



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate:

PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD &  
BEVERAGE

# REPORT

Associated Food Dealers  
18470 W. 10 Mile Rd.  
Southfield, MI 48075

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

December 1999

**Working hard for our members.**

## Inside

Efforts to fight alcohol  
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that help our community

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cashing and money  
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mainstay

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Pappageorge

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## WIC will not warn

Effective on January 1, 2000, the Michigan Department of Community Health, WIC Program will no longer warn retailers of violations that require mandatory sanctions. This is part of the new federal regulations, 7 CFR Part 246 regarding WIC/Food Stamp Program vendor disqualification's and mandatory sanctions for WIC vendors.

If you are a WIC vendor, you have the option of agreeing to these new provisions or terminating your WIC vendor contract. All WIC vendors should have received a WIC vendor sanction policy book, which explains this new policy. If you have any questions, please call William Korpela at 517-335-8937.

Mark your calendars to  
"Escape to Monte  
Carlo!" AFD's Annual  
ball is slated for  
February 4. Get your  
tickets now!

# SEASON'S GREETINGS

**For 19th Annual Turkey Drive, AFD members  
provide 1,800 turkeys to needy families**



Mark Karmo,  
event chairman,  
poses with a bird  
at Joy of Jesus in  
Detroit, before  
handing it to a  
recipient. See story  
on page 4. More  
photos will appear  
next month.

## AFD and AirTouch are making spirits brighter this holiday season

If you're looking to save money on analog or digital phone service, look no further than AFD. Working with AirTouch, we are offering some substantial savings. Choose from the following:

- HALF OFF digital or analog access for six months with a two-year service plan for new activations. With analog service you also receive a FREE PHONE.

- Digital or analog service for \$9.99 per month FOR LIFE, with a two-year service plan and new

activation. Choose analog and receive a FREE PHONE too!

- A 15% discount on all cellular accessories. This offer comes right in time for Christmas. Call the AirTouch hotline at 1-800-247-6544 and mention code 143.

Call soon, because these offers are only for a limited time. AFD and AirTouch are working hard to save you money!

For more information, or to activate service, call AirTouch at 1-888-772-2355 or you can call Liz or Judy at AFD at 1-800-66-66AFD.

## Champagne – is there really a shortage?

By Michele MacWilliams

Legend has it that on a spring day in the 1690s, a blind monk named Dom Pérignon was in charge of blending wines at the Abbey of Hautvillers. He took a taste of one and called to his brother monks, "O, come quickly, I am drinking stars!"

At the recent Harbortown wine tasting at the Detroit Opera House, a customer asked Harbortown owner Tom George if there was really going to be a Champagne shortage. "Let's put it this way. I order a case and get a few bottles," George replied, adding "the shortages in premium name

brand Champagnes means a 10 to 20 percent price increase."

According to the *Beverage Journal*, 16.5 million bottles of real Champagne

were sold in the U.S. last year. The Champagne Wine Information Bureau predicts that Champagne sales will reach 18 million bottles this year.

According to the Wine Institute, about 70-percent (8.44 million cases of all Champagne and sparkling wines sold here) is from U.S. producers. This growth is not coming solely from interest in celebrating the Millennium's arrival in traditional style

**See Champagne  
page 6**

## Gray market cigarettes are now illegal

In October the AFD Food & Beverage Report warned its retailers that the Michigan Department of Treasury was taking legal steps to rid stores of "gray market" cigarettes. These cigarettes were stamped "for export only" and through a loophole have been filtering back into the country.

As of January 1, 2000, the Federal Government is making it illegal to sell these cigarettes within the U.S. However, the State of Michigan is taking even swifter action.

On November 17 Governor John Engler signed a law to make it illegal to acquire, possess, sell, distribute or import these cigarettes into the state. The law took immediate effect.

The Treasury Enforcement Team is enforcing this law, and has the authority to confiscate this product. Contact the Michigan Tobacco Tax Section at (517) 241-8180 if you have questions.

Visit our Web site at: <http://www.cstorecentral.com/afd.htm>



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## President's Message

# Local efforts to fight alcohol abuse and underage drinking pay off



by Joe Sarafa  
AFD President

According to Federal research, drunk driving and underage drinking statistics have declined steadily for almost two decades. New government numbers show that drunk driving fatalities among adults and teenagers are at all-time lows. Since 1982, according to the U.S. Department of Transportation, adult drunk-driving fatalities have declined 41 percent and during the same period, teen drunk-driving fatalities are down 65 percent.

This is good news for all of us. The efforts of AFD's retailers to promote

personal responsibility and a respect for the law have made a difference in the fight against alcohol abuse and underage drinking.

Because drunk driving and underage drinking statistics have declined steadily for almost two decades, Anheuser-Busch has launched a new responsible drinking campaign titled "We All Make A Difference." The new campaign reinforces the good practices of drinkers who exercise personal responsibility, designate a driver or call a cab, and builds on the momentum of the positive trends.

In November, Anheuser-Busch honored those people that worked to bring the drunk-driving statistics down. At the event, Anheuser-Busch honored the recipients of the "We All



AFD's Dan Reeves (left) is recognized by Central Distributors of Beer President Karen Wilson and Bill Ventola, for his TIPS training efforts.

Make A Difference" Award. They also premiered the company's new responsible drinking advertisements that reinforce the progress that has been made over the past 20 years in the fight against alcohol abuse.

Especially during the Holiday season, I urge all AFD members and friends to be responsible when selling and consuming alcoholic beverages. Make an extra effort to reinforce your alcohol sales policies with your employees, making certain that they understand that selling to minors is not tolerated.

Remember also that AFD's deputy director, Dan Reeves, is a certified TIPS instructor (Training Intervention Procedures for Servers of Alcohol). Sponsored by North Pointe Insurance, AFD holds TIPS training seminars for our retailers. These classes in responsible alcohol sales provide important information for everyone that sells alcoholic beverages.

In closing, I would like to wish you all a very happy holiday season and a healthy and prosperous new year.

## AFD MEMBERS:

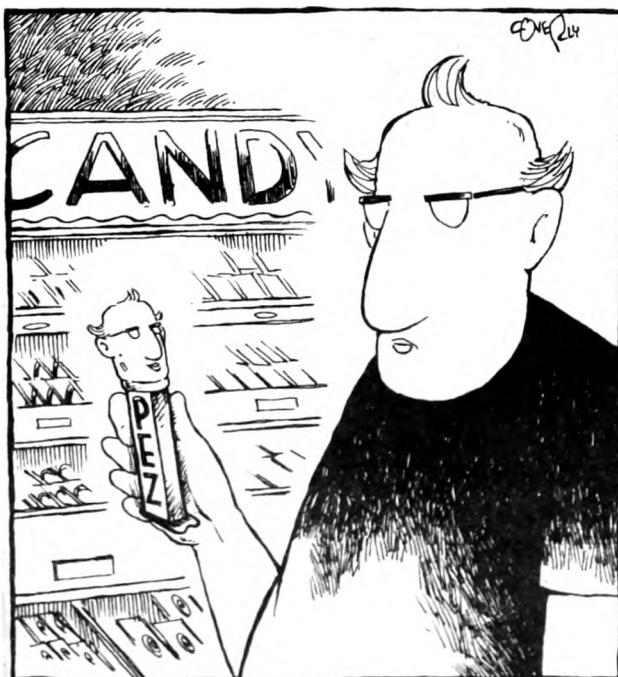
We want  
to hear from you!

Did your store recently celebrate an important anniversary? Are you providing a service that is unique?

The AFD Food & Beverage Report will print new product releases as space permits. The service is free to AFD members. Each month we also write feature stories about our members' businesses. If you would like to see your name on the pages of the AFD Food & Beverage Report, call Tom Amyot at (248) 557-9600.

## The Grocery Zone

By David Coverly



FIRST CLUE THE WORLD DOESN'T TAKE YOU SERIOUSLY.

# A salute to those who help others

## Donate Your Surplus Food To Forgotten Harvest

Forgotten Harvest, Metro Detroit's mobile food rescue program, wants your surplus food to feed hungry people. Forgotten Harvest is a non-profit organization that provides hunger relief through a prepared and perishable surplus food program. Over the last 10 years, Forgotten Harvest has been collecting food that would otherwise be thrown away. Donated food is collected from grocers, bakeries, dairies, caterers, meat and produce distributors and other health department approved establishments. Forgotten Harvest vans transport donated food directly to soup kitchens and shelters in the tri-county area.

Currently, Forgotten Harvest works with more than 60 food donors. Donors include S & S Deli, Spartan Stores, Kowalski Sausage Company, Honeybaked Ham and Golden Valley Dairy. Forgotten Harvest's refrigerated vans transport over 80,000 pounds of food each month. According to food industry standards (1 pound = 1 meal), this is equivalent to over 1,000,000 meals each year. Food donations may be made, routinely or sporadically, Monday through Friday, generally with one business day notice. A professional food handler will pick-up and transport the donation, in a refrigerated van, directly and anonymously to one or more Forgotten Harvest registered feeding agencies. Agencies include Capuchin Soup Kitchen, Detroit Rescue Mission, Baldwin Avenue Community Center, Lighthouse of Oakland County and the Salvation Army.

Forgotten Harvest does not charge for this service. However, financial donations are vital to keeping this program available to the hungry in our community. Forgotten Harvest relies on individual, business, and corporate contributions, grants, trusts, and fundraising events. For the most recent fiscal year, nearly 90% of the organizations' expenditures were for the food program services. All donations to Forgotten Harvest are tax-deductible to the extent permitted by law. Food donations are protected by the Bill Emerson Good Samaritan Food Donation Act.

For more information on Forgotten Harvest, becoming a food or financial donor or to receive a copy of the Good Samaritan Act please call the Forgotten Harvest office at (248) 350-FOOD (3663). Business hours are Monday-Friday, 9:00am-5:00pm.

## Grocers give 1,800 turkeys to needy families

19th Annual Event

Turkeys handed to needy families across Metro Detroit



This year, AFD and its members raised enough funds to provide 1,800 families with turkeys for their Thanksgiving dinners in Detroit, Berkley, Ecorse, Oak Park, Highland Park, Ferndale, Southfield and Pontiac.

This is the 19th year that AFD has given away turkeys for the holidays. On Tuesday, November 23, AFD volunteers loaded a refrigerated truck with turkeys, bread and stuffing and set out on its delivery route.

AFD gives turkeys to a variety of churches and civic organizations, who

then provide them to needy families.

In most cases, the families were waiting at the location for the AFD truck to pull up. The volunteers then hand the turkeys directly to the recipients.

"We had a commitment to provide 1,800 families with their Thanksgiving turkeys," says Joe Sarafa, AFD president. "Many retailers give back to their community all season long and get great satisfaction out of helping others. This is one way we can work together to help those in need," Sarafa added.

## Salvation Army Presents "Others" Award to Spartan Stores

At its annual civic luncheon, held Monday November 1, at the Amway Grand Plaza, The Salvation Army presented to Spartan Stores, Inc. its "Others" Award. Accepting the award on behalf of Spartan Stores and its associates was Spartan President and CEO Jim Meyer.

Legend has it that one New Years Eve William Booth, founder of the Salvation Army, wanted to send a telegram to Salvation Army forces around the world. After looking at the budget it was determined that all that could be afforded was a one word telegram. After much thought and prayer William Booth chose that one word that has been marching orders for Salvationists, that word was "Others."

It is the privilege of The Salvation Army to work with many caring and committed people and organizations, serving their communities. Some of these go the extra mile and embody that message of William Booth. The "Others" award is not given annually, but it is only given when a person or organization that shows a devotion to others comes to our attention.

Spartan Stores, Inc. is one such organization. For over 82 years Spartan Stores has served our grocery needs. But while doing that they also have taken the time to reach out into the communities they do business in. Currently they sponsor The Salvation Army's annual Christmas luncheon for Senior Citizens and for over 10 years sponsored an annual Christmas dinner. In addition to this event Spartan Stores is always there when The Army needs a helping hand with a special project.

Besides their relationship with The Army, Spartan Stores also is the largest contributor of food products to the Michigan Food Bank Network which includes West Michigan Gleaners, donating over 4 million pounds. They are the sole sponsor of the Special Olympics Michigan Summer Games and since 1982 have been the sponsor of The Walter Hagen (third largest men's golf tournament in the United States) Golf Tournament, raising over 2 million dollars for the American Cancer Society.

## Calendar

January 16-19

NABR 2000

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February 4

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Pennas, Sterling Heights, MI

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35th Annual Food Marketing

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May 7 - 10

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(202) 429-4521

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AFD works closely with the following associations:



FOOD INDUSTRY ASSOCIATION EXECUTIVES





**Champagne**  
Continued from front page

## Champagne is not just for New Years anymore

Jerry Mansour, George's partner, says that while the Millennium is fueling increases in Champagne business, it's not the only reason. "We're seeing some shortages because of a renewed interest in Champagne in general by Michigan consumers," Mansour is quick to point to a healthy economy. Consumers are willing to spend

money on items with status such as Champagne.

"After all, Champagne goes with everything," says Helen Pasakarnis, the executive editor for WXYZ TV 7 in Detroit, an attendee at the Harbortown soiree.

"Because of the Millennium, many customers will trade up this year," says Richard George, president of Wine Barrel Plus on Plymouth Road in Livonia. "Everyone pops a bottle of the bubbly on New Year's Eve, even if they don't at any other time. This year, because of the occasion, many are opting to buy a vintage versus a nonvintage."

Richard George says that contrary to popular belief, there is no shortage

of Champagne. However, vintage bottles - from 1989 and beyond - will be more difficult to find. "If we're seeing a shortage, it will be vintage bottles and DP (Dom Perignon)," he adds. The price of DP has gone up to retailers because of the demand.

## Champagne is to New Year's Eve what turkey is to Thanksgiving... or love is to marriage

The consensus is that availability may be limited in some cases particularly for some of the small-batch hand-made top of the line ultra-premiums. "The prices will continue

to go up depending on the brand. The better-known brands will be those where prices go up because demand continues to be strong. There will be no shortage at high-end restaurants like the Golden Mushroom and Opus One that always carry Champagne. They'll have the ultra premiums in stock," says Richard George, whose Wine Barrel Plus will be able to handle customer demand for the vintage and premium bottles.

The consumer buying frenzy is being fueled by skilled marketing on the part of the wine producers. Special Millennium-distinctive bottles and labels are selling well, and bigger sizes such as Methusalams (equal to eight magnums), and commemorative Jeroboams (equal to four regular bottles) are hot.

Some retailers including Tom George and Jerry Mansour, view the Millennium fever as a golden opportunity for creative retail merchandising. The pair were promoting sparkling wines at their recent wine tasting. "Our customers know: Buy now and don't be caught short. Drink some now and replenish it before the New Year," Mansour says.

Retailers are also recognizing this as a prime chance to introduce Champagne to a broader customer base by marketing it as a wine for any

**Contrary to popular belief, there is no shortage of Champagne. However, vintage bottles - from 1989 and beyond - will be more difficult to find. - Richard George, Wine Barrel Plus**

and all courses at the table and for any time of year.

Fortunately the desires of most consumers can be easily filled. There's a great deal of Champagne from which to choose.

According to Tom George, in addition to well-placed, well-distributed premium U.S. sparkling wines such as Chateau Ste. Michelle, Korbel, Domaine Chandon, and Mumm Napa Valley, there are many interesting bottles from other countries. These wines are made in the same way as Champagne and come with the romance associated with their home country, such as Spanish Cava, Italian dry Asti, Sekt from Germany, and sparkling Shiraz from Australia, each of which has its own special style and flavor.

So as sales keep bubbling along, it's important to maintain the momentum beyond the Millennium. Champagne can be the drink of choice for any occasion in the next century. And as Helen Pasakarnis says, "Champagne doesn't need an occasion, there are just as many reasons to enjoy it as there are stars in the sky!"

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## RDA puts money in your pocket

AFD member Yvonne Stoyan, administers a unique and specialized incentive program to retail stores that sell magazines. Called the Retail Display Allowance (RDA), it is a program that rewards prominent display of magazines in retail outlets at the checkout or on the mainline. Through an arrangement with national magazine publishers, Yvonne can find extra cash for retailers who sign up for her service.

Yvonne's remuneration is a percentage of the amount she recovers for the client.

The two most common forms of RDA reimbursements are the pocket payments and the 10 percent payment.

Pocket payments are fixed payments paid on a quarterly basis for each checkout display in a store or per the guidelines of a signed contract. For example, if \$7 per pocket is paid and the store has eight pockets, a

payment of \$56 would be made for each quarter that the displays are maintained.

Ten percent payments are made on a quarterly basis, calculated as 10 percent of the cover price, for each copy sold either at the checkout or on the mainline as per the guidelines of a signed contract. For example, if a magazine cover price is \$2.50 then the 10 percent payment would be .25 per copy sold. Therefore, if 300

copies of a magazine priced at \$2.50 were sold in a quarter, a payment of \$75 would be made.

"While an opportunity like this may seem too good to be true," says Yvonne, "I have years of experience getting extra money back for magazines sold." As a former employee of Ludington News, she administered the RDA for large chains. Now she can offer this service to independent grocers, small bookstores and liquor stores—in fact, any store that sells magazines.

As a consultant to the retail outlet, Yvonne will enroll the store, make a survey of the store and then fill out a contract to allow the dealer to participate in the RDA program. Yvonne monitors the RDA program to ensure that retailers receive all monies due them.

Retailers are paid on a quarterly basis. A charge of 10 percent of the total claim is accessed as a service charge for the compilation of the program. Yvonne charges one percent for filling out all the paperwork leaving the retailer nine percent.

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### FMI promotes Tim Weigner to director

Food Marketing Institute (FMI) announced the promotion of Tim Weigner to director, food safety programs.

In his new position, Weigner will direct food safety educational programs for FMI members. He is responsible for developing, publishing and editing FMI's *Supermarket Food Safety* newsletter. He will also manage training programs and activities associated with FMI's Food Protection Certification Program. Weigner will serve as FMI's industry liaison to FMI members, federal and state public health government agencies (including FDA and USDA), academia, and allied industry and other associations on retail food safety, sanitation, hygiene and regulatory compliance issues.

### Telephone Tip For Slamming

Your long distance carrier you chose may not be the one that is providing your long distance service. Ensure your long distance service is being provided by the carrier that you chose, call Telecommunications Association of Michigan's hotline at 1-700-555-4141. A recording will tell you who is currently providing your long distance service. Confirm your long distance carrier. If slammed, contact your long distance company and resolve the issue.





# Budweiser

## KING OF BEERS®

Season's Greetings.  
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*This Holiday Season Budweiser Reminds You To Know When To Say When®*

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# Collecting bad check payments electronically is now possible

In 1996, over 750,000 checks bounced each day in the US (Nilson Report). Last year, the National Automated Clearing House Association approved a process called Electronic Check Representment, to help rectify this.

Electronic Check Representment allows the collection of NSF (Non-

Sufficient Fund) checks to be electronically collected from the bank account of the person writing the check. This is done via the Automated Clearing House (ACH) Network.

ACH is the network that allows financial institutions to exchange payments on behalf of business

customers and consumers. The process allows ACH participants to use a Pre-authorized Payment and Deposit (PPD) Standard to initiate these transactions.

The PPD rule requires businesses that use this service to notify check-writers, at the point of sale or on monthly bills, that NSF checks will be

electronically collected for the face value of the check and the collection fee. The electronic process starts after the original paper check is returned NSF by converting the paper check into an electronic transaction and debiting the customers' account for the amount of the check and the collection fee.

eBancCorp, a Minneapolis, MN-based company, is setting up a nationwide sales network to offer the Electronic Check Representment service to retail merchants and companies that utilize checks as a method of payment. eBancCorp. wants to help merchants recover what is rightfully owed to them.

Keith Theisen, Vice President of Norwest Bank, led the NACHA Rules Work Group that developed the rule. He said, "The collection of returned checks through the ACH Network can bring substantial cost and time savings to businesses, consumers and financial institutions. Respondents to the group's request for comments estimate that costs associated with representing an NSF check can be reduced by up to 50 cents per check for businesses, and one dollar per check for financial institutions. Lower costs also make the collection of small-value checks more cost-effective." In addition, NACHA projects that the rate of successful collection could increase by 25 to 50 percent.

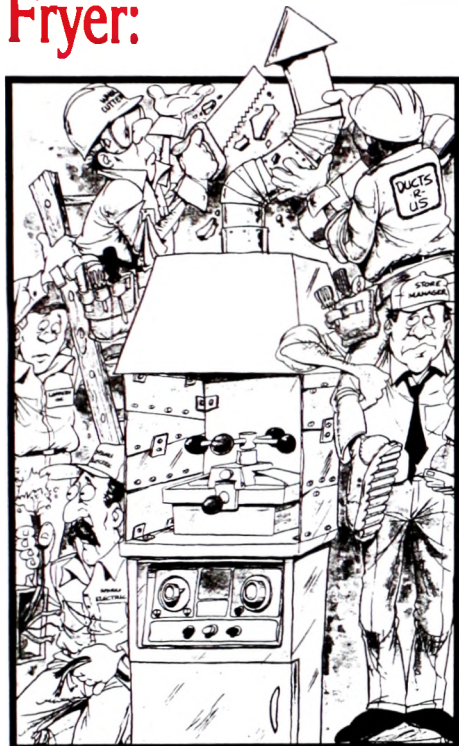
Consumers will benefit from the new provision, too. Hai Piotrowski, Vice President of Charter One Bank and the Chairman of NACHA, said, "Use of the new ACH check collection transaction will result in quicker removal of negative information from check verification databases, which many merchants use to screen out bad check writers.

This means that consumers will be able to write checks again sooner."

Merchants can now take advantage of this new banking rule. In an interview with David Arvidson, President of eBancCorp, Mr. Arvidson said, "Merchants can now collect NSF checks electronically. With our service there is no cost to the merchant and collection ratios and speed of collection are improved dramatically."

eBancCorp can be contacted at 1-888-514-3400. Visit the eBancCorp web site at [www.eBancCorp.net](http://www.eBancCorp.net).

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# Michigan Sugar Company celebrates 100th anniversary of its Caro facility

A 100th Anniversary open house and tour of the Michigan Sugar Company took place Thursday, November 11, 1999 in Caro, Michigan.

Michigan Sugar Company produces Pioneer Sugar in four locations in Michigan (Carrolton, Caro, Croswell and Sebewaing). Michigan's only American owned sugar company, it produces 70 percent

of the state's production. The Caro facility is the oldest operating sugar beet plant in the nation.

Tributes were given by State Representative Mike Green; Ron Moffet, a representative of Governor Engler's office and U.S. Congressman James Barcia read a Congressional tribute.

To honor employees of Michigan Sugar Company, a check was

presented to Caro Community Hospital by Michigan Sugar Company President and CEO, Mark Flegheimer; Factory Manager, Dan Mashue; and Union President, Dean Hutchinson.

Attendees were treated to lunch and refreshments along with historic presentations, children's activities, tours and a grand prize drawing.



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## Customer loyalty shopping program comes to Whole Foods Market

With the recent introduction of **Whole People Rewards Program**, Whole Foods Market and Merchant of Vino/Whole Foods Market customers can enjoy the benefits of a loyalty shopping card that provides shopping discounts, free products, coupons, and gifts.

"This program is a tremendous boon for the customer," says Metro Marketing Director, Susan Bellinson. "We'll be able to tailor the program to the individual customer in an effort to help them save on their shopping bill."

During the current program cycle that runs through September 30, 2000, customers will earn one point for every dollar they spend at Whole Foods Market and Merchant of Vino/Whole Foods Market locations. Then, they will receive different benefits as they reach specific point thresholds. For instance, at 250 points the customer will receive a book of coupons; at 500 points, a one-time coupon for 10% off in a favorite department; at 1000 points they will then receive 10% off in their favorite department for the remainder of the program year. When the customer reaches gold card status at 2500 points, in addition to their 10% departmental discount, they will also receive a 20% discount in their favorite department on the first Wednesday of each month.

"We've had this program in place in our Chicago stores for a year, and the customers love it," said Bellinson. "We anticipate a similar success for our Michigan stores."

Whole Foods Market is a natural foods supermarket chain with more than 90 stores nationwide. Michigan locations are in Rochester Hills, Troy, Birmingham, Farmington Hills, and Ann Arbor. A West Bloomfield location will open in February, 2000.



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- 1/8 page ad in the Food & Beverage Report

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- 1/4 page ad in the Food & Beverage Report
- Use of one company product at the dinner (or one additional slide)
- \$650 for each additional table

## GOLD SPONSOR—\$6,000

- Two tables of ten (10) for dinner (Prime Seating)
- Ten (10) company photos in slide show
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- Use of two company products at the dinner (or two additional slides)
- \$600 each additional table

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- Use of four (4) company products at dinner (or four additional slides)
- \$500 for each additional table



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Call AFD Special Events Director Tom Amyot at (248) 557-9600 for details & reservations.



## Invention of clever gadget allows for drip-free outdoor grilling

B.B.Q. Basting Buddy is an innovative new gadget invented by buddies Glenn Cox and Al Flores. The product is a barbecue basting brush that screws onto the top of 85 percent of the barbecue sauce products on the market. When the bottle is tipped the sauce flows through the cap onto the bristles of the brush and then on the food that is being grilled. A lever regulates the flow of sauce, and prevents sauce that has come in contact with food flowing back into the bottle. It eliminates carrying a brush and bowl of sauce to the grill. B.B.Q. Basting Buddy is dishwasher safe and a clever chef's hat forms the lid that protects the contents when not in use.

"I was trying to figure out a way to get the barbecue sauce onto the food and keep the grill clean," says Cox.

Cox took his idea to his co-worker, Al Flores. They designed a prototype and have been successfully selling B.B.Q. Basting Buddy at trade shows.

Farmer Jack agreed to stock it in the metro Detroit area. At Farmer Jack, B.B.Q. Basting Buddy had an outstanding 80 percent successful sales rate for the past summer season.

"We've been developing this for several years," says Al Flores, "so we

are real happy that our product has been so well received."

B.B.Q. Basting Buddy is available through Uneek Enterprises, Inc., of Livonia. For information or to order call (877) 474-5528.



## ZONE Vodka offers "Drink Different" Bartender Contest



R&A Imports is presenting the 1st annual ZONE Vodka "Drink Different" Bartender Contest to inspire all bartenders across the country to create original ZONE Vodka recipes for the new millennium. Cash and prizes totaling over \$10,000 will be awarded in six drink categories. To enter, all participants must do is submit their recipes on the

Bartender Contest page of the ZONE Vodka Web site ([www.Zonevodka.com](http://www.Zonevodka.com)) or mail it in on a postcard "entry form" provided by your local ZONE distributor. Rules and Regulations, Judging Criteria and Prizes are all specified on the postcard and Web site. For more information call (310) 454-2247.

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## Budweiser celebrates the millennium

Budweiser is commemorating the millennium with new, limited-edition package graphics on two billion bottles and cans—the brand's biggest special packaging initiative in its 124-year history—along with a limited-edition Budweiser magnum bottle.

Budweiser will be available in packages featuring distinctive, commemorative labels through January 2000. New millennium graphics will appear on all 12-ounce longneck bottles and 12-ounce cans of

genuine Budweiser beer, as well as 6-pack, 12-pack and case cartons.

Budweiser is also producing a limited-edition magnum bottle available through the holiday season. The bottle is a black glass container that resembles a traditional champagne bottle and contains 46 ounces of original Budweiser. It includes a red foil wrap, cork and wire closure.

The magnum bottle will be sold as part of a special gift box set.

## New products available through Garden Foods

Ferolito Vultaggio & Sons, makers of Arizona Iced Tea, have expanded from their beverage roots to compete in the competitive snack food market, with the introduction of Blue Luna Salsa 'n' Chips.

Packaged in a convenient "travel tray," Blue Luna Salsa 'n' Chips partner a delicious medium-hot southwest style salsa with a bite size chip made from whole kernel ground corn.

Display cases are available to promote the product. The salsa and

chips trays are priced at 1.49 each.

Ferolito Vultaggio & Sons also introduced Blue Luna Café, a line of ready-to-drink coffees in two flavors: Café Latte and Lite Café Mocha. Both are made from a gourmet blend of French Roast Coffee and Milk, with the lite product having 50 percent less calories than competitive ready-to-drink coffee products already on the market. Both flavors are available in 12.5 ounce bottles. For more information contact Jay Barada at (313) 584-2800.



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## Miller Genuine Draft takes gold medal at beer festival

*Award brings MGD medal total to five*

Miller Genuine Draft recently won the Gold Medal in the American-Style Premium Lager category at the 18th Annual Great American Beer Festival in Denver.

This year's Gold Medal brings to five the number of medals held by

Miller Genuine Draft, a packaged-draft beer introduced nationally in 1986. It took Silver medals in the American-Style Premium Lager category at the 1992, 1997 and 1998 festivals and a Bronze medal in a different category in 1989.

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## New Rules For Check Cashing And Money Order Services

On August 20, 1999, the Treasury Department published rules requiring money services business, such as check cashing firms, money transmitters, providers of money orders, and foreign exchange agents to register with the Department's Financial Crimes Enforcement Division. The purpose of these rules is to crack down on money laundering. The Secretary of the Treasury, Lawrence H. Summers, said in a statement that it was the Department's purpose to enhance anti-money laundering requirements for money services businesses.

According to the Treasury, some

money services businesses have been used in complicated transactions to transfer the proceeds of illegal activities and avoid the requirements of the Bank Secrecy Act. In 1994, the Money Laundering Suppression Act was passed by Congress after it found that much of the industry was not being regulated and required the registration of money services businesses.

It has taken the Treasury Department this long to publish its rules. The new initiative requires money services businesses to register with the Treasury by December 31,

2001. There are substantial criminal and civil penalties for failure to register. The registration must be renewed each year.

It appears from the Act that money order agents, whose sale of products and services exceeds \$100,000 per month, must register. In addition, high volume check cashing operations, whether they are associated with a retail store or stand-alone may also have to register. There are also civil penalties for failure to register within the rule for up to \$5,000 for each violation and each day of the violation.

In recent years, there have been several indictments involving the

question as to whether or not check cashing services businesses were just another form of money laundering. The interpretation by the Courts thus far has been very broad. Even if the check cashier or money services business does not have actual knowledge that the checks it is negotiating are the result of criminal activity, the company can be held liable under existing law.

This new Act takes it to a new level requiring in advance that each money services business and, in some instances, their agents must register with the Federal Government.

For further information concerning the Act and whether or not you as a money services provider must register, you should contact your accountant or your attorney. The Treasury Department's final rule was published in the August 20, 1999 issue of the Federal Register, 64 Fed. Reg. 45, 438.

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## Welcome new members!

The Associated Food Dealers of Michigan welcomes these new Retail Members who have joined in July through September 1999:

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*The Pioneer® tradition continues...*



*Michigan Sugar Company is a subsidiary of Imperial Sugar Company.*

# Hunting the good life balances Pontiac grocer's world

by Ginny Bennett

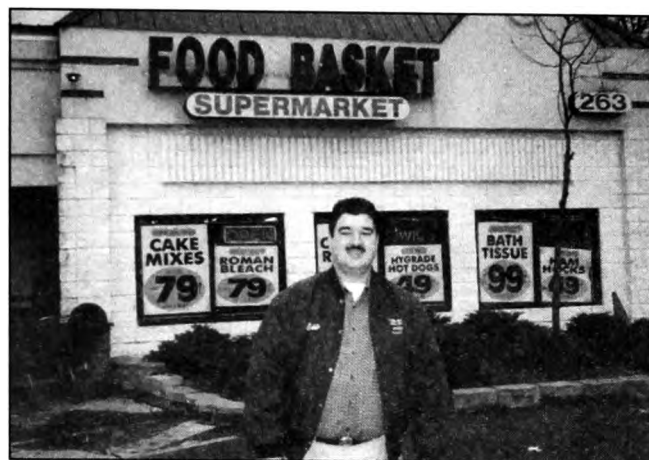
From the master office in the corner of the entrance of Food Basket Supermarket, Eddie Kassab can survey the store and all the comings and goings of his active neighborhood supermarket. He directs traffic as he shuffles employees from one station to the other, trying to maximize his workers, of which these days, he is usually a little short.

Eddie, his brother Mike Kassab and Mark Karmo are partners at Food Basket Supermarket. Located at 263 Auburn Road, the store is a few blocks from Pontiac's Phoenix Center. The trio also owns "Mison Sok" Laundromat which is next door and shares the parking lot. Food Basket Supermarket and Mison Sok employ 11 people, including Eddie's sisters Susy Kassab, Karen Elyas and his sister-in-law Sarah Elyas, office managers. The store manager is Amer Dally.

Sharing work time with his partners allows Eddie some free time. He is devoted to his special interests including family and home; hunting and fishing; and the AFD turkey drive, his favorite AFD activity.

Eddie is proud of his big family of six children. He and his wife Rosalie are parents of five girls, ages 1, 3, 6, 9 and 11 and a 13-year-old son. The family will soon move to a new home being built in Clarkston.

A couple of times each month they escape "Up North" where Eddie has a cottage and 80 acres where the children can ride four-wheelers. Living on the land is the life Eddie enjoys most. He is a sportsman and lives for the opportunity to bow hunt and fish. His brother Mike enjoys hunting too, and when this writer and Eddie were doing this interview Mike



Eddie Kassab in front of his Food Basket Supermarket.

was elk hunting in Colorado. A mounted salmon over the office fireplace demonstrates Eddie's prowess.

Eddie is also a successful fundraiser. He has become one of the AFD turkey drive's most dependable volunteers. Eddie meets with other store owners, asking them to contribute, and then helps distribute turkeys to the Pontiac NAACP and Oakland Human Services. He sees this as a great way to help the needy and benefit AFD. The turkey drive also benefits Food Basket Supermarket, as residents and customers see this community service in a positive light.

Sharing comes naturally for Mike and Eddie since they come from a family of fourteen siblings. They are two of nine brothers and five sisters, the children of Sabria and Shamon Kassab. In Iraq, Shamon was a miller and in the U.S. his family has owned numerous convenience stores. Eddie began working in a store at age 17. He became a partner in a Downtown Detroit convenience store at John R. Street and Ruskin, across from 1300 Beaubien, the county jail.

The brothers, along with Mark Karmo, bought Food Basket Supermarket in 1972. Karmo is an active board member of AFD and a

former board chairman. They extensively renovated the 12,400 square-foot building a couple of years ago. It is a Roundy's Quality store.

Then five years ago they bought Mison Sok, the laundromat.

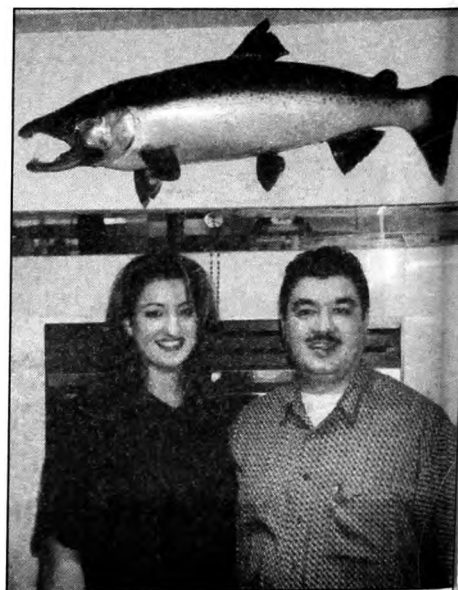
The name "Mison Sok" has a bit of an oriental sound to it, but it is a name thought up by Eddie's son. Cleverly, he said, "socks are always missing in a clothes washer, we can call it 'missing sock.'" Everyone agreed it was the perfect name!

In addition to the grocery store and laundromat, the brothers run a successful wholesale business on the side.

If it is this good economy that allows the Kassab's to enjoy their hobbies and build a new home, it is also the good economy that presents problems for store owners. Eddie laments that it is so difficult for an

independent to compete for employees. Also, he says the strong economy has created another problem for store owners—a generation of young people that don't cook and therefore buy fewer groceries. "They eat in restaurants and eat a lot of junk food," he says. "In this way the strong economy hurts our business."

Without having to say so, it seems Eddie's philosophy of life includes keeping a delicate balance between hard work, family, hobbies, fun and volunteer work. "Hard work is my business philosophy," says Eddie, I especially wish to thank all my faithful employees and customers for making my business as successful as it is." In his free time Eddie Kassab is hunting for all the good things life has to offer.



Eddie poses with his salmon trophy and sister-in-law Sarah Elyas.



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## Employee terminated for theft of co-employees tortilla chips may maintain race-discrimination claim

Employee theft usually provides an employer with a legally "safe" reason for terminating an employee, especially when the employee admits the theft. As the following case illustrates, however, sometimes a legitimate reason for termination is not enough to avoid a discrimination lawsuit.

An unloader for Wal-Mart who admitted to eating a co-employee's tortilla chips without permission was terminated for "gross misconduct." The unloader, who was African

American, had found an open bag of tortilla chips on the counter in the employee break room and was subsequently caught eating the chips by the owner of the bag. The co-worker took her chips back, and the next day, the unloader apologized to her. The co-worker did not complain to anyone about the incident.

A supervisor who overheard employees discussing the incident asked the employee whose chips were stolen to write a statement about the incident and determine from the

statement that the unloader's theft constituted "gross misconduct" under Wal-Mart's policies. The unloader was then terminated, and he subsequently sued, alleging that white employees who engaged in similar acts of misconduct were not terminated.

Although Wal-Mart was granted summary judgement by the district court, the Seventh Circuit Court of appeals reversed the decision and reinstated the unloader's race discrimination claim. Crucial to the

court's decision was the fact that the unloader offered evidence that a white co-worker (in fact, the owner of the chips) had also committed gross misconduct by lying to a supervisor about being late to work, but had only been "counseled," rather than terminated. The court also was suspect of Wal-Mart's argument that it had terminated seven other non-minority employees for theft, since those terminations involved much more serious incidents of theft than "eating a handful of Doritos from an open bag on a countertop."

This case illustrates the importance of consistency and proportionality in discipline. Employers should carefully consider which offenses merit termination, especially when a company policy does not directly address the offense at issue, as Wal-Mart's did not in this case. Due regard should be given for whether a particular policy decision would appear "fair" under the circumstances. Once an employer determines which offenses merit termination, it is crucial to enforce the policy consistently with all employees.

## Benefits of meat irradiation

Agriculture Secretary Dan Glickman announced a proposal earlier this year to authorize irradiation of raw meat, the only known method to completely eliminate E-coli. Irradiation also lowers the levels of other harmful pathogens. Glickman said that irradiation should not replace other food safety techniques; rather, it should be used in tandem with current safety procedures. Labeling requirements were also proposed so consumers can choose whether they want to buy irradiated food products. The American Meat Institute, USDA's Food Safety and Inspection Service, the National Food Processors Association and the Grocery Manufacturers Association have all indicated their support for Glickman's proposal.

However, the American Meat Institute wants to expand Glickman's proposal to include processed meat, such as hot dogs and luncheon meats, which have been the focus of outbreaks of listeria. Thomas Billy, Administrator for USDA's Food Safety and Inspection Service, said FDA approval for irradiating processed meats would need to be come first, prior to expanding the current proposal.—NACS

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## Tri-County Pest Control

*Building a foundation on service*

by Ginny Bennett

Tri-County Pest Control serves Southeast Michigan and beyond, providing advanced solutions for a variety of pest control problems for residential, commercial and industrial sites.

As members of the National Pest Control Association (NPCA) and the Michigan Pest Control Association (MPCA), Tri-County Pest Control is fully licensed to prevent and control a variety of pests and also monitor existing conditions according to terms of the agreement between the company and its customers.

Tri-County Pest Control has grown from one technician and a handful of clients in 1963 to become a leader in the field. Founded by Arthur Baker, the company has been under the leadership of his son Charles, the company president since 1979. Unlike some companies that can only deal with one specific pest, Tri-County Pest Control can deal with nearly every intruder, ranging from

flies and fleas to rats; from roaches to rodents; and from bees to birds and bats. Capable of inspecting the invisible sites where termites, carpenter ants and roaches reside, they are called on to inspect buildings for wood-destroying insects or to verify the condition of real estate before purchase.

Kenneth Matheny, Tri-County Pest Control marketing director, says that when he evaluates a facility he usually will find a number of potential problems. Sometimes they aren't obvious, like drain flies, but are still important none-the-less.

Ken informs the client about Implemented Pest Management (IPM), which is considered a much more important tool in modern pest management today than the mega-pesticide spray blast of the past. Working in partnership with Tri-County Pest Control, store owners, maintenance personnel and management can learn how to prevent the problem.



(L) Marketing Director Kenneth Matheny and President Chuck Baker

"Pest management involves more than just baiting, trapping or applying pesticides," says Ken. "First we evaluate the property, set the appointment and then send the technician out to deal with the problems found during the inspection."

"We are committed to providing the highest degree of integrity and professionalism while protecting the health and property of our

customers," says Charles Baker, president of Tri-County Pest Control. Technicians receive ongoing training in the latest advances while complying with all federal, state and local laws.

He suggests using the following NPCA and MPCA guidelines to choosing a service:

•A good place to start is to ask

**Continued on page 30**

*And it was said of him  
that he knew how to  
spend Christmas well, if  
any man alive possessed  
the knowledge. And may  
it be said of us,  
and all of us. And so,  
as Tiny Tim  
exclaimed, God  
bless us, everyone!*

*—A Christmas Carol*

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## Safe at work, electrical safety rules to live by

Electricity is the most common energy source used today and it's very safe – as long as we remember to treat it with respect. A list of general safety reminders follows. Adapt these concepts to your own work environment and keep in mind your company's policies and local, state and federal regulations which apply to your business.

**Keep up to date.** It's always important to keep your building's wiring up to date. As your store or other business operation adds or replaces electrical equipment, it's important that your electrical system is capable of safely handling these changes.

**Inspect regularly.** Whether you're working indoors or out, inspect cords and plugs regularly and replace damaged ones. To prevent damage, pull by the plug – not the cord – when unplugging a tool or equipment.

**Make safe choices.** Overloading means overheating and that could spell F-I-R-E. Limit the amount of equipment plugged into each outlet. Don't exceed the recommended wattage when replacing light bulbs or the recommended amperage when replacing fuses. If you must use an extension cord, make sure it is the right capacity for the tool or equipment with which it is used. For outdoor use, select tools and equipment with heavier wiring, special insulation and a three-prong, grounded plug. Indoors and out, use only appliances, tools, lighting and extension cords approved by a nationally recognized testing laboratory, such as Underwriters Laboratories.

**Water and electricity don't mix**  
Water and your body (which is 70% water) are excellent conductors of electricity. Be sure outdoor outlets and outlets near wet areas (kitchen, lavatory, garage, etc.) have ground fault circuit interrupters (GFCIs) to prevent serious shock injuries. Choose double-insulated tools. Never step into a flooded area if water is in contact with electrical outlets, equipment or cords.

**Stop shock.** Use grounded or GFCI-protected outlets to prevent shocks from equipment or tools. Double-insulated hand tools have a nonconductive housing, handle and switch button.

### Caution – downed wires!

Our power lines and equipment are built to meet rigid state and national safety standards under normal conditions. But when high winds, heavy icing conditions or severe storms hit, power lines can come down. Never touch a downed power line or anything it is in contact with – even if there are no sparks. A live wire may whip or sweep through a wide area looking for a ground. A ground is the earth or something

touching the earth, like a fence, puddle, or even a tree. A live wire that has already found a ground may lie silently but be equally deadly. Report any downed wire to us immediately by calling 1-800-477-4747.

### Safely operating generators

When using a generator, it's important that you follow all operating procedures carefully. If you don't have a power transfer switch installed for your generator, shut off your fuses or main circuit breakers

and any service disconnects at your electrical panel. This prevents the generator from feeding electricity back into the power lines. Protect repair crews and your coworkers. Backfeed can seriously injure or kill.

### Know what to do in an electrical emergency

#### Downed wires

Never touch anything, or anyone, a downed wire is in contact with. Call Detroit Edison immediately at 1-800-477-4747.

### Electrical shock

Act quickly but keep yourself out of danger. Never touch a person who is being shocked. If possible, shut off the power source. Begin CPR immediately after the victim is cleared from contact and call for medical help immediately.

#### Electrical fire

If you can do so safely, shut off the power at its source. Use

See Edison, Page33

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*By Commissioner Don Gilmer*  
This holiday season Michigan Lottery retailers can help Lottery players with their gift-giving needs by giving themselves the best gift of all — a fully stocked instant game

## Lottery Lowdown

# Great Gifts in an Instant!

counter! As you already know, instant tickets make the best stocking stuffers. By offering a wide variety of these fun and exciting games, retailers will be able to maximize their commissions.

While all varieties of instant tickets are popular among players, you may want to consider keeping your counters stocked with \$2 instant games this holiday season. Lottery retailers are now receiving a 7-percent sales commission for all \$2 instant games introduced during

fiscal year 1999-2000 (October 1, 1999 through September 30, 2000). So, for every \$2 instant ticket you sell during that one-year period, you will receive a 14-cent sales commission!

There are several \$2 instant tickets available at this time, including "Lots O' Spots Bingo" and "Holiday Bonus" — both introduced in November, as well as two more \$2 tickets introduced this month. This December, the \$2 "Blackjack Doubler II" marks the resurgence of an old favorite for Michigan Lottery players, offering a top

prize of \$21,000. "Hot Numbers" — the other \$2 ticket released in December — will warm up the cold winter months with a \$30,000 top prize.

Two other instant tickets also debuted in December — the \$1 "Party 2000" will help players ring in the new year with a \$2,000 top prize, and the \$1 "Casino Royale" offers players five different casino play styles and a top prize of \$5,000.

This attractive line-up will definitely put your customers in the holiday spirit. Be sure to ask for the sale and remind your Lottery players that instant games make the perfect gift during the holiday season and year-round. The Lottery will support your in-store efforts with festive point-of sale materials and targeted advertising throughout the holiday season.

**New Year — New Bonus!** The new year will bring Michigan Lottery retailers more bonus money than ever before! Retailers all across the state are looking forward to the Lottery's expanded retailer bonus commission that goes into effect on January 1, 2000. Redeemed prizes over \$100,000 will earn the selling retailer a flat \$2,000 bonus commission. The new \$2,000 bonus applies to top prizes in The Big Game, Michigan Lotto, Keno and the instant games. Retailers will continue to receive the existing 2-percent bonus commission for prizes between \$601 and \$100,000.

**Marketing Excellence.** Coming up with innovative ways to attract and retain Lottery customers isn't easy, but the Michigan Lottery has a definite advantage. Tom Egan, the Lottery's deputy director for marketing, was recently awarded the Powers Award for Performance Excellence in Sales and Marketing.

Egan received the award at the North American Association of State & Provincial Lotteries (NASPL) annual national conference. The award was given in recognition of Egan's consistent and innovative efforts to increase sales and product offerings at the Michigan Lottery.

**Happy Holidays!** I want to wish you and your families a very safe and happy holiday season. As we prepare to enter the year 2000, I want to thank you for all your hard work and dedication. Your enthusiastic support of Michigan Lottery products has a direct impact on the Lottery's success each year. I cannot stress enough how much your efforts are appreciated!

It has become clear to me over the past year that the Lottery is only as strong as its retailer base, and Michigan has the best network of lottery retailers in the country. I am truly looking forward to reaching even greater heights together in 2000. Best wishes!

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## C-Store Discovers Benefits of Pre-Employment Testing

Last November, Russell Estes, Human Resource Director for the Git-N-Go chain of convenience stores in Oklahoma, was considering whether he should add testing to his hiring procedures.

As part of the decision-making process, Russell was comparing the results of our INSITE Attitude Evaluation to the interviewer's assessment and the standard drug, reference, and criminal background

checks.

While conducting a group hire, he noted that while one applicant had high INSITE Attitude Evaluation scores in every trait measured (customer service, dependability, initiative, safety, and values), his validity score was a very low 40%.

In line with their standard procedure, the company extended this fellow a job offer contingent on the results of the other routine checks.

The applicant joined the newly hired group and had three days of training under his belt when the results of the criminal background check came in. As it turned out, the new hire was, in fact, a convicted felon who had served a 3-5 year sentence.

Russell told us, "While it's not that Git-N-Go doesn't believe a person can return to the 'straight and narrow,' the employment of a convicted felon is strictly prohibited

by our State Lottery Commission."

He went on to say, "It probably cost us \$200 in pre-employment processing fees, to say nothing of the time we invested in this new hire. Money and time that would have been saved if we had been using the INSITE Attitude Evaluation as an up-front screening tool."

To find out more, call Heather Killough, 800-627-HIRE (4473) ext. 22.

### NACS offers reference manuals

The National Association of Convenience Stores (NACS) has developed numerous books, reference manuals, videos and other aids to help the convenience store owner. Here are a couple:

#### NACS Category Management Guidebook

The competitive nature of the convenience store business tells us that we need to keep our focus on our real boss—the customer. Success depends on keeping ahead of the competition by having the tools to better understand and respond to the customer's changing needs. Category management helps capture lost sales by reducing out-of-stocks, increases gross profit by improving promotional effectiveness and improve return on inventory investment by increasing turns. The NACS Category Management Guidebook, developed by a task force of industry practitioners, provides convenience store retailers with the frame-work needed for taking a systematic approach to improving sales and profits. Templates and spreadsheets are included on the disk. Published in 1998

Order #Q4001 \$225  
NACS Member Price: \$150

#### Energy Conservation Design Manual

- One-Stop Reference on Convenience Store Design Topics
- Americans with Disabilities Act and Store Design
- CFCs and Energy Management Computers
- Sample Load Calculations for Convenience Store-Specific Equipment

A thorough examination of issues to consider when designing an energy efficient and cost-effective store that complies with government regulations. Published in 1996

Order #M1 018 \$145  
NACS Member Price: \$95

To order, call 1-800-966-NACS.

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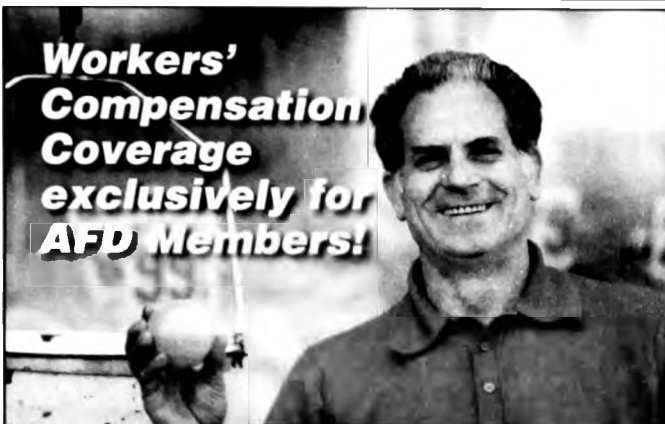
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## Workers' Compensation Coverage exclusively for AFD Members!



*Meadowbrook & Star wish you all the best this holiday season.*

The AFD has teamed up with Southfield-based Star Insurance Company to provide workers compensation insurance coverage exclusively for AFD members.

Star is a specialist in designing workers compensation programs for trade groups and associations nationwide.

Star is rated "A-" (excellent) by A.M. Best, and holds an "A+" Insurer Financial Strength Rating from Standard & Poor's.

For more information about the AFD/Star workers compensation insurance program, please contact Judy or Dan at AFD, (800) 66-66-AFD.

or for a prompt quotation, please call Cathy Markatos at (800) 482-2726, ext. 8221.



## Pests from page 26

someone you know who has used pest control services.

•Membership in the national and state, or local pest control associations is a good indicator that the company has access to modern technical information and is committed to further education.

•Reach a complete understanding with the company before work starts; find out what the pest is, how the problem will be treated, how long the period of treatment will be, and what results can be expected.

•Be sure you know what is guaranteed and what is not.

•Buy value, not price. What appears to be a real bargain may need a second look.

•Check your local Better Business Bureau to see if complaints have been filed against the company you have in mind.

Tri-County Pest Control has expanded beyond Macomb, Wayne and Oakland Counties to service customers as far north as Lewiston, the Greater Flint area, Bay City, Saginaw and Port Huron and many other areas. This winter instead of going through a slow period with lay-offs, like many pest control companies are forced to do, Tri-County has added personnel and



anticipates they will be trained and ready to meet any challenge when Spring comes.

"We are able to respond the same day or the next morning, depending on how late in the day the call comes in," says Ken. "We don't expect our customers to have to wait for a response."

Some services can be performed on a one-time basis, subject to a 90-day guarantee, or customers may sign a one-year agreement. Unlike a "traditional" contract, Tri-County Pest Control uses a simple service agreement that says at any time during this agreement, if Tri-County fails to uphold the terms written within, the agreement may be canceled with 30 days notice without any hassle or cost to our customer.

For more information visit their website at <http://www.tricountypestcontrol.com> or call (810) 296-7590.

## Lower Your Taxes!



ALTERNATING HEMIPLEGIA FOUNDATION (AHF) is now one of the charitable organizations participating in the Charity Motors Car Donation Program.

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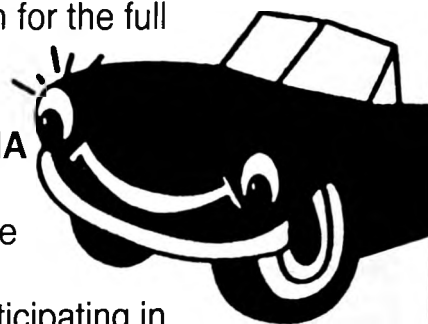
You can donate a car, motorcycle, RV, Boat or any other vehicle you no longer want or need!

You'll receive a tax deduction for the full value of the vehicle; and you


can designate the **ALTERNATING HEMIPLEGIA FOUNDATION (AHF)** to receive the proceeds from the sale of your car, boat, etc.

If you are interested in participating in this program, please call Richard George at **1-888-557-5757** or **(734) 762-0020** and designate the **ALTERNATING HEMIPLEGIA FOUNDATION** as your charity.

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# Representative John Pappageorge is planning a bright future for Michigan

by Kathy Blake

When Representative John Pappageorge took office in Lansing, he had already served a lengthy and well-decorated military career. His skills gained in the Army more than qualify him for his duties in the political arena.

A freshman Republican, Pappageorge was elected by his Republican colleagues as majority caucus chair which he considers a great honor that is due in large part to term limits. "Freshman legislators are taking leadership roles and doing just fine," says Pappageorge. When Pappageorge ran for office, he promoted term limits. "I am the only candidate whose central platform was insuring a smooth transition to a term limited legislature. If you look at our delegation, we have a wide cross section of legislators representing the total population. There are a number of people who wouldn't have run for office if not for term limits," says Pappageorge.

When legislators have no more than six years in office, there is a sense of urgency to get things done. They aren't as concerned with perpetuating their career in that office. An example is whether to put the death penalty on the ballot, an issue that has been shoved aside for 37 years. This year it was discussed and voted down. It's important to note that term limits increase the willingness to take on issues that are very political and sensitive in nature, explains Pappageorge.

He represents the 41st district which consists of the southern half of the City of Troy, the City of Clawson and the northern half of Royal Oak.

A major issue for Troy, which is known for its Golden Corridor, is transportation—especially traffic congestion. "When I spoke with the Department of Transportation, they said we fix the worst roads first and I said fine, define worst. They defined worst as roads which are in need of repair. I noted that congestion was not one of the criteria," says Pappageorge. "If we want to protect the economic engine in this area that is driving the fantastic growth in our state, we need to do something about congestion or industry will move north." He said he knows of one manufacturer who moved north



because of continual inability to get his trucks onto I-75 during rush hour. With the prevailing "just-in-time delivery" business strategy, this delay in delivery was unacceptable. This is why we have to relieve traffic congestion by widening our roads.

The population in Troy alone is 78,000 yet over 90,000 work in the city. This has promoted growth in the retail district, particularly restaurant openings. The village of Royal Oak has a booming night life which creates more retail opportunities as well as traffic problems.

As majority caucus chair, Pappageorge is using his strategic and long-range planning skills to help maintain a well-knit caucus that keeps fellow representatives abreast of bills that need their vote. Pappageorge said his philosophy is a simple one: "What we need to do in good times is fix the things that we can't fix in bad times such as fix roads, bridges and buy one-time items such as computers. But these should be done as projects that do not become part of the baseline budget. Because once an expenditure becomes part of the base, it is perpetuated year after year and thus will raise pressures to increase taxes in bad times when the reverse will be what is needed."

Representative Pappageorge is a member of the Appropriations committee. He also was named to the Capital Outlay; Judiciary; chair of the General Government; and vice chair of the State Police and Military Affairs sub-committees.

The General Government

committee approves the budget for the Secretary of State, Attorney General and the Treasury.

The judiciary committee has been discussing how judges are paid. In the past, the state paid half and the county paid half. The county would later receive reimbursement by the state. Pappageorge has asked that the state just write one check for the entire amount, eliminating paperwork and the need for the reimbursement check.

Pappageorge has been working on an amendment

to the single business tax. Currently companies that gross less than \$250,000, don't pay the tax. The problem is that if a company grosses \$250,001, it has to pay taxes on that whole amount. Pappageorge wants to change the \$250,000 threshold to an exemption so a company with \$250,001 will be taxed only on \$1. "This would reduce state revenue by \$67 million. But that doesn't stop the incentive for businesses to hire more people," says Pappageorge.

Representative Pappageorge is also working on getting a fair amount back for Oakland, Macomb and Wayne counties from the hotel and liquor taxes they pay. He says the three counties get 88 cents back per dollar while the other counties get a disproportionately higher amount.

John Pappageorge was born in 1931 and raised on the east side of Detroit. He graduated with a Bachelor of Science from the U.S. Military Academy, West Point, New York in 1954. He gained a Master of Arts in Government and Politics, from the University of Maryland in 1971 and attended and taught at the U.S. Army War College from 1973 to 1977.

He served 30 years active duty in the Infantry—including two combat tours in Vietnam. His decorations include the Distinguished Service Medal, Superior Service Medal, four Legions of Merit, the Bronze Star, nine Air Medals, the Combat Infantryman's Badge and the Vietnamese Cross of Gallantry. He is airborne, ranger and pathfinder

qualified.

During the last four years of his military career from 1981-1984, Pappageorge was a member of the U.S. Secretary of State's Policy Planning Council. He worked on nuclear arms control issues on the council during President Reagan's first term. The council made recommendations to the secretary of state and input on presidential and secretary of state speeches.

From there, Pappageorge retired as colonel from military life and took his skills, education and training to work in the private sector at General Dynamics Land Systems in Sterling Heights as director of business and strategic planning. "At General Dynamics, they paid me well, but they could only make my in-box deeper, not wider. There wasn't enough responsibility," explains Pappageorge. "That's why I turned to politics."

His involvement in local civic and political affairs includes four years as an Oakland County Commissioner from 1989 to 1992. He served as First Vice Chair of the Republican Party of Michigan in 1995.

Serving as caucus chair and on the Appropriations committee keeps Representative Pappageorge busy and his three-hour round-trip commute to Lansing from his home in Troy adds to that. He also attends city council, chamber of commerce, Rotary, Kiwanis and similar meetings in his district. Additionally, he is available at senior citizen centers throughout his district for two hour time blocks on a regular basis to hear about his constituents' opinions and needs.

Time management and long-range planning are skills learned in the Army and Pappageorge applies these to his daily life for the benefit of his district and his state. He's sure to improve the quality of government as he plans to run again for the state representative seat in 2000.

Pappageorge is married with children and grandchildren.

To reach the representative, call (517) 373-1783 or write Representative John Pappageorge, Michigan House of Representatives, P.O. Box 30014, Lansing, Michigan. 48909-7514.



## NGA calls for equity and fairness: *Robinson-Patman should be enforced*

The National Grocers Association (N.G.A.), in statements filed with the Senate Small Business Committee and the House Judiciary Committee, defended slotting allowances as a justifiable cost of doing business and called for equitable treatment under the Robinson-Patman Act. N.G.A. also questioned whether the Act was being violated by excessive demands made by a few of the industry's

mega-buyers.

Slotting allowances have existed for at least two or three decades, said the N.G.A. statement, and are subject to the requirements of the Robinson-Patman Act, as well as Section 5 of the Federal Trade Commission Act.

"The primary issue for N.G.A. and our members—the retail and wholesale grocers that comprise the independent sector of the food distribution chain—is

whether all pricing, allowances, and services are being made available on a proportional and equal basis," explained Zaucha. "More specifically, it is whether demands made on manufacturers by power buyers are adding to the problems of discrimination that confront the independent sector and the American consumer."

The N.G.A. statement noted that in

recent months a number of respected industry authorities had expressed concern, in articles for trade publications, over the potentially adverse effect, on both independent retailers and consumers as a whole, of nationwide market domination by a few mega-companies.

### Edison

Continued from page 27

a CO<sub>2</sub> or dry chemical extinguisher, never throw water on an electrical fire.

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**FOR SALE**—Bakers' Pride Pizza Oven and Chicken Broaster/Cooker. Best offer. Call Neil or Butch at (734) 285-9633.

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



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Arizona Beverages	(810) 777-0036
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Bellino Quality Beverages, Inc.	(734) 947-0920
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Van Buren	(734) 397-7200
Port Huron	(810) 982-8501

Coffee Express	(734) 459-4900
Coors Brewing Co.	(513) 412-5318
E & J Gallo Winery	(248) 647-0010
Eastown Distributors	(313) 867-6900
Faygo Beverages, Inc.	(313) 925-1600
General Wine & Liquor Corp.	(313) 867-0521
Great Lakes Beverage	(313) 865-3900
Hubert Distributors, Inc.	(248) 858-2340
Intrastate Distributing	(313) 892-3000
J. Lewis Cooper Co.	(313) 278-5400
Joseline Wines, Inc.	(313) 538-5609
L. & L. Wine World	(248) 588-9200
Metro Beverage Inc.	(810) 268-3412
Mittler Brewing Company	(414) 259-9444
Nestle Beverages	(248) 380-3640
NAYA, USA	(248) 788-3253
O.J. Distributing, Inc.	(313) 533-9991
Oak Distributing Company	(248) 674-3171
Pabst Brewing Co.	1-800-935-6533
Pepsi-Cola Bottling Group	

- Detroit	1-800-368-9945
- Howell	1-800-878-8239
- Pontiac	(248) 334-3512
Petitpre, Inc.	(810) 468-1402
Powers, Dist.	(248) 682-2010
Red Hook Beverage Co.	(248) 366-0295
R.M. Gilligan, Inc.	(248) 553-9440
Royal Crown Cola	(616) 392-2468
Seagram Americas	(248) 553-9933
Seven-Up of Detroit	(313) 937-3500
Southcorp Wines North America	(248) 795-8938
Stroh Brewery Company	(313) 446-2000
Tri-County Beverage	(248) 584-7100
UDV-North America	(313) 345-5250
Vineyards Fine Wines	(734) 284-5800
Viviano Wine Importers, Inc.	(313) 883-1600

## BROKERS/REPRESENTATIVES:

Acosta-PMI	(248) 737-7100
Bob Arnold & Associates	(248) 646-0578
CrossMark	(734) 207-7090
The Greeson Company	(248) 305-6100
Hanson & Associates, Inc.	(248) 354-5339
J.B. Novak & Associates	(810) 752-6453
James K. Tamakian Company	(248) 424-8500
Merkent American	(810) 574-1100
Paul Inman Associates	(248) 626-8300
Trepro	(248) 546-3661

## CANDY & TOBACCO:

American Vending Sales	(248) 541-5090
Brown & Williams Tobacco	(248) 330-3391
JC's Distributing	(810) 776-7447

Philip Morris USA	(313) 591-5500
R.J. Reynolds	(248) 475-5600

## CATERING/HALLS:

Emerald Food Service	(248) 546-2700
Farmington Hills Manor	(248) 888-8000
Karen's Kafe at North Valley	(248) 855-8777
Nutrition Services	(517) 782-7244
Penna's of Sterling	(810) 978-3880
Southfield Manor	(248) 352-9020
St. Mary's Cultural Center	(313) 421-9220
Tina's Catering	(810) 949-2280

## DAIRY PRODUCTS:

Dairy Fresh Foods, Inc.	(313) 868-5511
Golden Valley Dairy	(248) 399-3120
London's Farm Dairy	(810) 984-5111
McDonald Dairy Co.	(800) 572-5390
Melody Farms Dairy Company	(313) 525-4000
Pointe Dairy Services, Inc.	(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
Montgomery Egg	(517) 296-4411

## FISH & SEAFOOD:

Seafood International/ Salasnek, Inc.	(313) 368-2500
Tallman Fisheries	(906) 341-5887
Waterfront Seafood Company	(616) 962-7622

## FRESH PRODUCE:

Aunt Mid Produce Co.	(313) 843-0840
Sunnyside Produce	(313) 259-8947

## ICE PRODUCTS:

Midwest Ice Co.	(313) 868-8800
Party Time Ice Co.	(800) 327-2920
Union Ice	(313) 537-0600

## INSECT CONTROL:

Rose Extermination (Bio-Serv)	(248) 588-1005
Tri-County Pest Control	(810) 296-7590

## INSURANCE:

Alphamerica Insurance Agency	(810) 263-1158
Blue Cross/Blue Shield	1-800-486-2365
Capital Insurance Group	(248) 354-6110
CoreSource / Presidium	(248) 692-6355
Gadaletto, Ramsby & Assoc.	(517) 351-4900
Golden Dental	(810) 573-8118
Great Lakes Insurance Services	(248) 569-0505
IBF Insurance Group, Inc.	(810) 774-5300
Frank McBride Jr., Inc.	(810) 445-2300
Meadowbrook Insurance	(248) 358-1100
Miko & Assoc.	(810) 776-0851
North Pointe Insurance	(248) 358-1171
Rocky Husaynu & Associates	(248) 988-8888
Willis Corroon Corp. of MI	(248) 641-0900

## MANUFACTURERS:

Anthony's Pizza	(810) 731-7541
Ecco D'oro Food Corp.	(810) 772-0900
Eden Foods	(517) 456-7424
Fine Manufacturing	(248) 356-1663
Gerber Products Co.	(810) 350-1313
Home Style Foods, Inc.	(313) 874-3250
Jaeggli Hillsdale Country Cheese	(517) 368-5990
Kraft General Foods	(313) 261-2800
Monitor (Big Chief) Sugar	(517) 686-0161
Nabisco, Inc.	(248) 478-1350
Nestle Food Company	(248) 380-3670
Pack'Em Enterprises	(313) 931-7000
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Strauss Brothers Co.	(313) 832-1600

## MEAT PRODUCERS/PACKERS:

Alexander & Hornung	(313) 921-8036
Bar S Foods	(248) 414-3857
Burdick Packing Co.	(616) 962-5111
Country Preacher	(313) 963-2200
Gamon's Meat Packing	(517) 269-8161
Hartig Meats	(313) 832-2080
Hygrade Food Products	(248) 355-1100
Kowalski Sausage Company	(313) 873-8200
Metro Packing	(313) 894-4369
Nagel Meat Processing Co.	(517) 568-5035
Pack 'Em Enterprises	(313) 931-7000
Pelkie Meat Processing	(906) 353-7479
Potok Packing Co.	(313) 893-4228
Strauss Brothers Co.	(313) 832-1600
Swift-Eckrich	(313) 458-9530
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
CBS-WYCD	
Young Country Radio	(248) 799-0624
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
OK Communications, Inc.	(301) 657-9323
Outdoor Systems Advertising	(313) 556-7147
WDIV-TV 4	(313) 222-0643
WJBK-TV 2	(810) 557-2000
WWJ-AM/WJOL-FM	(313) 222-2636
WWW-AM/FM	(313) 259-4323

## NON-FOOD DISTRIBUTORS:

Advanced Formula Products	(313) 522-4488
Items Galore, Inc.	(810) 774-4800
Scott Pet	(765) 569-4636
Toffler Marketing	(810) 263-9110

## POTATO CHIPS/NUTS/SNACKS:

American Vending Sales	(248) 541-5090
Better Made Potato Chips	(313) 925-4774
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
Jay's Foods	(800) 752-5309
Kar Nut Products Company	(248) 541-7870
Nikhlas Distributors (Cabana)	(313) 571-2447
Pioneer Snacks	(248) 862-1990
Rocky Peanut	(313) 871-5100
Variety Foods, Inc.	(810) 268-4900
Vitner Snacks	(810) 365-5555

## PRODUCE

Ciamarmito Bros. Inc.	(313) 567-9065
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## PROMOTION/ADVERTISING:

J.R. Marketing & Promotions	(810) 296-2246
JDA, Inc.	(313) 393-7835
Market Advantage	(248) 351-4296
PJM Graphics	(313) 535-6400
Promotions Unlimited 2000	(248) 557-4713
Stanley's Advertising & Dist.	(313) 961-7177
Stephen's Nu-Ad, Inc.	(810) 777-6823

## RESTAURANTS:

Copper Canyon Brewery	(248) 223-1700
The Golden Mushroom	(248) 559-4230
Palace Gardens	(810) 743-6420

## SERVICES:

AAA Michigan	(313) 336-0536
Action Inventory Services	(810) 573-2550
AirPrep & Talk Cellular	(248) 547-7777
AirTouch Cellular	(313) 590-1200
American Mailers	(313) 842-4000
Ameritech Pay Phone Services	1-800-809-0878
AMNEX Long Distance Service	(248) 559-0445
AMT Telecom Group	(248) 862-2000
Automated Collection Systems	(248) 354-5012
Bellanca, Beattie, DeLisle	(313) 882-1100
Cellular One—Traverse City	(231) 922-9400
Central Alarm Signal	(313) 864-8900
Check Alert	(231) 775-3473
Checkcare Systems	(313) 263-3556
CIGNA Financial Advisors	(248) 827-4400
Community Commercial Realty Ltd.	(248) 569-4240
Credit Card Center	(248) 476-2221
Dean Nadeem Ankonuy, JD	
Attorney At Law	(810) 296-3967
Dean Witter Reynolds, Inc.	(248) 258-1750
Detroit Editon Company	(313) 237-9225
Follmer, Rudzewicz & Co., CPA	(248) 355-1040
Frank Smith Re/Max in the Hills	
Garmo & Co., CPA	(248) 737-9933
Goh's Inventory Service	(248) 353-5033
Great Lakes Data Systems	(248) 356-4100
Great Lakes News	(313) 359-1001
J & B Financial Products LLC	(734) 420-5077
Jerome Urcheck, CPA	(248) 357-2400, x257
Karoub Associates	(517) 482-5000
Law Offices—Garmo & Garmo	(248) 552-0500
Market Pros	(248) 349-6438
Merchant Card Services	(517) 321-1649
Metro Media Associates	(248) 625-0700
Nationwide Communications	(248) 208-3200
NexTel Communications	(248) 213-3100
North American Interstate	(248) 543-1666

Paul Meyer Real Estate	(248) 398-7285
POS Systems	(517) 321-1649
Prudential Securities, Inc.	(248) 932-4480
Quality Inventory Services	(810) 771-9526
Retail Accounting Service	(313) 368-8235
REA Marketing	(517) 386-9666
Safe & Secure Investigations, Inc.	(248) 425-4775
Sai S. Shimoun, CPA	(248) 593-5100
Security Express	(248) 304-1900
Southfield Funeral Home	(248) 569-8080
Harold T. Stulberg, R.E., Broker	
24 Hours	(248) 351-4368
Telecheck Michigan, Inc.	(248) 354-5000
Travelers ExpressMoney Gram	(248) 584-0644
Western Union Financial Services	(248) 888-7423
Whitey's Concessions	(313) 278-5207

## STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply	(313) 491-6550
Bolin Label Systems	1-800-882-5104
Brhm Broaster Sales	(517) 427-5858
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4717
Great Lakes Gumball	(248) 723-5113
Hobart Corporation	(734) 697-3070
Kansmacker	(517) 374-8807
MSU/BOCAR Store Fixtures	(248) 399-2050
National Food Equipment & Supplies	(248) 960-7292
North American Interstate	(248) 543-1666
Oreck Floor Care Centers	(810) 415-5600
Plex-Lab Corp.	(810) 754-8900
Refrigeration Engineering, Inc.	(616) 453-2441
Serv-Tech Cash Registers	(800) 866-3368
Taylor Freezer	(313) 525-2535
TOMRA Michigan	1-800-610-4866

## WHOLESALES/FOOD DISTRIBUTORS:

AKWA Water Co.	(248) 627-4737
Capital Distributors	(313) 269-2137
Central Foods	(313) 933-2600
Consumer Egg Packing Co.	(313) 871-5095
Dairy Fresh Foods, Inc.	(313) 868-5511
Detroit Warehouse Co.	(313) 491-1500
EBY-Brown, Co.	1-800-532-9276
Family Packing Distributors	(248) 644-5353
Fleming Company	(330) 879-5681
Flippin Distributing	(906) 789-9562
Food Services Resources	(248) 738-6759
Garden Foods	(313) 584-2800
Gourmet International, Inc.	1-800-875-5557
Great Lakes Wholesale	(616) 261-9393
Hamilton Quality Foods	(313) 728-1900
Hammell Music, Inc.	(248) 594-1414
I & K Distributing	(734) 513-8282
JC's Distributing	(810) 776-7447
J.F. Walker	(517) 787-9880
Jerusalem Foods	(313) 538-1511
Kaps Wholesale Foods	(313) 567-6710
Kay Distributing	(616) 527-0120
Keebler Co.	(313) 455-2640



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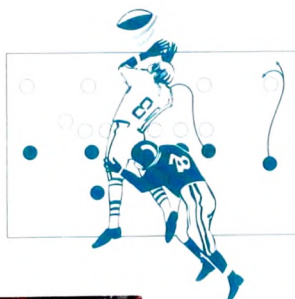
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