a public way.

Listed below are several guidelines you should follow for maintaining aisles, passageways and exits.

Each workplace building must have at least two means of escape remote from each other to be used in a fire emergency.

Fire doors must not be blocked or locked to prevent emergency use when employees are within the buildings. Delayed opening of fire doors is

permitted when an approved alarm system is integrated into the fire door design.

Where mechanical handling equipment is used, sufficient safe clearance should be allowed for aisles, at loading docks, through doorways and wherever turns or passage must be made.

Aisles and passageways used by mechanical equipment should be kept clear and in good repair with no obstruction across or in aisles that could create hazards.

Permanent aisles and passageways should be appropriately marked. Hangings, draperies or decorations shall not be placed over exit doors.

Mirrors shall not be placed on exit doors or placed in or adjacent to any exit in such a manner as to confuse the direction of an exit.

Exits and the way of approach and travel from exits should be maintained so that they are unobstructed and accessible at all times.

All exits should discharge directly to the street or other open space that gives safe access to a public way.

Exit doors serving more than 50 people or at high hazard areas should swing in the direction of exit travel.

Exits should be marked by readily visible, suitable illuminated exit signs.

Any door, passage or stairway which is neither an exit nor a way of exit

access, which could be mistaken for an exit, should be identified by a sign reading, "Not an Exit," or similar designation.

The employee fire alarm system should be capable of being heard above ambient noise or light levels by all employees. The alarm must be distinctive and recognizable as a signal to evacuate the work area or to perform actions designated under the emergency action plan. Steam whistles, air horns, strobe lights or similar lighting devices, or tactile devices will meet OSHA's requirements.

More Updates
page 18.

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- **General Merchandise**
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Comments on FDA rule to regulate tobacco

The new year started off with a bang as January 2 marked the last day that comments could be received on the Federal Food and Drug Administration's (FDA) effort to regulate tobacco products. This rulemaking process, which began in August when the Agency issued the proposed regulations, has generated more than 570,000 letters.

Comments covered various topics including the economic impact on the industry, advertising restrictions, and First Amendment rights.

Summary of comments by the National Association of Convenience Stores on regulating tobacco follows:

Legislative Update

The FDA proposal would eliminate all promotional allowances for tobacco.

• NACS argued that, if tobacco manufacturers reduced promotional displays by only 50 percent, pretax profits at the average convenience store would drop over 12 percent.

The FDA proposal states that the average cost to retailers to remove tobacco products from the floor to comply with the ban on self-serve displays would cost an average of \$15.35 per store.

• NACS countered that many NACS members would have to undertake costly remodeling efforts to accommodate all tobacco sales from behind the counter because many retailers have large floor displays. One NACS member estimated that the cost of remodeling an older store would

run around \$10,000.

The FDA proposal would restrict point-of-sale advertisements to a black-on-white, text only format.

• NACS commented that this proposal would lead to the elimination of tobacco advertisements in convenience stores because such ads would go unnoticed among the other colorful advertisements and products in stores. The result being that customers will not be exposed to the Surgeon General's warning and tar and nicotine disclosures at the point of purchase.

The FDA proposal violates the First Amendment.

• NACS commented that the Supreme Court has stated that restrictions on commercial speech must directly advance a substantial government interest and must

not be broader than necessary. The proposed regulations will not directly advance the substantial government interest in reducing the underage use of tobacco products because the important influences affecting a minor's decision to use tobacco products are parents and peers which were not addressed in the FDA's proposal.

In mid-October, NACS filed a complaint in the Federal District Court in Greensboro, North Carolina, charging that the FDA's proposed regulation of tobacco products unlawfully interferes with convenience stores' marketing of tobacco products to adults.

—NACS

Budget bills include food stamp provisions

The budget bills under consideration include provisions that may affect participation by retailers in the Food Stamp Program.

Specifically, the bills would:

- encourage the states to implement an electronic benefits transfer (EBT) system;
- require, if practicable, a Department of Agriculture (Department) official to visit a retail food store prior to authorization;
- establish limitations on the period of store eligibility;
- prohibit the reallocation of a store denied authorization for a period of at least six months;
- authorize the Department to require the submission of income and sales tax information from applicants;
- authorize the disqualification of stores disqualified from the WIC program;
- disqualify stores for the knowing submission of false information; and
- suspend authorization of stores pending administrative review of charges of trafficking or knowingly submitting false information.

These provisions are designed to reduce fraud in the program by providing the Department with new enforcement tools. Previously, the Department generally did not limit authorization periods, require a visit prior to authorization, or disqualify stores on the basis of disqualification from the WIC program. In some cases, the Department has required income and sales tax information from new applicants. However, the practice has not been widespread.

The most problematic provisions for store operators are likely to be the prohibition on reapplication for six months and the suspension pending review of trafficking charges. The current applications are sufficiently confusing so that many stores already fail to receive authorization of the first application.

In the case of suspension pending review of trafficking, these provisions will be burdensome because store management cannot always prevent its clerks from trafficking. Thus, the store will be suspended because of the acts of the clerk even though the store may be reinstated at a later time if it has a program to prevent trafficking.

—NACS

More Updates
page 19.



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New Dietary Guidelines reflect strongest science yet

On January 2, Agriculture Secretary Dan Glickman and Health and Human Services Secretary Donna Shalala announced the 1995 edition of *Nutrition and Your Health: Dietary Guidelines for Americans*.

The two Secretaries said the revised *Guidelines*, last published in 1990, are based on the strongest scientific evidence yet concerning diet and health and are more user-friendly, including specific examples of good food sources for key nutrients.

"The 1995 Dietary Guidelines provide sound, no-nonsense advice to help American consumers build healthy diets for themselves and their families," Secretary Glickman said. "Consumers should look to the bounty of American agriculture, seen in grocery stores and markets across the country, for help planning nutritious, economical, and good tasting meals."

Guidelines emphasize variety in the diet, physical fitness, weight control

The new *Guidelines* build on previous editions, focusing on ways to improve one's overall diet. They also provide examples of foods rich in key nutrients, including foods used in diets from a variety of cultures, as well as vegetarian diets.

For the first time, the *Guidelines* emphasize physical activity. They recommend adults maintain their weight in a healthy range and caution against crash weight-loss diets.

In addition, they include instructions for consumers on how to use the Food Guide Pyramid and the Nutrition Facts label to put the *Guidelines* into practice.

An update for federal nutrition policy

First published in 1980 and revised every five years, the *Dietary Guidelines for Americans* are not only a critical consumer health tool—they also form the basis for federal nutrition policy and programs.

Secretary Glickman explained that "the Clinton Administration is committed to implementing the *Dietary Guidelines*—the cornerstone of our national nutrition policy—into Federal nutrition programs."

Under Secretary for Food, Nutrition, and Consumer Services Ellen Haas pointed to the School Meals Initiative for Healthy Children as the first implementation of the *Dietary Guidelines* in a Federal nutrition program. "Our historic policy change is ensuring healthy school meals for 25 million children. We will continue the effort to implement the *Guidelines* in all nutrition programs."

Changes rooted in the latest science

Revisions to the dietary guidelines

are based on the recommendations of an 11-member Dietary Guidelines Advisory Committee, a group of widely recognized nutrition and medical experts. In 1995, the advisory committee was chaired by Dr. Doris Howes Calloway of the University of California at Berkeley. The 1995 edition of the *Dietary Guidelines* recommends:

- Eat a variety of foods.
- Balance the food you eat with physical activity; maintain or

improve your weight.

- Choose a diet with plenty of grain products, vegetables, and fruits.
- Choose a diet low in fat, saturated fat, and cholesterol.
- Choose a diet moderate in sugars.
- Choose a diet moderate in salt and sodium.
- If you drink alcoholic beverages, do so in moderation.

To learn how to get copies of the Dietary Guidelines, contact the Food and Consumer Service at 703-305-2039.

Requirements for travel and entertainment expenses changed

The IRS has announced plans to increase from \$25 to \$75 the threshold for which receipts are required in order to deduct business travel and entertainment expenses.

—FMI



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*Rate may be lower or higher depending upon annual credit card sales volume. The 1.14% rate applies only to certified supermarket stores which meet volume requirements. The 1.29% rate is available for convenience stores which meet volume requirements.

Michigan Apple Committee puts savings in the bag

The Michigan Apple Committee is repeating its very successful coupon-in-the-bag program, which was launched for the first time last season. Two and one-half million specially-marked 3- and 5-lb. bags of Michigan Red Delicious and Empire apples will feature coupons and special offers worth \$2.74.

The coupons are good for savings on Pet-Ritz Pie Crusts, T. Marzetti's Apple Dips and Archway Cookies. In addition, consumers will also have an opportunity to order a Quaker Oats

cookbook for only \$1.25 (valued at \$2.99) that has \$6 worth of coupons for Quaker products.

Stores in Chicago, Grand Rapids/Kalamazoo/Battle Creek, St. Louis, Detroit, Cincinnati, Indianapolis, Louisville and several other markets will have the specially marked bags. The promotion will be supported by a television campaign in all seven markets. A new 30-second com-

mmercial will air over a five-week period which began in late January.

Also supporting the promotion will be a retail contest which will offer produce managers the opportunity to win exciting prizes, including trips to the 1996 PMA convention, when they

advertise and build displays using Michigan apples. Bonus entries can be gained by displaying the partners' products.

Point-of-purchase materials designed specially for this promo-



THE 31ST ANNUAL WESTERN MICHIGAN UNIVERSITY FOOD MARKETING CONFERENCE

March 25 & 26, 1996

"PULLING TOGETHER FOR A BETTER FOOD SYSTEM"

FEATURED SPEAKERS



Ellen R. Marram
President, CEO
Seagram Beverage Group



Christian W.E. Haub
President, COO
The Great Atlantic & Pacific Tea Company

EXECUTIVE ROUND TABLE "Discussing Today's Pressing Issues"



C. Manly Molpus
President, CEO
Grocery Manufacturers
of America



Robert C. Schwarze
President, CEO
National Food Brokers
Association



John R. Block
President, CEO
National American Wholesale
Grocers Association



Thomas K. Zaucha
President, CEO
National Grocers
Association

PLUS...EIGHT DYNAMIC WORKSHOPS

FOR MORE INFORMATION CALL
THE CONFERENCE HOT LINE AT 616-387-2132

tion will be available to all retailers, along with display wrap materials, recipe cards, usage charts and more.

The promotion will run throughout the first quarter of 1996.

For more information about the contest, contact Jan Van Driessche or Ken Meyer at 800-456-2753.

Family Fare Supermarket to open and reopen stores

Family Fare Supermarkets has announced plans to reopen its Hudsonville store as well as to open a Grand Haven-area supermarket at the site formerly occupied by Kmart on US 31.

On January 9, Family Fare reopened its Hudsonville store. Located at 6480 28th Avenue in Hudsonville, the store temporarily closed on December 5 to complete repairs to a wall that was wind damaged during recent construction.

Remodeling continues and the store will soon include a children's "Stay & Play" area, in-store banking and pharmacy services, and a new floral, deli and service meat departments.

Family Fare plans to completely renovate the building and open for business in the summer of 1996.

The Grand Haven store, according to Family Fare officials, will feature comprehensive grocery, produce, floral, frozen foods, dairy, deli, meat, seafood, bakery and general merchandise departments.

Special services such as an in-store cafe, an in-store bank with an ATM machine, a full-service pharmacy, a full-service meat/seafood department, a Stay 'n Play area for children, fax and copier service, and dry cleaning will also be featured.

The Grand Haven Family Fare will be the company's 13th supermarket located in West Michigan.

Guinness awards the key to an Irish country cottage

As winner of the Guinness Country Cottage contest, Bob Wittig of Carnegie, Pennsylvania has a new home! Wittig's entry, an imaginary postcard from Ireland, has earned him the keys to an authentic thatched roof cottage nestled in the River Lee Valley in Southwest Ireland. In addition to winning the Guinness Country Cottage,

See Guinness
page 21.

Guinness

From page 20.

Wittig has also won two round-trips per year to visit the cottage on Aer Lingus for the next ten years.

To enter the contest, consumers 21 and older were asked to imagine themselves as the new owner of the Guinness cottage and complete a postcard greeting in 50 words or less. Chosen from nearly 15,000 entries, Wittig's response was exceptional:

"It's the end of my first day in the cottage. As I watch my Pub Draught Guinness settle, I begin to think about quality. It comes quietly into our lives. It runs deep. And when it's right, it lasts forever."

Veterinarian appointed Pork Alliance Coordinator

Dr. Larry Granger, Michigan Department of Agriculture's (MDA) Swine Veterinarian, has been appointed Networking Coordinator for the Michigan Pork Alliance to help pork producers compete in a changing swine industry, announced MDA Director Dr. Gordon Guyer.

Granger, who has worked at MDA since 1990, will work with pork producers in redesigning their businesses to access the new technologies available to the pork industry. He will also strengthen the producers' ties to academia and government, and will assist them in getting the information they need to take advantage of the growing global demand for pork products.

Granger, who received his Doctor of Veterinary Medicine degree from Michigan State University in 1979, was in private practice for several years, then worked for the USDA before joining MDA. He will continue to work in the pseudorabies eradication program at MDA.

The Michigan Pork Alliance was formed in January 1995 as a public-private partnership to enhance economic opportunity for the industry. Members include representatives from Michigan Farm Bureau, Thom Apple Valley, Michigan Livestock Exchange, Michigan Pork Producers Association, Michigan State University and the MDA.

Pork producers may contact Granger at the office of the Michigan Pork Producers Association in Lansing at 517-699-2145 or at the MDA at 517-373-8203.

Bumble Bee offers support to video release of *Free Willy 2*

Bumble Bee Seafoods, Inc. is offering \$25 million in rebates through a promotional tie-in with Warner Home Video for the video release of *Free Willy 2: The Adventure Home*.

Consumers will receive a \$5 rebate by mail when they submit six proofs of purchase from Bumble Bee® products along with a rebate form packaged inside of 5 million *Free Willy 2*

videos. Bumble Bee is also offering a free special edition *Free Willy 2* children's activity book, featuring thrilling scenes from the movie, and Crayola® crayons—consumers simply send in three UPC codes from any three cans of Bumble Bee tuna and/or salmon, the completed request form and \$1.50 for shipping and handling.



Bumble Bee is merchandising and promoting the rebate offer, which expires May 31, 1996, at grocery stores across the U.S. through consumer print campaigns including *People*, *Entertainment Weekly*, and *Sports Illustrated for Kids*, and an FSI that will run in newspapers nationwide on February 4, 1996. In addition, trailers will be seen on *Batman Forever* and *A Little Princess*.

With the first *Free Willy* video tie-in, a donation was made to Earth Island Institute through Bumble Bee consumer rebates from the video release. The 1994 summer box office hit that told the story of an orphaned boy who freed a friendly whale from a rundown aquarium, captured the attention and hearts of both adults and children.



Attention AFD Members!

Shopping For Health Coverage?

You can pay less, but Blue Cross Blue Shield and Blue Care Network of Michigan are your best buys.

Here's why...

- As with any grocery product, you get what you pay for. With Blue, you're covered by the best known and longest established health benefits company in Michigan.
- All Blue choices give you the largest selection of participating doctors and hospitals in Michigan.
- Your ID card with the familiar Blue Cross and Blue Shield emblem is the most recognized health card in the world. That's important when you travel.
- We guarantee that you can renew your Blue coverage year after year.
- Your Blue coverage will never be canceled because of major illness or high use.
- If an HMO with its preventive health benefits, covered office visits, and well baby care is better for your family, Blue Care Network offers these benefits and more.
- AFD and the Blues offer several different programs, with various levels of co-pays and deductibles, so you can select one that's best for your needs and your budget.
- With AFD's toll-free telephone number, you'll get answers to your health care questions at no cost to you.
- When you go Blue, you can also buy dental, vision, hearing and prescription drug coverage at a nominal extra charge.



AFD and the Blues have been partners in health care for 16 years. Your Association has placed its trust in us. You can too.



For information on AFD programs from Michigan's leader in health coverage, call Judy Mansur at

1-800-66-66-AFD



AFD on the Scene

A warm thank you to all the retailers who supported the Miller promotion last December to raise funds for AFD scholarships and research for the childhood disease AHC.

Below are photos from the Trenton area route of Terry Chandler, sales representative from Action Distributing Company, Inc.



CLASSIFIEDS

ROUTE SALES POSITION: We are seeking an aggressive Route Sales person to join our company. We are a snack food manufacturer offering a full time Route Sales Position - Experience counts, Good Driving Record required, Good Benefits. Send Resume to: Sales Department, P.O. Box 339, Hazel Park, MI 48030.

SPECIALTY FOOD AND BEVERAGE SALESPeOPLE. How would you like to be part of the fastest growing Specialty Food and Beverage Distributor in the Midwest? If you are a hardworking, self-motivated, aggressive individual willing to be a part of this rapidly growing organization, please apply now. Positions are available today throughout Michigan and Ohio for goal oriented people. This full service outfit pays excellent wages based on both salary and commission. A complete benefit package is also included. If you would like to join this exciting team, please reply quickly to: Sales Manager, c/o Kramer Foods Company, P.O. Box 7033, Troy, MI 48007-7033

SUPERMARKET FOR SALE—12,000 sq. ft. brick bldg. + 40-car blacktop parking lot. Corner of two main streets near downtown Toledo. 1-hour drive from downtown Detroit. Includes all supermarket equipment, ready to open. Cash registers, scales, shelving, meat equipment, safe, modern office, security alarm system, freezers, coolers, carport, bailer and shopping carts. All for \$98,000 includes the building. Ready to go. For information call Jeff Urbanski, Toledo Ohio (419) 243-1221.

SUPPLIERS: Looking for ways to increase your market visibility? Let the AFD show you how. Promotional opportunities through membership limitless. Call Dan Reeves at (810) 557-9600.

WANTED: Associated Food Dealer members. If you or someone you know can benefit by joining the AFD, please call Dan Reeves at (810) 557-9600.

Scenes from the DAGMR Annual Christmas Dinner held at St. George's Cultural Center in West Bloomfield



New DAGMR President Mike Falle and his wife at the DAGMR Annual Christmas Dinner.



Having a good time at the DAGMR Annual Christmas dinner are Ed Frost and Larry Pierce who are flanked by each other's wife.



Mr. and Mrs. Jeff David (L) and Mr. and Mrs. Larry Pierce enjoy the DAGMR Annual Christmas Dinner.

Senate Bill 730

From page 12.

placement within the store, they are acceptable concessions to retaining a consistent statewide standard governing a prohibition on the sale of tobacco products to those under the age of eighteen.

Retailers must assume the responsibility of preventing the sales of tobacco products to minors. This responsibility extends to both the business owner and the retail sales clerk. Senate Bill 730 holds both parties accountable and establishes appropriate sanctions for violators and reasonable protections for those who make a good faith effort to comply with the law.

It will also compliment a national voluntary effort undertaken this past year to prevent tobacco sales to minors: the **We Card** program. This program, sponsored by the Coalition for Responsible Tobacco Retailing, has been endorsed by nearly every major national retail association.

The program is designed to help retailers and their employees identify and reject attempted purchases of tobacco product by underage customers. The program offers training on state youth and tobacco laws, tips on how to handle carding situations, and point-of-sale signage indicating "We Card."

Finally, the proposed legislation acknowledges that a purchasing minor must also be held accountable for their actions. By tying enforcement action against a retailer and/or clerk to similar action against the purchasing minor, both responsible parties are deterred from repeating the offense.

MAKE SOME NOISE!
ADVERTISE IN AFD'S
FOOD & BEVERAGE REPORT

A message from AFD...

The Voice of the Food Industry in Michigan:

Our publication, **THE FOOD & BEVERAGE REPORT**, has the largest circulation of any trade publication in Michigan. It is distributed monthly to all retail food stores, members and non-members, providing advertisers with virtual total market coverage. Current monthly mailing distribution stands at 10,600+ with a readership of over 26,000.*

AFD stands ready to be of service to you. I look forward to talking with you about your product promotions.

The rate card, with monthly editorial theme listed, is available upon request. Advertising in *The Food & Beverage Report* is **EASY, EFFECTIVE, EFFICIENT and ECONOMICAL.**

Free Layout Consultation.
Finished Art Available at Nominal Charge

26,000* readership of your advertising message could make a big difference to your bottom line!

Call 1-810-557-9600
 and talk to Ray Amyot,
 AFD Advertising Sales

*2-1/2 readers per copy (10,600+ circulation monthly)

Michigan Sugar Company staff transition

Michigan Sugar Company Director of Procurement Charles Woodington, Freeland, is retiring after more than 30 years in the purchasing field. He has served Michigan Sugar Company nearly 16 years, managing corporate procurement for the company's facilities.

Succeeding Woodington as Director of Procurement is



Charles Woodington



Steven Jolliffe

Steven F. Jolliffe. Jolliffe recently joined Michigan Sugar Company after nearly 20 years with National Steel Corporation in Mishawaka, Ind. and Pittsburgh, Penn. Jolliffe and his wife Talle will be relocating to the Saginaw area in June.

Paramount Coffee names vice president

Robert Morgan has been named vice president and treasurer of the Paramount Coffee Companies. Prior to being named vice president and treasurer, Morgan was controller for the company.

A graduate of Central Michigan University, Morgan has been with Paramount Coffee Company since 1992.

New addition at Monitor Sugar



Yasemin Ersun-Hallsby

Yasemin Ersun-Hallsby recently joined Monitor Sugar Company of Bay City as Project and Development Manager in the Packaging and Warehousing Department.

Ersun-Hallsby earned a Master of Science degree in Chemical Engineering from Cornell University and has held positions with Dow Chemical Company and BF Goodrich.

The family will reside in Midland.

ASSOCIATED FOOD DEALERS 12TH ANNUAL SELLING TRADE SHOW

Attention Retailers!

- Do you buy products from any of the companies listed below? You will be able to purchase their products at special discounted rates that will only be available at the trade show.
- All exhibitors' show specials and premium offers will be featured in a voucher booklet.
- AFD will give you money towards your trade show purchases if you win one of our shopping spree which will be awarded every hour. You must be present at the show to win!

Join These Industry Leaders Building Together For Profits

1995 EXHIBITORS

7-Up Detroit
Absopure
Advanced Formula Products
AirPage
Amato Foods
American Express
Ameritech Pay Phone Services
Anheuser-Busch, Inc.
Arizona Beverages
Awrey Baking
Beverage Journal
Beverage Systems Management
Blue Cross Blue Shield of MI
Bollin Label
Behrm Broaster
Canandaigua Wine Company
Cellular One
Central Alarm Signal
Coca-Cola
Continental Baking
CoreSource
Cornelius Systems
Detroit Popcorn
Dialogue Marketing
E & J Gallo Winery
Fairlee Fruit Juice

Faygo Beverages
Frankenmuth Brewery
Frito-Lay
Food Industry Professional Network
Garden Foods
General Wine & Liquor
Germack Nuts
Golden Valley Dairy
Happy Hive
Hobart
House of Seagram
Imperium Marketing Group
Independent Dairy
IntraState Distributors
Items Galore
J. Lewis Cooper
Jays Snack Foods
Kar Nut Products
Kehe Foods
Kowalski Sausage
Kraft Foods
Kramer Food Company
L & L Wine World
Lotto Hotline
Ludington News
M & M / Mars

Marie Brizard Wine & Spirits
Melody Farms
Metro Food Equipment
Michigan Bankard
Michigan Fast Foods
Michigan Sugar
Midwest Ice
Miller Brewing
Nikhlas Distributors
Nationwide Communications
North American Interstate
North Pointe Insurance
Oven Fresh
Pabst Brewing
Paddington Corporation
Pepsi-Cola
Pleister Company
Papa Joe's
POG Wild
Pointe Dairy Services
Riviera Food Corp.
R.M. Gilligan
Rose Exterminator
Russo's Italian Specialty
S. Abraham & Sons
Saxon Inc.

Seagram Beverage
Sherwood Foods
Spartan Stores
Stark & Company
Stroh Brewery
Sunshine/Salemo
Taystee Bread
Texas Brand Meat Snacks
Tom Davis & Sons Dairy
Tony's Red Baron Pizza
Travelers Express
Unibev Ltd.
Union Ice
USA Paper & Ribbon Co.
Upper Deck Sports Drink
Variety Foods / Pic A Nut
West End Products

You could be
here in 1996
if you would
like to exhibit!

Monday, April 29, 1996 • 5 P.M. - 9 P.M.
Tuesday, April 30, 1996 • 1 P.M. - 9 P.M.
Burton Manor • 27777 Schoolcraft Road • Livonia, MI
(south side of I-96 freeway between Inkster and Middlebelt)

If you are interested in becoming an exhibitor, please call Jill Roote, Special Events Director, at 810-557-9600. Call today as space is running out!

If you are interested in attending, please mark your calendars for April 29th & 30th...look for more exciting details in the mail and in the coming issues of the *Food and Beverage Report*.

Turkey Drive Thank You

To the AFD:

We the Inner City Sub-Center, Inc. would like to extend to your organization our heartfelt "Thank You" for your generous contribution during the Holiday Season.

Our organization has endeavored to serve the diverse and consistent needs of this community for the past 25 years through a variety of programs that cater to Seniors, Adults and our most prized possession the Youth i.e. Food Co-op, Recreational, Cultural, G.E.D. preparation and Emergency needs programs. The Center serves over 3,000 persons annually. We are constantly expanding our scope of services to try and meet the ever increasing needs of our target community.

We look forward to your continued support and producting working relationship. Again, we say "Thank You" for allowing us to be able to once gain bring some hope and joy into the lives of those we serve.

Paul Taylor, Jr.,
Executive Director
and
Rev. Cheryl Myhand,
Administrative Assistant
Inner City Sub-Center, Inc.

To the AFD:

Thank you so much for your generous donation of turkeys during this holiday season. It is greatly appreciated.

Activity Department of the
Hilton Conv.

Report reveals 30 percent growth in grocery packaging recovered for recycling

The total amount of grocery packaging recovered for recycling doubled between 1980 and 1990s, and grew and additional 30 percent between 1990 and 1993, according to the 1995 update to Grocery Marketing Association's (GMA) "Grocery Packaging in Municipal Solid Waste."

The report also shows that the

amount of grocery packaging disposed of in landfills and incinerators decreased 34 percent on a per capita basis since 1980, and that total grocery packaging is 10.5 percent of all discarded municipal solid waste.

"This report will be instrumental in our advocacy efforts at the state level," said Elizabeth Seiler, GMA Director,

Environmental Affairs. The report, which tracks the amount of grocery packaging generated, recovered and discarded from 1970, and makes projections to the year 2000, was unveiled at the recent New York Department of Environmental Conservation's 7th Annual Recycling Conference.

Made In Michigan A 60 Year Tradition



For over 60 years, Oven Fresh has been proud to call Michigan home. Every Oven Fresh product is developed and delivered straight to your shelves from our Michigan bakery so your customers can enjoy the maximum freshness and taste.

Now that's a tradition worth carrying on!

And the Oven Fresh family keeps growing! Make sure you try all of our fine Oven Fresh products.

For product information, please call
Tom Cartmell at (313) 255-4437



210 28th Street S.E. • Grand Rapids, MI 49548

SUPPORT THESE AFD SUPPLIER MEMBERS

BAKERIES

Ackroyd's Scotch Bakery & Sausage	(313) 532-1181
Anchorway Cookies	(616) 962-6205
Awrey Bakeries, Inc.	(313) 522-1100
Dolly Madison Bakery	(419) 691-3113
Interstate Brands Corp.	(313) 591-4132
Koeppinger Bakeries, Inc.	(810) 967-2020
Oven Fresh Bakery	(313) 255-4437
S & M Biscuit Distributing	(313) 893-4747
Schaefer Bakery	(810) 294-9166
Sunshine Salerno	(810) 352-4343
Taystee Bakeries	(810) 476-0201

BANKS:

Comerica Bank	(810) 370-5204
First Federal of Michigan	(313) 965-1400
First of America—S.E.M.	(810) 399-5501
Greenfield Mortgage Co.	(313) 274-8555
Madison National Bank	(810) 548-2900
Michigan National Bank	1-800-225-5662
N.B.D., N.A.	(313) 225-1581
Standard Federal Bank	(810) 637-2543

BEVERAGES:

Asspore Water Co.	1-800-334-1064
Action Distributing	(810) 591-3232
American Brokers Association	(810) 544-1550
Anheuser-Busch Co.	(810) 354-1860
Arizona Beverages	(810) 777-0036
Bacardi Imports, Inc.	(810) 489-1300
Bellino Quality Beverages, Inc.	(313) 946-6300
The Boston Beer Company	(313) 441-0425
Brooks Beverage Mgt., Inc.	(616) 393-5800
Brown-Forman Beverage Company	(313) 453-3302
Cadillac Coffee	(313) 369-9020
Canadian Arctic Beverage	(416) 676-0201
Canandaigua Wine Co.	(313) 753-5673
Central Distributors	(313) 946-6250
Coca-Cola Bottlers of Mich.	(313) 397-2700
Consolidated Wine & Spirits	(810) 772-9479
Coors Brewing Co.	(313) 451-1499
Decanter Imports	(810) 344-6644
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 Wine & Liquor	(313) 867-0521
General Wine	(313) 867-0521
Great Lakes Beverage	(313) 865-3900
Great Lakes Marketing	(313) 527-1654
Guinness Import Company	(810) 786-9176
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
Lotts Distributors	(313) 336-9522
Miller Brewing Company	(414) 259-9444
Mohawk Distilled Products	1-800-247-2982
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) 619-3000
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	(313) 243-1822
Seven-Up of Detroit	(313) 937-3500
Stroh Brewery Company	(313) 446-2000
Thompson Beverage Co.	(313) 439-2404
Tn-County Beverage	(313) 584-7100
United Distillers	(810) 347-2267
Universal Ginseng and Beverage, Inc.	(810) 754-3800
Vintage Wine Co.	(810) 294-9390
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
Bob Arnold & Associates	(810) 646-0578
DMAR, Inc.	(810) 553-5858
The Greeson Company	(810) 305-6100
Hanson Faso Assoc.	(810) 354-5339
J.B. Novak & Associates	(810) 752-6453
James K. Tamakian Company	(810) 424-8500
McMahon & McDonald, Inc.	(313) 416-7000
Paul Inman Associates	(810) 626-8300
Pfeister Company	(313) 207-7900
Stark & Company	(810) 851-5700
Treppo	(810) 546-3661
UBC Marketing	(810) 574-1100
VIP Food Brokers International	(313) 885-6156

CANDY & TOBACCO:

Hershey Chocolate U.S.A.	(810) 380-2010
M & M Mars	(810) 887-2397
Sherm's Candies	(517) 756-3691
Wolverine Cigar Company	(313) 554-2033

CATERING/HALLS:

Country House Catering	(517) 627-2244
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) 421-9220
Tina's Catering	(810) 949-2280

DAIRY PRODUCTS:

American Dairy Association	(517) 349-8923
Bermea Food Service	1-800-688-9478
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
Midwest Ice	(313) 868-8800
Union Ice	(313) 537-0600

INSECT CONTROL:

Rose Extermination (Bio-Serv)	(313) 588-1005
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INSURANCE:

AlphaAmerica Insurance Agency	(810) 263-1158
America One	(517) 349-1988
American Principal Group	(810) 540-8450
Blue Cross/Blue Shield	1-800-486-2365
Capital Insurance Group	(810) 354-6110
CoreSource	(810) 792-6355
Gadaleto, Ramsby & Assoc.	(517) 351-7375
Golden Dental	(810) 573-8118
Great Lakes Insurance Services	(810) 569-0505
Health Alliance Plan	(810) 552-6000
IBF Insurance Group, Inc.	(810) 354-2277
Kanter Associates	(810) 357-2424
Frank McBride Jr., Inc.	(810) 445-2300
Miko & Assoc.	(810) 776-0851
Monroe-George Agency	(810) 489-9480
Murray, Benson, Recchia	(313) 831-6562
North Pointe Insurance	(810) 358-1171
Rocky Husaynu & Associates	(810) 557-6259
SelectCare	(810) 637-5391
Sinawi Insurance Group	(810) 357-8916
The Wellness Plan	(313) 369-3900
Willis Corroon Corp. of MI	(810) 641-0900

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.	(313) 591-5500
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. Grobbel 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
Swift-Eckrich	(313) 458-9530
Texas Brand, Inc.	(708) 526-0620
Winter Sausage Mfg., Inc.	(810) 777-9080
Wolverine Packing Company	(313) 568-1900

MEDIA:

Arab & Chaldean TV-62 Show	(810) 352-1343
The Beverage Journal	1-800-292-2896
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
Items Galore, Inc.	(810) 774-4800
Ludington News Company, Inc.	(313) 925-7600

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips	(313) 925-4774
Frito-Lay, Inc.	1-800-24FRITO
Kar Nut Products Company	(810) 541-7870
Michigan Popcorn & Fast Food Supply	(313) 861-3535
Nikhlis Distributors (Cabana)	(313) 571-2447
Varities Foods, Inc.	(810) 268-4900
Vitner Snacks	(313) 365-5555

PROMOTION/ADVERTISING:

Advo System	(313) 425-8190
Intro-Marketing	(810) 540-5000
J.K. Kidd & Co.	(810) 647-6601
J.R. Marketing-Promotions	(810) 296-2246
JDA Associates	(313) 393-7835
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

RESTAURANTS:

The Golden Mushroom	(810) 559-4230
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SERVICES:

AARMCO Security	(810) 968-0707
A Catered Affair	(313) 393-5311
AirPage	(810) 547-7770
Akram Namou, C.P.A.	(810) 557-9030
American Express	(708) 778-9267
American Mailers	(313) 842-4000
Amenitech Pay Phone Services	1-800-441-1409
Bellanca, Beatrice, DeLisle	(313) 964-4200
Buinen Tamblin Steensma & Assoc.	(616) 949-0490
Cellular One	(313) 590-1200
Central Alarm Signal	(313) 864-8990
Century Marketing	(419) 354-2591
Checkpoint Systems	1-800-257-5540
CIGNA Financial Advisors	(810) 827-4400
C&J Parking Lot Sweeping, Inc.	(810) 759-3668
Community Commercial Realty Ltd.	(810) 569-4240
Dean Winter Reynolds, Inc.	(810) 258-1750
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	1-800-622-6864
Investment Group	(810) 442-0067
Infinity Communications Corp.	(517) 482-5000
Karoub Associates	(810) 552-0500
Law Offices-garmo & Garmo	(810) 356-1620
Menczer & Urchick P.C., CPA	(810) 625-0700
Metro Media Associates	(810) 221-7310
Michigan Bell	(810) 960-3737
Midwest Autotel	(313) 562-2850
Multi-gard/Audio Allen	(810) 968-0412
Nationwide Communications	(810) 539-0900
Network Real Estate Services	(810) 213-3100
Nextel Communications	(810) 398-7285
Paul Meyer Real Estate	(517) 386-9666
REA Marketing	(810) 645-5800
Franki Smith's Red Carpet Keim	(313) 961-8400
Peter Ragesas, Attorney/CPA	(810) 887-2510
Point of Sale Demo Service	(810) 424-9448
Sal S. Shmoun, CPA	(810) 258-6060
Sesi & Sesi, Attorneys	(810) 288-2080
Edward A. Shultis, P.C., Attorney	(810) 569-8080
Southfield Funeral Home	(810) 692-8680
Statewide Financial Services	(616) 698-8855
Thomas P. Solits, CPA	(810) 354-5000
Telecheck Michigan, Inc.	(404) 381-6747
Transactive Corporation	1-800-328-5678
Travelers Express Co.	(810) 350-2020
Ultracom Telecommunications	(810) 585-7700
Vend-A-Matic	(810) 398-0707
Voice Mail Systems, Inc.	(810) 740-3520
Western Union Financial Services	(313) 2789-5207
Whitney's Concessions	(810) 353-7800
Wolverine Real Estate Services	

STORE SUPPLIES/EQUIPMENT:

A & B Refrigeration	(313) 565-2474
All-American Cash Register	(313) 561-4141
Amem-Copy	1-800-888-1683
Belmont Paper & Bag Supply	(313) 491-6550
Bollin Label Systems	1-800-882-5140
Brehm Broaster Sales	(517) 427-5858
Brinkman Safe	(810) 739-1880
Cornelius Systems Inc.	(810) 545-5558
DCI Food Equipment	(313) 369-1666
First National Pallet Rental	(314) 469-2211
Hobart Corporation	(313) 697-3070
MMI Distributing	(313) 582-4400
Metro Equipment Inc.	(313) 571-6655
Michigan Bale Tie Company	(313) 925-1196
Midwest Butcher & Deli Supply	(810) 689-2255
Murray Lighting Company	(313) 341-0416
North American Interstate	(810) 543-1666
Refrigeration Engineering, Inc.	(616) 453-2441
Sales Control Systems	(810) 356-0700
Saxon, Inc.	(810) 398-2000

WHOLESALE/FOOD DISTRIBUTORS:

Bremer Sugar	(616) 772-9100
Capistar, Inc.	(517) 699-3605
Capitol Distributors	(313) 369-2137
Central Foods	(313) 933-2600
Dan French Inc.	(810) 544-1740



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