



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

June 1998

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cutting counterfeiting
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Legislative Update

Cooperation yields cash

The Michigan Liquor Control Commission, CIS and Department of Treasury have teamed up to recoup money owed the state by delinquent liquor licensees. The annual program sent 32 letters to licensees remiss in payments, demanding back taxes or the arrangement of a payment plan. All of the missives proved successful, netting

See Legislative Updates,
page 14

AFD wants YOU to fight BAC!

We're mounting a serious campaign against foodborne illness and need your help. It's easy for you and your customers to stop the spread of harmful bacteria if you know the four easy rules. See page 30 for our handy brochure!

Foursomes are filling fast for the AFD Annual Golf Outing, July 23 at the Wolverine Golf Course. To reserve yours, call Tom Amyot at (248) 557-9600!



Southeast Michigan makes agreement to snuff out tobacco sales to minors

**Police-Business Owner Training Conference on
June 22 at 8 p.m. Burton Manor in Livonia**

The Michigan Department of Community Health recently received approval from the United States Food and Drug Administration (FDA) to set up inter-governmental agreements with local agencies to strengthen youth tobacco enforcement. Michigan was divided into seven regional enforcement zones, with the southeastern Michigan area being designated as Region Seven. It includes Macomb, Monroe, Oakland, Washtenaw and Wayne counties. The Wayne County Sheriff's Department is the lead enforcement agency of a new five county task force set up as a result of the grant.

A few weeks ago, the AFD and county officials met to enhance cooperation between the retailers and law enforcement officers. Several agreements were reached by AFD President Joe Sarafa, AFD Deputy Director Daniel Reeves, Ralph Kinney, Director of Drug Prevention for the Wayne County Sheriff's Department and Vel Revels, Tobacco Manager for the Wayne County Health Department.

On June 22, 1998 at 8 p.m., a police-business owner training course will be presented for members of the AFD on how to identify fake, forged and fraudulent I.D. cards. This will help prevent the sale of tobacco and alcohol to minors with fake identification and it will also be useful if you cash checks. Anyone is welcome to attend and a meal will be provided. The training will take place at Burton Manor in Livonia, at 27777 Schoolcraft Road.

See Tobacco, page 10



Americans love their snacks!

This issue is dedicated to America's favorite pastime – snacking! Whether it is potato chips, carrot sticks or a cream-filled cupcake, we love to munch.

In this era of heightened health consciousness, consumption of snack foods is, paradoxically, at record levels and rising.

This phenomenon is explained, in part, by the growth in reduced-fat, low-fat and no-fat snacks, now the fastest-growing segment of the snack category.

Americans are letting it be known: they want healthier, low-fat snacks and they want them to taste good. And marketers are delivering – even in segments not traditionally viewed as healthful such as potato chips.

As a result, the salted snacks market is expected to gain momentum in 1998, climbing five percent to \$15.9 billion – after nearly flat sales in 1997, according to the *Market for Salted Snacks*, a report from FIND/SVP.

Top players quit field as industry consolidates

Since the early 1990s the industry has seen continual consolidation. Retailer shelving fees and product pricing wars have caused many players to retrench – or leave the market altogether. Frito-Lay now controls over half of the entire salted snack arena, having driven three contenders – Eagle, Keebler, and Borden – off the playing field completely, on the strength of its deep pockets and innovative low-fat products like the new WOW! potato chips.

Turtle and ostrich jerkies boost meat snacks category

Meat snacks continue to surprise market watchers with a 15 percent growth rate in 1996, the fastest growing of all segments. Products – which include turkey and tuna jerkies along with the most exotic ostrich, alligator and turtle meats – are believed to tie in to consumers' health concerns and desire to make snacks "count" nutritionally.

**See special snack food products
on pages 20 and 21.**

Fine cigars, cocktails, putting contest!



Make your plans to attend Cigars at Shenandoah Country Club on June 25, 1998 from 7 p.m. to 10 p.m. This AFD PAC Fundraiser is sure to be the event of the summer. For ticket information, please call Dan Reeves at (248) 557-9600.

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President's Message

New \$20 bill key weapon in counterfeiting war



by Joe Sarafa
AFD President

Later this year, the newly redesigned \$20 bill will be issued. In Automatic Teller Machines (ATMs), at the local supermarket, at the highway rest stop—the new \$20 note will become a daily part of American life and daily commerce. For many Americans, this will be the first time they will see the redesigned currency on a regular basis. Unfamiliarity with the new notes, even a small percentage of cash-handlers or consumers, could result in significant expense, confusion and time lost for everyone.

The U.S. Department of the Treasury and the Federal Reserve System are eager to work with businesses to increase cash-handler

and consumer familiarity with the new security features during the transition to the new bills. Based on the experience and comments of participants in last year's \$50 note education program, the government has expanded the program to help associations like AFD reach as many retailers as possible.

The new currency series of bank notes represents an ongoing commitment to protect U.S. currency. The redesigned notes incorporate both familiar and new features while remaining recognizably American. These enhancements make U.S. currency easier to identify as genuine and more secure against advancing technologies that could be used for counterfeiting.

This year, trends suggest there will be an increase in low-denomination counterfeiting—especially with the \$20 bill—using the latest computer and copying technology. Since the enhanced security features in the new series raise the hurdle for this type of counterfeiting, it is exceptionally important to make sure that

businesses and cash-handlers recognize and use the enhanced security features of the new notes. Employees who know how to authenticate the new bills will help control losses and deter counterfeiting generally.

Working with the nation's retailers, banks and financial institutions, the U.S. Treasury and the Federal Reserve have developed a comprehensive currency awareness and authentication program to educate and train the nation's cash-handlers about the changes to the currency.

Familiar features

The new currency is still distinctly recognizable as American. Many elements remain the same, including:

- Size of the bill
- Ink colors—black on the front and green on the back
- Paper—cotton and linen with red and blue fibers
- Texture of the paper
- Historical figures and back illustrations—with slight alterations
- Motto "In God We Trust"

In addition, the security measures first introduced in the Series 1990 currency—microprinting and the embedded security thread—have been modified for use in the new currency. Other changes incorporated in the new design include a modified serial number and a modified Federal Reserve Seal.

New features

The design of U.S. currency has been changed to incorporate a number of new security features, among them:

- Larger, off-center portrait
- Watermark portrait
- Color-shifting ink
- Concentric fine-line printing
- Low-vision feature

The new \$20 bill will be in circulation sometime this fall. Watch for more information in the upcoming issues of the *AFD Food & Beverage Report*.

The Grocery Zone

By David Coverly



BANKER'S DOZEN

There's Only One Trademarked Broaster

by Danielle MacDonald

Many successful small business owners can attest to humble beginnings. Ruth and Harold Brehm, distributors for The Broaster Company in Wisconsin, are no different. Married in 1958, Harold worked driving road building equipment. And Ruth spent the first two years of their marriage working as a full-time mother for their two children Steve and Pam.

In 1960, Harold was laid off from his job. "It was a typical winter for a road repair worker," commented Ruth. Hindsight being twenty-twenty, this negative turn of events turned out very positive for the Brehms. The Brehm's brother-in-law, Court Lehman, was a distributor for The Broaster Company in St. Louis, and he wanted some assistance growing the business. In 1961, the Brehms packed up their family and moved to St. Louis.

Upon arriving, Harold found a customer base that consisted of six businesses. There was a lot of work to be done! "We didn't have a lot of money so condiment supplies were stored along a wall in our apartment, and we worked a sales route from our station wagon," explained Ruth.

Luckily for the Brehms, The Broaster Company shipped directly from Wisconsin, so they only needed to store the condiments. Chickite marinade and Slo-Bro coating, were mandatory purchases for customers that wanted to use the trademarked name 'Broasted.' The Broaster Company has specific guidelines for using the trademark. "Our Broasters are round stainless steel wells," explained Ruth. "The temperature is kept constant at 360 degrees. Most other pressure fryers are square so heat pools in the corners, and the temperature is only 325 degrees. Chicken that is cooked at a constant temperature of 360 degrees will not be as greasy as other products," she maintains.



(l to r) Secretary Roxanne Alexander, Ruth Brehm and Steve Brehm

After four years of working to grow the business in St. Louis, a new opportunity opened up for Ruth and Harold. In 1965, the Broaster distributor in Michigan passed away. "Harold and I went back and forth trying to decide whether or not to move to Michigan," said Ruth. "There was only one product line, the chicken Broaster, and it was a big move."

The Brehms' packed up and moved to Royal Oak in late 1965

station wagon.

In 1968, the Brehms added a new product line to their portfolio. Dishwashers were purchased from the American Dish Service and rented to Brehm customers. "We had now branched out a bit and were utilizing the basement in our apartment too," laughed Ruth. "Steve would sit in the basement and mix dishwasher soap in 50 gallon quantities." Dishwasher rental and service was very

popular with the restaurants, and the Brehms did not have much competition. Over 90% of their business was restaurant driven at this time.

As the business continued to grow, Ruth's brother Don Affeld began working a sales

route in 1969. A van was purchased for Don, but the Brehms continued to use their trusty station wagon. In 1970, they finally outgrew their apartment and began renting storage space in Detroit. It was at that time the retail side of the Broaster business began to grow. Danny's Markets was their first customer.

The Brehms' serviced the entire state, except Northern Michigan. "Living in Royal Oak made our travel schedule very taxing," said



and formed Brehm Broaster. Their brother-in-law remained at the helm in St. Louis. There were some pleasant surprises in Michigan. "When we moved to St. Louis there were six customers," mused Ruth. "When we moved to Michigan, there were between 60 and 70 customers." Despite their good fortune, the Brehms continued to make conservative business decisions. Condiments were stored in the garage in their apartment complex, and they continued to work a sales route from their

See Brehm, page 33

Calendar

June 7

Garden Party for St. Vincent and Sarah Fisher Center
Farmington Hills, MI
(248) 626-7527

June 7-11

Store Operations,
an FMI Course
Western Michigan University,
Kalamazoo, MI
(202) 452-8444

June 22

Police-Business Owner
Training Conference
8 p.m. Burton Manor, Livonia
(313) 224-8487

June 25

Cigars at Shenandoah
AFD PAC function
7 p.m. West Bloomfield
(248) 557-9600

July 23

AFD Annual Golf Outing
Wolverine Golf Course
Macomb, MI
(248) 557-9600

September 9-10

Loyalty Marketing Seminar
Chicago, IL
(202) 452-8444

Statement of Ownership

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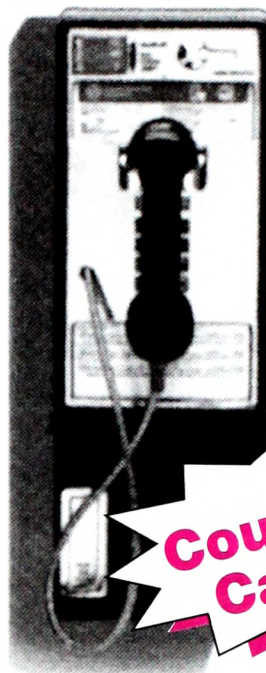
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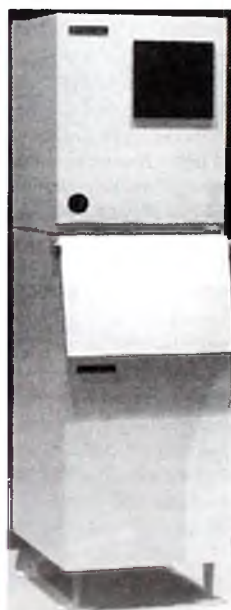
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State Representative Thomas Kelly keeps a watchful Irish eye on Lansing

by Kathy Blake

State Representative Thomas Kelly represents District 17 which covers the cities of Garden City, Inkster, Wayne and a portion of Westland. Kelly, a second-term Democrat, had his first taste of politics while still living in New York. His parents were Irish immigrants and they lived in the Bronx. Being a first generation American is very impressionable to a child, due to the difference in the parents' upbringing. When Kelly was in the United States Air Force, Senator John F. Kennedy caught his interest. After finishing his duty in 1957, Kelly went to work for Western Electric where he met his wife, Bridget. He also managed to attend college and had the opportunity to help with Kennedy's campaign for president.

Kelly graduated from Fordham University with a Bachelor's degree in History and Education and went to work as a social science teacher. He earned a master's degree in library science from Long Island University. His interest in politics waned after Kennedy's assassination in 1963 and he didn't have much involvement until after moving to Detroit.

Kelly and his family moved to Detroit in 1972 where he became librarian at John Glenn High School. He later taught at Wayne Memorial and Henry Ford Community College and took the position of library director for the Wayne-Westland Community School District. He was a teacher for 28 years of which 16 were as library director for the Wayne-Westland district.

It wasn't until the early 80s that he came back to politics, becoming a council member for the city of Wayne, a position he held for 12 years. On the council, he was actively involved with establishing transportation at a minimal cost for handicapped and senior citizens. He chaired the Nankin Transit Commission. He also played an active role in bringing about the construction of a new library in Wayne. "I get a kick out of driving past it, it took 12 years to complete," says Kelly.

Kelly was an alternate member of the Southeast Michigan Council of Governments and served on the Wayne County Commission before running for state representative in 1994.



Representative Kelly is a member of the House Appropriations Committee. He is vice chair for the House Subcommittee for Community Colleges and the House Subcommittee for School Aid and Department of Education. He is also a member of the Corrections and Transportation Subcommittees.

Kelly said the Appropriations Committee was undergoing the budget process in May. He reports, "The Michigan Poppy is out," (referring to the orange cones that are placed during the spring ritual of road repair). "The state has abandoned the responsibility for roads," says Kelly. Instead of repaving and other more costly long-term fixes, Kelly maintains that the state resorts to quick-fix tactics. "There should be plans in place to deal with infrastructure. The Secretary of State was awarded \$42,000,000 to collect fees, which we were able to cut back. If they want money for clerical work, they should get it from the general fund," he explained.

Kelly believes the main focus for the legislature should be improving the road conditions, and says that decreasing load limits for trucks is not a solution...it would double the number of trucks on the roads. He said he believes the new cigarette stamps are another quick fix for a problem that needs a long-term solution. The stamps only create considerable trouble for retailers and wholesalers and won't do enough to combat cigarette smuggling.

He said the state should also be focused on regulation of nursing home care. Kelly says it is important that the government regulate the care our senior citizens are receiving, especially in light of recent media attention to poor conditions in nursing homes.

On the Corrections Committee, Kelly says there are questions regarding legislation to build new prisons. Committee members are asking why we need more prisons if the crime rate is going down.

On the School Aid and Department of Education committee, Kelly says their thrust is to increase aid to the

schools. "The state has turned its back and walked away. It has not realized that Proposal A has flaws and needs to be fixed." He feels that even though everyone is paying the same sales tax, not all schools are receiving the same per capita funds.

As former library director for Wayne-Westland School District, Kelly believes technology is paramount. He says, "We were the first high school libraries to have computer data base for general information inquiries." He says he sees the internet as an off-shoot to libraries. "I don't think there'll be a change in the structure of the library. I still see people getting books for personal enrichment (in the future)," says Kelly.

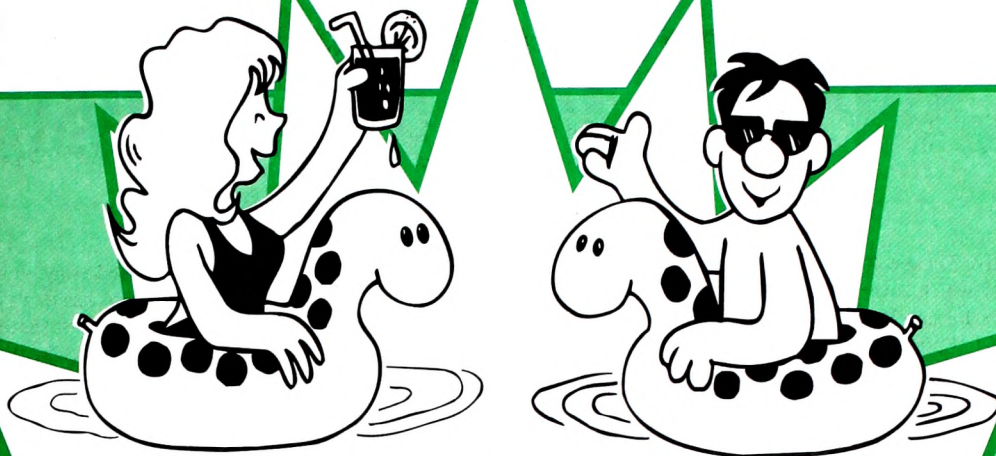
In his district, Kelly says the economy has been good. Ford Motor Company has provided a good economic structure, investing \$100s of millions over the last 10 years.

Kelly is a trustee to the Michigan Library Board and belongs to the VFW Post 3323 and the Knights of Columbus.

Representative Kelly's mother and father were both born in Ireland, and family members still live there. In 1977, he and his wife took their four sons and backpacked throughout Ireland for 30 days. They traveled by train and bus with backpacks only, even the 8-year-old had his own backpack. "We visited quite a few tubs and washaterias to clean up and stayed at B & Bs. I don't care who you are, they take care of you there," said Kelly.

Kelly believes it was the best thing his family ever did together. "We never knew what an impact it was going to make on our kids. My eldest son went back and traveled all over and later while in college, he did an exchange in Dublin," said Kelly. Now his sons are all grown with two living in Minnesota, one in Georgia and one in Iowa. He has three grandchildren who may go on their own Ireland excursion some day.

Kelly is looking out for the people of his district and the people of Michigan by keeping a watchful Irish eye on Lansing. Kelly can be reached at his Lansing office by phone (517) 373-0849, e-mail tkelly@house.state.mi.us or address: The Honorable Thomas Kelly, State Representative, State Capitol, PO Box 30014, Lansing, MI 48909-7514.



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Tominna family sets high standards

by Ginny Bennett

Surely Sean Tominna is one of the Detroit area's most hard-working young professionals. At 27 he is an owner of Pioneer Supermarket on Gratiot Avenue between Mack Avenue and Mt. Elliott. He also is a Wayne State University (WSU) graduate trying to find time to finish his master's degree in electrical engineering. Like Cassie, his 25 year-old sister and a WSU biology graduate soon to receive her master's in pharmacy, there isn't enough time in a day to think about having a social life. As is traditional, both young people still live at home. Sean likes being able to be with family, both at home and in the store. Cassie agrees that their school work dictates a fairly strenuous schedule that leaves little time for going out.

Store hours at Pioneer are from 9 a.m. to 9 p.m. and Sean works long hours every day. When his day is over he likes to go home, so having a social life is not so high on the list of priorities for him.

Perhaps long hours and hard work are the downside of the grocery business that makes the Tominna family appreciate education more than some people. Sean and Cassie's mother and father hold degrees from a university in Iraq. Najat their mother, has a bachelor's and their father Sabah,

received his bachelor's degree there. Neither of the senior Tominnas were ever able to practice their professions in the United States and consequently they have always stressed the importance of higher education for their children. It is Najat's greatest desire to see her children work in their chosen professions. Still the family is respectful of the grocery business because it provides them with a good living and has given them the means with which to educate their three children.

"No matter how needed we are at the store," says Cassie, "we are always able to take time for our studying, classes and tests."

Another brother, Brandon, works in the store 4 days a week in the summer and can also fill in when needed. Brandon is a 24 year-old graduate student studying at WSU. He is also a TA

(teaching assistant) at Wayne. Sabah, Aunt Fawzia Ayar and Patrick Ayar both work in the office. Cassie's hours at the store are usually weekend hours when she fills in for the others. They have owned this store for four years. Previously, another uncle, Ralph Ayar, owned the store for about 20 years. The Tominnas have owned other stores since coming to the U.S., including one called Tom's Party Store in Farmington Hills. The Ayars owned a store called Riverside on Jefferson and the Seville Market in southwest Detroit. They have all been sold except for Pioneer.

Pioneer is next to the Faygo plant and the neighborhood includes an area called the Heidelberg Project, famous and controversial in Detroit for its unusual and artistic use of throw away articles and trash. A big celebration is held each year in

honor of the "monument to recycling" and Pioneer always is willing to provide the refreshments for the annual party. They are active in Buoy 7, a 7th precinct business group supporting youth providing hot dogs, juice and pop for the event. Pioneer prides itself on being a family oriented store out of respect for the many older customers that shop there. Consequently they don't sell any liquor or lottery tickets.

Sean's respect for his parent's hard work and efforts to help the family doesn't end there. He is also a major supporter of the Annual Belle Isle Senior Citizen Picnic.

"I met Sean about five years ago," says John Loussia of Value Wholesale. "He is one of my most pleasant customers." As chairman for the Senior Citizen Picnic, Loussia says that Sean always makes the time to help with the picnic. "Although Sean is young, he is very professional; he understands how important it is to be involved in the community you do business with."

Sean and Cassie are serious about their commitments and respectful of their family's wishes. When their educational goal is complete, perhaps they will be able to find time to have a little fun.



(l to r) Pioneer Cashiers Sahar and Bonnie along with Sean Tominna



"Adel" is the produce manager who works with Sean at Pioneer.



(l to r) Adil Altoon, Pioneer butcher with Sean Tominna



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Tobacco

Continued from page 1

The Sheriff's Department is mailing detailed information on the training to all tobacco retailers in Macomb, Monroe, Oakland, Washtenaw and Wayne Counties. For more information call (313) 224-2298.

The Task Force will conduct both demand reduction and supply reduction undercover activities. This balanced approach ensures that the task force targets the minors who are buying tobacco and alcohol as well as retailers

who may be selling these products to minors. To report youths buying alcohol or tobacco, please call Ralph Kinney at the Wayne County Sheriff's Department, (313) 224-8487.

The AFD will help the Task Force find stores to station undercover officers for the "COPS IN SHOPS" program. In this program, a plainclothes police officer works behind the counter to arrest minors who attempt to buy alcohol and tobacco. If you are interested in the program, please call the AFD at

(248) 557-9600.

The youths arrested in the "COPS IN SHOPS" program will be sent to ACCESS or other community agencies for enrollment in stop smoking programs. For more information, please call Vel Revels at the Wayne County Health Department at (313) 467-3379.

We look forward to seeing you on June 22, 1998 at 8 p.m. Wayne County Sheriff Robert Ficano and other task force officials will be on hand to answer your questions.

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SUPPLIERS: Looking for ways to increase your market visibility? Let the AFD show you how. Promotional opportunities through membership limitless. Call Dan Reeves at (248) 557-9600.

FOR SALE BY OWNER—Detroit Area Party Store. Liquor, Lottery, Beer & Wine. Lottery sales - \$12,000 average/week. Building w/lot \$115,000. Business \$210,000. Terms negotiable. For more information call Robert at (248) 855-8750 or (313) 846-1222 after 6:00 p.m.

COUPONS GOT YOU DOWN?—Call AFD coupon redemption specialist Harley Davis at (248) 557-9600 to save yourself time and money.

ESTABLISHED BUSINESS FOR SALE—Must sell health reasons. Wine Chateau Beer, Wine, Liquor, Lotto, Deli. 3750 sq. ft. in Troy. Call Sam Razook, (248) 689-9940.

PARTY SHOPPE & DELI—Great Royal Oak location. Lotto, Frozen Coke, Soft Ice Cream, SDM. Store sales—\$11,000/week. Lotto sales—\$3,800/week. Business—\$165,000. Building also available with two rental units—\$255,000. Call Rick at (248) 652-2239 or (248) 545-3500.

FOR SALE—Hobart mixer, 40 qt., like new (attachments included)—\$3999. Hobart meat saw—\$1799. (2) tier Electric Pizza Oven—\$999. Hobart Meat Grinder—best offer. Call Jim, (313) 963-9000.

FOR SALE—Detroit store, SDD, SDM. Lottery. \$10,000 weekly. \$6,000 Lottery. Asking \$250,000—building & business. Terms negotiable. Ask for Wilson at (313) 868-5677.

MARKET DELI FOR SALE—3,300 sq. ft. Ann Arbor, central University of Michigan campus location, student clientele. Owner retiring. All newly remodeled including new equipment. Call (734) 741-8303, ask for Bill.

GAYLORD BUILDING FOR SALE—3,600 sq. ft. across from new Post Office. Ideal for Party Store or Convenience Store. \$198,000. Ask for Don Mitrzyk at (517) 231-9422.

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EQUIPMENT FOR SALE—Taylor, 8-head, soft serve ice cream machine—\$2600. Drink Spinner—\$150. Triple Dip Cabinet—\$75. Hot Fudge warmer—\$35. Flurry Blender—\$250. Pizza Warmer—\$200. Bagel merchandiser, 2-compartment—\$50. All equipment in excellent condition. Call Rick at (248) 545-3500 or (248) 652-2239.

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Detroit Edison's Automatic Payment Plan

Now you can enjoy the convenience of having your monthly electric bill automatically deducted from your bank account—with Detroit Edison's FREE Automatic Payment Plan. Once you take advantage of this no-hassle program, the advantages are "automatic":

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How does it work? Your payment is withdrawn automatically from the account you designate on the due date. There's no confusion, and you receive a statement approximately 21 days before the payment is due. So, your bill is paid on time, even when you or your accounting manager are on vacation. Best of all, the plan costs you nothing.

Put your Detroit Edison electricity bill payments on cruise control today by calling 1-800-447-4747 to request the simple form you need to enroll in the DTE Energy Automatic Payment Plan.

How did Ronald **save his company**

*14.5 working hours, \$120 in late payment charges,
\$48 in interest?*

Automatic Payment Plan from Detroit Edison.

Save time getting approvals, cutting checks, most importantly, **save money**. With Automatic Payment Plan, there's **no risk of late payment charges**. And since payment is withdrawn from a designated bank account on the exact day your bill is due, your money still **earns the maximum interest** possible.

To guarantee there's **no confusion about what you're paying**, you'll still receive a billing statement 21 days before payment is due. Detroit Edison offers The Automatic Payment Plan **free of charge**.

Call to enroll at **1-800-477-4747**
or on the World Wide Web at
<http://www.detroitedison.com>

Turning energy into solutions™

Detroit Edison



Stoney Creek original Vanilla Porter receives two awards

Stoney Creek Brewing Company's original Vanilla Porter was chosen "Best of Show" for the second year in a row at the World Expo of Beer in Frankmuth. One of the largest beer festivals in the Midwest, the festival was held May 16.

Stoney creek also received a medal for "Peoples' Choice - Best Porter."

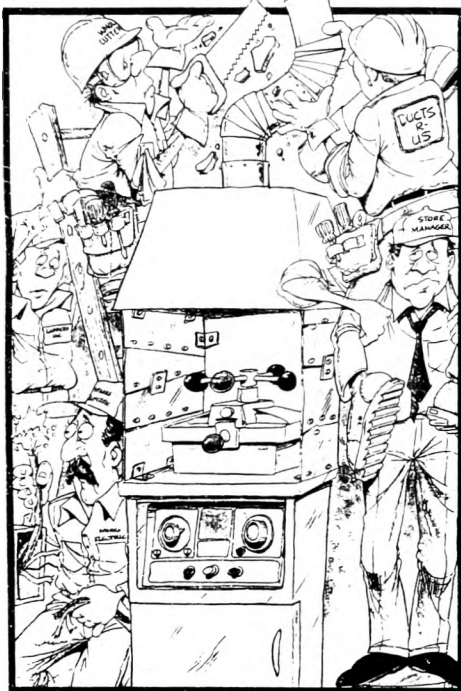
Stoney Creek Vanilla Porter was the first vanilla-flavored beer to be registered with the Bureau of Alcohol, Tobacco and Firearms. The two awards come as the Stoney Creek Brewing Company celebrates the first anniversary of Vanilla Porter.

IRS issues guidance on estimating inventory shrinkage

The Internal Revenue Service (IRS) released guidance for taxpayers seeking to use a method of accounting that estimates inventory shrinkage when computing ending inventory. Inventory shrinkage is attributable primarily to employee and customer theft, bookkeeping errors, spoilage and damage.

Supermarket retailers take physical inventories (a wall-to-wall count) at each of their store locations on a cyclical basis (usually three to four times a year), but not necessarily on the very last day of the fiscal or calendar year, as the IRS once required. The Taxpayer Relief Act of 1997 clarified that the tax deductions retailers are currently allowed to take for inventory losses may be based on an estimation for tax purposes. The IRS guidance states that retail taxpayers could use a retail safe harbor method. Other methods could be used by all eligible taxpayers if the taxpayer's present method does not reflect inventory shrinkage, and if the new method that estimates shrinkage also clearly reflects income. The retail safe harbor method applies a historical ratio of shrinkage to sales in order to estimate the inventory shrinkage that occurred between the date of the last physical inventory and the end of the taxable year.

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1200 Godfrey S.W. - Grand Rapids, MI 49503

Miller releases 1998

'Beer is Volume with Profit'

Miller brewing company has released the 1998 edition of Beer is Volume with Profit, its annual analysis of the beer and beverage industry.

The 76-page book offers detailed information on the \$53 billion beer industry, with specifics about sales, profits and consumer purchasing dynamics in supermarkets, convenience stores, liquor stores, drug stores, warehouse clubs, supercenters, military, concessions, bars and restaurants.

Miller Brewing Company gathers scores of documents containing industry data from leading trade publications, associations and renowned research firms. This year's version contains 119 charts and features a chapter on each retail class of trade.

The book is available free of charge to individuals and businesses associated with the beer industry. To receive a copy, call 1-800-MBC-BEER.

ATTENTION ALL GOLFERS:

**Get in the Swing and Get on the
Right "Course" for Education at the
1998 AFD Scholarship Golf Outing!**



Thursday, July 23, 1998

**at Wolverine
Golf Course**

10 a.m. Shotgun Start

*Last year, your sponsorship dollars helped to
provide 25 scholarships for students from the
food & beverage industry.*

*This year, AFD has pledged even more money
to help develop these deserving young minds.*

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for details.**



**New for 1998--Visit the
Taylor Made Demo Van and
"Find Your Game."**

Reserve Your Sponsorship Today!



Special occupational tax due July 1, 1998

This is a reminder that if you sell beer, wine or liquor, your annual federal special occupational tax is due by July 1, 1998. The annual tax rate is \$250 for retailers and \$500 for wholesalers per business location. Failure to timely file and pay the tax could result in a penalty. Those businesses that have paid in the past should receive a renewal form by mid-June. For more information or assistance, contact the Bureau of Alcohol, Tobacco and Firearms at (800) 937-8864. Members of the BATF Occupational Tax coalition are continuing their efforts to repeal the tax. Representative George Radanovich (R-CA) has requested the General Accounting Office to study the tax and report the results to him and Representative John Kasich (R-OH), Chairman of the House Budget Committee.

OSHA issues workplace violence guidelines

The Occupational Safety and Health Administration (OSHA) has issued "Guidelines for Workplace Violence Prevention Programs for Night Retail Establishments." The recommendations are for use in the late-night retail industry, especially convenience stores, liquor stores and gasoline stations. According to OSHA, other types

of retail establishments providing services at night "may find this information helpful." While the recommendations are just guidelines, the retail food industry is concerned that OSHA may try to enforce them under the general duty clause. They could also be used in private litigation.

Rep. Norwood offers changes to managed care bill

In an attempt to modify the Patient Access to Responsible Care Act (PARCA), Rep. Charlie Norwood is revising a draft that will include language on legal liability against employers. The legislation, H.R. 1415, would overturn ERISA preemption and would make employers liable for compensatory, punitive and other damages for decisions relating to managed care. Like the original bill, the revised draft would allow patients to sue for damages in state court, thereby overturning ERISA preemption that prevents plans from being sued for anything other than the cost of the benefit denied or requiring the benefit itself be provided. The revised language states that no employer can be held liable unless it was the employer who made the decision to deny that benefit. The language does little, however, to shield employers from liability because it is very difficult to separate employers from such legal action. The new liability language would bar any punitive damages if the claims dispute has been reviewed "in good faith" under the appeals process, and would prevent patients or their families from collecting compensatory damages unless they actually had suffered a financial loss.

Legislative Update Continued from page 1

\$238,000 in April alone and the expected payment of \$1.8 million over the next 36 months. The Liquor Control Commission also will be holding hearings to discuss the non-renewal of liquor licenses if back taxes are left unpaid. More letters will be mailed later this year.

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Every time you use your phone in your home market, AirTouch Cellular makes a contribution to your Association at no additional charge to you. New activations only. Credits for promotional discounts begin on 2nd bill; regular charges for rate plan chosen will begin on 5th bill. Free weekend calling feature includes off-peak hours from Saturday a.m. through Sunday p.m., and continues after 4th bill as a \$9.99 monthly charge until canceled. Free airtime and 1/2 off per-minute rate in home calling area only. After 3 months, regular per-minute charges apply. Roaming, toll, long distance and taxes extra. Other restrictions apply. Offer ends 6/27/98.

AF-GL2-70

Universal tobacco settlement bill bad for supermarket industry

The Universal Tobacco Settlement Act (S. 1415), which was favorably reported by the Senate Commerce Committee on March 31, features a number of onerous provisions that are unfair to food retailers and distributors of tobacco products. The legislation, authored by Commerce Committee Chairman John McCain (R-AZ), no longer contains any provisions that would provide immunity protections from civil liability for retailers and distributors of tobacco products. Additionally, S. 1415 grants sweeping authority to the Food and Drug Administration (FDA) to decide which types of retail stores will be allowed to sell tobacco products. The bill further calls for excessive licensing fees that will reach \$1.10 per pack of cigarettes, likely resulting in a black market. The legislation was scheduled for consideration on the Senate floor at the end of May, as this publication was going to press.

On the House side of the Capitol, Commerce Committee Chairman Thomas Bliley's (R-VA) outline for anti-tobacco legislation was rejected by House GOP leaders last month. They argued that the components of the proposal would create excessive government power, increase fees too much, and overlook the issue of huge legal fees that would be awarded to attorneys who have sued tobacco companies. Speaker of the House Newt Gingrich (R-GA), expressed concern that increasing fees on cigarettes too much could create a black market. President Clinton, who praised Bliley's plan as well as the legislation developed by Sen. McCain, called for a renewed commitment to bipartisanship in an effort to craft a comprehensive tobacco settlement.

Retailer coalition outlines tobacco settlement concerns

Six national retail organizations have sent a coalition letter to a number of key House and Senate committees outlining their position on the negotiated tobacco settlement. The retailer coalition letter, signed by Food Marketing Institute (FMI), the National Association of Convenience Stores (NACS), Food Distributors International (FDI), National Grocers Association (NGA), the National Retail Federation (NRF), and the Society for Independent Gasoline Marketers of America, urged the adoption of a series of principles – including shared responsibility – as part of any legislative initiative that would implement the negotiated tobacco settlement. The coalition letter also called for preserving self-service displays, extending immunity to sellers and distributors of tobacco products, providing funding for retailer education and training and due process protections.

Food safety legislation for imported produce

President Clinton announced his support for legislation that would increase the Food and Drug Administration's (FDA) authority to prevent imports of fruits, vegetables and other food products that do not meet U.S. food safety requirements. The legislation, introduced by Senators Barbara Mikulski (D-MD) and Edward Kennedy (D-MA), would give FDA authority to stop imports from countries that have unsafe handling, sanitation, storage, processing or shipping practices. FDA could also halt imports from countries which refuse to allow inspections. Representatives Anna Eshoo (D-CA) and Frank Pallone (D-NJ) introduced similar legislation (H.R. 3052) in the House last year.

Look what we've baked up now!

New **Cheddar Quesadilla** flavor has been added to the BAKED TOSTITOS™ brand menu.

- Cheddar Quesadilla is a special blend of cheddar cheese, peppers, onions and spices that together create an irresistible taste.



- At 3 grams, eating less fat no longer means sacrificing great taste!



Look for more new WOW! Flavors later this Summer. Ask your Frito-Lay Representative for details.

Mary Dechow named Spartan director of corporate and public affairs



Spartan Stores, Inc. has named Mary Dechow to the new position of director of corporate and public affairs. Dechow is accountable for government relations, corporate communications and public relations. She had been with Spartan since 1985 and has been the company's government relations manager since 1988.

Spartan Stores, Inc. is the 9th

largest grocery wholesaler in the United States, distributing more than 40,000 products (including grocery, meat, seafood, produce, floral, frozen, dairy and general merchandise) and providing several marketing, operational and customer support services to 470 independently owned grocery stores in Michigan, Indiana and Ohio.

Miller appoints two to new positions

Miller Brewing Company recently named Jose Milán director of national accounts, sales marketing and planning, and Paul Hanson to the position of group director of national accounts and category management.



Milán

In his new position, Milán will oversee all sales marketing functions for the national accounts/sales development organizations, including trade and customer promotions, trade relations, trade associations, trade development, trade communications and Miller's national business conference.




Hanson

Hanson will direct all national account activities, including developing business and selling strategies for key on- and off-premise chain accounts nationwide. Hanson will also oversee all category management activities for all on- and off-premise national accounts.



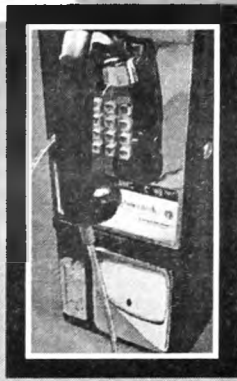
Highland Park resident wins \$6,500 in
Champale Sweepstakes

Highland Park, Michigan resident Mitchell Thomas was awarded the \$6,500 grand prize cash award in the "Win a Champale Night Like Never Before" sweepstakes presented by Champale. Pictured in a recent check presentation ceremony are Thomas (left) and Don Petruilis, wholesale manager for The Siroh Brewery Company, maker of Champale.



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how you can participate in the
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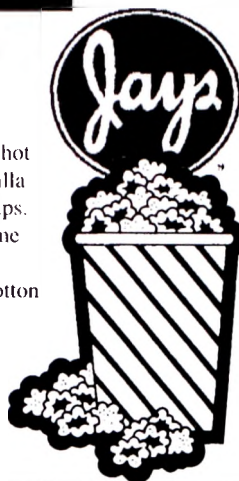
Snacks

Jays heats up summer sales

Jays Snacks has sizzling new snack foods for summer. "Tesoritos" is the new hot flavored chips in 99¢ suggested retail bags and four flavors: Chile y Limon Tortilla Chips, Hot n Spicy Tortilla Chips, Chile Rojo Corn Chips and Jalapeno Corn Chips. The tortilla chips come in 3.5 ounce packages, 12 per case and the corn chips come in 4.75 ounce packages, 18 per case.

Also in 99¢ packages is a new sweet treat, Jays Cotton Candy Fluffies. The cotton candy is fat free and comes in 2.099 ounce packages.

Jays is offering new cheese dips, O-Ke-Doke Nacho Cheese Dip and Salsa Con Queso. The shelf stable dips come in 15.5 ounce cartons, 12 per case. Jays offers racks and display options for the dips which have a suggested retail price of \$2.79 per carton. Retailers can call 1-800-752-5309 or see their local Jay's distributor to place an order.



Sales Mark brings out new toaster products for summer



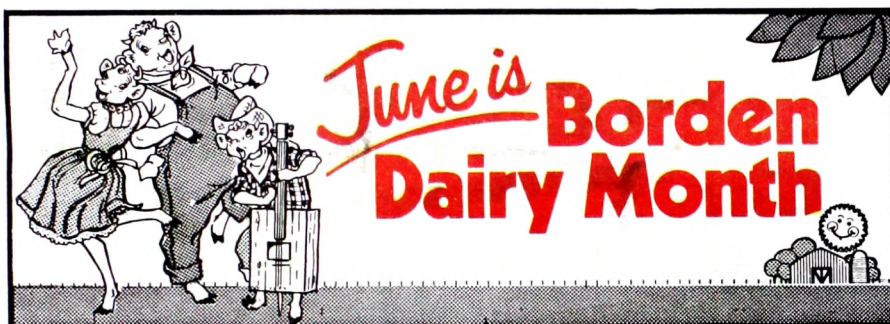
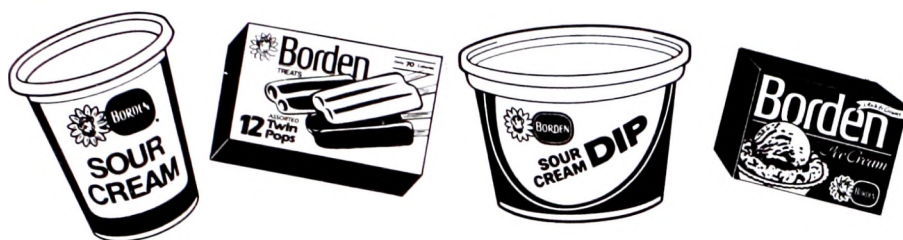
Sales Mark has two new Pillsbury and one new Hot Pocket products to offer retailers.

Pillsbury is tapping into the unexploited category of quick savory breakfast foods with their new line of pastries that contain eggs instead of fruit and sugar. Called Toaster Scrambles,TM the frozen pastries come in three flavors: Egg, Cheese and Bacon; Egg, Cheese and Sausage and Egg and Cheese. The suggested retail price is \$2.09-\$2.19 per package, with six pastries in each package.

Pillsbury is also introducing new flavors in its sweet frozen Toaster Strudel line: Strawberry Kiwi and Tropical WaveTM flavored pastries. The pastries come in packages of six with do-it-yourself neon green and red colored icing in individually wrapped packages.

Hot Pockets introduces Toaster Breaks in three Pizza varieties and three Melts varieties. The toaster breaks are packaged in Pepperoni, Double Cheese and Sausage & Pepperoni Pizza flavors; and Grilled Cheese, Ham & Cheese and Philly Steak & Cheese Melts. The Toaster Breaks come in six servings per box.

Contact your Sales Mark representative for more information about these new products.



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Snack Fact

Most Significant trends facing snack industry during next five years:

1. Competitive pricing/competition
 2. Changing market/focus on low-fat snacks
 3. Consolidation of consumer base
 4. Shelf space fees/slotting allowances
 5. Government regulation/labeling laws
- Snack Food Association

Grandma Shearer introduces her "secret recipe" salsa

In response to consumer demand, Grandma Shearer has introduced her own secret recipe thick and chunky salsa, in a mild or medium flavor. With a zesty, tangy taste, these new products, containing no fat or cholesterol, complement Grandma Shearer's tortilla chips. Chunks of diced tomatoes, onions, bell peppers, jalapeño peppers and garlic, combine to give the utmost flavor. The latest consumer reports show that sales of salsa now exceed those of the ever-popular ketchup. Grandma Shearer's salsa is packaged in a clear jar for greater visibility and product freshness.

Shearer's Foods, Inc., founded in 1974, is the family-owned manufacturer and distributor of Grandma Shearer's Snacks. With headquarters in Brewster, Ohio, Shearer's Foods has grown from a small hand-cooked operation to a modern state-of-the-art manufacturing facility. Currently, Shearer's Foods is expanding their headquarters with a 60,000 square foot addition of manufacturing and office space, scheduled for completion this summer.

Shearer's products include a complete line of potato chips, pretzels, cheese curls, peanuts, popcorn, corn chips and other snacks.

Snack Fact Snack Distribution

Methods



Snacks

Breakfast Mates

Cereal and milk go together like a horse and carriage

Now Americans can take their favorite breakfast to go, and not cry over spilled milk.

Kellogg's and Dannon have teamed up to introduce Breakfast Mates – cereal and shelf-stable milk packaged together. The box even comes complete with a spoon and bowl.

Breakfast Mates varieties include Corn Flakes, Frosted

Flakes, Fruit Loops and Frosted Mini Wheats. Unit cost is approximately 84 cents each, and the product retails for about \$1.29.

To order, call your local food distributor. If you have questions, you can call Jim Sarber at PMI-Eisenhart (248) 737-7100.

Editor's note: My very picky son sampled the Frosted Flakes version and gave it a rave review!



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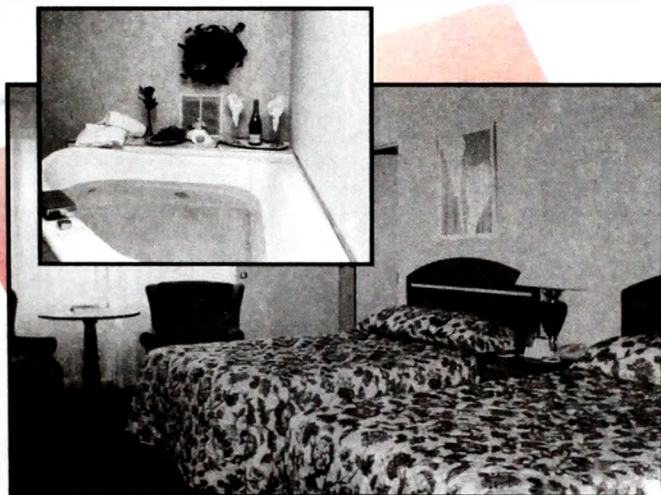
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Management skills for keeping good employees

In past articles we've discussed tactics for recruiting quality part-time employees. Now, once you have your team in place, the next challenge is keeping them.

Four major factors that motivate employees:

1. Recognition for work well done
2. A sense of accomplishment
3. Growth and the potential for future growth
4. Being "in the know" regarding things that go on at their

work place.

How you treat your employees has a direct effect on how long they stay. The following are six rules of management. Regardless of whether you are operating a convenience store, office,



warehouse or other type of business, these six rules can help you deal fairly with your employees:

1. Be certain that each person reporting to you understands the critical factors of their job.
2. Be certain that each person reporting to you understands how to do the technical parts of their job.
3. Observe, support, interact! All the time! Be certain that each person reporting to you is doing everything you expect them to do, in the way that you want it done.
4. Give constructive feedback. Let each employee know what they are doing right or wrong and regularly.
5. Make sure you find out what each person reporting to you is thinking. Solicit their ideas and opinions.
6. Be certain that the people reporting to you attend regular meetings at which they are informed about everything they need to know about their job assignment, their company and their department.

No matter how small your business is, it is good to implement a structured training, review and compensation program. Using job descriptions, first list all the skills an employee needs to learn. As these skills are mastered, check them off. Develop rewards for skills achieved. Employees will appreciate this because they will be able to track their progress, work for goals and feel a sense of accomplishment as they master each goal and receive rewards along the way.

Help your employees help themselves. On page 29 we've included two tests that you can give to your employees. These tests will help them rate themselves and give them an idea of where they excel and where improvement is needed.

FIGHT BAC!

As a result of a new public education campaign called **Fight BAC!**, Michigan residents will be increasingly aware of an invisible enemy – bacteria – which may be on their food, hands or in their kitchens. AFT has joined national industry, government, and consumer groups in this effort and will be working to spread the word that "BAC" is out there but can be stopped through some simple food handling and storage steps.

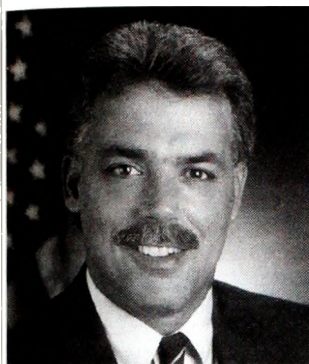


The initial goal of this campaign is to convey to your customers the four key principles of food safety:

- Wash hands and cooking utensils
- Prevent cross-contamination
- Cook to proper temperatures; and
- Store foods properly

As a part of this ongoing effort to promote consumer food safety messages, retailers can receive a free **Fight BAC! Kit**. The kit contains a sample consumer brochure that you can pass out to customers, a sample press release, sample ad column and radio spots, and other materials for developing your own **Fight BAC!** campaign. For copies of the kit, please contact Food Marketing Institute's Publication Sales Department at (202) 429-8266 or contact Dan Reeves at AFD (248) 557-9600.

Proper security measures are key to retailer success



by Commissioner Bill Martin

The Michigan Lottery usually conjures up images of happy winners and exciting prizes, but there is another element that must be taken seriously if retailers want to maintain a successful Lottery business: ticket security. By following a few simple procedures, Lottery retailers can effectively protect their ticket stock against theft and fraud.

One of the best safeguards against ticket theft—including employee theft—is to perform daily inventories of tickets at the end of each shift, and at closing time. If possible, lock all tickets in a safe during non-business hours, and store tickets in a secure area that is not accessible to your customers. In addition, Lottery security personnel recommend that retailers validate all winning tickets in the presence of the winner at the time they are claimed. Once tickets have been validated and your account balanced, retailers should deface the tickets to avoid potential re-circulation.

If you have reason to believe that any of your tickets have been stolen, contact the police and Michigan Lottery immediately. If you see the message "file claim" or "file ticket receipt" when you attempt to validate a ticket, do not pay the player. Refer the player to a Lottery office to file a claim or have the player complete a ticket receipt form and mail it with the ticket to: Michigan Lottery, P.O. Box 30023, Lansing 48909.

With a few extra steps and a little caution, you can deter would-be ticket thieves and maintain strict control over your ticket inventory. By protecting your ticket supply, you're also

protecting potential Lottery commissions.

Fly Away Cash & Dash!

Now that the Lottery's Daily 3 "Fly Away Cash & Dash" second-chance sweepstakes is in full swing, don't forget to remind your customers that the last eligible draw date for Daily 3 tickets is June 13, and the final entry deadline is June 22.

Each week during this six-week promotion, the Lottery will award five prizes of two first-class airline tickets and \$5,000 cash; 25 prizes of \$1,500 and 100 travel bags.

The first drawing was conducted May 13 and the winners popped up all over the state. One of your customers could be the next lucky winner! If your store is identified as a selling retailer in a "Fly Away

Cash & Dash" grand-prize entry, you receive a special \$100 bonus!

To enter, players must send one non-winning Daily 3 mid-day ticket and one non-winning Daily 3 evening ticket from drawings between May 4, 1998 and June 13, 1998. Entries may also be dropped off at any Lottery regional

See Lottery, page 28

New!

Welcome To Captain Morgan's

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SIZE	CODE #	ON PREMISE PRICE	OFF PREMISE PRICE	SHELF PRICE
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LITER	9832-6	\$14.17	\$14.45	\$16.98
750ML	9831-6	\$10.84	\$11.05	\$12.99
375ML	9830-6		\$6.78	\$7.97
200ML	9829-6		\$4.20	\$4.94
50ML	8497-3		\$0.82	\$0.96

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The food and packaged goods industry in the 21st century

by C. Manly Molpus, president and CEO, Grocery Manufacturers of America

Each and every day, America's food and consumer products industry is helping put food on the family table and consumer goods on the store shelf. As we approach the new millennium we can be proud that our industry is using the most advanced technology in its

with anti-oxidants such as vitamins A, C and E, as well as other beneficial ingredients that may block cholesterol or fight cancer.

As the nation's "Baby Boom" population ages, the FDA must streamline its ability to approve in a timely manner health claims for these functional foods. Once that happens, we will be able to respond to the enormous consumer demand that will exist for foods that can help prevent heart disease, hypertension, diabetes and cancer – foods that can improve the quality of life and help reduce the cost of the nations' health programs.

Using irradiation, educating consumers

Recently approved for use with red meat, irradiation is likely to be generally accepted by

Americans and be as useful to their health and safety as pasteurization was for milk decades ago. The food industry will work hard this year to educate consumers about the irradiation process, which could have prevented E. coli outbreaks and other foodborne illnesses in 1997, had it been in use.

Combined with the highest possible quality assurance programs and common sense, irradiation can significantly improve consumer protection. However, it is not a panacea. The truth is, no amount of governmental regulation, no vast army of inspectors and no amount of money or technology can prevent illness if consumers do not store, handle and prepare foods properly.

Creating the healthiest meal-functional foods

Today, the food industry is laying the groundwork for the introduction of foods that go beyond supplying basic nutrition, so-called functional foods that researchers say can actually prevent disease when eaten as part of a low-fat diet and healthy lifestyle. These new foods – which could include everything from breakfast cereals to TV dinners – are likely to be fortified

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In 1998 and into the 21st century, consumers can expect to see an explosion of useful information in the mass media about the connection between foods and health in the marketplace. Meanwhile, food companies will respond to growing consumer concerns about food safety, doing everything possible to protect the food supply, increase the nutritive value of food and inform people about how to handle and prepare food safely.

Maintaining the most effective food safety programs

Thanks to continued cooperation and open dialogue between federal and state regulatory agencies and the food industry, consumers are actually going to be better protected by the multi-layered safety net surrounding the foods they eat.

Contrary to some alarmist reports about the safety of our foods, America's vast and complex food supply system remains secure and well protected. And it's improving all the time. For example, the food industry and federal regulators are implementing a highly successful Hazard Analysis and Critical Control Points program that assures food safety at critical junctures – from the farm to the processing plant to the store shelf.

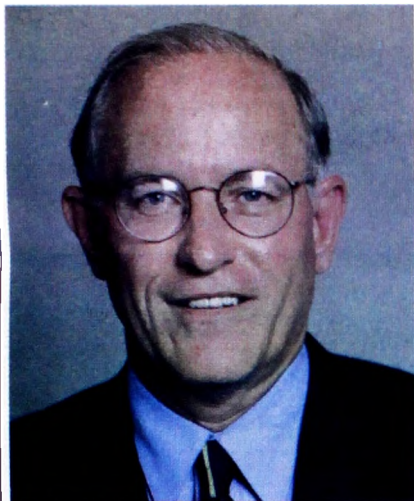
Where problems are identified, food manufacturers and regulators are responding swiftly and seriously to correct them.

Enriching the global food supply

Ours is truly an international food supply. A year-round supply of affordable fresh fruit and vegetables, is now a necessity, not a luxury. As a result, millions of American workers are employed to manufacture thousands of food products or ingredients sold in every marketplace throughout the world.

Giving U.S. producers and food manufacturers the chance to compete effectively around the world would be enhanced by "fast track" legislation. Our president needs to have the ability to negotiate timely trade agreements that would create tremendous growth opportunities for our industry. Fast track legislation must be a top priority for Congress and the White House this year.

While the trends for the future I have outlined are generally favorable, our industry cannot take growth and prosperity for granted. We must keep a keen and constant eye on our consumers and their needs – and then meet those needs as efficiently as possible. If we do that, the grocery manufacturing business will continue to enjoy success well into the 21st century.



C. Manly Molpus

New Ramada - Southfield

A diamond is cut from the rough

Tinny Bennett

My first impression of the Southfield-Ramada International Hotel & Convention Center was one of friendly service and competence. And this was before I actually arrived.

As I was in the vicinity of the hotel, I called for directions and a friendly attendant pleasantly led me all the way in. The hotel is easy to find on the Southfield freeway or the edge, at 17017 West Nine Mile Road between Southfield and Southfield roads. Attractive new landscaping lends curb appeal to the entrance and parking is adequate and secure.

From the lobby entrance to the hotel's 17th and 18th floor luxury Jacuzzi Executive Suites, Ramada-Southfield has been transformed with a lavish new decor.

Multi-colored marble patterns



Sam Yono

the reception area and a carpeted lobby. Sam Yono, the owner, waits for the grand piano that will eventually grace it. The luxurious amenities of the executive suites will exceed the expectations of those with the most discriminating taste. Large Jacuzzi rooms have wet bars and one or two adjoining bedrooms.

The hotel is designed with a continental flair using rich dark burgundy and forest green throughout.

The Ramada-Southfield boasts a ballroom which can serve 1,000 at a sit-down dinner, 1,500 at a cocktail reception or even host a trade show. Cars can enter the mezzanine-level ballroom up a ramp.

Meeting rooms can accommodate 5 to 200 for seminars, classes and conferences. Ramada-Southfield is a full-service catering facility.

"I want to extend a cordial invitation," says Sam Yono, Ramada-Southfield owner, "to AFD members, their business associates, families and out-of-



town guests to enjoy our hospitality at a special rate, as I announced at the recent AFD Trade Show. We can also provide monthly and long-term office space and weekly and monthly corporate rates."

The Stockyard Restaurant and

See Ramada, page 28

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Ramada

Continued from page 27

Lounge serves from 7 a.m. to 11 p.m. and dancing and entertainment can be enjoyed at Yesterday's Nightclub. Restaurant service is augmented by room service and snacks and soft drinks are available in Isabelle's Gift Shop. Soft drink vending machines and ice are located on every floor.

"At completion of the multi-million dollar facility," says Yono, "there will be 375 sleeping rooms, many with Jacuzzis, and a full

convention center of 50,000 square-feet that will double the current space. The facility will hold 2,000 in the ballroom and feature a gymnasium, indoor

***Our Mission:
To provide comfort,
convenience and pleasure
efficiently, professionally
and with a smile.***

pool, racquetball courts, beauty shops and a sauna.

Currently the hotel has 216

rooms and offers guests numerous amenities to enhance their visit. The renovation is nearly complete with a few floors still being updated without disturbing the guests.

The Ramada-Southfield is more than a hotel and conference center. Inside the facility is like a city within itself. Stores and businesses provide just about everything needed to keep guests comfortable and entertained.

Upscale Fashions, Chantelle's Hair Salon, The Ultimate Nail Care, The Greeting Tree, Universal Diamond Jewelers and International Wedding Chapel are all on premise.

Kam Kewson, director of sales

and marketing for the hotel believes a couple could meet in the hotel, get engaged, married, have a reception and a honeymoon and never leave the premises. With the friendly, competent service and all the amenities, it's entirely possible.

Lottery

Continued from page 25

office or at the nearest participating newspaper or radio station drop boxes. All grand-prize winners from the final three drawings will be announced during the telecast of the Lottery's "Road to Riches" game show June 6, June 13 and June 27.

New Instant!

Kick off your summer sales with three new games in June. The new \$1 "Happy Dad" makes the perfect Father's Day gift, with three games on each ticket and a top prize of \$3,000. "Happy Dad" hits Lottery ticket counters June 1. Fans of "Wild Time" will be happy to see the new \$2 "Wild Wild Time" game June 15. It boasts a \$30,000 top prize and 10 chances to win on each ticket. Rounding out the month on June 22 is the new \$2 "3 Cards Up," with a grand prize of \$3,333.

Attention AFD members

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Judy Mansur is AFD's expert on Blue products. For more information, please call her at 1-800-66-66-AFD.



Lysczarz Brothers Million Dollar Challenge to benefit MDA

The Lysczarz Brothers Committee answers the challenge and presents their 15th annual Lysczarz Brothers Golf Outing and Raffle. The raffle tickets are selling for \$100 per ticket with only 500 being sold. There will be one winner of \$5,000. The drawing date is September 7 at Jacks Waterfront Restaurant in St. Clair Shores.

The golf outing will be at Beaver Creek Golf Links Wednesday, June 17. The rain date is Monday, June 22, 1998.

For more information or to request a registration form, call Albin Lysczarz at (810) 677-0222.

Help your employees help themselves

Give them these tests

Here are two tests you can give to your new employees after one month on the job and at performance reviews. Providing these tests will help you communicate good customer service habits by allowing your employees the opportunity to rate themselves.

Customer service - their first impression

An important part of customer service is the impression you make when they first enter the store. Your personal image communicates to them whether or not you really want them to be there. It also gives an impression about the store that can last for a long time. Is this a clean store? Is this a store that cares about details? Does this store care about me? Obviously, the image you communicate is very important. Rate yourself on a scale of 1 to 10, with 10 being best, on the many aspects that add up to that important first impression.

1. General appearance: Does my appearance give a good impression? _____
2. Hair: Is it groomed and appropriate for the job? _____
3. Jewelry and accessories are right for the job. _____
4. Personal habits of cleanliness. _____
5. Hands, fingernails and teeth. _____
6. Uniform clean, well-pressed, etc. _____
7. Gum chewing only on breaks. _____
8. My posture says, "I'm ready to help you." _____
9. The look on my face says, "I'm happy you're here." _____
10. Overall, when it comes to the first impression I give on this job I would rate myself as: Excellent Good Poor

How did I do the first month?

This is a personal progress report. It reviews areas that are very important to us and our customer service image. You are encouraged to be very honest with yourself. When you are finished, give yourself credit for the areas in which you have done really well. Then look at the places that might need more effort. Rate yourself on a scale from 1 to 10, with 10 being best.

- Was I on time — out on the floor ready to go? _____
- Did I ask questions when I didn't know? _____
- Did I follow the dress code? _____
- Was I committed to my job when I was here? _____
- Do I greet the customers like I was trained to do? _____
- Did I make an effort to do any "extras?" _____
- Do I come with a good attitude? _____
- Do I make an effort to be cooperative with co-workers? _____
- With my manager? _____
- Looking at my answers, I think I should work on the following: _____

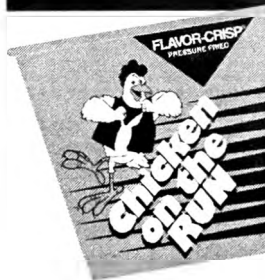


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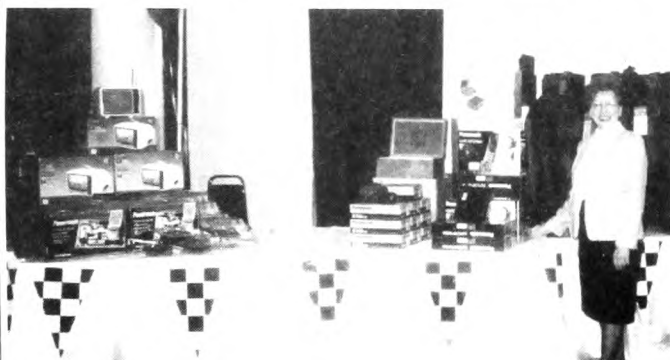
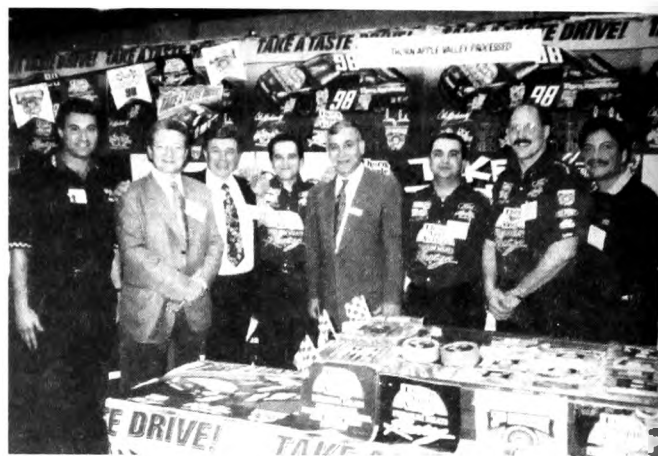
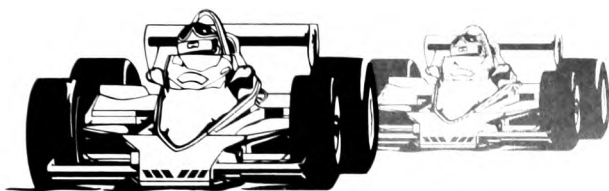
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Highlights from the 1998 AFD Trade Show “Racing into Profits”



All retailers that purchased products were entered into a raffle to win prizes from Dayton Hudson's.



One of the highlights of the AFD Trade Show every year is the panel discussion. Thank you to the panelists for sharing their insights about the trends in the food and beverage industry. (l to r) Kevin Schlosser from Spartan Stores, Don Gundle from Sales Mark, Denise Griffith from Frito-Lay, Steve Mitchell from Kroger and Ruth Disrude from Nabisco. Special thanks to Jeff Runachuk from the Food Marketing Institute for moderating the panel.



The 1998 trade show theme was "Racing Into Profits." The winners for best decorated booths were: Thorn Apple Valley, Lipari Foods and Miller Brewing Company. Congratulations!!

The Associated Food Dealers of Michigan would like to thank the 1998 Trade Show committee co-chairmen, Fred Dally from Medicine Chest and Rodney George from Melody Farms. Due to their leadership and the hard work of the committee, trade show attendance increased by 12 percent over last year. Thank you to the Trade Show Committee for all their hard work.

Fred Dally, Co-Chairman
Medicine Chest

Rodney George, Co-Chairman
Melody Farms

Faiez Asmary
General Wine & Liquor

Thom Welch
Hollywood Supermarkets

Charlie Parrish
Awrey Baking

Alaa Naimi
Thrifty Scot Supermarket

Gary Davis
Tom Davis & Sons Dairy

Joe O'Bryan
7-UP of Detroit

Keith Hakim
Central Alarm

Mark Sarafa
Frito-Lay

Vickie Clark
Melody Farms

Mike LaFollette
Sales Mark

Brian Douglas
Rocky Peanut

Paul Nutt
Wonder Bread/Hostess

Dick Bey
Beehive Market

Joe Stevens
Taylor Freezer

Greg Moore
Pepsi-Cola



On behalf of the AFD Board, we sincerely thank Union Ice for donating all the ice throughout the entire Trade Show, and Miller Brewing Company for raising money for AFD's charitable causes. We greatly appreciate your support.

Mark your calendars for AFD's 15th Annual Selling Trade Show on April 27 and 28, 1999. The AFD Board has appointed Faiez Asmary from General Wine & Liquor and Chris Zebari from New Hudson Food Market as 1999 Trade Show co-chairmen.

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AFD mounts PR campaign to fight foodborne illness

FIGHT BAC!



The Associated Food Dealers of Michigan is sending out a series of public service announcements aimed at teaching the public about food safety. Although most consumers are concerned, many have inadequate knowledge about basic sanitation and food handling steps that can greatly reduce the risk of foodborne illness. The campaign conveys four key



Keep Food Safe From Bacteria



principles of food safety: 1) keep it clean, 2) don't cross-contaminate, 3) keep it cold, and 4) keep it hot. Printed below is an 8 1/2 x 11" brochure that explain these steps in more detail. We're making it available to you so you can cut it out, post it for your employees and make copies for customers. Photocopy it on two sides and three-fold it brochure style. The brochure is a great bag stuffer. With your help we can keep food safe from bacteria.

Be a BAC Fighter

Although an invisible enemy may be in your kitchen, you have four powerful tools to *Fight BAC!*: washing hands and surfaces often, avoiding cross-contamination, cooking to proper temperatures, and refrigerating promptly. So, be a BAC Fighter and make the meals and snacks from your kitchen as safe as possible.



For More Information About Safe Food Handling and Preparation

USDA's Meat and Poultry Hotline
1-800-535-4555

FDA's Food Information and Seafood Hotline
1-800-332-4010

Partnership for Food Safety Education Web Site
www.fightbac.org

Or contact your local cooperative extension office.

Apply the Heat ...and Fight BAC!™

Cooking food to the proper temperature kills harmful bacteria. So *Fight BAC!™* by thoroughly cooking your food as follows:

Raw Food	Internal Temperature
Ground Products	
Hamburger	160°F
Beef, veal, lamb, pork	160°F
Chicken, turkey	165°F
Beef, Veal, Lamb	
Roasts & Steaks	
medium-rare	145°F
medium	160°F
well-done	170°F
Pork	
Chops, roasts, ribs	
medium	160°F
well-done	170°F
Ham, fresh	160°F
Sausage, fresh	160°F
Poultry	
Chicken, whole & pieces	180°F
Duck	180°F
Turkey (unstuffed)	180°F
Whole	180°F
Breast	170°F
Dark meat	180°F
Stuffing (cooked separately)	165°F
Eggs	
Fried, poached	Yolk & white are firm
Casseroles	160°F
Sauces, custards	160°F

This chart has been adapted for home use and is consistent with consumer guidelines from the U.S. Department of Agriculture (USDA) and U.S. Food & Drug Administration (FDA).



Fight BAC!™



Four Simple Steps to Food Safety

Ruth. In 1973, they moved to Edmore, leaving Don to cover Metro Detroit. "Harold was raised in a small city so he was very happy moving to Edmore," explained Ruth. "We bought a house next to the local high school and stored our supplies in the barn."

"When we received supply shipments, I used to call Steve's teacher to get him out of school so he could help unload the truck." Steve began working full-time in the family Broaster business when he was 18 years old. "I was on the road between 50 and 60 hours a week servicing dishwashers and Broasters," explained Steve.

During the 1970s, the Brehms were one of the few companies renting dishwashers. "The patent ran out on low temperature dishwashers in the early 1980s and then everyone starting getting into the business," explained Steve. Surprisingly, the dishwasher business has remained constant. In 1981, a new salesperson was hired

to work Steve's route.

"I wanted to concentrate more on the Broaster side of the business. There were so many new opportunities." During the late 1980s, retailers began to purchase Broasters for their stores. The business moved from a restaurant focus to a c-store focus. Steve capitalized on this new trend and the business really began to grow. In 1984, the Brehms moved into their own building and were receiving 40,000 pounds of condiments every six weeks.

Registered trademarked Broaster operations continue to grow within Michigan and the entire country. Today there are over 5,000 registered operations nationwide. Brehms now have eight employees working out of five vans. Harold semi-retired four years ago, leaving Ruth and Steve to continue growing the business. "Our main goal in the next few years is to help our customers become successful serving Genuine Broaster Chicken," said Steve. There's only one way to make trademarked Broaster Chicken.

FTC to conduct nationwide study on scanner accuracy

The Bureau of Consumer Protection, in cooperation with the National Institute of Standards and Technology (NIST), will begin a follow-up of the 1996 study on the accuracy of checkout scanners sometime this year. Seven states (Florida, Massachusetts, Michigan, Missouri, Tennessee, Vermont and Wisconsin) participated in the 1996 study, which revealed that the total number of undercharges exceeded the total number of overcharges, and that checkout scanners resulted in fewer errors than manual entry of prices at checkout. Food stores, as a group, had a higher accuracy rate (96.53 percent) than drug stores (93.69 percent), discount stores (95.44 percent) or department stores (90.85 percent).

For the 1998 study, the FTC expects 47 states to participate and National Conference of Weights and Measures (NCWM) testing procedures will be used. The NCWM procedure divides retail stores into two groups; small stores, such as convenience stores, and larger stores, such as food, department or drug stores. The procedure recognizes human and other errors and therefore "passes" an inspection if 98 percent or more of the items sampled are priced accurately.

For more information or to acquire a copy of the 1996 study results, contact Elizabeth Tansing at (202) 429-8248 or you can e-mail Elizabeth at etansing@fmi.org. The 1996 study may also be obtained from the FTC's home page: <http://www.ftc.gov/reports/scanners.htm>.

Right now, there may be an invisible enemy ready to strike. He's called BAC (bacteria) and he can make you and those you care about sick. In fact, even though you can't see BAC—or smell him, or feel him—he and millions more like him may have already invaded the food you eat.



But you have the power to *Fight BAC!*™ and to keep your food safe from harmful bacteria. It's as easy as following these four simple steps:

Clean: Wash hands and surfaces often

Bacteria can spread throughout the kitchen and get onto cutting boards, utensils, sponges and counter tops. Here's how to *Fight BAC!*™



- Wash your hands with hot soapy water before handling food and after using the bathroom, changing diapers and handling pets.
- Wash your cutting boards, dishes, utensils and counter tops with hot soapy water after preparing each food item and before you go on to the next food.
- Use plastic or other non-porous cutting boards. These boards should be run through the dishwasher—or washed in hot soapy water—after use.
- Consider using paper towels to clean up kitchen surfaces. If you use cloth towels, wash them often in the hot cycle of your washing machine.

Separate: Don't cross- contaminate

Cross-contamination is the scientific word for how bacteria can be spread from one food product to another.

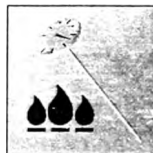
This is especially true when handling raw meat, poultry and seafood, so keep these foods and their juices away from ready-to-eat foods. Here's how to *Fight BAC!*™



- Separate raw meat, poultry and seafood from other foods in your grocery shopping cart and in your refrigerator.
- If possible, use a different cutting board for raw meat products.
- Always wash hands, cutting boards, dishes and utensils with hot soapy water after they come in contact with raw meat, poultry and seafood.
- Never place cooked food on a plate which previously held raw meat, poultry and seafood.

Cook: Cook to proper temperatures

Food safety experts agree that foods are properly cooked when they are heated for a long enough time and at a high enough temperature to kill the harmful bacteria that cause foodborne illness. The best way to *Fight BAC!*™ is to:



- Use a clean thermometer, which measures the internal temperature of cooked foods, to make sure meat, poultry, casseroles and other foods are cooked all the way through.
- Cook roasts and steaks to at least 145°F. Whole poultry should be cooked to 180°F for doneness.

- Cook ground beef, where bacteria can spread during processing, to at least 160°F. Information from the Centers for Disease Control and Prevention (CDC) link eating undercooked, pink ground beef with a higher risk of illness. If a thermometer is not available, do not eat ground beef that is still pink inside.

- Cook eggs until the yolk and white are firm. Don't use recipes in which eggs remain raw or only partially cooked.

- Fish should be opaque and flake easily with a fork.

- When cooking in a microwave oven, make sure there are no cold spots in food where bacteria can survive. For best results, cover food, stir and rotate for even cooking. If there is no turntable, rotate the dish by hand once or twice during cooking.

- Bring sauces, soups and gravy to a boil when reheating. Heat other leftovers thoroughly to at least 165°F.

Chill: Refrigerate promptly

Refrigerate foods quickly because cold temperatures keep harmful bacteria from growing and multiplying. So, set your refrigerator no higher than 40°F and the freezer unit at 0°F. Check these temperatures occasionally with an appliance thermometer. Then, *Fight BAC!*™ by following these steps:



- Refrigerate or freeze perishables, prepared foods and leftovers within two hours or sooner.
- Never defrost food at room temperature. Thaw food in the refrigerator, under cold running water or in the microwave. Marinate foods in the refrigerator.
- Divide large amounts of leftovers into small, shallow containers for quick cooling in the refrigerator.
- Don't pack the refrigerator. Cool air must circulate to keep food safe.

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Consolidated Wine & Spirits	(313) 451-1499
Coors Brewing Co.	(248) 344-6644
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Miller Brewing Company	1-800-247-2982
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	Pontiac (248) 334-3512
Petitpre, Inc.	(810) 468-1402
Powers, Dist.	(248) 682-2010
R.M. Gilligan, Inc.	(248) 553-9440
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	(248) 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.	(810) 294-9390
Viviano Wine Importers, Inc.	(313) 883-1600
Warner Vineyards	(616) 657-3165
West End Soda & Fruit Brew	(810) 231-5503
Wild Orchard/Quality Juice & Beverage	(248) 589-7700

BROKERS/REPRESENTATIVES:

Bob Arnold & Associates	(248) 646-0578
DMAR, Inc.	(248) 553-5858
The Greenson Company	(248) 305-6100
Hanson Faso Assoc.	(248) 354-5339
J.B. Novak & Associates	(810) 752-6453
James K. Tamakian Company	(248) 424-8500
Ment Sales Corp.	(248) 569-3634
Paul Inman Associates	(248) 626-8300
PMI-Eisenhardt	(248) 737-7100
Sales Mark	(313) 207-7900
Trepro	(248) 546-3661
"The Sell Group"	(810) 574-1100
VIP Food Brokers International	(313) 885-6156

CANDY & TOBACCO:

A.C. Courville Inc.	(248) 861-3138
Brown & Williamson Tobacco	(248) 350-1391
Hershey Chocolate U.S.A.	(248) 380-2010
M & M Mars	(248) 887-2397
Phil Morris USA	(313) 591-5500
R.J. Reynolds	(248) 475-5600
Sherm's Candies	(517) 756-1691
Wolverine Cigar Company	(313) 554-2033

CATERING/HALLS:

Country House Catering	(517) 627-2244
Emerald Food Service	(248) 546-2700
Gourmet House, Inc.	(810) 771-0300
Karen's Cafe at North Valley	(248) 855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	(810) 978-7880
Southfield Manor	(248) 352-9020
St. George Cultural Center	(313) 335-8869
St. Mary's Cultural Center	(313) 421-9220
Tina's Catering	(810) 949-2280

DAIRY PRODUCTS:

American Dairy Association	(517) 349-8923
Bemec Food Service	1-800-688-9478
Dairy Fresh Foods, Inc.	(313) 868-5511
Golden Valley Dairy	(248) 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
Pointe Dairy Services, Inc. Borden's	(248) 589-7700
Stroh's Ice Cream	(313) 568-5106
Superior Dairy, Inc.	(248) 656-1523
Tom Davis & Sons Dairy	(248) 399-6300

EGGS & POULTRY:

Linwood Egg Company	(248) 524-9550
Loewenstein Poultry	(313) 295-1800

FISH & SEAFOOD:

Cash International Salesnet, 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	(248) 841-8700
Sunny-side 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:

Alphamex Insurance Agency	(810) 263-1158
America One	(517) 349-1988
American Principal Group	(810) 540-8450
Arabo & Arabo Insurance Assoc.	(248) 352-1343
Blue Cross Blue Shield	1-800-486-2365
Capital Insurance Group	(248) 354-6110
CoreSource	(810) 792-6355
Gadaleto, Ramsby & Assoc.	(517) 351-4900
Golden Dental	(810) 573-8118
Great Lakes Insurance Services	(248) 569-0505
Health Alliance Plan	(810) 552-6000
IBF Insurance Group, Inc.	(248) 354-2727
Kanter Associates	(248) 357-2424
Frank McBride Jr., Inc.	(810) 445-2300
Miko & Assoc.	(810) 776-0801
Monroe-George Agency	(248) 489-9480
Murray, Benson, Recchia	(313) 831-6562
North Pointe Insurance	(248) 358-1171
Rocky Husayno & Associates	(248) 557-6250
SelectCare	(218) 557-8916
Sinaw Financial & Insurance Services	(313) 559-1905
The Wellness Plan	(248) 641-0904
Willis Corroon Corp. of MI	(248) 641-0904

MANUFACTURERS:

Amato Foods	(313) 295-3337
Bill Mar Foods	1-800-654-3650
Eden Foods	(517) 456-7424
Fine Manufacturing	(248) 356-1663
Gerber Products Co.	(810) 350-1313
Groff Farms	(517) 467-7609
Home Style Foods, Inc.	(313) 874-3250
Jaeger 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.	(248) 478-1350
Nestle Food Company	(313) 921-2500
Red Pelican Food Products	(248) 345-5880
Stadium Club Foods, Inc.	(248) 332-8530
Strauss Brothers Co.	(313) 832-1600
Tony's Pizza Service	(248) 634-0006

MEAT PRODUCERS/PACKERS:

Country Preacher	(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	(248) 355-1100
Kowalski Sausage Company	(313) 873-8200
LKL Packing, Inc.	(313) 833-1590

Metro Packing	(313) 894-4369
Oscar Mayer & Company	(248) 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	(248) 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
WWW-AM/FM	(313) 259-4323

NON-FOOD DISTRIBUTORS:

Advanced Formula Products, Inc.	(313) 522-4488
Alhain Vending	(517) 629-3204
Items Galore, Inc.	(810) 774-4800
Lundington 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 Shearer's Potato Chips	(313) 522-3580
Kar Nut Products Company	(248) 541-7870
Michigan Popcorn & Fast Food Supply	(313) 861-3535
Michigan Rainbow Corp.	(810) 365-5635
Niklas Distributors (Cahana)	(313) 571-2447
Vanety Foods, Inc.	(810) 268-4900
Vulner Snacks	(810) 365-5555

PROMOTION/ADVERTISING:

Advo System	(313) 425-8190
Intro-Marketing	(810) 540-5000
J.K. Kidd & Co.	(248) 647-6601
J.R. Marketing-Promotions	(810) 296-2246
JDA Associates	(810) 393-7835
PJM Graphics	(313) 535-6400
Promotions Unlimited, Corp.	(800) 992-9307
Promotions Unlimited 2000	(248) 557-4173
Safeguard Business Systems	(248) 548-0260
Stanley's Advertising & Dist.	(313) 961-7177
Stephen's Nu-Ad, Inc.	(810) 777-6823

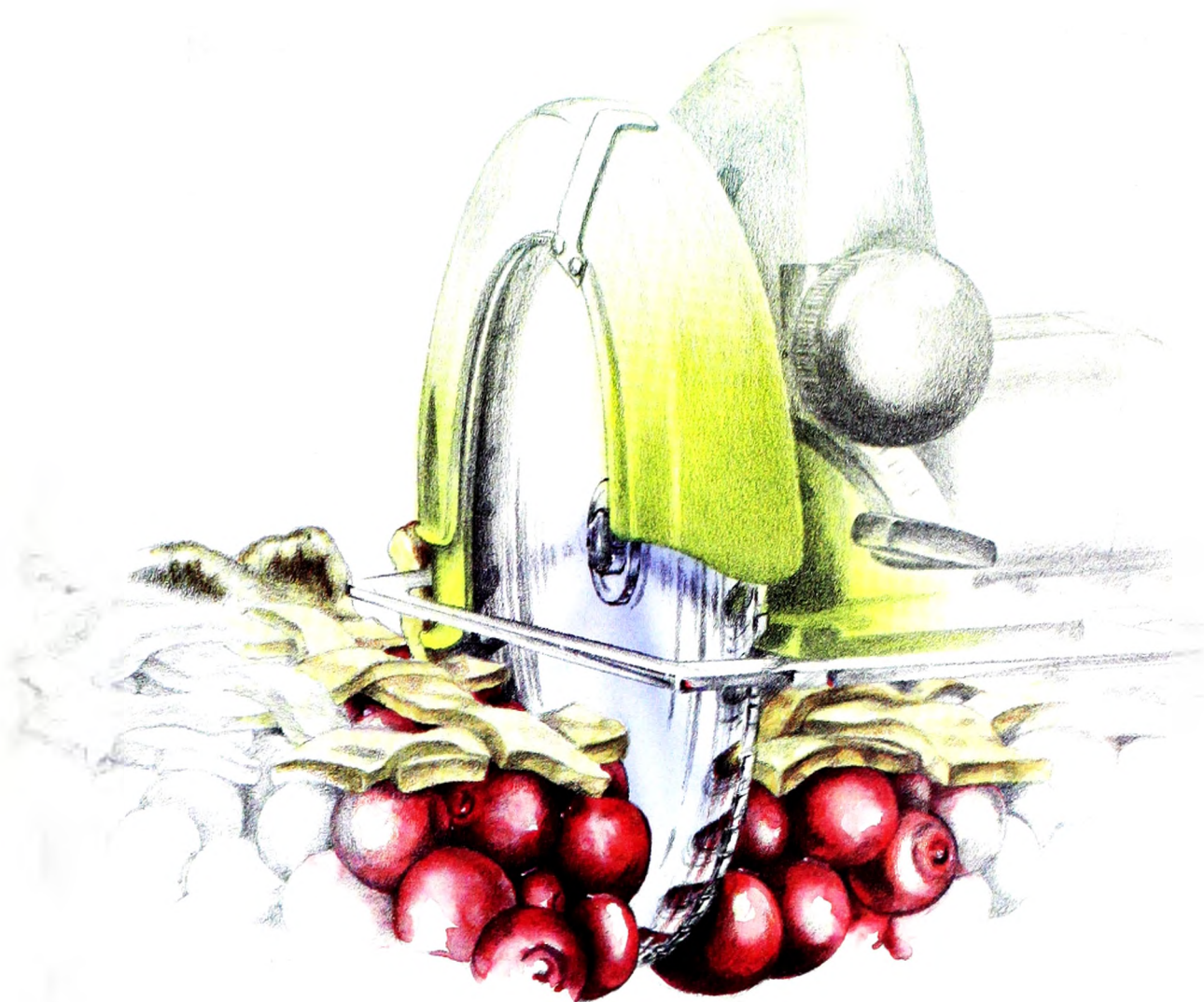
RESTAURANTS:

The Golden Mushroom	(248) 559-4230
Palace Gardens	(810) 743-6420

SERVICES:

AARMCO Security	(248) 968-0707
A Catered Affair	(313) 393-5311
AirPage	(248) 547-7777
AirTouch Cellular	(313) 590-1200
Akrum Namou, C.P.A.	(248) 557-9030
American Mailers	(313) 842-4000
Ameritech Pay Phone Services	1-800-441-1409
AMNEX Long Distance Service	(248) 559-0445
AMT Telecom Group	(248) 862-2000
Bellanca, Beattie, DeLisle	(313) 964-4200
Bullen Tamblin Steamers & Assoc.	(616) 949-0490
Central Alarm Signal	(313) 864-8900
Century Marketing	(419) 354-2591
Checkmate Systems	(313) 263-3556
CIGNA Financial Advisors	(248) 827-4400
C&J Parking Lot Sweeping, Inc.	(810) 759-3668
Community Commercial Realty Ltd.	(248) 569-4240
Convenience Mortgage Corp.	(800) 474-3309
Dean Witter Reynolds, Inc.	(248) 258-1750
Detroit Edison Company	(313) 237-9225
Dialogue Marketing	(248) 827-4700
Dynasty Funding	(248) 489-5400
Eco-Rite, Inc.	(248) 683-2063
Follmer, Rudziewicz & Co., CPA	(248) 355-1040
Food Industry Professional Network	(248) 353-5600
Garmo & Co., CPA	(248) 737-9933
Goh's Inventory Service	(248) 353-5033
Great Lakes Data Systems	(248) 356-4100
Independence One	
Investment Group	1-800-622-6864
Infinity Communications Corp.	(248) 442-0067
Jerome Unchuck, CPA	(248) 619-0955
Karoub Associates	(517) 482-5000
Law Offices-Garmo & Garmo	(248) 552-0500
L.J. Ross Associates	(313) 995-3630
Market Pros	(248) 349-6438
Metro Media Associates	(248) 625-0700
Michigan Bell	(810) 221-7310
Midwest Autolite	(248) 960-3737
MoneyGram	(800) 642-8050, x6953
Multi-gard Audio Alert	(313) 562-2850
Nationwide Communications	(810) 208-3200
Network Real Estate Services	(248) 539-0900
NexTel Communications	(248) 213-3100
Paul Meyer Real Estate	(248) 398-7285
PC Pro Shop	(248) 853-6660
PC Specialties	(248) 594-3255
Potok Packing Co.	(313) 893-4228

Quality Inventory Services	(810) 777-9526
REA Marketing	(517) 786-0666
Franki Smith's Red Carpet Keim	(248) 645-1800
Peter Rages, Attorney/CPA	(313) 961-8400
Point of Sale Demo Service	(248) 887-2510
Sal S. Shimom, CPA	(248) 424-9448
Sesi & Sesi, Attorneys	(248) 258-6060
Edward A. Shuttie, P.C., Attorney	(248) 288-2080
Southfield Funeral Home	(248) 569-0080
Statewide Financial Services	(248) 913-8680
Thomas P. Solys, CPA	(616) 698-8855
Telecheck Michigan, Inc.	(248) 354-5000
Transcend Corporation	(404) 181-6747
Travelers Express Co.	(800) 328-6787
Ultimate Telecommunications	(248) 595-2020
Vend-A-Mailx	(248) 585-7700
Voice Mail Systems, Inc.	(248) 398-0770
Western Union Financial's	(248) 440-3860
Whitley's Concessions	(313) 278-5700
Wolverine Real Estate Services	(248) 353-7800
WSB Advisors	(248) 594-1020



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- ✓ Florida's Natural Pure Premium Orange Juice & Grapefruit Juice
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- ✓ Kozy Shack Puddings
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- ✓ Smart Balance Spread
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