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VOL 11, NO. 12

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

December 2000

Working hard for our members.

Inside

Selling alcohol to minors is still a problem
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News Note

Hershey buys Nabisco's Gum, Mints

Hershey Foods Corp. will acquire Nabisco Inc.'s gum and mint businesses, which include Carefree, Bubble Yum and Breath Savers brands, for \$135 million. The deal is contingent upon Philip Morris Co.'s acquisition of Nabisco's parent, Nabisco Holdings Corp. and FTC approval. —*The Boston Globe*

P&G sells brands to British Food Co.

Associated British Foods PLC has purchased several of Procter & Gamble Co.'s commercial oil and shortening brands, including Frymax, Whirl and Nutex shortenings and Sterling salad oil. Associated British also agreed to license the P&G Professional Crisco

See News Notes,
Page 5

Merry Christmas

A pre-holiday toast



Over 400 guests were on hand to "Toast Michigan" at AFD's first-ever wine tasting event. Held at Excalibur Banquet Center in Southfield, the evening benefited Forgotten Harvest. Look for more photos on page 23.

AFD teams with FMI for convention discounts

If you are planning to attend the FMI Annual Convention May 6-8, 2001, at McCormick Place in Chicago, some early planning could save you money. By calling AFD, you can be a part of the FMI Group Advantage Program and receive:

- **38% Discount** – Every group participant receives a discount on show registration.
- **Complimentary Registration** – Companies and associations receive complimentary show

registrations based on group size.

- **Hotel Accommodations**– Get guaranteed hotel room blocks at a centrally located Chicago hotel.
- **Complimentary Private Meeting Room**– AFD will have a meeting room, available to our members, at the convention center.
- **Group Program Merchandise**– FMI's gift to all group participants.

For more information, call AFD's Dan Reeves at (248) 557-9600.

Technology will speed and eliminate checkout lines

Checkout lines will soon become history as technology automates check writing and clearing and, ultimately, the entire checkout process, according to testimony by the Food Marketing Institute (FMI).

"We envision a day when consumers will walk into a store, select products whose packaging is embedded or printed with a microchip that transmits signals, and exit the store without standing in line, visiting a cash register or signing a receipt," said FMI Electronic Payment Systems Committee Chair Jacki Snyder, manager of electronic payment systems at SUPERVALU INC.

Faster Checkout Technology Demonstrated

One of the first steps toward that future is a technology that automatically processes and clears checks. "Anyone who has stood in line behind a slow check-writer can appreciate this technology," Snyder said.

In one system, the customer hands a blank check to the cashier. It is scanned and cleared and returned to the customer, along with the receipt. In another, the shopper uses an automatic clearinghouse (ACH) card issued by the retailer. The card is scanned and the transaction is processed much like a direct debit. A loyalty card, bar-coded key ring or radio frequency wand may also be used in this type of transaction.

Through an alliance with FMI, Concord EFS, Inc. is

making the technology available to all members of the supermarket industry.

Technology to Revolutionize the Checkout Process and Shopping Experience

Snyder emphasized that the new checkout technology is part of a much broader trend that will transform the checkout process and shopping experience. Working with the food industry and others, the Massachusetts Institute of Technology (MIT) developed a semiconductor that can carry an interactive electronic product code (ePC). This microchip can collect and transmit extensive information about the product, its freshness, its location, whether it needs to be replaced, how to cook it and more, along with the information carried by the Universal Product Code (UPC).

The chips communicate by radio signals with microprocessors throughout the grocery supply chain from the manufacturing plant to the store shelf to the shopping cart to the checkout to the customer's kitchen.

The Smart Kitchen

Within the kitchen, such products can offer consumers a wide variety of benefits, which are under development at MIT labs. For example, such smart products can:

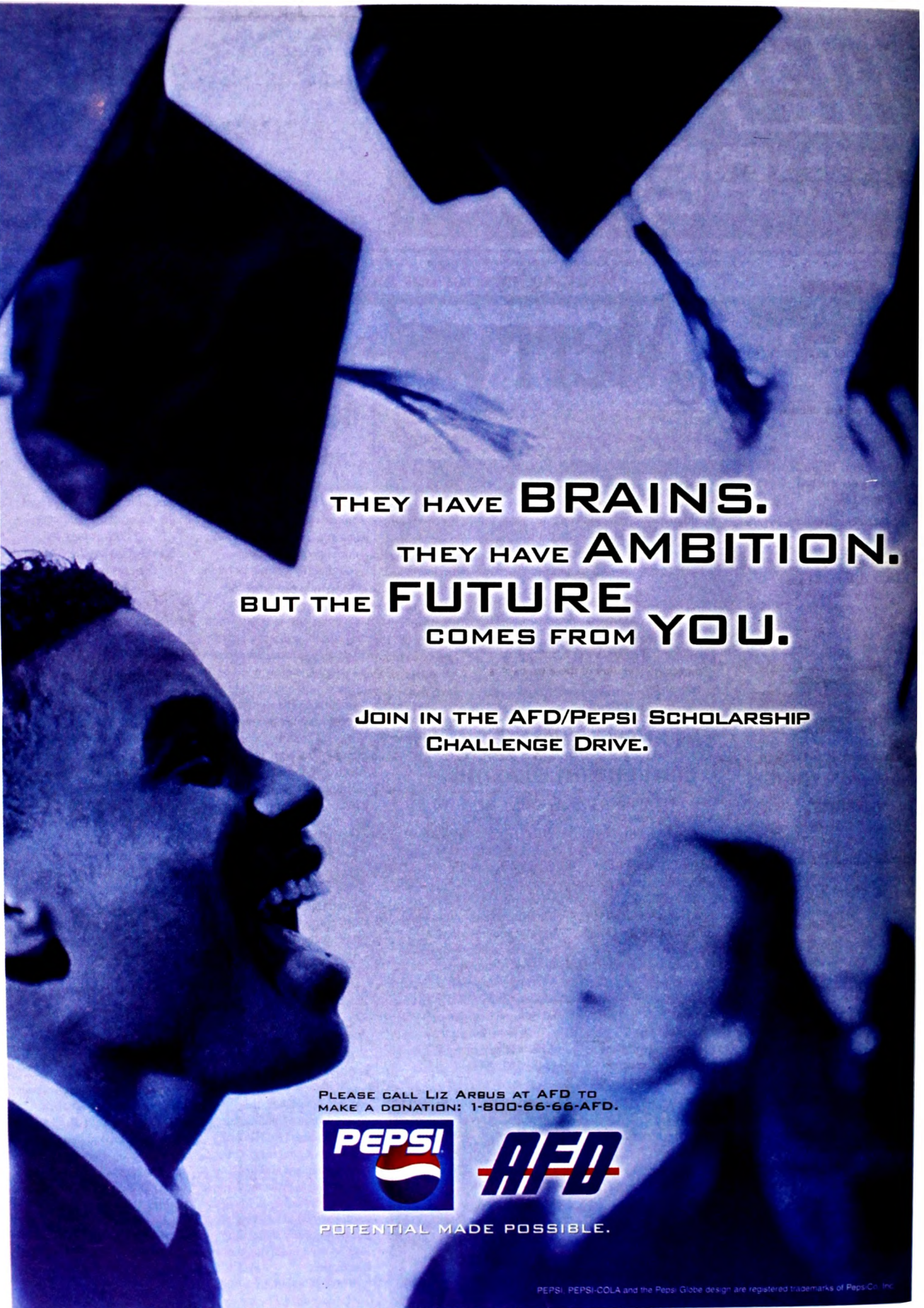
- Tell a microwave oven equipped with the appropriate technology how to cook

See Trends, page 13.

BLAST OFF TO 2001

As we move into the new millennium, it's time to prepare for AFD's 85th Annual Gala Trade Dinner and Ball on Friday, February 9. This year its theme is "2001, a Space Odyssey!" Over 1,000 industry leaders will attend this popular event at Penna's of Sterling. See page 27 for details and call Michele MacWilliams (248) 557-9600 for sponsorship and ticket information.

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



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Chairman's Message

Why do we continue to sell alcohol to minors?



By Joe Sarafa
AFD President

In an October Michigan Liquor Control Commission meeting, it was noted that retailers selling alcohol to minors is still a significant problem.

Of the 2,149 controlled buys that the MLCC conducted for the first seven months of this year, there were 1,108 violations. This means that for each sting that the MLCC conducted ALMOST HALF of the retail outlets were caught selling to minors.

Incredibly, thirty-two percent of the 1,108 violators that checked I.D. still sold to the minor!

Why is this? Are we just too busy? Do we fail to teach our employees correctly? Neither of these excuses is acceptable.

The penalty for selling alcohol to minors is steep. You can lose your liquor license! Is it worth risking your business for the sale of a six pack of beer?

Especially during the holiday season, I urge all AFD members and retailers 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).

AFD holds TIPS training seminars for our retailers. These classes in responsible alcohol sales provide important information for all who sell alcoholic beverages. We also have training tapes and manuals. We're here to help you teach your employees the laws about selling alcohol and the repercussions for selling to minors. Please take advantage of these services. It could save your business.

Looking to 2001

Please take a moment to mark your calendars for AFD's Annual Gala Trade Dinner and Ball on Friday, February 9. This year its theme is "2001, a Space Odyssey!" We're transforming Penna's of Sterling into a mystical galaxy of excitement and delight, for an out-of-this-world night of fabulous food and great entertainment. Please see page 27 for more details and call Michele MacWilliams (248) 557-9600 for sponsorship and ticket information.

A Thought to Ponder

"There ought to be a knob on my T.V. to turn up the intelligence. There's a knob called brightness, but that doesn't seem to work."

-Reader's Digest



Happy Holidays!

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

The Grocery Zone

By David Coverly



AFD MEMBERS: We want to hear from you!

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

If you represent a manufacturer or distributor, does your company have a new product, new package for an old product, a new variety of your existing product or any other product-related news? If so, we want to feature your company or its products in this magazine!

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 Ray Amyot at (248) 557-9600.

Protect yourself against credit card fraud

With the holiday season in full force, Associated Food Dealer members see more customers, more sales, and unfortunately, more credit card fraud. In 1999 alone, U.S. merchants saw more than \$962 million in fraudulent transactions.

How do grocery stores rank? A recent Fraud Control Update provided the following statistic. The top 5 types of merchants where credit card fraud occurs are:

- Department Stores
- Radio/TV merchants
- Direct Marketers
- Grocery Stores
- General Merchandise

54% of all fraudulent transactions are performed with a lost or stolen card, while 24% are performed with a counterfeit card.

What can you do to reduce the number of fraudulent transactions in your store? Although merchants cannot prevent all fraud from happening, there are steps that a merchant can take to help protect themselves against fraudulent credit card transactions.

Hold onto the card throughout the entire transaction. Look at the card to see if it has all the security features.

Compare the number on the card to

the number that prints on the receipt. If the numbers don't match that means either the magnetic stripe, or the embossed number, have been altered.

Check the date on the card for validity and expiration. Credit cards are valid up to and including the expiration date.

Imprint cards with unreadable magnetic stripes. By getting an imprint of the card, you can prove that card was physically at your store. Also, make sure the customer signs the imprinted receipt.

Compare the signature on the back of the card to the customer's signature on the sales receipt. The customer is required to sign the back of their credit card. Merchants should not accept a card that has anything other than the customer's signature on it. If the cardholder refuses to sign the card, the transaction should not be completed. Also, "See ID" is not acceptable.

The signature on the card not only protects the cardholder from having a thief sign his own name on the back and use it, but also allows you to compare signatures and help make sure the transaction is legitimate.

Watch for suspicious behavior.

Behavior such as, multiple purchases of the same item, exceptionally large purchases, and hurrying you at quitting time, may indicate a possible fraudulent transaction.

What should you do if you believe a transaction or the cardholder is suspicious? Call your Authorization Center and ask for a Code 10. The contact at the Authorization Center will assist you in determining if the transaction is indeed fraudulent and what action is necessary.

Merchants also need to be aware that customers are not the only people committing credit card fraud. Employee fraud is on the rise.

Investigative teams are seeing more and more cases where employees are issuing credits to their own credit cards and stealing thousands of dollars from their employers. Merchants should monitor all credits to avoid this problem.

What is being done to help reduce credit card fraud? Card issuers are working diligently on anti-fraud measures. This has included adding codes (CVV2 and CVC) to the magnetic stripe to stop crooks from re-encoding valid account numbers onto the stripes of counterfeit cards, introducing address-verification-service software to help catalog and mail-order merchants spot fraud attempts, and using neural network technology to flag high risk merchants and identify fraudulent activity.

Michigan Bankard™ Services also works with merchants to investigate and help resolve fraudulent transactions and employee theft. If you are interested in training material for your staff, contact Michigan Bankard™ Services at 1-800-848-3213, extension 1302 for brochures, slicks, and tips for preventing fraud.

Reminder: Post nutrition facts!

Government inspectors are now checking retail stores across the country for the posting of point-of-purchase nutrition information in your produce and seafood departments. If a sufficient number of retailers have posted this information, the nutrition labeling requirements for these commodities will continue to be voluntary; if not, mandatory regulations will be enacted.

If you do not yet have this information posted, or if you have old, outdated charts, please call FMI's Publication Sales Department today to order additional supplies at (202)-452-8444. This information is also available on FMI's Web site at www.fmi.org/consumer/nutrifacts.

Avoid mandatory regulations-post Nutri-Facts information today!

Calendar

December 8, 2000

Michigan Sales, Use and Business Taxation Seminar
Livonia, MI
(715) 833-3959

December 15, 2000

Michigan Sales, Use and Business Taxation Seminar
Troy, MI
(715) 833-3959

February 9, 2001

AFD 85th Annual Trade Dinner "2001, A Space Odyssey"
Penna's of Sterling
Michele MacWilliams
(248) 557-9600

April 30 - May 1, 2001

AFD Wheel of Fortune Selling Trade Show
Burton Manor, Livonia
Ginny Bennett
(248) 557-9600

May 6-8, 2001

FMI Annual Convention
McCormick Place
Chicago
Dan Reeves
(248) 557-9600

Statement of Ownership

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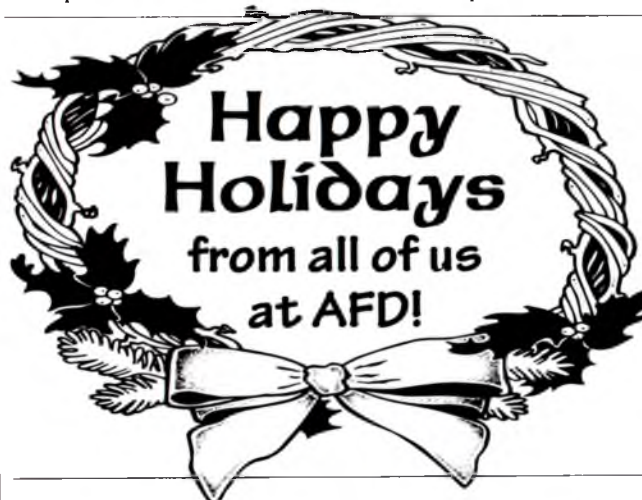
POSTMASTER: Send address changes to *AFD Food & Beverage Report*, 18470 W. 10 Mile, Southfield, MI 48075.

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News Notes

Continued from page 1

shortening and oil brand name for two years.

Procter & Gamble will launch an advertising campaign in kiosks in 80 US shopping malls later this month. *-The Cincinnati Enquirer*

ConAgra eyes Campbell Soup

ConAgra is reportedly considering the purchase of Campbell Soup Co. in a move to transform itself from an agricultural products company to a consumer food company.

ConAgra Foods Inc. recently purchased Marburger Foods of Indiana, a supplier of bacon products to foodservice distributors and operators. Marburger will become part of ConAgra's ASE Foodservice Co. In August, ConAgra acquired International Home Foods Inc., maker of Chef Boyardee, Gulden's mustard and Bumble Bee tuna, for \$2.9 billion.

-The Daily Deal, -The Boston Globe

Sara Lee says no to 'Bootiful' British turkeys

Sara Lee Corp. reported today that it isn't interested in making an offer for British turkey producer Bernard Matthews PLC. Bernard's family shareholders rejected an approach by Sara Lee last week. Chairman Bernard Matthews is rather famous for describing his flock of products as "bootiful." *-Los Angeles Times*

Coke's secret is safe

Two German researchers published a new book that purports to contain the ingredients for making Coca-Cola. A Coca-Cola Co. spokesman denied the claim, noting that the formula remains locked in a bank vault somewhere in Atlanta, Ga.

-The Atlanta Journal-Constitution

Molson buys Brazilian breweries

Canada's Molson Inc. will acquire five breweries and the Bavaria brand from Brazilian brewer Companhia de Bebidas das Americas (AmBev) for \$98 million. Molson hopes to be a player in the huge Brazilian beer market, which is nearly five times as large as the Canadian market.

-The Wall Street Journal, The Boston Globe

News Notes

Interbrew IPO set

Belgian brewer Interbrew NV will list its public offering of 88.2 million shares on Dec. 1, in a bid to raise up to \$2.8 billion. Interbrew is the world's second largest brewer by volume behind Anheuser-Busch Cos. *-CNN, The Wall Street Journal*

Universal Foods changes name, focus

Milwaukee-based Universal Foods Corp. will change its name to Sensient Technologies Corp. to

reflect a strategic shift away from supplying colors, flavors and fragrances only to food companies. The company has broadened its focus over recent years, and today manufactures cosmetic and pharmaceutical additives, food and beverage flavors and inks for inkjet printers. *-St. Louis Post-Dispatch*

Anheuser-Busch boosts beverage business

The world's largest brewer, Anheuser-Busch Inc., will introduce

its "180" nonalcoholic energy drink, in 30 major US markets on Jan. 15. The orange-flavored beverage contains vitamins B-6, B-12 and C, and guarana, a South American plant that is a natural source of caffeine.

-The Boston Globe

Warren Buffet buys Tricon shares

Warren Buffet, through his investment company, Berkshire Hathaway Inc., has acquired about 1% of Tricon Global Restaurants, which was spun off from PepsiCo Inc. in 1997. Buffet is a Coca-Cola director and the beverage company's largest investor, with an 8.1% share.



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It's Not About Energy; It is Performance That Counts

By Jim Wixson, EFC Sr. Vice President

Excerpted with permission from The Foodservice Council's Cooking Clips, Vol. 45, Fall 2000

With so many decisions to make when purchasing foodservice equipment today, it's no wonder that most entrepreneurs simply make their equipment selection and energy choice based on perception, preference, or previous buying decision. Purchase price alone sometimes is the total and only consideration, but there are many implications and considerations

surrounding the cooking equipment selection process.

Labor - Is the piece of equipment employee friendly? It is getting harder to find and keep experienced help. Hot and humid kitchens take a toll on worker productivity, therefore, the piece of equipment should not add to the heat condition of the kitchen. The piece of equipment should be the cook's best friend. Will the piece of

equipment have the effect of lowering my labor turnover? A recent consultative study by McKinsey and Company in 1999 indicated that reduction labor churn from 240% to less than 150% would put a full 2% to the bottom line.

Training - Is the equipment item easy to use and easy to clean? Equipment should be user friendly requiring minimal training. This is

not to say that a piece of equipment can't be sophisticated, however, the controls need to be simple to use. It should take no more than 10 minutes to teach the average employee how to use the item effectively and safely.

Food Cost - Will this item reduce food cost? The item of equipment should reduce the number and frequency of "burn-ups" and "throw-aways". It should demonstrate improved yields, and in the case of fryers, it should increase oil life.

Workman's Compensation - Will this item improve my risk management practices? Does this piece of equipment eliminate a potentially dangerous situation? Safety in the workplace is of paramount importance. There are no short cuts here. The piece of equipment must be reliable and safe. An injured employee means higher insurance premiums and another person to train.

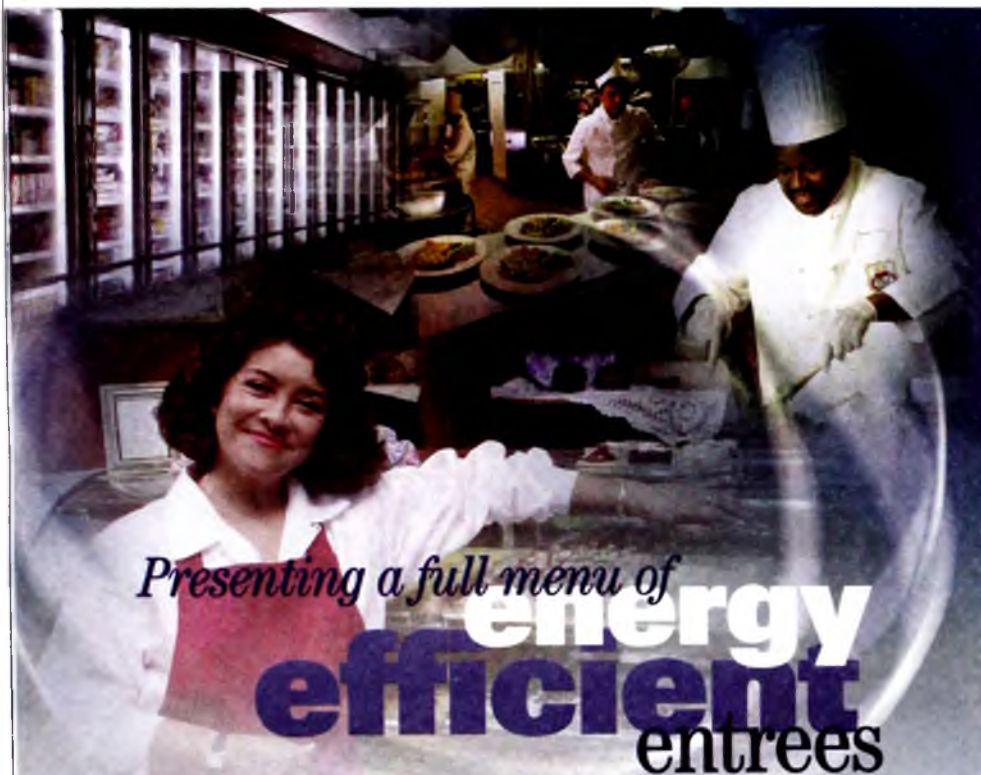
Installation Costs - What does it cost to initially install this piece of equipment? And later, what does it cost to move it? Installation cost can be reduced if the piece of equipment does not need to be installed under an exhaust hood or if it is flexible and can be moved around to meet different needs.

Maintenance Costs - Does the piece of equipment have a good track record for reliable up time? Examples of things that cause extended down time and expensive repairs are cracked fry-pots, burned targets, lost parts, and burned up controls. Are parts readily available and easy to replace?

Capital Investment - Does this item have multiple functionality? If a piece of equipment can be used several different ways, it can reduce the number of pieces the owner has to buy. This is a direct and immediate saving. Will it produce revenue? It is important to remember that cooking equipment represents the income producing tool of the business. It is a revenue investment.

Life Cycle Cost - How many years of highly reliable performance is the item scheduled to last? Simply, the longer a piece of equipment lasts, the less is its life cycle cost.

Facility Issues, process improvements & miniaturization - Can the item reduce the size of the vent hood? With exhaust hoods costing over \$1,000 per foot, the reduction of just two feet will reduce



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A little food for thought when you're looking to improve your bottom line.

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Detroit Edison



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www.detroitdison.com

See Edison, page 10

Kellogg's pledge expands consumer food safety education

Demonstrating its ongoing commitment to food safety education, the Kellogg's Corporate Citizenship Fund has announced a pledge of \$250,000 to *Safeguarding Our Last Link*, a consumer education program launched by the Food Marketing Institute Foundation. The contribution lifts donations beyond the Foundation's initial \$10,000,000 goal.

"Kellogg's has long supported consumer education and we are fully committed to providing food safety information to our consumers," said Joseph M. Stewart, president, Kellogg's Corporate Citizenship Fund. "The *Safeguarding Our Last Link* campaign presents an exciting opportunity for manufacturers and food retailers to work together in educating the American public on safe food handling practices."

"Kellogg's generous support of the *Safeguarding* campaign demonstrates that the company can be counted among the leaders in the industry to increase food safety through education," said FMI President and CEO Tim Hammonds.

Kellogg's joins other manufacturing and food retailing companies in the Foundation's mission to educate consumers on proper food handling practices through literature and instructional programs. The Foundation recently awarded its inaugural grant to the Partnership for Food Safety Education, a public-private partnership of industry, government and consumer groups dedicated to reducing the incidence of foodborne illness. The grant will fund a comprehensive food safety education program at schools nationwide.

Teacher-directed and classroom-tested, the program — titled *Your Game Plan for Food Safety* — is specially designed to increase awareness about the basic steps of safe food handling among fourth, fifth and sixth grade classrooms. A component of Fight BAC!, a national consumer education campaign led by the Partnership, the program inspires children to discover the science behind food safety and encourages them to learn through experimenting, investigating and exploring. The contents of the classroom kit feature an engaging video, fun family take-home exercises, and lots of inquiry-based activities and experiments.

For more information about the Food Marketing Institute Foundation and the *Safeguarding Our Last Link* campaign, call (202) 452-8444 or visit the FMI Web site at www.fmi.org/foundation.

Temperature, contamination and hygiene main causes of food-borne illnesses

The greatest risk factors for food-borne illnesses at commercial food establishments (including grocery stores) include food being held at the wrong temperature, contaminated equipment, and poor personal hygiene according to a Food and Drug Administration (FDA) study.

The study also found that foods from unsafe sources and inadequate cooking present less of a risk, and do not require increased attention from industry and regulators.

The FDA report, *FDA Retail Food Program Database of Food-borne Illness Risk Factors*, surveyed about 900 restaurants, institutional food

service establishments (such as hospitals and nursing homes), grocery stores, and other retail outlets.

FDA conducted the study as part of its long-term goal determining the effectiveness of industry and regulatory efforts to reduce food-borne illnesses. One of the goals of FDA's National Retail Steering Committee is to reduce food-borne illnesses in commercial food establishments by 25 percent by Oct. 1, 2010.

FDA does not directly regulate commercial food establishments but does act in an advisory capacity

through a set of model rules and ordinances known as the Food Code which states and localities may adopt. This survey will establish a "baseline" against which FDA may measure compliance with its Food Code. FDA did not choose actual illnesses because food-borne illnesses are heavily underreported, according to the report.

Two additional comparison projects are planned for 2003 and 2008 to measure FDA's progress toward meeting its illness reduction goal.

For more information, see the FDA website: vm.cfsan.fda.gov. The press release can be obtained on the Internet at: <http://vm.cfsan.fda.gov/~lrd/>.

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U-Check stores expand popular format

International Automated Systems(IAS), a company based in Utah, is preparing to increase its store count. IAS currently operates one U-Check store in Salem, Utah. They are in the process of building a second store in the vicinity of Washington County, Utah.

U-Check stores are highly automated self-service supermarkets. The one currently in operation is 25,000 square feet, employing only 18 as opposed to the traditional 50-60 needed to run a traditional supermarket of this size. The second

U-Check will be the prototype for future U-Check stores.

The new U-Check format will consist of 24 fully-automated check-out lanes, and will be 50,000 square feet. The checkout lanes can be switched from automated to attended cashiering. The stores will include traditional standards such as bakeries, delicatessens, pharmacies, and video rental areas. Also included will be fully-automated gas stations and fast food restaurants.

Customers will receive a magnetic stripe card, with their fingerprint

stored on it. Customers will then be able to shop, scan their own groceries, and pay using the magnetic stripe card. Other methods of payment may be used, but shoppers using the magnetic stripe card receive a 5% discount.

The magnetic stripe card uses fingerprint identification technology for security reasons. The cards not only aid in financial transactional security, but they will also be used in monitoring vending machines for the purchase of regulated items such as beer and cigarettes.

Some stores and grocery chains feel threatened by this new technology and store format. There have even been at least 2 lawsuits filed over alleged patent infringement regarding the U-Scan system.

The U-Check format was designed to lower supermarket labor costs while increasing profit from traditional 1.5% to 6% or even 10%. Supermarket labor costs and shrinkage may be lowered by as much as 50% to 60%. Several U-Check stores are slated to open in the next 6 to 12 months.



Season's Greetings
and good health in the
coming year to all AFD
members and their families.

For Community Blue PPO, Blue Care Network
HMO, Blue Choice POS or Blue Managed
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For information about Blue Cross coverage
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Mistic Zotics Introduces Two New Flavors

Mistic Zotics, Convenience Store News' best product for 2000, recently introduced two new flavors from around the globe. The Mistic Zotics line of fruit drinks, launched in Spring 2000, features exotic fruits from exotic places around the world.

The line currently consists of five fruit drinks: Acerola Berry from the West Indies, Pitaya Fruit from Brazil, Mangosteen Fruit from Thailand, Yuzu Fruit from Japan, Marlua Fruit from Mozambique, and one tea - Ginseng Green Tea from Tibet.

The bottle features distinct three-sided-20-ounce packaging with internationally inspired symbols on each panel. The beverages are also vitamin enhanced.

On the heels of a successful product launch, Mistic Zotics ventured to the outback of Australia and across the high seas of Sweden to extract their new flavor sensations: Melano Fruit and Cloudberry. The two new drinks will begin shipping in November.

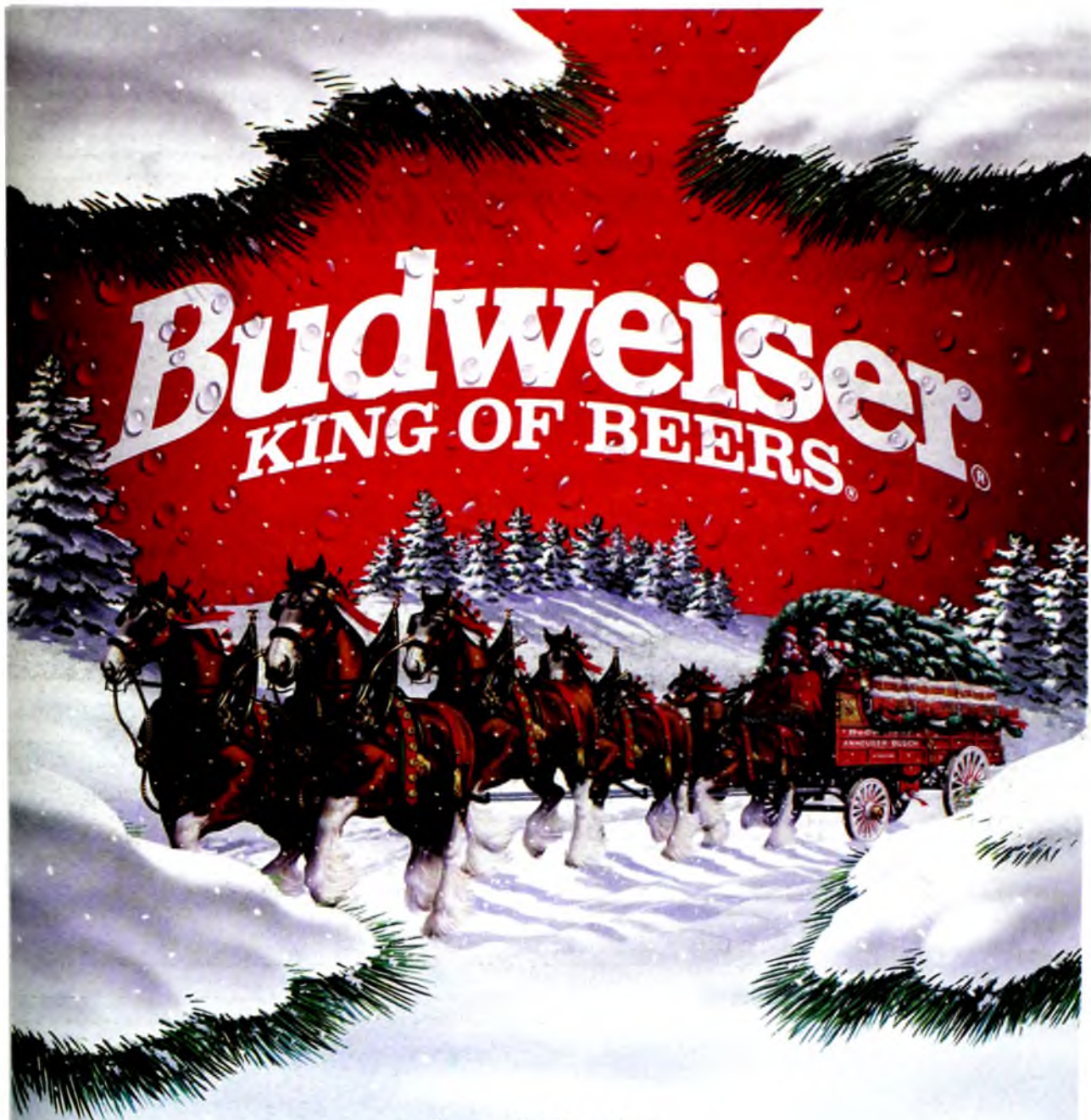
Working with Convenience Store News, a panel of twenty-five trade magazine editors based their best new product decisions on packaging and graphics, product innovation and creativity, and c-store appropriateness and taste.

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FDA releases health advisory for phenylpropanolamine hydrochloride

The Food and Drug Administration (FDA) released a public health advisory November 6, 2000 concerning the risk of hemorrhagic stroke, or bleeding into the brain, associated with phenylpropanolamine hydrochloride, an ingredient contained in many prescription and over-the-counter (OTC) products.

PPA is found in products such as: Alka-Seltzer, Dexatrim, Robitussin-CF, Triaminic and Contac. PPA is also used in many generic and store brand cough and cold medicines.

Many drug companies immediately stopped shipping products containing PPA, others have indicated that they plan to replace PPA with another ingredient. The manufacturers of several PPA-containing cold remedies, including Contac 12-hour Cold Capsules and Comtrex Flu Therapy and Fever Relief told retailers November 6 to remove their products from store shelves. Bristol-Meyers Squibb said most of its Comtrex products do not contain PPA.

Some drug companies have indicated uncertainty about whether

they would honor the FDA's request. However, several national drugstore chains said they have already begun taking products containing PPA off their shelves. While manufacturers have not revealed their intentions, several national drugstore chains said they would take all products with PPA off their shelves. According to Michael Polzin, spokesman for Walgreens, "The FDA is recommending that consumers no longer use the products, so we should not sell them." CVS Pharmacy has also said it has begun removing products with PPA from the shelves of its 4,100 stores.

According to Charles Ganley, Director of the FDA's nonprescription drug division, "We don't want to be alarmist, but it is important for consumers to know there are real risks associated with taking this ingredient." The FDA does not have the legal authority to immediately ban the substance or force a recall, and in fact, products may remain on some store shelves for weeks or months while the agency seeks to force a complete withdrawal. The Consumer Healthcare

Products Association (CHPA) the organization that represents the makers of nonprescription drugs and dietary supplements, said that its member companies are reviewing the advisory and will make their own individual decisions.

N.G.A. recommends that grocers consider removal of products containing PPA and suggests posting a consumer warning regarding PPA in the drug section of member grocery stores. In surveying a cross section of N.G.A. members they have already begun removing PPA products from

the shelves. The only way for consumers to know if a particular brand of medication contains PPA is to look on the back of the bottle or package. PPA is an ingredient of many over-the-counter cough and decongestant medications as well as all nonprescription appetite suppressants on the market.

Information about the history of phenylpropanolamine, the Public Health Advisory, and the stroke study results can be found on the FDA website at: www.fda.gov/cder/drug/infolpage/ppa/default.htm

The following is a list of over-the-counter products "likely" to contain phenylpropanolamine hydrochloride or PPA:

AcuTrim Diet Gum Appetite Suppressant Plus Dietary Supplements
Acutrim Maximum Strength Appetite Control
Alka-Seltzer Plus Children's Cold Medicine Effervescent
Alka-Seltzer Plus Cold Medicine (Cherry or Orange flavor)
Alka-Seltzer Plus Cold Medicine Original
Alka-Seltzer Plus Cold & Cough Medicine Effervescent
Alka-Seltzer Plus Cold & Flu Medicine Effervescent
Alka-Seltzer Plus Cold & Sinus Effervescent
Alka-Seltzer Plus Night-Time Cold Medicine Effervescent
BC Allergy Sinus Cold Powder
BC Sinus Cold Powder
Comtrex Deep Chest Cold & Congestion Relief
Comtrex Flu Therapy & Fever Relief Day & Night
Contac 12 Hour Cold Capsules
Coricidin 'D' Cold, Flu & Sinus
Dexatrim Caffeine Free
Dexatrim Extended Duration
Dexatrim Gelcaps
Dexatrim Vitamin C/Caffeine Free
Dimetapp Cold & Allergy Chewable Tablets
Dimetapp Cold & Cough Liqui-Gels
Dimetapp DM Cold & Cough Elixir
Dimetapp Elixir
Dimetapp 4-Hour Liqui-Gels
Dimetapp 4-Hour Tablets
Dimetapp 12-Hour Extentabs Tablets
Naldecon DX Pediatric Drops
Permathene Mega-16
Robitussin CF
Tavist-D 12 Hour Relief of Sinus & Nasal Congestion
Triaminic DM Cough Relief
Triaminic Expectorant Chest & Head Congestion
Triaminic Syrup Cold & Allergy
Triaminic Triaminic Cold & Cough
and various house brands, for example:
CVS appetite control caplets
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CVS cold & allergy elixir
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CVS Triacting expectorant syrup
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Edison, from page 6

capital outlay, noise, air conditioning losses, and fan size. Can it improve the process of production and improve throughput? Fewer steps in the process translate to improved efficiency. Can it shorten my cook times or increase my productivity? More products at less cost per item mean more profits.

Today it is more important than ever to discover ways of improving productivity without compromising food quality. Efficiency improvements in equipment and process will increase profitability and reduce overhead simultaneously. By focusing attention on the large, high priority issues, you will be better equipped to make equipment decisions that will maximize productivity, profitability, and performance in your business.

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Art One Sign Expo, Inc. offers high tech sign solutions

by Ginny Bennett

Watching the progress of the billboard painter used to be an interesting distraction for many people on their daily commute down the interstate or through crowded cities. First the old billboard image was painted over with a white background and then, little by little, a design would take form. It has been some time since we have seen artists at work with paint brushes standing on scaffolds painting in the time-honored tradition of an illustrator. As in other types of advertising, artists have turned in their canvases for computer screens.

Art One Sign Expo, Inc., a new

five to ten business days or even longer in some communities.

Although the design is computer aided, and quite precise, the final assembly is painstakingly labor intensive. After all, Art One signs are warranted for ten years and will likely last longer. They are built to be durable.

Art One Sign Expo manufactures awnings, custom neon, billboards and channel letter signs in their 12,000 square-foot facility.

Dallo's outlay for automation is impressive. For example, a channel letter sign is three dimensional, with a backing (called the raceway). The raceway is the foundation to which



Dallo checks the progress on a channel letter sign with manager, Baha Yakobi.

company started by Ralph Dallo, has taken the art of sign painting to a new level. In fact, even though you can use all the colors of the rainbow in your sign, there is no paint to be seen at the design studio and manufacturing facility located on North End in Oak Park.

Using state-of-the-art technology, all the sign designs are produced by computer and generated in house. "Art One Sign Expo can design and produce every type of sign to exact specifications and meet the promised delivery schedule," says Dallo. "We promise to make and install your sign within three to four weeks of when the permit is granted or we will give the customer 25 percent off the agreed price." Clearly, Dallo plans to be prompt with service.

Working with City Hall is potentially the biggest hurdle. Art One Sign Expo pulls the sign permit for the customer. This process can take

the letters are positioned and fastened. It is approximately six inches deep with space for the electrical wires. The letters, also 3-D, are individually attached. Imagine each individual letter as a box. Inside each letter, neon tubing conforms to the shape. Then an aluminum framed letter fits, like a lid, on the top. A channel letter sign is complicated to make and is readily adapted to the computer-aided technology.

The channel letter bender, a European machine called AccuBend, manufactures each aluminum letter form according to the chosen font. This machine cuts the sidewalls of each letter. Then a router cuts out the actual font. Each letter form is stapled together instead of being riveted. Since water is a natural enemy of electricity, every effort is made to eliminate water from the letter box. Staples are the solution and then as a fail safe a hole is drilled



into the box on the lower letter to allow for drainage. Each sign is U.L. labeled and must pass inspection by a certified Underwriter's Laboratories inspector.

A large format printer provides another sign solution that is eye catching. From posters to huge spatial art, full color displays of any size can be tiled on a vinyl wrap and suspended. Digital photographs work well with this process.

This technology is taking off and likely to get bigger as customers find ways to use it to their advantage. It is perfect for short runs of high-quality large format prints. The method lends itself to trade show exhibits, backdrops for theaters and window displays, special events, menu boards and billboards.

This method was used to display the extraordinary P.T. Cruiser sign that graced the front of the Chrysler tech center. Although it gives a hand-painted appearance, the sign slips right off after it has served its purpose.

Art One Sign Expo also makes more typical signs using routers for the engraving method, and offers

projection signs, banners, awnings, channel letters, digital printing, silk screening, and truck lettering.

Dallo's manager and friend, Baha Yakobi, came to Art One with eight years experience as a sign maker. After making several signs for Dallo family member's businesses at a different company, Yakobi and Dallo formed Art One Sign Expo, dedicated to production excellence, advanced technical capability and sound business practice.

The company is proud of its state-of-the-art facility and its first-class staff. They own a utility truck with a 40-foot reach for installations and can also service existing signs.

Dallo's company has a leg up when it comes to new ways to do old things. The new technology produces a superior product in the most efficient way. Now as we drive by billboards on the highway, there will be no opportunity to notice a sign painter. One sign will go up and another comes down in just a few hours. The challenge is for small businesses to discover how this new technology can work for them.



(l - r) Asad Al-Sheebawy, Foreman Ali Alhuchem, and Ali Al-Ramahi

Drive safe, talk smart - tips from Verizon Wireless

It's easy to feel safe with a wireless phone in your car. For many people, wireless phones are an essential safety and emergency communications tool when on the road. At the same time, losing control of your vehicle, because you're dialing or answering a phone, can actually make you a road

hazard, putting yourself and others at risk.

It's important to remember that safe driving is your first responsibility. That's why Verizon Wireless makes new technologies and communication tools available, such as hands-free headsets and voice-activated dialing, to help keep your hands safely on the wheel. Of course, there's more to safe driving than using a headset. You need to use your head, too. Here are several

recommendations that can help keep you, and others around you, safe:

1. Make sure you're familiar with your phone's features before using it while driving.
2. Use a hands-free headset or vehicle kit so both hands can remain on the steering wheel.
3. Program important/frequently dialed numbers so you can make calls using speed dialing or voice-activated dialing.
4. Let Voice Mail pick up your

calls while driving, or use Call Forwarding.

5. Do not dial, search for numbers or take notes while your car is moving. Pull over, wait for traffic to stop, or leave yourself a Voice Mail message.

6. Do not engage in stressful or emotional conversations that can distract you.

7. Know your wireless phone number so emergency personnel can call you back.

Trends, from front page

them, including when, how long and at what level.

- Communicate when freshness dates have expired.

- Notify the consumer when they need to be reordered and automatically notifying the supermarket to replenish the supply during the shopper's next visit or online-based delivery.

- Smart coffee makers can tailor the blend to the preferences of different members of the household based on voice commands. In the morning, such appliances can be programmed to present the latest news of interest to individuals.

Barriers to the Future

As futuristic as such capabilities might seem, the technologies to make them available are well developed. The main barriers are cost and standardization, according to Snyder.

"Several of FMI's members have been looking at smart cards and the need for national and international standards before that technology is embraced. A smart card or chip card should work the same in Alabaster, Alabama, as it does in Eden Prairie, Minnesota, or Beijing, China. Standardization has ensured that credit cards or ATM-debit cards can be used in each of these places and because of that, use has soared."

Snyder also cited the need to reduce the transaction fees charged by banks and credit card associations. She testified that the amount of profit for banks and credit card associations on a customer's order exceeds that of the grocer. Net profits for food retailers average about one penny on every dollar of sales, according to FMI research.

The automatic check-processing systems can dramatically reduce transaction costs, she said, benefiting both consumers and grocers.

The Internet can help microchip developers overcome the cost barrier, according to MIT. The cost of chips or tags can be reduced to one or two cents each if the information they contain is limited and stored instead at a Web site. The ePC, which MIT unveiled last January, could become the common language for all communications among smart products and systems with the information stored on the Internet.

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Produce for Better Health & Acosta launch partnership

The Produce for Better Health Foundation and Acosta Sales and Marketing, of Pleasanton, Calif., announce a partnership to spread the 5 A Day message to retailers and suppliers across the country. This partnership, made possible with help from the Kroger Co., of Cincinnati, Ohio, enables the Foundation to communicate 5 A Day marketing and merchandising strategies through Acosta's vast network of relationships with retailers and suppliers.

Acosta is a national leader in sales and marketing solutions, providing services to hundreds of manufacturers of consumer products. With more than 9,000 employees in 75 locations, Acosta provides a variety of services, including retail selling execution, marketing support, logistics, customer service, category management and order processing.

During regular in-person sales meetings with retail produce buyers and merchandisers, Acosta will discuss how 5 A Day retail marketing efforts can boost produce sales. Acosta has an extensive list of contacts from a majority of the nation's retailers. In addition to personal visits, Acosta will include 5 A Day information and updates in its e-mail communications to its customers. Throughout, Acosta will emphasize the ease of use in implementing the 5 A Day Retail Marketing Program.

"Acosta Sales and Marketing, a retail brokerage company, is well-connected with a substantial number of retailers and suppliers," said Reggie Griffin, director of produce for Kroger, of Cincinnati, Ohio, and chairman of the Foundation's Marketing Committee. "In support of the Produce for Better Health Foundation and our national 5 A Day Marketing programs, Acosta has agreed to keep produce buyers and merchandisers updated on 5 A Day activities and promotions on a daily basis. It's a perfect opportunity to champion the 5 A Day message and encourage participation from existing and potential 5 A Day licensed participants."

The Foundation's 5 A Day Retail Marketing Program offers licensed retailers a variety of resources, including: official 5 A Day promotional materials, 5 A Day Billboards, Children's Activity Sheets, recipe/tip cards on more than 75 commodities, customization, web-based marketing, in-store advertising, cross-promotions, loyalty card

promotions, direct mail campaigns and more. The Foundation works with retailers and suppliers to integrate 5 A Day into their overall merchandising strategy.

For more information about the Acosta partnership with the Foundation, contact Amy Bielicki, director of marketing, at 302-235-2329; ext. 1.

Here are Boomer's future priorities

Inevitably, the steady aging of the Boomers will continue to produce many demographically motivated revolutions in the consumer marketplace. As the Boomers pass through their middle years and on to maturity, five key factors will reshape supply and demand:

1. Their concern about the onset of chronic disease and their desire to do whatever is possible to postpone physical aging.

2. Increasing amounts of discretionary dollars (for some-but not all) as a result of escalating earning power, inheritances, and

return on investments.

3. Entry into new adult lifestyles, including empty-nesting, caregiving, grandparenthood, widowhood, and retirement-that with its own challenges and opportunities.

4. A psychological shift from acquiring material possessions toward a desire to purchase enjoyable and satisfying experiences.

5. The continued absence of "disposable time" due to complex lifestyles.

—Ken Dychtwald, PH.D. in *Age Power: How the 21st Century will be ruled by the New Old*



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Detroit, MI 48211
(313) 571-2250

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1608 Dove Street
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Representative Patricia Birkholz answers to the people

by Kathy Blake

State Representative Patricia L. Birkholz (R-88), in Allegan County, believes in listening to the people whom she represents. Having held township and county positions for a total of 20 years, she is accustomed to being close to her constituents. "The thing about local government is that you see those people you represent everyday at the schools, the post office and the grocery store. People are very quick to let you know what they like or dislike," says Birkholz.

She was elected in 1976 to the Saugatuck Township Parks and Recreation Commission. Then she served as township trustee and in 1982, she was elected township treasurer. She stepped up to Allegan county treasurer in 1992 until her election to the state house in 1996.

During her four years with the county, she helped implement a county-wide accounting system for property tax collection. With 34 units of government in Allegan county, all on different computer systems or none at all, it was a good time to catch up with technology, says Birkholz.

"People really had to be convinced it was a positive move," she says. In 1993 and 1994, many people were still reluctant to work with computers. Other people had to be convinced that upgrading their computers and using compatible software would be cost-effective. As it turned out, it was a positive move for both taxpayers and treasurers. It costs less in manpower and it is more efficient, Birkholz says.

Another project she undertook as county treasurer was also a technology advancement. She helped move the county into direct payroll deposit. With 1,000 employees including sheriffs and maintenance workers, direct deposit saves workers' time because they don't have to pick up their paychecks and then drive to the bank to deposit funds, explained Birkholz. It also saves payroll employees from spending the entire day handing out checks or routing them.

Birkholz has been active in several community organizations, including serving as president of the Allegan Rotary. She is a member and past Chair of the Michigan State Parks Advisory Board and a gubernatorial appointee to the foundation for Michigan State Parks.

She was named "Rookie of the Year" by the Michigan Manufacturers Association in 1998, and received the Distinguished Service Award from



the Association of Independent Colleges and Universities. Last year, Birkholz was named the Most Influential Woman in West Michigan by *Business Direct Weekly*.

In her second term as state representative, Birkholz was elected Speaker Pro-Tempore and was appointed Chair of the Local Government and Urban Affairs committee, and is a member of the Energy and Technology committee and the Great Lakes and Tourism committee.

As chair of the Local Government and Urban Affairs committee, she oversaw the rewrite of the tax reversion legislation for abandoned and dilapidated properties. In the past, it could take up to 12 years for the tax reversion process.

"Meanwhile, those houses are havens for varmints and drug dealers," says Birkholz. The new legislation speeds up the process and offers the homes to families meeting income criteria and sweat equity under the Urban Homesteading Act which was championed by State Senator Bill Schuette of Midland.

This act was adopted in Grand Rapids where over 500 homes were put into the program. "We've completed legislation for the Urban Homesteading Act and we'll be holding hearings this year," says Birkholz.

Birkholz says land use is a major concern with communities in her district. Her district is losing crop land to development. "We're growing houses not crops," she says adding, "If we're not careful, we'll lose the important aspects that brought the people here in the first place."

Planning is an important challenge for communities throughout the state. Rep. Birkholz says "Stopping growth is not what we should be all about. We need to be proactive about planning for growth." She says her district has become a bedroom community for Grand Rapids, Kalamazoo and with the increase in telecommunications, even Chicago employees live in her area.

Birkholz grew up surrounded by farms near Fennville. The main crops for the area are soy, corn and grain. Birkholz says she loves her opportunities to drive through the district early mornings and see the baby animals on the dairy, hog and sheep farms.

Rep. Birkholz's district is home to a large number of small businesses. Tourism is a key ingredient to her district's economy. "Our slogan to Chicago tourists used to be: 'we're only a gas tank away,'" says Birkholz. She reports that despite higher gasoline prices this summer, it was a good tourism year.

One thing that has increased tourism is the harboring of cruise ships at Lake Michigan ports. "The cruise ships create a popular draw for communities. The Midwest Convention and Visitors Bureau publishes the arrival destinations and dates of the ships and although tourists cannot board the ships, they come from all over the Midwest to see them dock," says Birkholz.

The La la vante, a French passenger vessel, docked in Saugatuck at the mouth of the Kalamazoo and Saugatuck Rivers this summer. The weather was perfect, sunny and warm, but not hot with a

slight breeze and low humidity. The dock area gazebo was decked out with red, white and blue flags, music was provided by the Holland American Legion band and Rep. Birkholz gave the passengers a welcome speech. Later, the cruise director, ecstatic with the success of the event said, "It's just like Pleasantville." Michigan port authorities negotiate with the cruise lines to lure them to their harbors. A German cruise ship visits the harbor in Holland, Michigan.

Last year tourism was center stage in Lansing with discussion on whether to postpone starting public schools until after Labor Day. Birkholz and other representatives were against the idea of mandating a post-Labor Day school start in order to generate more travel dollars. A compromise was agreed upon, mandating that the Friday before Labor Day would become a day off from school, thus creating a four-day weekend.

Birkholz says let the individual school districts decide when to start. "We found out how much power the Michigan Athletic Association has over the school calendar. The Association has requirements for schools to fulfill a certain number of competitions in order to participate in district tournaments," said Birkholz. If schools start after Labor Day, there may not be enough time to fulfill those requirements.

Rep. Birkholz graduated from Fennville High School, southeast of Holland, in her district. She was student council president in high school. Birkholz holds a B.S. degree from Western Michigan University and is currently working on her Master's degree in Public Administration.

After staying home to rear her three sons, Birkholz started her career as a speech pathologist for the Ottawa County Head Start program. She then took over as a manager for a retail shop in Saugatuck before holding her first political office at Saugatuck Township.

Now that her three sons are grown and working, she enjoys hiking in the Saugatuck Dunes State Park. In her spare time, she reads historical novels and cares for her perennial garden.

To reach Rep. Birkholz, call 1-888-28-PATTY (7-2889), email: pbirkho@house.state.mi.us or write: The Honorable Patricia Birkholz, State Representative, P.O. Box 30014, Lansing, MI 48909-7514.

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William Hill Winery takes its direction from nature

Editor's note: I was first introduced to William Hill Winery in September, at the AFD Beverage Journal Holiday Show. The beautiful wine labels instantly caught my eye and aroused my curiosity. On each bottle, above the label, was an exact replica of the leaf of the grape used to produce the wine. Called an ampelography, the images on the bottle are biologically accurate representations of Chardonnay, Cabernet Sauvignon and Merlot vine leaves, though smaller than actual size.—Michele MacWilliams

"Greatness in winemaking can only be achieved through an intimate relationship with the natural world. It is our belief that in order to create something beautiful from its raw, natural state, we must force ourselves to open our eyes to pay attention, to continually discover and learn from the world around us. That is the essence of art, the essence of science and the essence of wine."

—William Hill Winery

Since 1978, William Hill Winery has produced wines from the cool southern regions of Napa Valley, including the Silverado Bench and the Carneros districts. The winery specializes in Chardonnay and Cabernet Sauvignon, producing Reserve and Napa Valley bottlings. A Napa Valley Merlot is also produced.

The style of Winemaker Jill Davis is highly influenced by the uniquely flavored fruit grown in these regions. Chardonnay grown in the cool climate and well-drained soils of Carneros typically offers brighter, more intense flavors and higher acidity than grapes grown in the richer soils and warmer temperatures at the upper end of the Napa Valley. This allows further development of complexity and richness in the wines, without losing the essential flavors of the fruit.

The Silverado Bench, where William Hill Winery is located, is the home of its estate Cabernet Sauvignon vineyards. This rocky, hilly region produces intensely flavored Cabernet Sauvignon fruit with soft tannins and a berry-like quality. Of a total of 200 acres, 120 are planted, with the balance occupied by the winery and open space.

Winemaker Jill Davis and Vineyard Manager Jim Lincoln work closely with a number of well-established grape growers whose quality standards meet with their approval.

The selection and blending of the numerous lots to create the final Reserve and Napa Valley wines are at the heart of the William Hill Winery winemaking philosophy. Decisions are made beginning in the vineyard as to what grapes show the potential to be used in Reserve bottlings. Later, as the wines develop in barrel, the winemaking team will conduct periodic tastings to identify and isolate

the Reserve lots.

The winemaking team practices what they call "focused winemaking." This refers to the fact

fermentation.

Red wine regimens at William Hill Winery are designed to concentrate and amplify fruit aromas and flavors.



that only three varietals are produced, all from carefully selected Napa Valley vineyard sources. Fruit for the Reserve program is isolated early in the winemaking process and is fermented separately. Jill personally monitors each barrel, checking them often during primary and malolactic fermentations.

Jill sums up the William Hill Winery winemaking style by saying "We are looking for true, lush fruit character, lots of elegance and complexity, delicious flavors; a total sensory experience." Everything that happens, from vineyard to bottling, contributes to that goal.

Barrel fermentation is carried out in 3,000 predominantly French oak barrels. Jill's preference is for French oak, primarily Dargaud Jaegle and Francois Freres, because of the lush, creamy vanilla character they impart. The Reserve Chardonnays go through 100 percent barrel

The most concentrated lots are macerated on the skins for up to 22 days, with the free run wine drained to a separate tank prior to transfer to small cooperage. Judicious blending of Cabernet Franc and Petit Verdot is utilized for additional complexity, flavor and interest. Partial whole berry fermentation, which produces bright, blackberry and black cherry flavors, is a new technique being actively pursued at the winery.

The Vineyards

Wine reflects the unique character of its growing region. For this reason, a large percentage of Cabernet Sauvignon fruit used to produce the Reserve Cabernet Sauvignon comes from the William Hill estate vineyard on a unique landform known as the Silverado Bench, adjacent to the winery in southern Napa Valley.

The Silverado Bench runs east of the Silverado Trail, from the southern

boundary of the Stag's Leap District to Milliken Creek in the south. The soils forming its slopes were deposited some two million years ago.

This unique soil reduces the vine's growth, resulting in a smaller canopy which allows more sunlight to reach the grapes, producing riper, more mature and better pigmented fruit. According to Vineyard Manager Jim Lincoln, this, combined with the area's temperate climate, is the key to producing multidimensional Cabernet Sauvignon.

Fruit for the Napa Valley Cabernet Sauvignon and Merlot come from a variety of vineyard sources, with the common denominator among them being their mountain and hillside locations.

Most of the fruit for the Reserve Chardonnay comes from specially selected blocks in the cool Carneros district, edging the San Francisco Bay, with the remainder coming from the estate Silverado Bench vineyards and the Atlas Peak viticultural district.

The Reserve and Napa Valley Chardonnays are sourced from the same vineyards, with the exception that only those blocks carefully selected by the winemaking and vineyard team are used for the Reserve Chardonnay.

The winery's close relationship to the vineyards is reflected in their product and in the wine's unique packaging, which recreates varietal leaves down to the smallest detail. The winery's literature carries a paragraph on its back page that sums up the William Hill philosophy of winemaking:

"A glass of wine is like a time machine. By smelling and tasting, we are often awarded glimpses of what a wine may be like ten years from now. But fine wine lets us read its past as well, with hints of primordial earth and the turn of seasons come and gone."

William Hill wines are distributed by J. Lewis Cooper. The wines' retail list price is \$13-\$16 per bottle for Chardonnay and \$20-\$23 per bottle for Cabernet Sauvignon and Merlot. For ordering information, call 1-800-686-7592.

Instant tickets make great last-minute gifts



By Commissioner Don Gilmer

Everyone has at least one person on their gift list that is nearly impossible to buy for. Fortunately the Michigan Lottery has the perfect gift for those individuals — instant game tickets!

As you know, the Lottery has a wide variety of glittering games available for sale all year long. Each year around the holidays the Lottery introduces special holiday-themed instant tickets. This year there are four such games — "Holiday Gift Pack," "Happy Holidays," "Treasure Tree" and "Season's Greetings" — all of which went on sale in November. "Holiday Gift Pack" features 10 instant tickets bundled together in one packet (not for individual sale) and offers a top prize of \$5,000. The packet not only makes a great gift, but the tickets can also be used as gift tags! "Happy Holidays" offers a top prize of \$250,000 and it doubles as a greeting card. "Treasure Tree" offers a top prize of \$25,000, and "Season's Greetings" features six different holiday scenes and a top prize of \$3,000.

In addition to the holiday instant tickets, the Lottery is introducing four exciting new instant games in December. On December 4, two new instant tickets will debut — the \$2 "Bingo Extra" which offers a great \$25,000 top prize and the \$1 "Snake Eyes" with a top prize of \$7,000. Players will rake in a mountain of money with the \$5 "Mount Cashmore" which hits ticket counters on December 11 with a whopping \$200,000 top prize! Finally, the \$2 "Old Man Winner," which debuts on December 18, offers a wallet-stuffing \$15,000 top prize.

I encourage you to prominently display the colorful point-of-sale materials the Lottery has provided for promoting the instant games this holiday season. The Lottery will also be airing a heavy schedule of radio and television advertisements that will surely bring holiday shoppers into your stores. Those advertisements will begin airing on Friday, November 24 and run through Sunday, December 24.

To ensure that you will be able to

meet the increased demand for instant game tickets during the holidays, I encourage you to stock up on a variety of games now. This is definitely one time you will not want to run out of tickets! You may also want to run "ask-for-the-sale" promotions in your stores to increase customer awareness of the Lottery products you carry and increase sales, which will, in turn, increase your commissions.

Speaking of commissions, don't

forget that Lottery retailers receive a 7-percent sales commission for all new \$2 instant games introduced during fiscal year 2001 (October 1, 2000 to September 30, 2001).

No Drawings on Christmas Day.

There will be no Michigan Lottery drawings conducted on Christmas Day — Monday, December 25. All other Lottery drawings will take place at the normal time and day of the week.

Lottery Web Site Changes. The

Lottery's Web site (www.state.mi.us/milottery) recently added detailed drawing information to the drawing results area of the site. When players look up the winning numbers for a particular drawing on the Lottery's Web site, they will now find a "Details" button next to the winning numbers. Upon clicking on the new

See Lottery, page 29

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Lansing Mall undergoes restructuring, looks at new tenants

After a decreased demand for outlet shopping nationwide, the Eyde Company of East Lansing, Michigan plans to re-structure and re-develop the Lansing Factory Outlet Mall. The outlet mall is located at the crossroads of I-69 and U.S. 27 in DeWitt, Michigan.

The center is built on over thirty acres of prime real estate, and currently consists of over 200,000 square feet of existing developed retail space, with another 45 acres of prime land for future expansion needs such as; big box retailers, restaurant sites, multi-plex theater's and theme parks.

In August of this year, The Eyde Company assigned a team to develop a re-structuring plan for the Lansing Factory Outlet Mall. Charles Noble and Robert Zeineh, who specialize in commercial property, especially at the retail level, head the team assigned to the LFOS center.

After intensive market research and feedback from the community, it has been decided to re-structure the

center into an urban entertainment center. By utilizing this theme, the company expects to be recognized as a wholesome family oriented center, while maintaining a focus of being one of Mid-Michigan's largest entertainment and multi-tenant power centers. The success of the center will impact the economic growth and expansion of the North Lansing/DeWitt sector.

The DeWitt area has had an annual population growth of fifteen percent.

The center will focus on a diverse tenant mix of multi-tenant retailers specific to industry, including the home improvement industry. A diverse dining arena will also be a key ingredient to the new center. The center will retain a gymnasium that will occupy over 12,000 square feet, which will accommodate young children. In addition, it is also in negotiations with Karate Dojo, a fitness center, and a multi-plex theater.

Attacks on irradiation hinder efforts to save lives and enhance food safety

Ideological attacks on food irradiation hinder efforts to save lives and enhance the safety of the food supply, the Grocery Manufacturers of America said today. In response to the latest series of orchestrated attacks on irradiation led by the group Public Citizen, GMA said the scientific evidence supporting the benefits of food irradiation is overwhelming.

"The bottom line is that food irradiation can help save lives," said Lisa Katic, a registered dietitian and GMA Director, Scientific and Nutrition Policy. "The General Accounting Office - Congress' independent investigation agency - reviewed more than 50 years worth of scientific evidence on food irradiation. Their verdict: food irradiation is a safe, effective tool for reducing foodborne pathogens."

Scientific bodies from around the world have attested to the safety and the benefits of food irradiation,

according to Dr. Lester Crawford, Director of the Georgetown Center for Food and Nutrition Policy.

"You can't erase decades of scientific substantiation," said Crawford, former Administrator at the USDA's Food Safety and Inspection Service and former Director of FDA's Center for Veterinary Medicine. "From the American Medical Association to the World Health Organization, the mainstream scientific and medical community around the globe has attested to the safety of irradiation."

GMA's Katic noted that irradiation "will never be considered as a stand-alone tool to ensure food safety. Manufacturers work every day to assure the safety and quality of the products sold to consumers. Irradiation is just an extra weapon in

See irradiation, page 29

*"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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Toast Michigan was a huge success

Over 400 guests sampled more than 50 Michigan wines during AFD's Toast Michigan wine tasting event, October 27. This was the first all-Michigan wine tasting in Southeast Michigan and, judging by the rave reviews of the crowds that filled the Excalibur Conference Center and the food and wine critics in attendance, Michigan is producing some very good wines!



Mr. Ciccone, of Ciccone Vineyard, (name sound familiar?) proudly presents a 2000 selection.



There were lots of smiles at Toast Michigan!



Door prizes were popular and ranged from a weekend holiday to a set of souvenir glasses.



Everyone had a great time at Toast Michigan. We sampled, danced, chatted and sampled some more.



The O'Keefe brothers of Chateau Grand Traverse Winery had a very popular Late Harvest Riesling.



Steve Konsdorf of Forgotten Harvest, which benefitted from the event.

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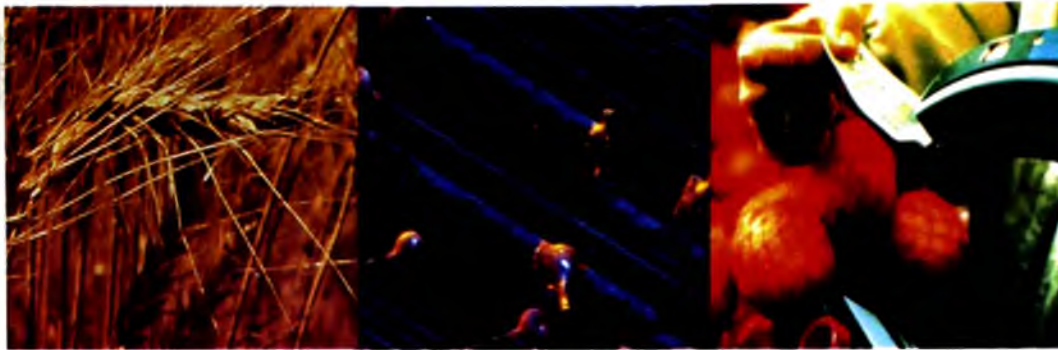
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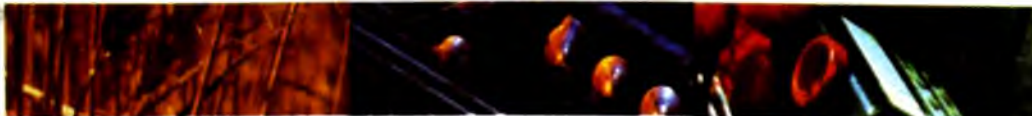
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November DAGMR Dinner



Frank Arcori was the guest speaker at the November DAGMR meeting.



Ed and Joanie Frost



Frank Tumbrello and son, Nick

They were framed!



Craig Rupprecht (top) of Norm's Market, in Richville, and Jay Crete of Ideal Party Store, in Bay City, show off framed articles about their businesses that appeared in AFD's Food & Beverage Report.



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Frank Bodi, Seagram Americas

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- Ten company photos in slide show
 - Corporate signage at the dinner
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- Use of two company products at the dinner (or two additional slides)
- \$600 each additional table

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- Corporate signage at the dinner
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- Use of one company product at the dinner (or one additional slide)
- \$650 for each additional table

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- One table of ten for dinner
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- Corporate signage at the dinner
- 1/8 page ad in the Food & Beverage Report

Liquor Companies Please Call for Additional Details

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Tables of ten-\$900
Couples-\$200*

Call AFD Special Events Director Michele MacWilliams at (248) 557-9600 for Details & Reservations.

Keys to Successful Center-Store Sales

Consumer shopping preferences for grocery, health and beauty care and general merchandise products have changed dramatically during the past decade. Today's shopper is more concerned with lifestyle needs, health, convenient shopping hours, demands value and selection, and wants to multi-task (use banking, dry cleaning, and other services) while at the supermarket, according to *Supermarket News' Vision 2000* report.

While shoppers surveyed in the Vision 2000 report clearly pointed to supermarkets as their favored destination for perishable items such as produce, meat, bakery and deli, they are increasingly turning to mass merchants and warehouse clubs for canned goods, health and beauty care items, and the other non-perishable product lines that make up the supermarket's center store.

Why Center Store is Important

The grocery and non-foods departments of the supermarket are vital to a shopper's choice of where to shop. The two departments have traditionally been the "cash engine" that drives the bottom line of most supermarket operators. The center store also represents the most significant sales opportunity in the store, covering 70% of the store's selling space and accounting for just under half of total retail sales volume, according to *Progressive Grocer's*

2000 Annual Report of the Grocery Industry.

An example of the importance of the center store is shown by an analysis of nine categories in the grocery and non-foods departments conducted by Procter & Gamble. Laundry detergent, peanut butter, fabric softener, toilet tissue, diapers, coffee, toothpaste, paper towels and shampoo collectively represent about \$17 billion in annual supermarket sales, according to syndicated data. By doing nothing to retain the sales in these categories, operators will lose an estimated \$1.2 billion in the next two years. Worse, the rate of volume loss is accelerating in several categories, including coffee, cereal, chilled drinks, and soup.

What Happened?

Over the last 20 years, the business model that many supermarket operators base their operations on has changed to one that sells products at the same price they are purchased for, and relies on trade promotions to cover all other costs and provide the profit margin. During the same period, new competitors for the center-store business arrived to attract customers from traditional supermarkets by offering lower prices, larger or different pack sizes, a more exciting shopping experience, or all of these.

The growth in meals away from home is also an increasing factor in supermarket operation, as companies

improve the quality of perishables sections (at the cost of devoting less resources to the center store) in an attempt to recoup the share of stomach lost to foodservice.

The combination of the buying-oriented business model, the new competition, and the growing emphasis on perishables has resulted in the center store often falling into some level of disrepair.

The fact that many center-store categories are suffering was noted in a recent AC Nielsen study, which showed that 25% of dry grocery and non-foods categories experienced volume growth of 5% or less; another 5% experienced no volume growth at all; and the remaining 70% experienced declines. On average, 70% of total store space is dedicated to center-store categories. Other channels are capturing center-store sales from supermarkets for the following reasons:

Competition from alternate channels is a major factor in the decline in supermarkets' center-store sales. Sales volume in the center store at a majority of supermarkets has been shrinking since 1990 due to increased competition from alternate channels, retail emphasis on perishables to recapture sales lost to foodservice, and a corresponding lack of resources dedicated to the categories that make up grocery and non-foods.

ITREC Initiative

N.G.A.'s Industry and Trade Relations Executive Council (ITREC) has focused on recapturing center-store sales as a priority. ITREC reflects N.G.A.'s unique mission and involves the trading partners involved in the independent sector of the food industry, executives from the retail, wholesale and manufacturing communities.

Strategies 2005: A Vision for the Wholesale-Supplied System, a report developed by the Food Distributors International (FDI) and sponsored by N.G.A. made it clear that wholesalers and the independents they serve will be facing significant challenges in the near future. The study found that the wholesale-supplied supermarket trade channel represented a \$178 billion market, 37% of total retail grocery industry sales, down nearly 5% from 1992. A substantial portion of that loss in market share is from center store volume deterioration.

ITREC's *Special Report: Keys to Successful Center-Store Growth* presents strategies to help supermarkets solve the attrition of center-store sales, and includes a report by Willard Bishop Consulting on opportunities to increase the efficiency of trading relationships, ways to help trading partners achieve these opportunities, and the economic payback that can be achieved.

For the entire report, visit the website www.NationalGrocers.org.

Mail Box

Letter of Concern

Dear AFD:

I was disappointed to see the cartoon in the "The Grocery Zone" of the October issue of the AFD Food & Beverage Report.

As one of a dozen meat manufacturer AFD members, I am surprised at the continuance of such outdated and out of touch stereotype of our industry by our association. I thought that an association would try to promote its members in a positive light. We are all familiar with the sorted, ancient history of the meat business, however those days are long gone. With all of the advances in technology and science in our industry, as well as all the improved conditions, this sort of joke is a cheap shot at best. The only purpose a cartoon like this can serve is to encourage the public to believe that unsafe and insanitary processing is still a part of the meat business today.

I know that some people might view my response as an over reaction to a little joke, however there is no place for this type of humor about an industry that has pre-perceived negative conditions that are no longer existent.

I hope you will use better judgement in the future in regards to these negative jokes. Especially when you are attacking the integrity of some of your associations members.

Sincerely,

Michael J. Kowalski, President
Kowalski

Editor's Note:

Our general enthusiasm for our cartoonist blinded us to our responsibility to all our readers. We apologize sincerely for our insensitivity to meat producers, who could use a good laugh but not at their own expense.

We get good mail too!

Dear AFD,

On behalf of Forgotten Harvest, metro Detroit's only prepared and perishable food rescue and distribution program, I would like to thank you for your generous contribution to our hunger relief program.

With your help, Forgotten Harvest will be able to continue its high volume of deliveries of prepared and perishable foods to feeding agencies across metro Detroit. Due to your contribution Forgotten Harvest was able to provide over 93,500 meals to hungry individuals and families through our participating agencies in the month of October.

We are honored to count you among our valued supporters of the only program of its kind in metro Detroit. On behalf of the hungry people your contribution has helped through Forgotten Harvest, please accept once again our heartfelt thanks.

Best Wishes,
Steve F. Kongsdorf
Food Program Coordinator

Dear AFD:

Thank you for taking time to provide me with the information that I needed to complete my research project. The AFD Food & Beverage Report along with the AFD folder were very helpful. I received an A grade in the class and an A grade on the project. Thank you!

Loyal member,
Jason J. Kassab
Handy Spot Fine Foods

Classifieds

FOR SALE—Ice Cream Maker and Pizza Oven. Call Patrick at (810) 725-2076.

FOR SALE: HAZEL PARK—Well established small supermarket, about 6,000 sq. ft. Same owners for over 35 years. Money maker—easy to run. Call Tony for details, (248) 543-2018.

FOR SALE—12,000 sq. ft. supermarket located in pleasant thumb town. Remodel done in 1996. SDD-SDM license. Possible easy terms—MUST SELL (517) 879-7055 after 5:00 p.m.

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SHOWCASES FOR SALE—3 foot to 6 foot and 3 foot to 4 foot. Call Neil at (248) 252-4674.

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SDD/SDM LIQUOR LICENSES NOW AVAILABLE—One in City of Livonia, One in City of Riverview. Must Sell! Call (248) 548-2900, x3033.

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PARTY STORE FOR SALE—Beer, wine, Lottery, deli and grocery. Located on Dequindre Road in Warren. Call Sam at (810) 756-4010.

FOR SALE—Party Store in Warren. Excellent location! Good business with GREAT income. Call Sam or Mike at (810) 751-6440.

MICHIGAN EMPLOYERS—Need employees? Reach quality job candidates with a creative recruitment ad in *THE EMPLOYMENT GUIDE*—Michigan's largest employment advertising paper. Call Brian Greenlee at 800-752-8926, ext. 230.

FOR SALE—Liquor, deli, pizza. Brighton area. High volume corner! Business & property available. Contact George at (313) 460-9194.

ESTABLISHED NEWER PARTY STORE—Port Huron, MI. 6,000 plus sq. ft. liquor, beer, wine. Large Lotto sales. First class—6 year old equipment and building. Excellent location and clientele. Contact Bob Greene, II, Moak Real Estate, Inc. (810) 985-9515 for more info.

SPECIALTY WINE SHOP FOR SALE—SW Michigan location, SDD, SDM and Lotto. \$1.6mm revenues, \$100M+ cash flow. Owners retiring. Great opportunity with strong potential for growth. \$275,000+ inventory. The Stratford Company (Broker) 616-385-4101.

IND-MICHIGAN—Convenience store with gasoline, 3,350 sq. ft. of space and 1,070+ sq. ft. three bedroom ranch home. Centrally located between three separate lakes in year-round resort area. Steel building, dura seal roof, new 24-ft. nine-door walk-in cooler, new 12 x 8 walk-in freezer, kitchen, live bait room, beer & wine license, liquor license, fish and game agent, lottery agent. All fixtures and equipment included with sale. Contact Hamson Realty at 517-539-2261.

FOR SALE—Major specialty food market located in Ann Arbor, MI. 9600 sq. ft. building can be purchased or leased (734) 975-8883.

Lottery, continued from page 21

button, players will view a listing of how many people won in each prize category for that drawing. Additionally, this new area of the Web site lists which retailer(s) sold jackpot-winning and top-prize winning tickets. If no jackpot or top-prize winning tickets were sold for a particular drawing, a message indicating that fact will appear. I encourage you to check out this new feature and tell all of your customers about it.

Irradiation, continued from page 22

the food safety arsenal.

"Sadly, misinformation about irradiation and proposed moratoriums on its use—like current legislation proposed in New Jersey—hinder efforts to enhance the safety of the world's food supply," she said. "Acceptance of pasteurization was long delayed because of fear mongering and misinformation. We should not let that happen with food irradiation."

GMA hosts an Irradiation Facts and Figures page on its web site, at www.gmafoods.com/pubpolicy/irradiation/index.cfm.

Spin the Wheel with AFD!

Mark your calendar for AFD's 17th Annual Selling Trade Show—Wheel of Fortune.

Exhibitor space will sell quickly for this April 30 and May 1, 2001 event at Burton Manor in Livonia.

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I agree to pay \$249.00 for each kit - plus tax, shipping and handling.

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Date _____

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AFD

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AUTHORIZED LIQUOR AGENTS:

General Wine & Liquor (248) 852-3918
National Wine & Spirits (888) 697-6424
(888) 642-4697
Encore Group/ Trans-Con, Co. (888) 440-0200

BAKERIES:

Ackroyd's Scotch Bakery
& Sausage (313) 532-1181
Archway Cookies (616) 962-6205
Awrey Bakeries, Inc. (313) 522-1100
Dolly Madison Bakery (517) 796-0843
Interstate Brands Corp. (313) 591-4132
Koeppinger Bakeries, Inc. (248) 967-2020
Metz/Taysee
Oven Fresh Bakery (734) 946-4865
S & M Biscuit Dist. (Stella D'Or) (810) 757-4457
Taysee Bakeries (248) 476-0201

BANKS:

KPN Technologies (ATMs) (800) 513-4581
Michigan National Bank 1-800-225-5662
North American Interstate (248) 543-1666
Peoples State Bank (248) 548-2900

BEVERAGES:

Absopure Water Co. 1-800-334-1064
Ak'Wa Water (248) 627-3747
Allied Domecq Spirits USA (248) 948-8913
American Beverage Marketers (913) 451-8311
American Bottling (313) 937-3500
Anheuser-Busch Co. (800) 414-2283
Arcadia Brewing Co. (616) 963-9520
Bacardi Imports, Inc. (248) 476-6400
Bellino Quality Beverages, Inc. (734) 947-0920
Brown-Forman Beverage Co. (734) 433-9989
Central Distributors (313) 946-6250
Coca-Cola Bottlers of MI
Auburn Hills (248) 373-2653
Detroit (313) 825-2700
Madison Heights (248) 585-1248
Van Buren (734) 397-2700
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
Jim Beam Brands (248) 471-2280
Josulete Wines, Inc. (313) 538-5609
L & L Wine World (248) 588-9200
Leelanau Wine Dist. (231) 386-5201
Michigan Grape & Wine
Industry Council (517) 373-1104
Miller Brewing Company (414) 259-9444
National Wine & Spirits (888) 697-6424
(888) 642-4697
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
Seagram Americas (248) 553-9933
Seven-Up of Detroit (313) 937-3500
South Beach Beverage Co. (234) 223-9451
Southcorp Wines North America (248) 795-8938
Tri-County Beverage (248) 584-7100
UDV-North America 1-800-462-6504
United States Beverage (630) 904-6028
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) 207-7900
The Greenson Company (248) 305-6100
Hanson & Associates, Inc. (248) 354-5339
International Sales Group, Inc. (810) 754-5662
J B Novak & Associates (810) 752-6453
James K. Tamakian Company (248) 424-8500
Marketing Specialist, Inc. (248) 626-8300
S & D Marketing (248) 661-8109

CANDY & TOBACCO:

American Vending Sales (248) 541-5090
Brown & Williamson Tobacco (248) 350-3391
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:

Golden Valley Dairy (248) 399-3120
Melody Farms Dairy Company (734) 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

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

INSECT CONTROL:

Tri-County Pest Control (810) 296-7590

INSURANCE:

Blue Cross/Blue Shield 1-800-486-2365
Capital Insurance Group (248) 354-6110
Gadaleto, Ramsby & Assoc. (517) 351-4900
IBF Insurance Group, Inc. (810) 774-5300
Frank McBride Jr., Inc. (810) 445-2300
Meadowbrook Insurance (248) 358-1100
North Pointe Insurance (248) 358-1171
Rocky Husaynu & Associates. (248) 988-8888
MANUFACTURERS:
Anthony's Pizza (810) 731-7541
Bosco's Pizza Co. (248) 616-3450
Eden Foods (517) 456-7424
Home Style Foods, Inc. (313) 874-3250
Jagget Hillsdale Country Cheese (517) 368-5990
Kraft General Foods (248) 488-2979
Monitor (Big Chief) Sugar (517) 686-0161
Nabisco, Inc. (248) 478-1350
Old Orchard Brands (616) 887-1745
Pack'Em Enterprises (313) 931-7000
Philip Morris USA (616) 554-0220
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
Gainor'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
Wolverine Packing Company (313) 568-1900

MEDIA:

The Beverage Journal 1-800-292-2896
Booth Newspapers (734) 994-6983
Detroit Free Press (313) 222-6400
Detroit News (313) 222-2000
Detroit Newspaper Agency (313) 222-2325
The Employment Guide (800) 752-8926, x230
Michigan Front Page (313) 870-1940
Michigan Chronicle (313) 963-5522
WDFN-AM 1130 (313) 259-4323

WDIV-TV4 (313) 222-0643
WWW-AM/FM (313) 259-4323

NON-FOOD DISTRIBUTORS:

Toffler Marketing (810) 263-9110

POTATO CHIPS/NUTS/SNACKS:

Better Made Potato Chips (313) 925-4774
Detroit Popcorn Company 1-800-642-2676
Frito-Lay, Inc. 1-800-359-5914
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

PROMOTION/ADVERTISING:

Huron Web Offset Printing (519) 845-3961
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
Abbott, Nicholson, Quilter,
Eschaki & Youngblood (313) 566-2500
Action Inventory Services (810) 573-2550
AirPage Prepay & Talk Cellular. (248) 547-7777
AirTouch Cellular (313) 590-1200
American Mailers (313) 842-4000
Amentech Pay Phone Services 1-800-809-0878
AMT Telecom Group (248) 862-2000
Ann Klempner Red Carpet Keim (734) 741-1262
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
Credit Card Center (248) 476-2221
Dean Nadeem Ankouny, JD
Attorney At Law (810) 296-3967
Detroit Edison Company (313) 237-9225
The Employment Guide (800) 752-8926, x230
Eskey Co., Inc. (317) 632-3870
Follmer, Rudzewicz & Co., CPA (248) 355-1040
Frank Smith Re/Max
in the Hills (248) 646-5000
Garmo & Co., CPA (248) 737-9933
Goh's Inventory Service (248) 353-5033
Great Lakes News (313) 359-1001
Grocery Street.Com (248) 901-1530
Guardian Alarm (248) 423-1000
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
Meter Mate (800) 843-6283
Metro Media Associates (248) 625-0700
Nationwide Communications (248) 208-3200
Nordic Electric, L.L.C. (734) 973-7700
North American Interstate (248) 543-1666
Paul Meyer Real Estate (248) 398-7285
Payment Authority, The (248) 879-2222
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
Sagemark Consulting, Inc. (248) 948-5124
Sal S. Shimoun, CPA (248) 593-5100
Security Express (248) 304-1900
Smokeless Tobacco
Council, Inc. (202) 452-1252
Southfield Funeral Home (248) 569-8080
Staver & Souve, PC (734) 374-1900

Harold T. Stulberg, R.E. Broker

24 Hours (248) 351-4368
Telecheck Michigan, Inc. (248) 354-5000
Travelers Express/Money Gram (248) 584-0644
Western Union (248) 887-1702
Western Union Financial Services (248) 888-7423
Whitey's Concessions (313) 278-5207

STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply (313) 491-6550
Brehm Broaster Sales (517) 427-5858
Cost Savings & Reduction
Specialists (561) 398-9396
Culinary Products (517) 754-2457
DCI Food Equipment (313) 369-1666
Envipco (248) 471-4770
Hobart Corporation (734) 697-3070
Kansmacker (517) 374-8807
Martin Snyder Product Sales (313) 272-4900
MSI/BOCAR Store Fixtures (248) 399-2050
National Food Equipment
& Supplies (248) 960-7292
North American Interstate (248) 543-1666
Olender Equipment (734) 458-8850
Oreck Floor Care Centers (810) 415-5600
Sarkozi-Hollymatic Equipment (313) 381-5773
Serv-Tech Cash Registers (800) 866-3368
Swanson Commercial Food
Equipment Services (800) 762-8277
Taylor Freezer (313) 525-2535
TOMRA Michigan 1-800-610-4866
United Marketing Assoc. (734) 261-5380
Wadie Makhay
Produce Specialist (248) 706-9572

WHOLESALE/FOOD DISTRIBUTORS:

AK'WA Water Co. (248) 627-4737
Capital Distributors (313) 369-2137
Central Foods (313) 933-2600
Chase Farms Frozen Food
Process (231) 873-3337
Consumer Egg Packing Co. (313) 871-5095
EBY-Brown, Co. 1-800-532-9276
Family Packing Distributors (248) 738-5631
or (313) 873-3999
Fleming Company (330) 879-5681
Food Services Resources (248) 738-6759
Garden Foods (313) 584-2800
Global Interactive Technology (517) 681-2729
Gourmet International, Inc. 1-800-875-5557
Great North Foods (517) 356-2281
Hamilton Quality Foods (313) 728-1900
Hammell Music, Inc. (248) 594-1414
Hav-A-Bar (810) 234-4155
I & K Distributing (734) 513-8282
Jerusalem Foods (313) 538-1511
Kaps Wholesale Foods (313) 567-6710
Kay Distributing (616) 527-0120
Kramer Food Co. (248) 851-9045
L&L Jiroch/J.F. Walker (517) 787-9880
L.B. Enterprises (517) 546-2867
Lipari Foods 1-(810) 447-3500
M&L Distributors (517) 623-0420
Mr. Dee's Gourmet Foods (734) 747-8475
National Bulk Foods (313) 292-1550
Norquick Distributing Co. (734) 254-1000
Robert D. Arnold & Assoc. (810) 635-8411
S. Abraham & Sons (248) 353-9044
Sherwood Foods Distributors (313) 366-3100
Spartan Stores, Inc. (313) 455-1400
State Fair Wholesale, Inc. (248) 542-3535
Suburban News: Warren (810) 756-4000
Flint (810) 785-4200
Super Food Services (517) 777-1891
SuperValu Central Region (937) 374-7874
T.I. Spices, Inc. (810) 790-7100
Tiseo's Frozen Pizza Dough (810) 566-5710
Value Wholesale (248) 967-2900
Weeks Food Corp. (810) 727-3535
Ypsilanti Food Co-op (313) 483-1520

ASSOCIATES:

American Synergistics (313) 427-4444
Canadian Consulate General (313) 567-2208
Livernois-Davison Florist (248) 352-0081
Minnich's Boats & Motors (810) 748-3400
Wijeden & Assoc. (248) 588-2358
Wolverine Golf Club, Inc. (810) 781-5544

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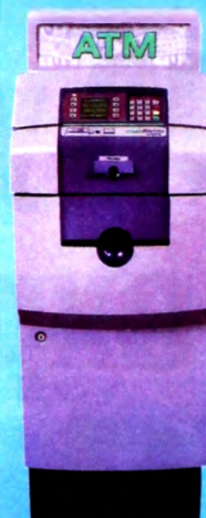
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