

AFD ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

Associated Food Dealers
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and its affiliate, Package Liquor Dealers Association

AUGUST 1997

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Help us celebrate the bounty of Michigan products during our October Made in Michigan special section. Please call Ray or Tom Amyot at (248) 557-9600 or 1-800-66-66-AFD for details.

Legislative Update

Transportation package passes

After weeks and months of proposals and counter proposals, political charges and counter charges, and hours upon hours of negotiations...a

transportation funding package has been approved by both houses and will be signed by the Governor.

Under Senator Majority Leader Richard Posthumus (R-Alto), the Senate passed the four-cent increase in the motor fuel tax by a vote of 20 to 18. Speaker Curtis Hertel (D-Detroit) and Minority Leader Ken Sakkenma (R-Grandville) led the victory in the House with a vote of 56 to 40. Both chambers passed the tax increase with the minimum number of votes needed for passage.

The key elements in the legislative package are:

1. **Gas tax** Four cents per gallon increase beginning August 1, 1997. This will develop about \$200 million per year for Michigan's roads. This increase from 15-19 cents is about average for surrounding states.
2. **Truck fees** Truck

registration fee increases are calculated to generate about \$43 million which will be used to pay off bonds of road projects already completed.

3. Budget Stabilization Fund

\$69 million in interest from the BSF which will be used this year for road repairs.

4. Tax Cuts

- The personal exemption is increased by \$200 from the current \$2,500 per person to \$2,700 beginning in 1998. This will save taxpayers \$60 million.

- The child care credit established a \$600 per child deduction for children up to age six and a \$300 deduction for children age seven to twelve. Total taxpayer savings estimated at \$30 million.

- College tuition tax credit increased the current credit from four percent to eight percent up to a maximum of \$375. Taxpayers will save a total of \$23 million.

5. Funding allocations

The current road funding

formula between state and local governments remains until the sunset date of September 30, 1998. This apportionment allocates 39 percent to the state, 39 percent to the counties and the remainder to the cities. If no legislative action occurs before the sunset, state and local governments will still get 80 percent of the funding they would have expected.

During the extended negotiations there were several areas that became sticking points. Chief among these was whether state or local governments control the money and therefore the maintenance of miles and miles of roads. In this regard a key item in the Governor's proposal was his firm belief that the state should take control of 23,000 miles of federally funded roads now under local jurisdiction. This item was dropped as the parties progressed toward an agreement.

Another related snag came last week as the

See Transportation Page 37

The fastest baggers in state showed their skills during the 1997 Michigan Best Bagger contest!



Details and more photos on page 32.

Alcoholic Beverages are BIG!

As summer steams by, beer, wine and liquor sales heat up. Read more about the beverage industry on page 10.



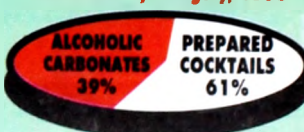
What do a barking frog, piranha, and two dogs have in common?

They're part of a tidal wave of alcopops hitting the market

Thanks to the exploding popularity of freezer cocktails and alcopops, sales of prepared cocktails and alcoholic carbonates jumped 37 percent worldwide in 1996 to \$1.6 billion, according to *The International Market for Prepared Cocktails and Alcoholic Carbonates*, a new study by New York City-based research firm, Packaged Facts. That's a sharp reversal from the 1992 to 1994 period when sales tumbled 27 percent.

The United States remains the hotbed for prepared cocktails, while the United Kingdom and Australia area at the forefront in alcoholic carbonates. Other markets are showing great promise including the European Union, Eastern Europe, the Pacific Rim and Latin America.

International Market for Prepared Cocktails and Alcoholic Carbonates: Retail Sales by Category, 1996



Source: Packaged Facts

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Executive Director's Report

Selling fake firearms is a real crime



by Joe Sarafa,
AFD Executive Director

The Detroit City Council recently informed me that some Detroit retail stores and gas stations are selling cigarette lighters that look alarmingly like pistols.

Please be aware that it is illegal to possess or to sell these facsimile firearms. If you have them, you must remove them from your shelves immediately; you are breaking the law.

A facsimile firearm is any replica of a shotgun, rifle, pistol or other similar device that looks like the real thing. This does not include toys that are easily distinguished from the real thing.

A toy gun is distinguished by its distinct color, exaggerated size or permanently affixed international blaze orange markings on the receiver portions and blaze orange plug at the muzzle end of the barrel.

According to Article 16 of the Detroit City code, any replica or facsimile firearm that looks real and doesn't have the blaze orange markings and plug is illegal to possess or to sell. Any person convicted of violating this article is guilty of a misdemeanor and punishable by a fine of \$100 to \$500.

There are good reasons for this law. Think about it. What if a child is accustomed to having a cigarette lighter around the house that looks like a pistol. Then one day that child visits a friend's house and finds a real gun in a drawer. Thinking it's a lighter, the child picks it up and pretends to

"shoot" with the gun he thinks is a lighter. The real gun is loaded and, well, you get the picture. These fake firearms are loaded with potential for harm. If one of these real-looking fakes gets into the wrong hands, it could be used to rob you, your store, the store down the street or some other innocent law-abiding citizen.

Please, if you have cigarette lighters that look like real pistols in your store, destroy them immediately. If you have questions about this, please call me at (248) 557-9600.

Thanks to MLCC Commissioners

On a separate note, I would like to take this opportunity to thank two Michigan Liquor Control Commissioners who are leaving the commission. Betty Pulliam, who has stepped down and Maxine Perry, who will leave in September, have contributed greatly to the commission. The AFD thanks them for their friendship, dedication and service to the industry and we wish them well.

Looking to Labor Day

AFD wishes all its members a very happy and safe Labor Day holiday. I also want to remind you that Labor Day is a holiday we celebrate as a break from our daily job. It's also a good time to thank our employees for their hard work and service. Even though many of you will be open for business as usual on Labor Day, please remember to do something nice for your employees. A special "thank you" from the boss can do a lot for employee morale.

Your opinions are important to us! Call AFD at (248) 557-9600 or (800) 66-66AFD.

Or write to us at
18470 West Ten Mile Road
Southfield, MI 48075.

The Grocery Zone

By David Coverly



One-million-cookie tour visits 20 Detroit stores

The coast-to-coast "Big Cookie Tour" of Battle Creek, Michigan-based Archway Cookies, Inc. hit the streets and suburbs of Detroit last month in a brightly decorated Archway cookie-mobile full of cookies, samplers, games and giveaways. Costumed character "Archie the Baker" provided entertainment and cookies to local consumers.

The Archway cookie crew has been traveling the country since mid-June giving out cookies at an estimated rate of one every 11 seconds for a total of more than a million cookies nationwide. The tour will end in mid-August.

The Big Cookie Tour will be supported by trade promotion advertising and one of Archway's traditionally successful promotional programs—a national sweepstakes offer. The Big Cookie Tour Sweepstakes, offered on the back panel of Archway's cookie packages nationwide this summer, will award trips, luggage and other travel-related prizes to coincide with the cookie tour theme.

Founded in 1936, Archway Cookies, Inc. produces more than a billion cookies annually at two company-owned and four licensed bakeries throughout the country. Archway bakes more than 60 varieties of home style, gourmet, fat free and holiday cookies and is the nation's leading oatmeal cookie maker.



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Calendar

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**Action Distributing's
20th Anniversary Ben Celani
Golf Day Benefit**
(313) 591-3232

August 21

AFD Senior Picnic
Belle Isle, Detroit
(248) 557-9600

September 7-8

**Kramer Food Show/Beverage
Journal Show**
Novi Expo Center, Novi
(810) 585-8141

September 14-16

FMI's MealSolutions 97
Los Angeles Convention Center,
Los Angeles
(202) 452-8444

September 11

**Midwest Wholesale Food
Show**
Burton Manor
1-800-552-6967

October 5-7

NACS Annual Convention
Orlando, Florida
(703) 684-3600

October 19-23

**National Frozen Food
Convention**
Las Vegas
(717) 657-8601

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by Kathleen M. Wilbur
Director, Department of
Consumer & Industry Services

New services, reduced backlogs mark first year at consumer and industry services

Michigan's newest department of state government celebrated its first year anniversary this past spring. Much has happened since the Governor signed Executive Order 1996-2 combining licensing and regulatory functions previously housed in five other departments.

By building on a foundation of service, Consumer & Industry Services is a new kind of licensing and regulatory agency. We take the Governor's charge of putting service back into state government very seriously because we know

our services touch every Michigan resident virtually every day.

In fact, many of our first year accomplishments center on our efforts to make government more user-friendly and using technology to effectively deliver quality services. These efforts include: successfully merging and consolidating programs from the Departments of Commerce, Labor, Social Services, Mental Health, and Public Health while providing seamless services and without hiring additional administrative staff; laying the foundation for centralized hearings so that administrative law hearings can be scheduled and heard more efficiently; reducing backlogs

throughout the department; making the arts and cultural services more accessible to Michigan citizens and visitors by revamping the Arts and Cultural Partnership Program; completing plans aimed at improving nursing home care by implementing changes to Michigan's enforcement process; transitioning fire safety inspections to CIS from State Police; moving forward on electric restructuring; using a new award winning computerized on-site inspections system at Michigan State Housing and Development Authority; and, finally, implementing new customer service options through the increased use of innovation

and technology.

For example, just last week we unveiled new service options at the Corporation, Securities & Land Development Bureau. These options include:

- Key forms can now be accessed and downloaded via the Internet at:

<http://www.cis.state.mi.us/corpl/>

- Requests for record information, certified documents and certificates can be faxed to the bureau. There is a nominal fee for this service. For record information, the fax number is (517) 334-8329 for document copies and certification its (517) 334-7145.

See CIS, page 37



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How about including dozens of food purveyors?

How about moving it to Michigan's premier trade show site?

How about making it part of the largest food and beverage show in
Michigan?

How about doing all of the above?

The Beverage Journal Holiday Show has joined forces with Kramer Food Company to create an exceptional trade show for 1997. For the first time ever, two outstanding trade shows will be held side by side in Michigan's premier trade show facility, the Novi Expo Center, on September 7 and 8. This combined effort will create the largest, most diverse food and beverage trade show in Michigan.

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September 7 & 8, 1997

Novi Expo Center

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Phone: _____ Fax: _____

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Address: _____

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Phone: _____ Fax: _____

Please return to:
Kramer Food Company
P.O. Box 7033
Troy, MI 48007-7033
or Fax to 248-585-3238

Partnership formed to educate the public about food safety



Senator Abraham announces the
"Michigan Food Safety Awareness Campaign."

Members of the industry come together to support food safety.

A coalition of industry, government and consumer groups announced an ambitious, public-private partnership to educate Americans about safe food handling practices.

The effort was announced as Agriculture Secretary Dan Glickman, Health and Human Services Secretary Donna Shalala and Education Secretary Richard Riley joined six association CEOs in signing a formal Memorandum of Understanding that establishes the framework for the project.

The Partnership for Food Safety Education aims to develop consistent and memorable messages and a comprehensive education campaign to teach consumers about the dangers of foodborne illness and the importance of handling food properly.

The new campaign is funded by six industry organizations: The American Egg Board, American Meat Institute, Food Marketing Institute, National Cattlemen's Beef Association, Industry Council on Food Safety/National Restaurant Association and the Produce Marketing Association. The Grocery Manufacturers of America has contributed to the effort, and fundraising efforts for the initiative are ongoing.

The campaign is part of a comprehensive food safety initiative reaching from farm to table. Its focus is on the need for consumers to handle and prepare food safely, either in their own homes or after purchasing carry-out foods in restaurants and retail establishments.

The Partnership came about in 1996, after an expert panel of physicians and academics convened by the AMI and FMI concluded that aggressive consumer education was one of the missing links in preventing foodborne illness. In a foreword to a paper titled "The Pressing Need for Food Safety Education," former U.S. Surgeon General C. Everett Koop wrote, "Already there is widespread consensus that education is the least expensive, yet most effective way to reduce foodborne disease...Thus, public education on safe food handling is not only logical, it is absolutely essential."

The report also cited mounting evidence from the Centers for Disease Control and Prevention which showed that a substantial portion of foodborne illnesses is entirely preventable.

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"Up North" representative Pat Gagliardi crosses that bridge

by Kathy Blake

People know they're entering God's country when they cross that Mackinac Bridge into the Upper Peninsula. But for the people who live there, work, go to school and raise families, the beauty of the land is only skin deep. They must make a living off of this land too.

Representing their interests in Lansing is the job of Pat Gagliardi, state representative for the 107th district.

His district includes the counties of Chippewa, Emmet, Luce, Mackinac and Schoolcraft.

It stretches from Drummond Island on the eastern tip of the Upper Peninsula west to within a few miles or so of Munising and down across the Straits of Mackinac to include the western tip of the northern Lower Peninsula, encompassing such contrasting venues as the wealthy summer homes of Harbor Springs and the comparatively modest villages of Chippewa County.

Although it is the largest House district in Michigan, taking three hours to traverse by car, it has no more people than other Michigan districts. Rep. Gagliardi wears out a car every two years driving around his district and commuting back and forth from Lansing to his home on Drummond Island every week.

The size of the district has a disadvantage when it comes to school budgets. Rep. Gagliardi represents districts that are at a disadvantage due to huge transportation costs, even though the per pupil spending is high. "In almost every one of my districts, children ride buses two hours one way every day. I think this is cruel and unusual punishment," he said. Gagliardi advocates revising the school aid formula to assist rural school districts that cover a large area with few students. Some school buses in the north end of the district must travel more than 100,000 miles a year.

The district's economy is based on agriculture, tourism, forestry and mining. "Our economy

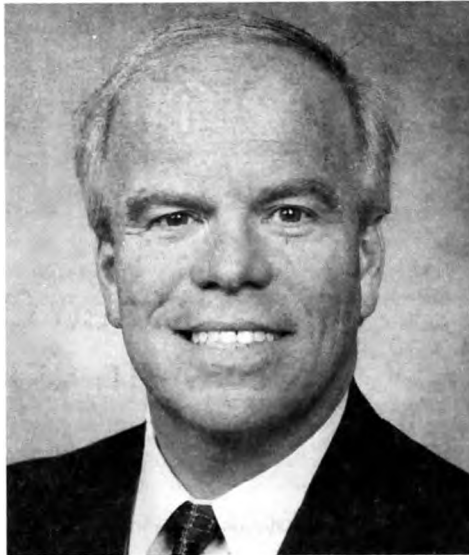
revolves around our natural resources," said Gagliardi. This often leads to conflicts with the Department of Natural Resources (DNR), which has a wide variety of regulatory power. "They manage the way we make money on our resources," he said. "We've had problems where we've asked the DNR

to do too much regulating—everything from clean air to waterways to forest products," he added. He believes that in many cases, this is too much control.

One of the big contributors to the economy is the tourism industry. "I've been very active with the tourism industry...It's near and dear to my heart because it's a big industry where I live," said the Representative. He helped design the original convention and visitors' bureau legislation for providing information to tourists.

The people of Michigan wanted more money for education and roads and that's what the summer legislative session, which ended late in mid-July, centered on. After finishing 15 budget bills, the battle was on the four-cent gas tax, which finally passed, and how the funds would be distributed.

Gagliardi has also been the House Democratic Floor Leader since 1989 and has represented the 107th district since 1982. As Majority Floor Leader, he determines which issues the House votes on when it is in session. For fall, campaign finance reform will be a hot issue. State contracting will be another, particularly liquor privatization, which Gagliardi has investigated as chairman of the House Oversight and Ethics



committee. "We need to take a look at where we think things have gone wrong. I don't think the system should have changed at all. It was working well, people had service. It's been privatized and now it's not working well," said Gagliardi.

The Representative serves on several other committees: Legislative Council, House Fiscal Agency Governing Board and the Capitol Committee. The latter is comprised of four members each of the house, executive branch and the senate. "I've been involved with the Capitol Committee since its inception. It's been a wonderful process to be involved with restoring a significant historical site," Gagliardi said.

As a member of the Legislative Council, he helps oversee the state library, the legislative service bureau and print shop. The House Fiscal Agency Governing Board oversees the agency that provides House members with information on the state budget and predicts the tax revenues that the budget is based on.

Born in 1950, Gagliardi graduated from Midland High School. He became interested in politics at a young age through his father, a keen student of current events. Pat received his bachelor's degree in sociology at Lake Superior State University in 1974

and moved to Drummond Island, entering the real estate business.

While in college, he became friends with Mitch Irwin, a Democrat who became state senator for the 37th District in 1978, breaking a Republican tradition for the area. Gagliardi was elected to the Chippewa County Commission that year. "I ran for county commission in an area that had never had a Democratic county commissioner," said Gagliardi. He lost a race for the 1980 state representative seat against incumbent Charles Varnum. Varnum retired in 1982, and Gagliardi won the seat in a tight victory over Bob Davis, Jr., son of a former U.S. representative.

Rep. Gagliardi is a member of the Lions International, Drummond Island Chamber of Commerce, American Diabetes Association, Moose Lodge 999, Elks Club, and the Christopher Columbus Society. He has received many awards of distinction yet considers his greatest accolade is to be elected by the people. "The greatest award is to have people say yes, we want you to do it, in elections," he said emphatically. He spends a lot of effort to get public support and input. "The job of a representative is to represent first and lead second. You have to get the support of the public, otherwise you won't get into office," he added.

Gagliardi is married to Debra, an attorney and they live on Drummond Island. He has four daughters, Adele (22), Lisa (20), Laura (7), and Michelle (5). Having a home on the lake provides lots of entertainment for his family. Gagliardi enjoys hunting and the whole family is active in boating, swimming, fishing, and golf in the summer and skiing and snowmobiling in the winter. Representative Gagliardi certainly loves the land where he lives and represents, Up North, over the bridge, in God's country.

Beverage Journal Holiday Show

For the first time, the Beverage Journal Holiday Show has joined forces with Kramer Food Company to hold shows side-by-side in the Novi Expo Center on September 7 and 8.

Over 100 booths will be on display at the 13th annual Beverage Journal Holiday Show, presenting the latest products to hit the market. At the show, licensees can pre-order special holiday gift sets which are often offered at limited quantities. For more information, call the Beverage Journal at 1-800-292-2896.

Michigan winery ices the competition

Chateau Grand Traverse Winery, located on Old Mission Peninsula, recently attained a "Gold Medal" and "Best White Wine of the Show" for its 1995 Johannisberg Riesling Ice Wine at the recent International Eastern Wine Competition held in Watkins Glen, New York. The 1997 competition included 1,459 wine entries from 32 states and 11 foreign countries.

Mail-order of alcohol beverages

Through the Joint Committee of the States, National Association of Beverage Retailers (NABR) has urged states to pass legislation cracking down on direct shipments of alcohol beverages to consumers which bypass licensed wholesalers and retailers as well as state tax collection systems. Recently such legislation has been enacted in Kentucky, Florida, Georgia and South Carolina. Michigan may be considering similar legislation in the months to come.

At the federal level, Rep. Ehrlich, Jr. (R-MD) introduced H.R. 1063 which would amend the Webb-Kenyon Act to allow any state, territory, or possession of the United States to bring an action in federal court for the purpose of enforcing their own laws regarding illegal shipments of alcohol beverages. AFD supports the bill.

News & Products of the Beverage Industry

St. Ides introduces Gold Premium Beer



The St. Ides family of brands, of San Francisco, California, has built a reputation producing and marketing quality, great tasting beverage products. Now St. Ides introduces a new alternative for mainstream beer drinkers - a high quality, traditionally brewed, light lager called Gold Premium. The beer is priced to give value to consumers and improved profits to retail.

Gold brand has been built around a sports theme, celebrating champions. Gold Premium Beer was the exclusive sponsor of The Sound and The Fury: Tyson-Holyfield II, Fight Night, June 28.

St. Ides has formed a partnership with Stroh's in Detroit to produce the beer locally. Gold comes in 12-ounce cans and bottles; and 20- and 40-ounce bottles and is available from your Stroh's distributor.

The Shipyard adds Single Hop IPA to family of beers



crisp flavor, Fuggles IPA is the first single hop beer marketed in the U.S. It is highly hopped, with an inviting light copper color, a floral aroma, and an apple/plum palate.

"With the introduction of our Fuggles IPA, The Shipyard is hoping to create a new niche by selling a beer based on an individual hop flavor. Fuggles IPA is a traditional English-style ale, with English malts and flavored with only a single hop, also imported from England.

In partnership with local Maine business man, Fred Forsley, Pugsley founded The Shipyard in 1992. Together, they have created a family of beers that combine authentic British techniques and styles with New England creativity.

Other year-round Shipyard beers include The Shipyard Export Ale, The Shipyard Brown Ale, Old Thumper Extra Special Ale, The Shipyard Goat Island Light and The Shipyard Blue Fin Stout. Seasonal offerings include The Shipyard Sirius Summer Wheat Ale, The Shipyard Prelude Holiday Ale and The Shipyard Longfellow Winter Ale.

The Shipyard Brewing Co. is reaching across the Atlantic for inspiration as it sets sail with its newest brew, The Shipyard Fuggles IPA, The Single Hop India Pale Ale.

Single hop ales are popular in the U.K. and seem destined for popularity in the States. In the U.S., single malt scotch is known for its high quality and superior taste and the same can be said for single hop ales. The Shipyard's British co-founder and Master Brewer, Alan Pugsley, thinks American specialty beer fans will enjoy this rich, drinkable taste. Named for the hop that provides the beer with its smooth, dry and

Leinenkugel's celebrates 130 years of brewing

In celebration of their 130th anniversary, Jake, John and Dick Leinenkugel, the "Leinie's Brews Brothers," saluted their great-grandfather by launching new packaging for Leinenkugel's Original.

Their ancestor Jacob Leinenkugel, began brewing Leinenkugel's beer in 1867 and after much discussion, his descendants decided the best way to honor his legacy would be showcasing the brand that he brewed first. In fact, the recipe itself is over 130 years old because Jacob learned it from his brewmaster father, Matthias!

Today, 130 years later, the beer, Leinenkugel's Original is more popular than ever and the Jacob Leinenkugel Brewery has prospered as well. Leinenkugel's beer is currently available in 24 states.

The new packaging uses muted colors to create an Old World look with historic overtones. This special commemorative design showcases the brewery's heritage and Northwoods tradition. "The Pride Of Chippewa Falls, WI" is prominently written across the top of all cases and labels to reference the beer's first moniker. When the beer was introduced, it was called Chippewa's Pride. Then after the repeal of Prohibition in 1933 it was named Leinenkugel's Chippewa Pride.

Wild Orchard scores juicy "palace" coup

Quality Juice & Beverage Corporation announced that Wild Orchard Fruit Juice has been designated "official fruit juice" of the Palace of Auburn Hills. Three of Wild Orchard's 100 percent fruit juice flavors; Aardvark Apple, Great White Grapefruit and Alligator Orange will be sold at four permanent concessions at the Palace.

Quality Juice & Beverage Corp. and Pointe Dairy Services (distributor of Wild Orchard) can be reached by calling (248) 589-7700.



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EEOC increases fine for notice posting violations

The Equal Employment Opportunity Commission has announced that effective June 16, 1997, the maximum penalty for failure to post the notice required by Title VII of the Civil Rights Act of 1964 and its American Disabilities Act will be a civil money fine of \$110 per violation. This is an increase from the prior \$100 for each separate offense. Every employer covered by Title VII or the American

Retailers and wholesalers should check to be sure that required notices are posted to avoid unnecessary and costly fines.

Disabilities Act is required to post the notice, "Equal Employment Opportunity is the Law." Federal law was recently amended to require federal agencies to make inflationary adjustments for all civil money penalties at least every four years. Retailers and wholesalers should check to be sure that required notices are posted to avoid unnecessary and costly fines, and if not displayed, federal and state posters can be ordered through AFD. The cost of the posters are \$5.00 for AFD members and \$8.00 for non-members. Please call the AFD office at (248) 557-9600 to order your poster.

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Prohibition brings ice cream to Michigan



by Danielle MacDonald

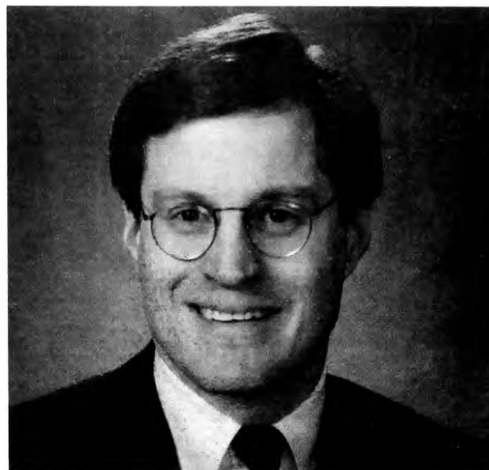
The Stroh family started brewing beer in Detroit in 1849 and started producing premium ice cream in 1918. They began to manufacture premium ice cream in order to survive prohibition. The family already owned refrigeration equipment so ice cream was a natural choice. The first Stroh's Ice Cream was delivered on June 1, 1919 and was a major factor in keeping the company solvent throughout the prohibition years.

Stroh's Ice Cream was a very profitable business venture over the years lasting well beyond prohibition. Beer was also a major factor for the Stroh's, and after prohibition they began to brew quality products again. It was not until 1990 that the Stroh family decided to focus solely on their original niche of brewing great beer. A friend of the family, Stuart Giller, purchased the Stroh Companies Ice Cream Division in 1990.

The Ice Cream Division was selling 1.5 million gallons of ice cream in 1990, with 80 percent of its business in bulk parlours and 20 percent in retail outlets. Ice Cream parlours are very seasonal so Giller began to target retail outlets. In just one year, business increased by 50 percent. Today, 80 percent of the business is retail and 20 percent is bulk; annual production is over four million gallons.

In 1996, Giller's former president retired so he recruited his son Gary to become president of Stroh's Ice Cream. "My dad was successful at Stroh's because of three things: he is a team builder, he has a good mind for consumer promotions, and he know how to bring the right mix of people together."

Just as his father made some innovative changes, Gary brought



his unique touch to Stroh's Ice Cream. "We do some things very well, for example our sales force is outstanding," explained Giller. "But our packaging needed a face lift. Every package was different making name recognition very hard." Giller standardized all Stroh's packaging to make each brand a recognizable family.

In January 1996, Giller purchased the name and assets of Nafziger's Ice Cream Company and moved the production to Detroit. "The Nafziger line is similar in product positioning and in product lines so it was a great addition to the Stroh's and Mooney ice cream family," said Giller. Mooney's Ice Cream was purchased by Stroh's in 1986. To continue making good business decisions, Giller keeps a watchful eye on the industry trends.

"Consumers are moving away from low fat products and we are seeing an increase in consumption of full-fat ice cream," explained Giller. With that in mind, Stroh's joined forces with Sanders in 1997 to create a blend of extra premium Stroh's Ice Cream with top quality Sanders ingredients. Sanders has been a Detroit tradition since 1875, known best for their hot fudge sundae toppings.

The newly created flavors, which capture the old-time Sanders favorite tastes are: Bumpy Cake 'N Cream, Hot Fudge Sundae, Butterscotch

Caramel Sundae, Old Fashioned Vanilla, Cookies 'N Cream, Double Fudge Brownie, Pralines 'N Cream and Old Fashioned Butter Pecan. "People want to reward themselves, and low fat really doesn't taste the same. Therefore, we viewed this as the right time and the perfect opportunity," said Giller.

"This is a unique product that no one else can produce," explained Giller. "We have an exclusive agreement with Sanders." According to Giller, the Stroh's/Sanders combination called Stroh's Home Made, will have full distribution by the end of the third quarter which is amazing for a new product.

Giller's goal is for Stroh's to be the leader in every category. He has taken great strides in this direction and accomplished many things over the past year. Although his first few months on the job were not as enjoyable. "The main ingredient in ice cream is cream. Soon after I began working at Stroh's, cream prices increased by 80 percent, nearly crippling the industry."

Cream prices have since gone down, but Giller wants to ensure that his company is not at the mercy of the economy. He is leasing an additional 20,000 acres of refrigerated space right next to their existing 54,000 square foot manufacturing plant in Detroit. "This will make our distribution



more efficient. We can buy cream in larger quantities and store more finished product."

Giller describes himself as fanatic about quality. He is out at the product line several times a day. "All products are reviewed quarterly and if they do not meet our standards, they are eliminated." It is no surprise that the Stroh brand of ice cream is the number one seller in Detroit. "We have a high quality product that is priced competitively," explained Giller. "And we have kept the old fashioned tradition of making ice cream that was introduced by the Stroh family in 1918." Stroh's products are the only vat-pasteurized premium ice creams that are produced and sold in Michigan.

Vat-pasteurization is an old fashioned, 45 minute, slow cooking method in a stainless steel kettle. Most other premium ice cream producers use the five minute, high temperature, short time cooking method. "Any product that is cooked at a high temperature for a short time will not taste as good as a product that is cooked slowly at a low temperature over a longer period of time. Ice cream is no exception," explained Giller. Stroh's is a DSD distributor that produces over 150 flavors of Stroh's, Mooney's and Nafziger's premium ice cream all of which are vat-pasteurized.

Giller's business philosophy is to "stay close to what you know. Don't move away from your niche." With the number one selling ice cream in Detroit and a new product that is the talk of the industry, it will not be hard for Giller to focus on what he does best—make good premium ice cream.

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Tobacco Stamp legislation still needs work



by Polly Reber, President
Michigan Distributors and Vendors
Association

The article in the July 1997, issue of the *AFD Food and Beverage Report* regarding the Department of Treasury's cigarette stamping proposal for the state of Michigan left out the most critical pieces of information for Michigan's wholesale and retail sales community.

Although it may look as though the Administration is finally going to do something about the cigarette smuggling crisis, as we all know, "the devil's in the details." It will do us no good if we are mandated to comply with regulations which

put us out of the cigarette business altogether. As small retailers, you know how important your cigarette sales are to your bottom line. Retailers and wholesalers market a legal product and collect millions of dollars in taxes for the state!

The press release issued by the Department of Treasury on May 29, stated that the Department would implement a stamping program on November 1, by issuing revenue bulletins beginning in 30 days. It is important to note that there has been no legislation passed which would give the Department the necessary authority to do this. Further, the Department is creating this very complicated and complex program which will have vast implications for both the cigarette wholesales and retail businesses, in a vacuum. They are not working with the industries

involved, nor crafting Michigan's program similar to that of other states. And they are attempting to do this with no legislative oversight or accountability of any kind.

Retailer groups and the Michigan Distributors and Vendors Association have worked very hard over the past two years with the Michigan legislature to create a reasonable, responsible and effective cigarette stamping

Although it may look as though the Administration is doing something about cigarette smuggling, "the devil's in the details."

program for the state. Although we would argue that a cigarette tax roll-back is the only guaranteed solution to Michigan's cigarette smuggling crisis, we understand that there is little chance of the legislature passing a tax roll-back.

Therefore, beginning in 1995, with Senator Carl's Cigarette Smuggling Task Force, we have participated and negotiated in good faith on various drafts of stamping legislation. We have supported every bill which has moved through the House and Senate. Twice, stamping bills have moved through either the full House or Senate and twice at the eleventh hour the Administration stepped in and killed the deal by threatening to veto. The Michigan Distributors and Vendors Association continues to support S.B. 101, Senator Carl's bill to implement cigarette stamping. We believe this is a responsible approach to attempt to address the cigarette smuggling crisis in Michigan.

There are many critical questions to be addressed when creating a workable stamping program. To date, none of these

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have been answered in the Department of Treasury proposal:

- Where and when will stamps be available?
- How will they be acquired?
- When will the tax payment be due to the state?
- When will the tax payment be due from the retailer?
- Where on the pack must the stamp be applied?
- How must the pack be displayed in the retail establishment?
- How will wholesalers' costs of affixing the stamps be compensated?
- How much time will the wholesalers have to begin a stamping operation?
- How much time will the retailers have to sell down unstamped product?

The answer to each and every one of these questions and the many more need detailed answers. An ill-conceived stamping program can have a profound effect on the financial picture of Michigan's cigarette sales and your business! We have no idea what Treasury's stamping program

will look like or how far they will go with cigarette sales regulations. We have seen nothing more than the May 29 press release. It is frightening to think that they could do whatever they want to tobacco wholesalers and retailers with simply the issuance of revenue bulletins.

The Michigan Distributors and Vendors Association opposes the proposal from the Department of Treasury. Last week, both the House and the Senate denied a \$1.2 million appropriation to the bureaucrats at Treasury to begin their stamping proposal. During the debate on the Senate floor, Senator Dunaskiss pointed out that without a clear legislative mandate, Treasury has no business asking for \$1.2 million to implement a stamping program. We agree with the Michigan legislature: cigarette stamp enabling legislation must come first. We would urge the Department of Treasury to work with the legislature and the interested parties to resolve this critical problem.

And the walls came tumbling down!



Fred Najor (right) and Southfield Mayor Fracassi stand in front of the demolished QUAD and Cuna buildings. Mr. Najor will erect a new 120,000 square-foot shopping center on this site. Congratulations and best of luck to Fred on this exciting project.

On Monday, July 7, Southfield's QUAD and Cuna buildings were leveled to make way for a new Colonial Williamsburg-style neighborhood retail center as part of the Southfield Downtown Development Authority's ongoing vision for redevelopment and renovation. Located at the southwest corner of Greenfield

Road and Mt. Vernon (9 1/2 Mile Road), the shopping center will provide needed services to those living in the area, as well as an improved appearance.

The new 120,000 square-foot shopping center will include a 60,000 square-foot independent supermarket, owned by Fred Najor.

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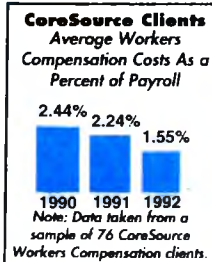
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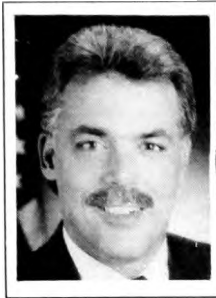
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Lottery on pace for remarkable record year



by Bill Martin,
Michigan Lottery Commissioner

Less than two months remain in our fiscal year, and the Lottery is again poised to break some pretty lofty records including total ticket sales, net return to education and retailer commissions. Fiscal 1997 has moved quickly here at the Lottery, with a flurry of new games, player and retailer promotions, and a lot of hard work.

Our 25th anniversary year is a perfect time to reflect on the

strides we've made and the goals we'll soon reach. Currently we're on pace to achieve sales of \$1.6 billion to \$1.7 billion—no small feat on the heels of last year's record \$1.42 billion!

The success attained by the Lottery in this banner year is a direct result of effort—effort on the part of our more than 9,000 lottery retailers statewide. Every day you make the difference, and this year it looks to pay off to the

tune of more than \$118 million commissions.

There are many good things to share with your Lottery customers in the coming weeks. Everyone a winner this year, and here are just a few of the reasons why we'll wrap up a strong '97 and head into '98 in excellent shape.

Michigan Lotto Cash Option: With this new feature for Michigan Lotto, your customers can now choose to receive a jackpot prize in one lump sum or in 25 annual installments.

The cash option has long been sought by Michigan Lottery players, and now it's here.

Remind your Lotto customers to choose their payment option at the time of ticket purchase; if no choice is made, the 25 year annuity payment is automatically selected.

The benefits of the Lotto cash option are many: players get to choose the payment method that suits them best; jackpots will be larger and likely to roll higher more quickly; and, best of all, new and lapsed Lotto players are sure to be attracted by the chance to win it all at once.

In addition, the popular "Smartplay" promotion is now a permanent game feature of Michigan Lotto. That's a lot of free chances at Lotto's millions. Be sure to tell all your customers about the new improvements to their old favorite!

Special promotions. Throughout the year, the Lottery offers promotions designed to generate player excitement and increase the traffic in your stores. This summer saw the successful "Fat Pockets" second-chance sweepstakes give away \$160,000 to Daily 3 & 4 players, as well as special commissions to retailers that sold tickets included in winning entries.

In July, more than 3.1 million Michigan households received "Buy One, Get One Free" coupons, entitling the bearer to a free \$1 Michigan Lottery instant ticket when a \$1 ticket is purchased. The promotion is sure to bring in additional business to your stores, so be sure to save the coupons turned in by your players. You will receive \$1 credit for each valid coupon.

See Lottery, page 37

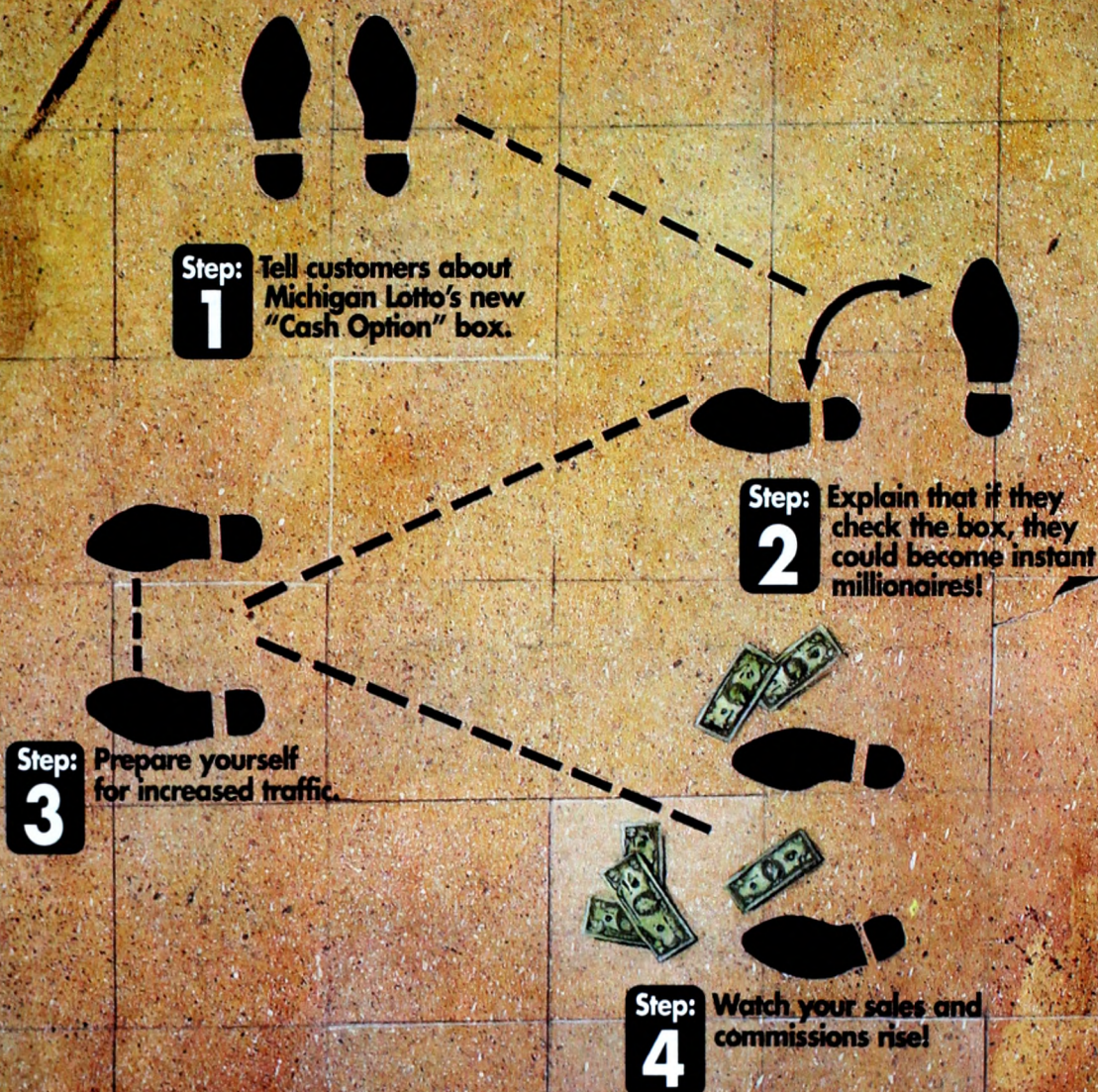
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Erie IGA

Everybody's Market

F.F.S., Inc.

Fenton Party Store

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Food Giant

Food & Drug Mart

Forest Hills Foods

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Harold's Meat & Fish Market

Joe's Market

King's Cove Party Store

Lahser Market

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Leppink's, Lakeview

Maria's Italian Bakery

Miles Food Market

New Puritan Community Market

One-O-Three Sundries

Pat's Food Center

Peel's Supermarket

Pelzer's Party Shoppe

Quick Pick

Red Baron Party Store

Sax Discount

Sayhf Food Store

Stockbridge Country Market

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Legislative Update

New bill for equal tax treatment for commercial businesses operated by Native Americans

A new bill (H.R. 1554) extends the unrelated business income tax (UBIT) to income earned by an Indian tribe or any corporate entity that is tax-immune or tax-exempt by reason of being owned by an Indian tribe.

This bill makes an exception for Indian tribal organizations which receive more than half of their income from members of the Indian tribe involved and which do not compete with any trade or business subject to the UBIT. This will protect activities which are predominantly intended to support the tribal operation while subjecting non-tribal activities to the same tax treatment as other businesses.

Under the bill, if an Indian tribe is required by federal, state or local law to use any portion of the net proceeds of any type of commercial activities for charitable or other specified purposes, any portion so used may be deductible only as a charitable contribution and (under present law sec. 512(b)(10)), such deduction may not exceed the 10 percent limitation.



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Upon entering the bar, Melvin Klemp
cried out "**Gimme Hell**"

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who hit him many times and

called him names. As he
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remains onto a stool,

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MLCC continues "Controlled Buy" operations

by Ginny Bennett

At the Michigan Liquor Control Commission's monthly meeting Randy Martin, Director of Enforcement, reported that decoy operations using 18- and 19-year-old students continue. The controlled buy attempts to purchase alcoholic beverages by minors began in March, 1997. It was anticipated that the Enforcement Division's decoy operations would result in 70 to 100 violations per month.

Over the last few months there appears to have been an improvement, since the rate of sale to minor violations has gone from 33 percent of licensed establishments being cited in March to 19 percent as of June. The overall percentage rate stands at 27 percent.

"I hope they (decoy operations) are having a positive effect and that the percentage rate will continue to decline in the future," says Martin.

The penalty for a first offense sale to a minor may be \$400.00 with greater emphasis on

suspensions for repeat offenders.

The table below shows the number of stops, the number of violations and the percentage of

violations per number of stops. In May the Enforcement Division began keeping track of the number of licensees who asked for ID and

still sold to the underage purchaser. For both May and June this percentage was at least 50 percent.

TOTAL 1997 MLCC OPERATIONS					
Month	MARCH 1997	APRIL 1997	MAY 1997	JUNE 1997	TOTAL
Number Stops	55	239	235	243	772
# Violations	18	70	71	46	205
# IDs Checked	Not Available	Not Available	36	23	59
% Violations	33%	29%	30%	19%	27%
% Violations that checked ID	Not Available	Not Available	51%	50%	

Repeal of special occupational tax

In May, Rep. George Radanovich (R-CA) introduced H.R. 1620 "The Occupational Tax Equity Act of 1997" which seeks a total repeal of the Special Occupation Tax (SOT) on retailers, wholesalers and suppliers and other servers and sellers of alcohol beverages.

The Coalition to Eliminate the Special Occupational Tax (CESOT), which is comprised of representatives from a variety of

industry and business organizations, was established and is working closely with Radanovich's office in the effort to pass legislation which would eliminate the SOT during the 105th Congress. —NABR

NACS meets with OSHA on violence guidelines

NACS met with high-ranking representatives from the

Occupational Safety and Health Administration (OSHA) on their proposed workplace violence guidelines. NACS reiterated our opposition to several of the OSHA proposals such as two clerks, bullet resistant barriers, and armed guards as premature since these recommendations are currently under study by OSHA's research arm, the National Institutes of

See OSHA, page 37

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CENTSIBLE SUPER SAVER starts September 8

Paul Inman Associates will launch their highly successful Centsible Super Saver Sweepstakes coupon insert program the week of September 8. In its 19th year, Phil Fischioni, Inman's executive vice president, says it is one of the most successful and longest running coupon program in the country.

As in the past, all products are national brands. The sweepstakes offers \$15,000 in cash prizes, with two grand prizes of \$2,000 each.



John and Carol Loussia of Value Wholesale

In total 207, cash prizes will be awarded to lucky winners.

One attribute that sets the Centsible Super Saver apart from other coupon inserts is that for the second year, all coupons will be over 50 cents.

Centsible Super Saver Sweepstakes coupon inserts will run in major newspapers the week of Sept. 8 in Detroit, Grand Rapids, Saginaw, Flint and Bay City. For more information, call Paul Inman Associates at (248) 626-8300.



Pics from the Paul Inman Centsible Super Saver kick-off dinner



Paul Inman Associates' Chairman Jerry Inman with Mary Fischioni (center) and his wife, Nancy Inman

Ron Fairchild, Paul Inman Associates president and wife Mary.



Executive Vice President Phil Fischioni, Mary Fischioni and Jerry Inman

The Associated Food Dealers of Michigan in cooperation with its Chaldean Merchants in Detroit and Councilman Gil Hill host their 7th annual Senior's Picnic on August 21

Seven years ago, John Loussia from Value Wholesale, and Councilman Gil Hill started an annual tradition of thanking seniors for their dedicated patronage of the food and beverage industry. The first Senior's Appreciation Day Picnic was held in the parking lot of Home Pride Market. "Our lot was overflowing with people. There was not enough room for all the seniors so we moved to Belle Isle and now we have over 3,000 seniors attend our picnic every year," said Loussia.

"The seniors anxiously await this event every year," explained Councilman Gil Hill. "In fact, they start calling us for tickets in January!" The Associated Food Dealers is also very proud to take part in this charitable event. "The picnic is our retailers way of saying thanks to Detroit's senior citizens, who have been loyal customers for many, many years."



said Joe Sarafa, AFD executive director.

Loussia explained that the Chaldean Merchants volunteer their time at the event and donate all of the product which includes over 6,000 hot dogs and 300 cases of pop. Ricky Farida from Greenfield Market volunteers every year to grill hot dogs for the hungry seniors. "This event helps unite the community with the retailers by maintaining a sound relationship with the people of the city," said Farida. Other retailer

assistant for Hill. In addition, Hill and his staff are in charge of inviting all of the seniors to the picnic site. They also 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. Finally, Hill's staff coordinates the city departments to set up the picnic tables.

The theme for the picnic is "Business and Community Together." Paul George from Mayfair Market sums up the Senior's Picnic best. "As a merchant in Detroit, we need to give back to the community, plus it is really fun to see the seniors having such a great time." If you are interested in making a donation or volunteering your time, please contact John Loussia at Value Wholesale at (810) 967-2900. "We really enjoy saying thank you to our seniors," said both Loussia and Hill.

volunteers include: Home Pride Market, Mayfair Market, Pioneer Food Center, Value Save, New Super Fair Foods, Value Center and Old Redford Food Center, to name a few. Councilman Gil Hill's office also helps recruit volunteers such as the Junior Police Cadets and the Ameritech Senior Volunteers.

"This year the seniors will enjoy square dancing lessons and the melodious sounds of the Ron Jackson Jazz Trio," explained Shawn Turner, administrative

New store a symbol of city's renewal

by Ginny Bennett

Food Giant is a completely new, 27,000-square-foot Spartan supermarket on Greenfield Road, between Schoolcraft and Grand River, replacing one lost to a devastating fire in 1995. In owner Sam Denha's eyes, the beautiful new store is a symbol of the rebirth of Detroit and he is happy to be doing business once again in the city as it comes back to life. Sam Denha and his brothers Jerry, George and Sal bought the store in 1984. It was formerly a Great Scott.

Although the fire was catastrophic, the brothers were determined to rebuild—and rebuild it they did—from the sewer up. Or at least that is how it seemed. Faced with the outdated infrastructure in the surrounding neighborhood, getting permits to build again was a challenge. Finally, with sewers as part of the package, the building permits were issued.

Their neighbors can be thankful for more than new sewers. The new store is beautiful. Up to



George, Jerry and Sam Denha with Mary Cocanougher of Harmony Village

seventy percent of their employees come from the neighborhood.

Like many retailers, the Denhas believe in providing good service to customers. The brothers go beyond giving good service, they also give generously to the neighborhood organizations that are active in the area. During this interview the brothers were visited by Mary Cocanougher, a member of the Burns-Cooley Community Council, working in partnership with the Harmony Village Health Initiative. This time the brothers were donating food and paper goods for the Community Health Extravaganza,

the first event in a community-wide program that began in February. Enticed by a parade and hot dogs and pop, 1500 participants were entertained, offered free health screenings and celebrated being part of the Harmony Village neighborhood.

Cocanougher expressed her appreciation to the Denhas and went on to say that the whole area has a lot to thank the brothers for. "Anytime there is a community or church event, everyone asks Food Giant for a contribution. Offering hot dogs or pop is a big part of the success of an event. It helps ensure that lots of people will come," says Mary. "What is good for our neighborhood works for us, too," says Sam Denha.

"Affiliating with Spartan was a good thing, too," Sam and Jerry agree. First, they commissioned Spartan's Retail Development Department to do a market study

that supported the Detroit inner-city re-development project. Then, the brothers didn't take any shortcuts when it came to the design of the building, either. They hired an architect to work closely with Spartan on the building's interior plan.

State-of-the-art, the upscale store has a 70-foot triple deck fresh meat case that offers "Giant Buy" packaging. The in-store deli anticipates the needs of shoppers looking for home meal replacement, ready-to-eat products and "take home meal" solutions. There is a floral department and plenty of space is devoted to fresh produce, including packaged salad mixes and freshly cut, ready-to-eat fruits and vegetables. This city store has every amenity offered to suburban shoppers.

Undertaking this major investment in the inner city was no small feat for the brothers. Would Sam recommend that other retailers make this kind of investment in the city? "Well, yes," he said smiling, "just not too close by!"

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Michigan's grocery bagging elite go head-to-head in pursuit of state title, scholarship, shopping spree and trip to the national competition

The state's top grocery store baggers competed in Southfield at the Tel/Twelve Mall on Monday, June 30, for the coveted title of "Michigan Best Bagger."

The competition was hosted by the Associated Food Dealers of Michigan (AFD) and the Michigan Grocers Association (MGA).

Grocery stores across the state entered their most accomplished baggers. The competition requires finely tuned skills and a clever strategy.

Cameras flashed, TV crews and reporters swarmed the stage as the contestants took their places. After two bag offs, Tim Staggs of Village Market Food Centers in Paw Paw took the championship, a \$500 scholarship, a \$300 shopping spree and an all expense-paid trip to the national finals in Las Vegas.

Second place winner was Robert Baller of Glen's Market in Cheboygan and third place was Jamie Keoshian of Central Shop-Rite in Caro. Congratulations to all contestants and winners!



Winner Tim Staggs



Second Place Robert Baller (top) and third place Jamie Keoshian



Contestants watched eagerly



Celebrity judges Gene (the Bagman) Taylor from WOMC FM (top) and David Scott from WUPN TV took their turn at the check-out stands.

Cheering squads rooted for their hometown favorite.



Meet the 1997 AFD Scholarship Winners

Kate E. Huetteman

Submitted by: **UBC Marketing, Inc.** Sponsor: **Detroit Edison**

Kate will be a freshman at University of Notre Dame in South Bend, Indiana and is planning to major in government. She was honored as a National Merit Finalist, and received the Brown University Book Award, the Rensselaer and the Polytechnic Institute Medal. In high school Kate was the Varsity Debate captain, and the Varsity Swim Team captain. She graduated from high school third in a class of 385. She was also a nominee for Athlete of the Year and was a Michigan High School Athletic Association Scholar.



and Physics at University of Michigan. He graduated from Fremont High School in Fremont where he participated in track and field, football, golf, and quiz bowl. A National Honor Society member, Adam was salutatorian of his class.



Jennifer L. Troyer

Submitted by: **Troyer's Super Value** Sponsor: **Frito-Lay**

Graduated from White Pigeon High School in White Pigeon, Jennifer was valedictorian of her class. She was French Club President, Students Against Drunk



Driving (SADD) President, and Youth in Government Vice-President. She participated in Science Olympiad, Quiz Bowl, and the Junior Engineering Technical Society. She was honored as the National Honor Society treasurer, Daughters of the American Revolution Good Citizen Award, Fourth-year Award of Academic Excellence, the US Marine Corps. Stars and Stripes Award and numerous others.

Nancy C. Kindraka

Submitted by: **Hiram Walker & Sons, Inc.** Sponsor: **R.M. Gilligan**
Attending Michigan State University as a freshman, Nancy will major in Chemical Engineering and French. She graduated from Plymouth Canton High School where she participated in choir and piano. She made the principal's Honor Roll, received the Presidents Award for Educational Excellence, and was given the Phi Beta Kappa certificate of Recognition. Nancy was accepted into the Honor's College, and was also an Alumni Distinguished Scholarship participant. Nancy was active with her Church Youth group in projects for Habitat for Humanity.



Laura S. Ackerman

Submitted by: **Nash Finch/ Super Foods** Sponsor: **Philip Morris USA**

Laura graduated from Heritage High School in Saginaw, and is now planning to major in Environmental Studies at Western Michigan University. While attending school she was on the principal's Honor Roll and was National Merit Commended. During school she competed on the varsity swimming team, and the varsity softball team.



Adam G. Zuwerink

Submitted by: **Gerber Products** Sponsor: **AirTouch Cellular**
Adam plans to major in Astronomy

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Mandi M. Wolters
Submitted by: **Brooks Beverage Mgmt.** Sponsor: **7-UP Detroit**
A graduate from Holland Christian High School, Mandi attends Calvin College in Grand Rapids, where she is a sophomore majoring in English. Mandi was a National Merit Commended Scholar and she was also a member of the National Honor Society. For fun she plays tennis and is involved in Dutch Dance.



Donielle T. Dodde
Submitted by: **Spartan Stores, Inc.**

Sponsor: **Tastee Bread/Metz Baking**
Donielle, a junior at St. Mary's College, majoring in economics and business administration. She graduated Magna Cum Laude and Top Ten in her class at Grand Rapids Catholic Central. Donielle was in the National Honor Society and participated in the high school band. She was a Girl Scout Gold Award recipient, Mackinac Island Honor Scout, and a Junior Achievement award winner. Donielle was also honored with the Presidential Merit Scholarship.



Amanda M. Jensen
Submitted by: **Jensen's Party Mart**
Sponsor: **Brown-Forman Beverages**
Amanda will be a freshman in college planning to major in music or communications. She participated in Varsity Volleyball (Scholar Athlete Award, Sportsmanship Award, Co-Captain), band, choir, Honor Society, French Club, Key Club, and was a Junior Rotarian. Amanda was also the yearbook editor, and Student of the Month.



John S. Haviland
Submitted by: **VG's Food Center**
Sponsor: **Paul Inman Associates**
A freshman at University of Michigan College of Engineering. John is majoring in engineering. He was a National Merit Scholarship Finalist, Scholar-Athlete, Exemplary Scholar, Quiz Bowl Conference All-Star, and he participated in football and varsity track.



Julie A. Martin
Submitted by: **Monitor Sugar Company, Bay City** Sponsor: **Kowalski Companies**

A graduate from Central High School in Bay City. Julie will be a Freshman at Northern Michigan University. She plans to major in environmental science-ecology. Julie was a representative at Michigan American Legion Auxiliary Girls' State, and a National Merit Commended Student. She participated in the National Honor Society, Junior Varsity Volleyball, and Softball, and the "Big Sister" program.



Julie A. Swando
Submitted by: **Oak Ridge Market**
Sponsor: **Coca-Cola Bottling Company of Michigan**

Julie will be a Freshman at CMU, majoring in psychology or journalism. She was a Phi Beta Kappa honoree, was on the principal's list for four years, and was a National Honor Society member, a Varsity Club officer, participated in student government, and pitched for the varsity softball team. Julie also volunteered for numerous charities.



Jessica M. Kattula
Submitted by: **Fox Hills Market**
Sponsor: **Kramer Food Company**

A sophomore at University of Michigan, Jessica is majoring in engineering. She was honored with an AP Scholar Award, English Honor Award, and she was in National Honor Society, varsity golf, and varsity tennis.



Ebony R. McDuffie
Submitted by: **Faygo Beverages,**

Detroit Sponsor: **Faygo Beverages**
Ebony graduated from Cass Technical and will be a freshman at



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Cornell University majoring in pre-medicine. She was a National Honor Society member, a cheerleader, and participated in SADD, and academic games.

Himani P. Patel

Submitted by: **Dunkin' Donuts**
Sponsor: **Pepsi-Cola**

Himani, a sophomore at U of M, plans to major in economics and mathematics. She was in varsity soccer, marching band, Academic Team, and Spanish Club. She was Valedictorian of her class and received the President's Award for Excellence. Himani was honored with departmental awards for English, Spanish, math, band, & science.

Nader I. Salah

Submitted by: **Livonia Drugs Inc.**
Sponsor: **Action Distributing**

Nader graduated from Churchill High School in Livonia, Cum Laude, and will be a freshman at U of M. He plans on majoring in civil engineering. Nader was on the Honor Roll, played varsity tennis for 4 years, and he was also named Outstanding Citizen.

Penni R. Howard

Submitted by: **Pizza Hut, Inc.**
Sponsor: **Miller Brewing Company**

Penni graduated from Renaissance High School and will be a freshman at U of M, majoring in computer engineering. She was a member of the National Honor Society, the Detroit Area Pre-College Engineering Program (DAPCEP), the Rensselaer Polytechnic Institute High School Summer Program, the Women in Science Program at the University of Michigan, and the Renaissance Tennis Team. Penni also was a student government representative.

Ivan J. Najor

Submitted by: **Mini-Super, Inc.**
Sponsor: **Kar Nut Products**

Ivan will be a freshman at Michigan State University and plans on majoring in pre-medicine. He was on the A and B Honor Roll throughout high school, a National Honor Society member his junior year and he received the Academic Letter Award his senior year.

Jason L. Stanis

Submitted by: **Stephen's Nu-Ad**
Sponsor: **Sales Mark**

Jason is a Sophomore at Michigan State University majoring in

computer science. He was on the Dean's List his fall semester. Jason also enjoys sports, technology, and being around family & friends.

Ebony S. Reed

Submitted by: **Kroger Co., Alex Bell Memorial Scholarship**

A sophomore at the University of Missouri, Ebony is majoring in journalism. She was the 1996 National High School Journalist



of the Year and in 1996 was a top 12 national finalist for Ms. Teenage America. Now Ebony is the dorm secretary, a McNair Scholar, and a writer for the campus *Publican*.

Corey L. Lewis

Submitted by: **J&J Food Centers**
Sponsor: **Hubert Distributors**

Corey plans to major in mechanical engineering as a freshman at North Carolina State University. He was a National Honor Society member, on the honor roll for 4 years, nominated to the Young Leaders of America Conference, he spent 2 years in the



General Motors Technical Academy, and won second place in Cranbrook's Math & Science Research Project. Corey took part in football, Student Senate, basketball, baseball, bowling and he is a member of Pontiac Northern's Chief Delphi Competition Team.

Stephanie M. Lousia

Submitted by: **Value Wholesale**
Sponsor: **Petitpren Inc.**

Stephanie, a sophomore at Central Michigan University, is majoring in sports medicine. She graduated from St. Agatha High School, Magna Cum Laude, and



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participated in softball and volleyball. She also received an American Legion Award. Stephanie is on the Dean's Student Advisory Council at her college. In 1996 she was an Olympic Games volunteer.

Jermaine R. Jones

Submitted by: **NAACP** Sponsor: **Melody Farms/Midwest Wholesale**
Jermaine will major in computers. He attended MacKenzie High School in Detroit and was a member of Junior Office Training Society (J.O.T.S.) and



Business Professionals of America (BPA).

Crystal C. Kassab

Submitted by: **Checker Drugs & Food** Sponsor: **General Wine & Liquor Company**
Entering as a Freshman at University of Michigan, Dearborn, Crystal plans to major in secondary English education. In high school she was on the honor roll, in the National Honor Society, received the Leadership Award, and the #1 Student Award. Crystal also was part



of the technical crew for school musicals, and chief makeup artist. While in high school she was awarded the Distinguished Student Leader Medallion from U of M, Dearborn.

Chicara J. Brassell

Submitted by: **NAACP** Sponsor: **Seagram Americas**
Chicara plans on going to Wayne State University. She has published a book of prose and poetry entitled *Dreamin'* and is working on two other books entitled *Black Tears* and *The Sound of Air Falling*. Chicara has also been employed at Munger Middle School as a secretarial assistant and at the Detroit Free Press as a journalist apprentice and the

graphic artist. She has also appeared in educational documentaries and was the soloist for eighth grade graduation from Munger Middle School of which she was voted class president.

Rachel Kado

Submitted by: **Chaldean Federation of America** Sponsor: **Foodland Distributors**

Graduating from West Bloomfield High School with a 4.2 average, Rachel will attend Wayne State University in pre-med. Among her accomplishments, she won WSU's Presidential Scholarship, Phi Beta Cappa Award, and Our Lady of the Lake Outstanding Freshman Scholarship award. Rachel was a staff writer for her high school paper and won a tri-state award for investigative writing. She also served on the Principal's advisory committee and student government.



On December 19, 1995, representatives of every major retail organization in America announced the largest effort ever to reduce youth smoking. More than 150,000 retailers nationwide have joined forces through the Coalition for Responsible Tobacco Retailing to prevent the sale of tobacco products to kids.

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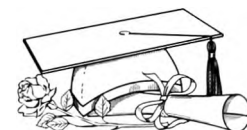
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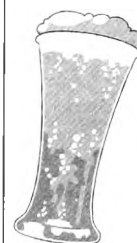
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AFD congratulates all its 1997 Scholarship Winners and wishes them good luck in the coming year.

America's thirst for craft and specialty beer continues



The craft and specialty beer market has been growing at an explosive rate. In fact, it is the fastest growing segment of the domestic beer business, according to *The Market for Craft and Specialty Beer*, a timely new report from the New York City-based consulting and research firm, FIND/SVP. In 1986, breweries shipped just 127,000 barrels. That figure soared to 4.7 million barrels in 1996.

While sales of craft and specialty beers have been impressive, the overall beer market in the United States is as flat as day-old beer. Domestic beer

See Beer, page 37

Transportation

Continued from front page

House passed a bill lifting the September 30, 1998 (see item #5 above) sunset indefinitely. This too was discarded in the negotiations that ensued.

The Transportation Commission will likely act at its next meeting to expand some of the highway improvement projects already underway this year, he said.

Road funding efforts by state officials will now shift to the federal level where the administration is seeking \$200 million. The current state plan will yield about \$320 million which is much less than the \$570 million that the Governor has indicated is needed.

With completion of the package, the Legislature adjourned until September 23rd.

CIS

Continued from page 6

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Recently, there has been a great deal of focus on the impact the state's early retirement plan will have on state government services. At Consumer & Industry Services we believe we've had a head start on the rest, since by design, we are a new kind of department of government bringing programs and people together from across state government. From day one, our mission has been to use resources more effectively to provide fair, consistent and timely services to our customers. By working together to eliminate duplication and asking ourselves "is there a better way to meet these needs?" we are confident that you, our customers, will agree that Serving You...Serving Michigan is more than just a tag line.

Lottery

Continued from page 22

returned to the Michigan Lottery clearing house and received by August 22, 1997.

Promotions like these will keep player enthusiasm high and traffic brisk through your stores. Look for more in the coming months.

Instant game mix. With a new ticket on the shelves at least every

two weeks, Michigan Lottery instant games are long on variety and never short on fun. There's always something for every player, and August is no exception. This month look for three new games: "Two for the Money," "Catch Cash" and "Show Me the Money."

The new \$2 "Two for the Money" has a big payout of \$22,222 for top-prize winners, and other prizes ranging from \$2 to \$200.

"Catch Cash" and "Show Me the Money," new \$1 games, have top prizes of \$1,500 and \$3,000, respectively.

Beer

continued from page 36

production hovered around 180 million barrels a year since 1981, the year the first baby boomers

turned 35. Not surprisingly, America's three biggest brewers—Anheuser-Busch, Miller, and Coors—have all set up special units to handle their respective company's craft beers.

In 1996, shipments of craft beer were up by about 25 percent, down from a 50 percent increase in 1995. Has the long awaited slowdown begun? FIND/SVP believes so, pointing to softer sales for public craft brewing companies, and the tighter market in the Pacific Northwest, among other things.

To purchase the report, call 1-800-346-3787.

OSHA

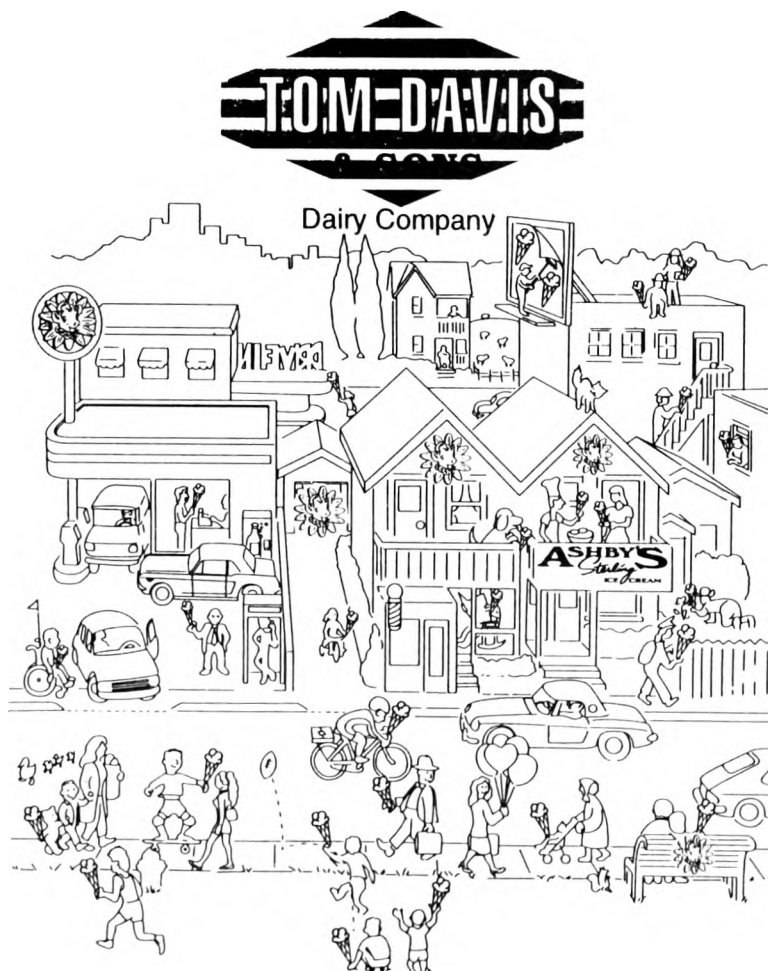
Continued from page 29

Occupational Safety and Health

(NIOSH). In this connection, NACS raised the issue that NIOSH's recently released paper on "Risk Factors for Injury in Robberies of Convenience Stores" did not differentiate any statistical difference between one or two clerks in terms of safety.

The meeting was one of the more productive ones NACS had with OSHA on this subject. The OSHA officials showed a new willingness to work with NACS to produce a mutually agreeable document. While this will not stop the release of the presumably onerous draft guidelines in a few weeks, it does give cause for some optimism for progress after their release.

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Bacardi Imports, Inc. (810) 489-1300
Barton Beers (810) 549-4730
Bellino Quality Beverages, Inc. (313) 946-6300
The Boston Beer Company (313) 441-0425
Brooks Beverage Mgt., Inc. (616) 393-3500
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 MI (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 Corp. (313) 867-0521
Great Lakes Beverage (313) 865-3900
Great Lakes Marketing (313) 527-1654
Great State Beverage (313) 533-9991
Guinness Import Company (810) 786-7616
Heublein (313) 594-8951
Hiram Walker & Sons, Inc. (810) 948-8913
House of Seagram (810) 262-1375
Hubert Distributors, Inc. (810) 858-2340
Intrastate Distributing (313) 892-3000
J. Lewis Cooper Co. (313) 835-6400
L & L Wine World (810) 588-9020
Lifestyle Beverage Corp. (708) 503-5433
Lotts Distributors (313) 336-9522
Metro Beverage Inc. (810) 268-3412
Miller Brewing Company (414) 259-9444
Mohawk Distilled Products 1-800-247-2982
Nantucket Nectars (617) 789-4300
Nestle Beverages (810) 380-3640
Oak Distributing Company (810) 674-3171
Pabst Brewing Co. 1-800-935-6533
Paddington Corp. (313) 345-5250
Pepsi-Cola Bottling Group—Detroit 1-800-368-9945
—Howell 1-800-788-8239
—Pontiac (810) 334-3512
Petipren, Inc. (810) 468-1402
Powers, Dist. (810) 682-2040
R. M. Gilligan, Inc. (810) 553-9410
Royal Crown Cola (616) 392-2468
San Benedetto Mineral Waters (313) 847-0605
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
Tri-County Beverage (313) 584-7100
Unibrew USA (954) 784-2739
United Distillers U.S.A. (810) 629-7779
Universal Ginseng and Beverage, Inc. (810) 754-3800
Vintage Wine Co. (313) 293-3900
Viviano Wine Importers, Inc. (810) 883-1600
Warner Vineyards (616) 657-3165
West End Soda & Fruit Brew (810) 231-5503

BROKERS/REPRESENTATIVES:

Bish Arnold & Associates (810) 646-0578
DMAR, Inc. (810) 553-5858
The Green Company (810) 305-6100
Hanson Faso Assoc. (810) 354-5339
J.B. Novak & Associates (810) 752-6453
James K. Tamarkin Company (810) 424-8500
McMahon & McDonald, Inc. (313) 416-7000
Merrill Sales Corp. (810) 569-3634
Paul Inman Associates (810) 626-8300
Sales Mark (313) 207-7900
Stark & Company (810) 851-5700
Trepco (810) 546-3661
UBC Marketing (810) 574-1100
VIP Food Brokers International (313) 885-6156

CANDY & TOBACCO:

A.C. Courville Inc. (313) 863-3138

Brown & Williamson Tobacco (810) 350-3391
Hershey Chocolate U.S.A. (810) 380-2010
M & M Mars (810) 887-2397
Philip Morris USA (313) 591-5500
R.J. Reynolds (810) 475-5600
Sherwin'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
Kater's Kafe 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
Bernica Food Service 1-800-688-9478
Dairy Fresh Foods, Inc. (313) 868-5511
Golden Valley Dairy (810) 399-3120
Independent Dairy Inc. (313) 246-6016
London's Farm Dairy (810) 984-5111
McDonald Dairy Co. (800) 572-5390
Melody Farms Dairy Company (313) 525-4000
Milk-O-Mat (313) 864-0550
Ponite 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:

Seaford International/Salamak, Inc. (313) 368-2500
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
Vital 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

INSURANCE:

Alphamerica Insurance Agency (810) 263-1158
America One (517) 349-1988
American Principal Group (810) 540-8450
Arabo & Arabo Insurance Assoc. (810) 352-1343
Blue Cross/Blue Shield 1-800-486-2365
Capital Insurance Group (810) 354-6110
CoreSource (810) 792-6355
Gadaleto, Ramsby & Assoc. (517) 351-4900
Golden Dental (810) 573-8118
Great Lakes Insurance Services (810) 569-0505
Health Alliance Plan (313) 552-6000
IBF Insurance Group, Inc. (810) 354-2277
Kanter Associates (810) 357-2424
Frank McBride Jr., Inc. (810) 445-2300
Mako & Assoc. (810) 776-8551
Monroe-Bergman Agency (810) 489-9480
Murray, Benson, Rocchia (313) 831-6562
North Point Insurance (810) 358-1171
Rocky Husky & Associates (810) 557-6259
SelectCare (810) 637-5391
Sinaw 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
Bil Mar Foods 1-800-654-3650
Eden Foods (517) 456-7424
Fine Manufacturing (810) 356-1663
Gerber Products Co. (810) 350-1313
Groch Farms (517) 467-7609
Home Style Foods, Inc. (313) 874-3250
Jaggi Hillsdale Country Cheese (517) 368-5909
Kali Enterprises, Inc. (313) 527-7220
Key West Soda Life Preserver (305) 206-0005
Kraft General Foods (313) 261-2800
Michigan (Bic) Sugar (517) 799-7300
Monitor (Bic) Sugar (517) 686-0161
Nabisco, Inc. (810) 478-1350
Nestle Food Company (810) 380-3670
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

MEAT PRODUCERS/PACKERS:

Country Procheur (313) 963-2200
General Provision, Inc. (313) 393-1900
E.W. Grobbel Sons, Inc. (313) 567-8000
Hartig Meats (313) 832-2080
Hygrade Food Products (313) 464-2400
Kowalski Sausage Company (313) 873-8200
L.K.L. Packing, Inc. (313) 833-1590
Metro Packing (313) 894-4369

Oscar Mayer & Company (810) 488-3000
Pelkie Meat Processing (906) 353-7479
Potok Packing Co. (313) 893-4228
Ray Pleva Products (616) 228-5000
Smith Meat Packing, Inc. (313) 458-9530
Southern Sausage, Inc. (313) 369-8902
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:

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
Outdoor Systems Advertising (313) 556-7147
WDIV-TV4 (313) 222-0643
WJBK-TV2 (810) 557-2000
WWJ AM/WJOL-FM (313) 222-2636
WWWW 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 Distributors (313) 925-7600

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips (313) 925-4774
Country Preacher (313) 963-2200
Detroit Popcorn Company 1-800-642-2676
Frito Lay, Inc. 1-800-24FRITO
Germack Pistachio Co. (313) 393-2000
Grandma's Shaker's Potato Chips (313) 522-3580
Kar Nut Products Company (810) 541-7870
Michigan Popcorn & Fast Food Supply (313) 365-5635
Michigan Rainbow Corp. 313-365-5635
Nikkah Distributors (Cahana) (313) 571-2447
Variety Foods, Inc. (810) 268-4900
Vintner 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
Promotions Unlimited, Corp. (800) 992-9307
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
Palace Gardens (810) 743-6420

SERVICES:

AARMCO Security (810) 968-0707
A Catered Affair (313) 393-5311
AirPage (810) 547-7777
Akram Namou, C.P.A. (810) 557-9030
American Mailers (313) 842-4000
Amitech Pay Phone Services 1-800-441-1409
AMNEX Long Distance Service (810) 559-0445
Bellanca, Beattie, DeLisle (313) 964-4200
Buiten Tamblin Steensma & Assoc. (616) 949-0490
Cellular One (313) 590-1200
Central Alarm Signal (313) 864-8900
Century Marketing (419) 354-2591
Checkcare Systems (313) 263-3556
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) 337-9933
Goh's Inventory Service (810) 353-5033
Great Lakes Data Systems (810) 356-4100
Independence One 1-800-622-6864
Infinity Communications Corp. (810) 442-0067
Karoub Associates (517) 482-5000
Law Offices-Garmo & Garmo (810) 552-0500
Market Pros (810) 349-6438
Mensch & Urcheck P.C., CPA (810) 356-1620
Metro Media Associates (810) 625-0700
Michigan Bell (810) 221-7310
Midwest Autolife (810) 960-7377
MoneyGram (810) 305-7057
Multi-guard/Audio Alert (313) 562-2850
Nationwide Communications (810) 968-0412
Network Real Estate Services (810) 539-0900
Nextel Communications (810) 213-3100
Paul Meyer Real Estate (810) 398-7285
PC Pro Shop (810) 853-6680
PC Specialties (248) 594-3255
Potol Packing Co. (313) 893-4228
REA Marketing (517) 386-9666
Frank Smith's Red Carpet Krm (810) 645-5800
Peter Rague's Attorney/CPA (313) 961-8400
Point of Sale Demo Service (810) 887-2510

Sal S. Shimoun, CPA (810) 424-94
Sesi & Sesi, Attorneys (810) 258-64
Edward A. Shuttie, P.C., Attorney (810) 288-26
Southfield Financial Home (810) 569-86
Statewide Financial Services (810) 932-86
Thomas P. Solits, CPA (616) 698-98
Telecheck Michigan, Inc. (810) 354-50
Transactive Corporation (404) 381-67
Travelers Express Co. 1-800-328-56
Ultracom Telecommunications (810) 350-20
Vend-A-Matic (810) 585-77
Voice Mail Systems, Inc. (810) 398-07
Western Union Financial Services (810) 449-38
White's Concessions (313) 278-52
Wolverine Real Estate Services (810) 353-78
WSB Advisors (810) 594-10

STORE SUPPLIES/EQUIPMENT:

A & B Refrigeration (313) 565-24
All-American Cash Register (313) 561-41
Ameri-Cop 1-800-888-16
Belmont Paper & Bag Supply (313) 491-65
Bollin Label Systems 1-800-882-51
Brhm Broaster Sales (517) 427-58
Brnkman Safe (810) 739-181
Cool Industries (313) 343-57
DCI Food Equipment (313) 369-16
ENVIPCO (810) 615-93
First National Pallet Rental (313) 469-221
Hobart Corporation (313) 697-307
International Bankard Service (810) 569-308
MMI Distributing (313) 582-44
Metro Equipment Inc. (313) 571-665
Michigan Bale Tie Company (313) 925-119
Midwest Butcher & Deli Supply (810) 588-181
Murray Lighting Company (313) 341-041
National Food Equipment & Supplies (810) 960-729
North American Interstate (810) 543-166
POS Systems Management, Inc. (810) 689-460
Refrigeration Engineering, Inc. (616) 453-244
The Rib House (313) 274-780
Sales Control Systems (810) 354-070
Saxon, Inc. (810) 398-200
Taylor Freezer (313) 525-253
TOMRA Michigan (810) 589-070

WHOLESALE/FOOD DISTRIBUTORS:

Bremer Sugar (616) 772-9100
Capstar, Inc. (517) 699-360
Capital Distributors (313) 369-213
Central Foods (313) 933-2600
Consumer Egg Packing (810) 354-5381
Dairy Fresh Foods, Inc. (313) 868-551
Dan French Inc. (810) 544-174
Detroit Warehouse Co. (313) 491-1508
E.B. Brown, Co. 1-800-532-9274
Family Packing Distributors (810) 644-535
Foodland Distributors (313) 523-2100
Garden Foods (313) 584-2800
Gourmet International, Inc. 1-800-875-5557
Grand Gourmet Specialties, Inc. (616) 975-3400
H & O Distributors (313) 493-0011
Hamilton Quality Foods (313) 728-1900
The Happy Hive (313) 562-3707
J & K Distributing (313) 491-5930
J.F. Walker (810) 787-9880
Jerusalem Foods (313) 538-1511
Kay Distributing (616) 527-0120
Keebler Co. (313) 455-2640
Kehe Food Distributors 1-800-888-4681
Kramer Foods Company (810) 585-8141
Lipan Foods (810) 469-0131
McInerney-Millere Bros. (313) 833-8660
Midwest Wholesale Foods (810) 744-2200
Miesel/Sysco Food Service (313) 197-7990
Mucky Duck Mustard Co. (810) 683-5750
Norquik Distributing Co. (313) 522-1000
Northwest Food Co. of Michigan (313) 368-3500
Riviera Food Corp. (810) 635-8211
Robert D. Arnold & Assoc. (810) 754-0220
S. Abraham & Sons (517) 762-5049
Sackett Ranch (810) 588-4407
Sam's Club—Hazel Park (810) 674-1108
Sandier Stone Co. (810) 354-1108
Scot Lad Foods, Inc. (419) 228-3141
Sherwood Foods Distributors (313) 366-3100
State Fair Wholesale (313) 893-4629
State Wholesale Grocers (313) 567-7654
Spartan Stores, Inc. (313) 455-1400
Sunlight Distributors (810) 742-5829
Super Food Services (517) 777-1891
Superior Fast Foods, Inc. (810) 566-7118
Tisco's Frozen Pizza Dough (810) 566-5710
Tony's Pizza Service 1-800-247-1533
Trepco Imports (810) 546-3661
Value Wholesale (517) 482-5000
Weeks Food Corp. (810) 727-3535
Ypsilanti Food Co-op (313) 483-1520

ASSOCIATES:

American Synergistics (313) 427-4444
Basket Case (313) 831-4438
Herman Rubin Sales Co. (810) 354-6433
Livernois-Davison Florist (810) 352-0081
Minnich's Boats & Motors (810) 748-3400
Sigma Associates, Inc. (313) 963-9700
Wiedien & Assoc. (810) 588-2358
Wolverine Golf Club, Inc. (810) 781-5544

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