



ASSOCIATED FOOD DEALERS OF MICHIGAN

and its affiliate
PACKAGE LIQUOR DEALERS ASSOCIATION

FOOD & BEVERAGE REPORT

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November 2000

Working hard for our members.

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News Note

Priceline closes its WebHouse Club

In late September, Priceline.com's founder Jay S. Walker made the decision to close his grocery and gasoline sales division. The one-year-old Priceline WebHouse Club Inc., was an ambitious attempt to extend Priceline's name-your-own price online service to cover everyday items such as groceries and gasoline.

In Michigan, Farmer Jack, Kroger, Meijer stores and others joined the WebHouse Club program, offering grocery purchases off the Internet.

Faced with increasing debt, Mr. Walker gathered together WebHouse employees and told them that the company was "going to run out of fuel in four or five months. Instead of waiting, I'm going to land the plane safely right now."

Email messages were sent

See Priceline, page 9

AFD urges you to vote no on proposal 2

Editor's Note: Proposal 2, The ballot proposal called "Let Local Votes Count" may sound like a good idea, but after closer scrutiny, it is evident that Proposal 2 has the potential to wreck havoc on our government. Please read on as Jim Barrett explains why you should VOTE NO:

10 Good Reasons Why The Municipal League's Ballot Proposal Is A Bad Idea

By Jim Barrett

At a recent news conference held in Lansing, the Michigan Municipal League (MML) announced that it was establishing a coalition called "Let Local Votes Count" to launch a petition drive to "place the home rule issue on the November ballot." According to the MML, "The proposed ballot question would amend the (State) Constitution so a two-thirds majority in both the Senate and the House would be required to pass a bill that intervenes in municipal matters."

At first blush, the MML proposal sounds reasonable. However, the devil is in the details. After carefully studying the actual wording of the proposal, we conclude that it is an overly broad amendment to the State Constitution that is full of unknown consequences. During the next few weeks or months, businesspeople may be asked by city officials to sign a petition or contribute money to the Michigan Municipal League's effort. Here are 10 good reasons why the MML ballot proposal is a bad idea that does not deserve your support:

1. It is anti-business. The MML proposal could open the floodgates for a wave of

new local government regulations on business and there would be little the Legislature could do about it. For example, as so-called living wage ordinances that exceed both the state and federal minimum wage laws have been adopted in Detroit and other cities, bills have been introduced in the State House and Michigan Senate to provide for uniform regulation of wages by preempting these conflicting local ordinances. Due to strong opposition from city officials and union lobbyists, these bills have not been reported out of committee. It is doubtful that supporters will ever be able to muster a two-thirds vote in favor of this legislation.

2. It is anti-taxpayer. The MML proposal would open the door for new local government taxes on individuals and business that, once again, the Legislature could do little about. In the past, Lansing residents had to go to court to fight a new rain tax that was imposed on homeowners and business property owners without a vote of the people as required by the Headlee Amendment. Next year, the federal moratorium on new Internet

See Proposal 2, page 33



Hot holiday beverage picks

Here is a roundup of the beverages that will sell fast for the holiday season.

by Michele MacWilliams

Exhibitors and retailers at the AFD Beverage Journal Holiday Show were celebrating the holiday season a little early this year. Held September 27 and 28, the aisles were packed with buyers taking advantage of an opportunity to buy at discounted prices, survey trends, purchase gift sets and get a "taste" of the season's offerings.

I asked exhibitors throughout the show to give me their picks of what will be the hot sellers for Christmas, New Years Eve and beyond. Their answers were varied and interesting. Everything from fruit-flavored sparkling wine to ultra-premium tequila will be on customers' wish lists. Here is what the experts have to say:

Paul Jacques of Allied



A Scottish bagpiper introduced Dewar's Special Reserve.

Domecq believes that high-end vodkas and tequilas will take center stage. His Friis Vodka and Herencia Tequila are selling well.

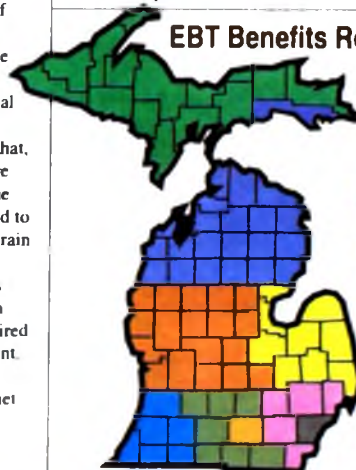
Bob Otto of McCormick

See Hot for the holidays, page 20



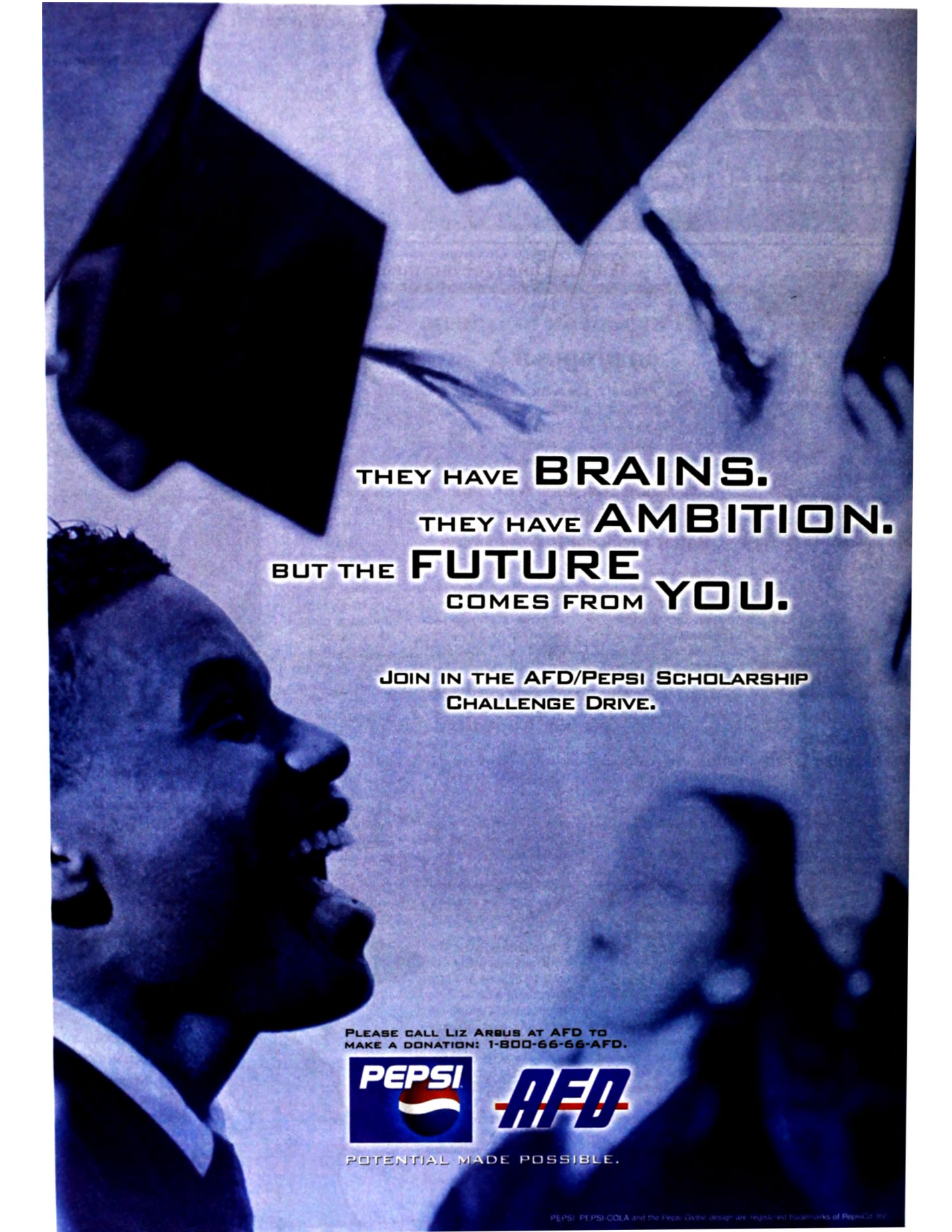
EBT Benefits Rollout Schedule

For a county-by-county listing of EBT rollout dates, see page 32.



- June 2000
- October 2000
- November 2000
- February 2001
- March 2001
- April 2001
- May 2001
- June 2001
- July 2001

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Chairman's Message

Remember, associations don't just lobby AFD has much to offer



By Sam Dallo
AFD Chairman

There's a common misperception that the primary function of associations is to lobby for the special interests of their respective industries or professions.

Time and time again, research conducted by the American Society of Association Executives Foundation shows that associations put the professional needs of their members before government relations and public policy efforts. When asked the most important reason members belong to their associations, less than half responded with legislative activity.

Associations do, however, promote civic activism among their members and encourage them to take advantage of their right to associate and speak out for the issues they believe in.

Twenty-three percent said they belong to an association because it provides public information to the industry, members, or the cause, and 14 percent belong because their organization monitors and helps members use information about local, state and federal judicial/regulatory activity.

Four percent cited specific association initiatives such as grass roots mobilization and encouragement of political involvement on key public policy issues.

AFD is fortunate to have two lobbying firms represent us in Lansing, Karoub Associates and Larsen & Associates. But we have much more than that to offer.

Many of our members join to participate in our programs which include Blue Cross health insurance, workers compensation insurance, North Pointe liquor liability, Ameritech pay phone programs, Verizon cellular, AAA home and car insurance, long distance phone services, VISA/Mastercard discounts, Electric Choice program, check guarantee program and Secruity Express money orders. Others take advantage of our educational seminars, free legal and accounting consulting, educational video library and the information they receive in

this monthly magazine. A lot of our members enjoy our social activities and events which include the ever-popular AFD Trade Dinner and Golf Outing. Exhibiting and attending our two trade shows are a must for numerous members.

Finally, giving back to the community is a very good reason for membership in AFD. Our Turkey Drive, Scholarship program and Senior Citizen picnic give our members an excellent opportunity to show their customers and employees how much they care.

Although we can't be everything to everyone, AFD is the voice of the food and beverage industry. We're here to help our members and make doing business in this industry easier and more enjoyable.

We're shooting for 2,000 turkeys

This is a big year for the AFD Turkey Drive. It is the 20th year that AFD has helped put turkeys on the plates of needy metro Detroit families. Because it's the year 2000, and our 20th anniversary, AFD has pledged to provide 2000 families with turkeys for their Thanksgiving dinner.

You can make a difference! We always welcome your help in raising funds and distributing turkeys. It is truly heartwarming to be a part of our annual Turkey Drive and to know that together we will brighten the day for 2,000 needy families. To help, or to make a donation, call AFD at 1-800-66-66-AFD.

The Grocery Zone

By David Coverly



J. Lewis Cooper to purchase Viviano Imports

As of press time, J. Lewis Cooper Company had entered into an agreement to purchase Viviano Imports, Inc. of Highland Park.

The purchase will eliminate some duplication of product sales in southeast Michigan and most likely close Viviano's Detroit-area warehouse. Viviano's Grand Rapids warehouse will remain open. More details will follow, as we receive them.

AFD Members: We want to hear from you!

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

Verizon Wireless launches mobile web services for wireless phones

Thanks to new technology that allows cell phone users to access the Internet, people have access to a phenomenal amount of information even when they're away from the home or office. The new Mobile Web service, launched nationwide recently by Verizon Wireless, offers customers access to e-mail, information services, mobile-originating messaging and address book and calendar functions right through their cellular phones.

But perhaps the most popular information accessed by this new generation of cell phone users is stock quotes and trading capabilities.

"Mobile Web customers access the Internet for a variety of information, but among the most common is to retrieve stock quotes," says Jack Roettenberger, regional president of Michigan for Verizon Wireless. "It's understandable, given the profile of the typical cell phone user, the amount of people who are now stock market investors and the recent volatility of the market."

Stock market experts say this unfettered access to up-to-the-second

information is poised to make investing a whole new ballgame.

"The availability of instantaneous stock information is having a huge impact on individual investing," said Paul Tobias, CEO and founder of Michigan-based venture capital firm Mackinac Partners. The former CEO of Munder Capital, Tobias says that investors who rely heavily on such information tend to be males who have significant amounts of capital in the market.

"Having real-time access to market information allows individual investors to compete on a more level playing field with institutional investors," Tobias said. "In volatile trading markets, timeliness of information is critical, and even five minutes can be significant."

Services available through Verizon Wireless allow Mobile Web users to execute stock trades and even set-up a personal portfolio of stocks that is monitored throughout the day and can be retrieved at the touch of a button.

Alerts can also be sent to a customer's phone with personalized stock updates.

For more information about Verizon Wireless visits its Media Center on the Web at: <http://www.verizonwireless.com/verizon/mediacenter/index.shtml>



AFD welcomes new members

The Associated Food Dealers of Michigan welcomes these new retail members who have joined between March and September, 2000.

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Econo Foods
Bayview Party Store
Schmuckal Oil Co.
Jubilee Food
Kalevas Best Foods
Northend Grocery
Eastgate Pharmacy
Tashmoo Party & Gas
Tony's Market
E-Z Run of Flint
Coach Party Store
B.J. Fine Foods
American Beverage Marketers
Swanson Commercial Food
Equipment Services
Golden Oaks Liquor
Yooperville Pasties
Irma's
Greenleaf Farms
Ashkar
Bloomfield Deli
Embassy Liquor
Carrows Supermarket
Middle Channel Party Store
Campus Corner
Franks Liquor City
The Clare Party Store
Oscoda Jims Boyne City
Foodmart
Pita, Bagels & More
Corner Landing Restaurant
Pompa Pizza Factory
Joes 105 Roadhouse
Mama Mia's Chris Vardounitis
United States Beverage
Leelanau Wine Cellars
M & L Distributors
Thunder Lake Store
Putvin Drug Store
Oakcrest Market
Seymour Food Store
Zorn's IGA
Pat's Foods
Superior Coney Island
Grocery Street.COM
The Almond Hut
Olender Equipment

Calendar

November 3-6
Whole Health Conference
Omni Interlocken Resort
Broomfield, CO
(202) 220-0710

November 12-15
Retail Store Development Conference
San Diego, CA
(202) 452-8444
www.fmi.org

November 21
AFD 20th Annual Turkey Drive
Metro Detroit
(248) 557-9600

December 8
Michigan Sales, Use and Business Taxation Seminar
Livonia, MI
(715) 833-3959

December 15
Michigan Sales, Use and Business Taxation Seminar
Troy, MI
(715) 833-3959

February 9
AFD Annual Trade Dinner
"2001, A Space Odyssey"
Penna's of Sterling
(248) 557-9600

Statement of Ownership

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Absente-minded

The drink is back that drove Van Gogh to cut off his ear

Editor's note: With the holiday season fast approaching, we felt this story would be timely. Learning the history of this liquor will give you interesting information to relay to customers who may be wondering what the Absente buzz is all about. It's also great for cocktail party conversation! — Michele MacWilliams



One of history's most notorious liquors is making a comeback. Originally known as Absinthe, it was crystal clear in the bottle, licorice-flavored, potent emerald green in the glass, and 144 proof. Absinthe was made from wormwood, *Artemisia absinthium*, a shrub-like perennial which is native to Europe and Asia. When consumed, wormwood is known to evoke hallucinations and is said to be addictive. The flowers have a greenish-yellow tint, give off a strong aromatic odor and are bitter to the taste. Certainly the narcotic effects — and the fact that the liquor was 144 proof — added to the allure and popularity of the drink.

Banned throughout most of the world for nearly a century, Crillon Importers have brought back a new, refined version called Absente. A slightly different spelling, but still very potent at 110 proof. Absente is made from Southern wormwood, a distant cousin to the wormwood from which the original Absinthe derived its hallucinogenic properties.

Absinthe — a brief history

Sipped by Oscar Wilde, Baudelaire, Van Gogh, Manet, Toulouse-Lautrec, Picasso and many other prominent artists and writers, absinthe became the drink of choice for many in the late 1800s.

However, versions of absinthe appeared long before French artists made it a fashionable drink. References to it appear in the Bible, in Egyptian papyri and early Syrian texts. Most likely the word absinthe derived from the Greek word *absinthion*, which means "undrinkable" because of its bitter taste.

Hippocrates prescribed it for jaundice, rheumatism, anemia and menstrual pains.

The Roman scholar Pliny the Elder called it absinthum in the first century A.D. and noted that it was customary for the champion in chariot

races to drink a cup of absinthe leaves soaked in wine to remind him that every glory has its bitter side.

In nineteenth-century France, it became a symbol of decadence and soon a scapegoat for the social and political ills of the period. This led to its ultimate prohibition.

In the late 1800s, cafés on the boulevards of Paris would begin to fill at 5:00 p.m. with smartly dressed men and women taking a moment to drink a milky, opalescent beverage and watch life go by. Absinthe was known as "La Fée Verte" or the Green Fairy. It became so popular that cocktail hour was known as l'heure verte after absinthe's pale emerald hue.

There was a ritual surrounding the drinking of absinthe, which may be one of the reasons for its popularity. The bartender would pour an inch or so of the emerald liquor into a glass. A slotted spoon supporting a sugar cube was placed over the glass. The customer then poured water over the cube, dissolving it into the liquor below and turning the beverage a milky white.

Oscar Wilde, among many other prominent writers and artists of the time, had a taste for absinthe. He gave his impressions of the drink to John Fothergill, who recorded it in his book, *My Three Inns*:

"The first stage is like ordinary drinking, the second when you begin to see monstrous and cruel things, but if you can persevere you will enter in

upon the third stage where you see things that you want to see, wonderful curious things. One night I was left sitting, drinking alone, and very late in the Café Royal, and I had just got into the third stage when a waiter came in with a green apron and began to pile the chairs on the tables. 'Time to go, sir,' he called to me. Then he brought in a watering can and began to water the floor. 'Time's up, sir. I'm afraid you must go now, sir.

"Waiter, are you watering the flowers?' I asked but he didn't answer.

"What are your favorite flowers, waiter?" I asked again. "Now sir, I must really ask you to go now, time's up," he said firmly. "I'm sure that tulips are your favorite flowers," I said, and as I got up and passed out into the street I felt — the — heavy — heads — brushing against my shins."

From his description, it is evident that absinthe was more than an average alcoholic beverage!

Absinthe was so popular among the art crowd that it soon became part of the French language. In 1878, "avalor ton absinthe" (swallow your absinthe) meant to swallow one's pride while by 1901, "renverser ton absinthe" (upset your absinthe) meant to "ask to put in your two bits" and "faire l'absinthe" meant to "accidentally spit on someone while talking."

Henri de Toulouse-Lautrec was one of the most absinthe-influenced artists of the time. Lautrec's pictures of dance halls and houses of ill-repute

were said to be painted under the beverage's influence. Lautrec was known to carry absinthe in a hollow cane as he prowled seedy dance halls.

It is said that Lautrec and fellow artist Paul Gauguin introduced Vincent Van Gogh to the custom of drinking absinthe. Though Van Gogh never quite fit into any society, he became a regular at the Café du Tambourin, where many of the neo-impressionist painters congregated and exhibited their works.

Van Gogh painted a still life of an absinthe bottle and glass in 1886, and like his other still life oils, it was a form of self-portraiture. Some historians attribute Van Gogh's bouts with depression — which led to the night when he cut off his ear with a razor and ultimately to his suicide in 1890 — to the fact that he was an on-again, off-again absinthe drinker. Some physicians now believe that Van Gogh may have had a congenital brain lesion that was aggravated by absinthe.

By the 1890s, absinthe had long outgrown its cult status and was drunk by millions. However, the art world still seemed to embrace it more than any other group.

Pablo Picasso was one of the most famous absinthe drinkers, paying homage to the beverage in numerous paintings and even a bronze sculpture, titled *The Glass of Absinthe*.

Perhaps the two most famous paintings of absinthe are both of women. Picasso's *Woman Drinking Absinthe* and Degas's *L'Absinthe* both depict women sitting alone, in the clutches of the liquor.

One of the most recent famous absinthe drinkers was Ernest Hemingway, who drank absinthe long after it was made illegal in most parts of the world. He was known to drink absinthe in Spain, before bull-fighting and perhaps before his running with

See Absente-minded, page 8

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Tomra Introduces DUO Machine

Tomra of North America, a reverse vending and recycling solutions company, introduced a new model of reverse vending machines. This new machine allows smaller retailers the opportunity to provide self-service, easy to use, recycling machines to their grocery-shopping customers.

Called the DUO, it is designed for retailers/convenience stores that redeem 20,000 containers per month or less. Since the machines run on standard 120 volt electric, it is a more cost-effective alternative for small storeowners.

DUO scans and compacts non-

refillable cans and PET bottles at a speed of one every 3 seconds. The machine's small footprint and free-standing design, stores up to 830 empty containers, providing more selling space in the front of the store and more storage space in the back room.

The DUO's advanced scanner recognizes the barcodes only from the brands sold within that specific store. Only authorized deposit containers are accepted. Mis-redemption is eliminated, therefore saving the retailer money.

For more information, call Tomra at (517) 552-9915.

Absente, continued from page 6

the bulls. It is also rumored that he liked to keep a few bottles around while living in the United States. References to absinthe appear in many of his famous writings, including *Death In The Afternoon* and *For Whom The Bell Tolls*. Hemingway never became the kind of absinthe addict as other writers and artists that came before him. However, like so many others, he ended his life in suicide in 1961.

The demise of Absinthe

On August 28, 1905, Jean Lafray shot and killed his pregnant wife and two children in a drunken stupor. He



Michael Yarema of Crillon Importers with Absente.

was a laborer that lived in Commugny, a small village within the French-speaking canton of Vaud, Switzerland. Lafray was known to consume absinthe, along with many other alcoholic beverages. The newspaper headlines cried "Un absinthiste!" and an intense investigation began. Within weeks a petition was signed by 34,375 men and 48,075 women demanding the ban of absinthe. Lafray was convicted and absinthe was ultimately banned in Europe, the United States and most of the rest of the world. It is interesting to note that no other individual alcoholic drink has ever been singled out for prohibition.

The green fairy returns

Crillon Importers, the company that brought us Absolut, is bringing back the green fairy. Although absinthe has been banned for nearly a century, with some creative distilling and marketing, a refined version is now legal and available in the U.S. Called Absente, Crillon's version, thankfully, doesn't contain the hallucinogenic properties of the previous version. It's also sweetened for American tastes. But at 110 proof, it is still a potent drink.

In February, *Wine Enthusiast Magazine* gave Absente a 94 rating and described it as follows: "The nose is predominately anise, but some light floral aromas and a suggestion of citrus zest lurk in the backdrop. The medium body presents a dryish palate that's similar to the nose, but with a sophisticated touch of bitter herbs."

Fashioned to look like the bottles of absinthe in the late 1800s – Absente can be ordered by the bottle or specially packaged with a slotted spoon and Absente glass. Contemporary customers can now drink their Absente just like Van Gogh, Picasso, Manet, Degas, Wilde and Hemingway – by pouring the green liquor into a glass, placing a sugar cube on the slotted spoon over the glass and pouring water through the spoon, slowly dissolving the sugar into the liquor below.

Intoxicating and intriguing, the legend of absinthe lives on.

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Retailers can develop a unified focus

Here are twenty legitimate strategies available for any retailer to use to differentiate his store(s) from the competition. Pick a mix of five of the following and choose to be great in those areas:

1. The freshest products
2. The greatest variety of products
3. The low price leader
4. To be price competitive
5. The best "meal" marketer
6. The most community active
7. The cleanest, most sanitary
8. The highest quality image
9. The most "kid" friendly
10. The most proficient procurer of product
11. The best place to work
12. The most savvy neighborhood marketer
13. The fastest, most efficient checkout
14. The most promotionally exciting
15. The friendliest store
16. The most convenient location
17. The greatest selection of services
18. The most cost conscious
19. The most technologically advanced
20. The most unique and creative operator

Priceline closes its WebHouse Club

Continued from front page

to all customers with WebHouse Club accounts, notifying them that they would receive a credit for any WebHouse Club balance that they may be carrying.

According to the Wall Street Journal, computer glitches were a part of WebHouse's problem, but the company was burning through cash faster than Priceline's chairman could raise it.

Walker's decision to use WebHouse's remaining cash to honor recent customer purchases on the web and pay severance packages was made because "When you fail with a business, people won't always remember that," he told his employees. "If you cheat people, that will stay with you for a lifetime."

Due to the announcement, Priceline's stock plummeted 42 percent.

New York enacts law requiring 'fire-safe' cigarettes

New York became the first state to require that cigarettes sold there must be "fire safe," designated in such a way that they will go out after awhile if the smoker does not take a puff. The "fire-safe" requirement is to take effect by July 1, 2003.

New York Gov. George E. Pataki also signed into law legislation banning the sale of cigarettes on the Internet and imposing new

enforcement provisions to combat cigarette bootlegging.

Meanwhile, Philip Morris USA announced that it has made significant progress in developing a cigarette paper that, while not "fire safe," may be less likely to start fires if carelessly handled. Anything that burns, including cigarettes or cigarette ashes, can cause a fire if handled carelessly, the company said.

In July, Philip Morris started shipping Merit cigarettes the company said may make it less likely to ignite certain fabrics. The patented cigarette paper, called PaperSelect, has rings of ultrathin paper that are applied on the of tradition cigarette paper to act as "speed bumps," slowing down the rate at which a cigarette burns.

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200532	Kahlua B-52	29.25 cs.
200552	Kahlua Coconut Mudslide	29.25 cs.
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Proper time and temperature controls key to food safety



By Katherine Fedder, Director,
Food and Dairy Division
Michigan Department of Agriculture

Many retail grocery stores are looking more like restaurants as they strive to meet consumer demand for quick home meals with minimal or no preparation. Many popular foods being served by retailers meet the U.S. Food and Drug Administration's (FDA) Food Code definition of a "potentially hazardous food." These are foods that require strict temperature control in order to prevent rapid growth of disease-causing organisms.

The Centers for Disease Control

and Prevention has found that improper cooking and holding temperatures are among the top five causes of foodborne illness in the United States today. However, food retailers often find it difficult to consistently maintain food temperatures.

Food Code time and temperature requirements strictly limit the time that PHFs spend in the temperature danger zone (41° F to 140° F). Some of the key Food Code time and temperature requirements that can help your employees safely prepare and store potentially hazardous foods are:

Thawing

Frozen food must not be thawed at room temperature. Three thawing methods of "potentially hazardous foods" are allowed:

- refrigerating;
- placing foods in cool running water for strictly limited lengths of time; or
- as part of the cooking process.

Cooking and Reheating

The Food Code also identifies required cooking time and temperature combinations for meats

and other foods. Timing requirements were added because organisms are not instantly killed at the lower limit of acceptable cooking temperatures.

Some examples:

- A whole intact steak must be cooked to 145°F and maintained at that temperature for 15 seconds, while required cooking temperatures for mechanically tenderized or ground meats are 155° F for at least 15 seconds;

- Fruits and vegetables that are cooked for hot holding must be cooked to 140° F.

The type of equipment used to cook or reheat food must also be evaluated. For example, when using a microwave oven, all foods must be cooked or reheated to 165°F while covered and rotated; then allowed to stand for 2 minutes after cooking. Refrigerated or frozen ready-to-eat foods must be reheated to 165°F for 15 seconds.

Hot holding

The required hot holding temperature requirement for PHFs is 140° F or above.

Cooling

Rapidly cooling PHFs improves food safety and increases product shelf lives by preventing the growth of both disease causing and spoilage microorganisms.

Hot foods must be cooled from 140°F to 70° within 2 hours, and from 70°F to 41°F within 4 hours.

Foods prepared from room temperature ingredients such as tuna salad must be cooled to 41°F within 4 hours. Use of refrigerated ingredients can make this task much easier.

Cold Holding and Date Marking

Some bacteria like *Listeria monocytogenes* can grow slowly under refrigeration. Over time, these organisms may multiply to hazardous levels in ready-to-eat PHFs. To limit the risk to consumers, the Food Code requires retailers to:

- Store potentially hazardous foods below 41° F;
- Monitor closely the time opened containers and working supplies of ready-to-eat PHFs are refrigerated; and
- Clearly mark these foods to indicate the date by which the food must be sold, served or discarded.

These foods must be date marked at the time of preparation, or in the case of a commercially processed food, at the time that the container or packaging is opened.

Role of Thermometers

Food temperatures and holding times must also be closely monitored. Food workers must use the correct temperature-measuring device and follow proper procedures for its use.

Annex 4 of the Food Code provides a detailed discussion of:

- thermometers commonly used in the food industry;
- thermometer calibration and field checks; and
- food temperature monitoring.

Disease causing organisms can contaminate foods at any stage – preparation, cooling, reworking, reheating or display – of food handling. Time and temperature controls are fundamental to effectively manage food safety risks. An effective food safety program will help safeguard your business by preventing disease-causing organisms from reaching hazardous levels. The Michigan Department of Agriculture (MDA) is developing a series of Fact Sheets on time and temperature requirements, thermometer use, and a variety of other Food Code topics. These will be available in the near future from your inspector, your MDA regional office, or MDA's web site at www.mda.state.mi.us

As always, please feel free to contact us by calling toll-free (800) 292-3939 or visiting our web site.

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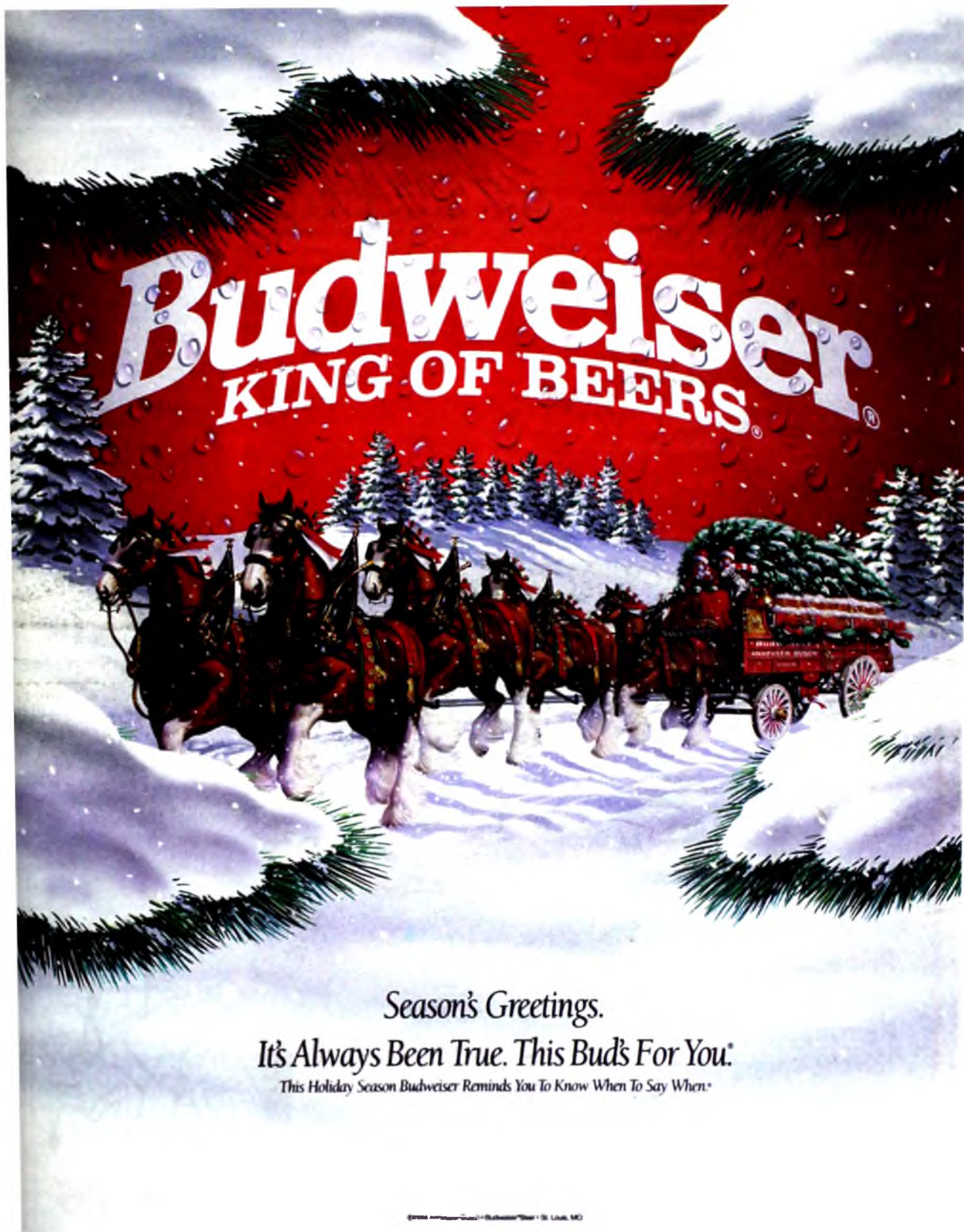
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USDA requires nutritional labeling on fresh meat and poultry products

Both President Clinton and Secretary of Agriculture Dan Glickman have announced that USDA will propose that packaged meat and poultry products sold in retail stores must come with nutritional labels. Retailers currently voluntarily post nutrition facts on beef, veal, pork, lamb, chicken and turkey. USDA reports that their latest survey shows that less than 60% of retailers surveyed did post the nutritional labeling for meat. Therefore, it is USDA's intention to propose mandatory nutritional labeling on fresh meat and poultry products. N.G.A. has been informed by USDA officials that a proposed regulation has been submitted to the Office of Management and Budget for approval before publication. N.G.A. is particularly concerned that the proposed regulation could substantially increase the regulatory burdens and costs on retailers to comply, which was the basis for the original voluntary program to post nutrition information in a single location in meat departments.



FMI joins FTC to combat scams

Small and large businesses alike are frequent targets of scam artists who use direct mail solicitations, unsolicited faxes, and spam (unsolicited e-mails) to offer supposedly great bargains on office supplies, discounted or free vacations, sweepstakes and prize promotions, and guaranteed credit cards or credit repair services. Your company may also be victimized by fraudsters who send bogus bills or phony invoices for Yellow Pages advertising or office supplies, or who ask for donations on behalf of questionable charities or non-profit organizations. Individuals and businesses lose hundreds of millions of dollars each year to these schemes. Bogus billing for Yellow Pages advertising alone, one of the most aggressive schemes, collects as much as \$550 million each year from unsuspecting businesses.

In an effort to combat this problem, FMI, in collaboration with the Federal Trade Commission, U.S. Postal Inspection Service, Department of Justice, Small Business Administration, National Association

of Attorneys General, Yellow Pages Publishers Association, Council of Better Business Bureaus, American Chamber of Commerce Executives, and the National Fraud Information Center, is supporting and promoting the Catch the Bandit in Your Mailbox campaign, by featuring a special Bandit banner on our website. The banner, located at www.fmi.org/loss/ provides members a direct link to detailed information about identifying suspicious solicitations and reporting them to the appropriate law enforcement agencies. Specific information is included on the following scams:

Yellow Pages Invoice Scams

Businesses receive what appear to be invoices for line listing in traditional Yellow Pages directories or online directories, but are actually solicitations for listings in bogus directories. These bogus directories often are not widely distributed, or may never be published or promoted.

Web Site Cramming

Telemarketers tout the benefits of doing business on the Internet and

offer to design and host Websites for a free 30-day trial. Even if businesses decline the trial offer or cancel within 30 days, they're charged on their phone bills during or after their free trial period.

Office Supply Scams

Telemarketers use a variety of ploys here. Sometimes they call organizations, asking for the name of the person responsible for ordering supplies. They call that person, saying they want to send a free sample, i.e., light bulbs, pine cleaner, or the like. Instead of shipping a free sample, the con artists send supplies followed by a bill.

Public Safety Fund-raising Scams

For-profit companies solicit small businesses by phone, asking them to buy ad space in publications with law enforcement, public safety or other civic purpose themes. In many cases, the publications lack the implied connection to legitimate law enforcement and are rarely distributed in the community as claimed.

If you would like to join FMI in promoting this important campaign by

including the Bandit banner on your website, please contact FMI's Loss Prevention Services Department at 202-220-0773.

WIC warning are no longer mail

The Department of Commerce Health will no longer send warning letters to vendors for violations listed under "Violations Requiring a Mandatory Sanction Under Federal Regulation" found in the WIC Vendor Sanction Policy. WIC vendors should refer to their WIC Vendor Contract and the WIC Vendor Sanction Policy that were effective January 1, 2000 for additional details.

If you have any questions or need further clarification please call William Korpela at (517)335-8937.

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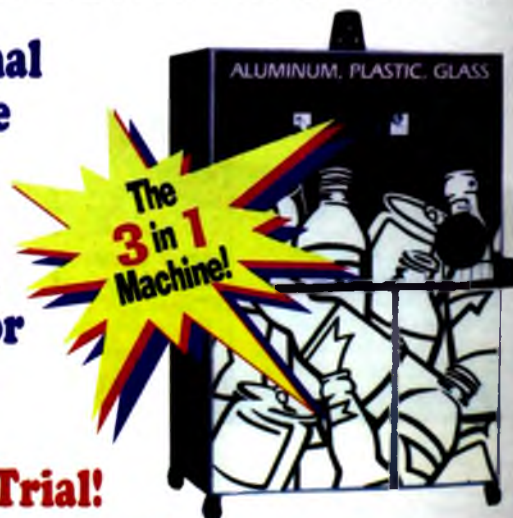


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Ask for Nick Yono

Outdoor low-voltage lighting is safe and economical

If you are considering outdoor lighting to highlight landscaping, a walkway or an entrance, I suggest you think about low-voltage (12-volt or 24-volt) type lighting rather than 110-volt (line-voltage) lighting, said energy expert James G. Malinowski of Detroit Edison's retail and small business marketing group.

The installation of low-voltage lighting around your business is safe and economical. In my opinion, there is no better way to economically beautify and protect a small business, Malinowski said.

The low-voltage installations are gaining popularity because they are superior in a number of ways:

- Low-voltage wiring is safe due to its reduced voltage requirements. Installations in and around outdoor ponds and near sprinkler systems are safe and appropriate.

- Low-voltage wiring is economical because you or a trained technician can perform the work rather than a licensed electrician. Local permits are not required.

- In addition, low-voltage outdoor fixtures can be economically installed in areas where 110-volt wiring does not exist (wall-mounted lights, porch lights etc.).

- Low-voltage installations do not destroy or disturb existing landscaping because they do not require deep trenches or conduit.

In addition to its safety and convenience, low-voltage lighting is available in a wide variety of applications that include:

Post Lanterns — Low-voltage post lanterns, which are available in a variety of styles and finishes, can be installed at a fraction of the cost of line-voltage post lights.

Landscape Lighting — Low-voltage lighting is great for landscaping applications, and fixtures are available in a variety of styles, finishes, colors and bulb sizes. Transformers and automatic timers can be mounted on your business, store or shop for easy access.

Specialty Lighting — Lighted address signs, security lights and flagpoles are excellent candidates for low-voltage lighting installations.

As you can see, low-voltage lighting is adaptable to a wide variety of applications. The initial low cost, safety, reliability and automatic operation make these installations an excellent choice. For more information about professionally installed low-voltage lighting contact an independent landscape contractor or check your phone directory under Lighting systems and equipment, or

call Detroit Edison at (888) 767-8548.

Detroit Edison is an investor-owned electric utility serving 2.1 million customers in Southeastern Michigan. Detroit Edison is the principal operating subsidiary of DTE Energy Co. (NYSE: DTE), a diversified energy company involved in the development and management of energy-related businesses and services nationwide. Upon

completion of the pending merger with MCN Energy Group, DTE Energy will be the largest energy utility in the state. MCN Energy Group Inc. is an integrated energy company with more than \$4 billion of assets and approximately \$2.5 billion of annual revenues. The company primarily is involved in natural gas production, gathering, processing, transmission, storage and distribution,

electric power generation and energy marketing in the Midwest-to-Northeast corridor. Its largest subsidiary is Michigan Consolidated Gas Co. (MichCon), a natural gas utility serving 1.2 million customers in more than 500 communities throughout Michigan. Information about DTE Energy is available on the World Wide Web at <http://www.dteenergy.com>.

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This year, the Detroit Edison Foundation continues its tradition of service by donating \$3.8 million to a wide range of Southeastern Michigan non-profit organizations. Along with that, Detroit Edison employees invest thousands of hours of their own time to support those charities they believe in. Because at Detroit Edison, we all believe that community is our greatest resource.

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A grocer with ambition turns to curing a disease

Editor's note: Mrs. Harriet Hiller, wife of former AFD Board Member, Sid Hiller and mother of Jimmy Hiller of Hiller's Markets, passed away on October 10. Mrs. Hiller suffered from ALS, more commonly known as Lou Gehrig's disease.

Anyone wishing to honor her memory may send a contribution to the University of Michigan fund established by the family to support research for ALS. Checks should be made payable to the PFUND - The University of Michigan, and sent to Dr. Eva Feldman, Professor, Department of Neurology, The University of Michigan 4414 Kresge III, 200 Zina Pitcher Place, Ann Arbor, MI 48109-0588. Please mention that the donation is in memory of Harriet Hiller. AFD sends its condolences to the Hiller family, with the hope that spreading the word about this disease will speed the effort to find a cure. - Michele MacWilliams

Three years ago, when Harriet Hiller was diagnosed with ALS, Jimmy Hiller went looking for answers. He knew he was racing the clock to find a cure for his mother's disease, but taking on new challenges was something the younger Hiller did often.

Jimmy Hiller, the owner of the Hiller's Market chain, got on the Internet. He called friends; he visited doctors. However, all his searching did was bring him frustration. Doctors didn't have the answers he was searching for, only shrugs and explanations of why it was so difficult to find a cure. To Hiller, science moved too slow.

ALS, or amyotrophic lateral sclerosis, is best known as the disease that killed Lou Gehrig, and Morrie Schwartz, about whom Detroit Free Press columnist Mitch Albom wrote in the best-seller *Tuesdays With Morrie*. A condition in nerve cells

called oxidative stress occurs when the cells are attacked by toxins in the body. Enzymes that normally fight off those attacks are deficient in certain people, for reasons that are not understood. A slow deterioration begins that leads to cell death. People with ALS begin to lose muscular control. Typically ALS puts its victims into wheelchairs first, then steals their voices, their capacity to swallow and finally their breath and life.

Jimmy Hiller went on a scouting mission. He surveyed research from across the country and met with doctors in Detroit and Toronto. Finally, in a small laboratory at the University of Michigan, Jimmy took his first step on the path to discovering the cure to ALS. He found Dr. Eva Feldman, a neurologist that shares his passion for finding a cure.

She described the research that she and the 30 other scientists who work for her have accomplished over the past 15 years. She told him that she keeps going - from 4:00 a.m. until well into the night - because of her patients and her need to answer their question, "what can you do for me?"

Hiller told the doctor about his mother and about his anger at the difficulty he had encountered in finding answers.

Within a few days, Hiller gave Dr. Feldman a check for \$65,000, quickly followed by a pledge of \$1 million to cure ALS. "I wanted to find someone whose ambition was equal to mine," said Hiller. He found that ambition in Neurologist Eva Feldman. "This is the first thing in my life I've ever felt this good about," he added.

Hiller looks at his money as an investment and he expects a return - a treatment for ALS within a couple years. What is significant is that Hiller named one person on his pledge: Eva Feldman. He also wants to raise more, an additional \$5 million.

Jimmy Hiller grew up in Detroit, the oldest child of a family in the grocery business. His father, Sidney Hiller, opened his first store on Michigan Avenue in 1941. Mother Harriet stayed home and often played sandlot baseball and other outdoor games with her kids.

Hiller graduated from University of Detroit Law School and practiced law for 15 years before taking over his father's three-store grocery business.

This May, Jimmy Hiller opened his seventh store, in Ann Arbor. He is married, with three children and enjoys time with his family, fine wine and sailing. But right now, nothing gives him more gratification than working with Dr. Feldman to find a cure for ALS.

Feldman and Hiller talk almost daily, usually about PFUND, the fund that Hiller established to support Feldman's research. PFUND stands for Program For Understanding Neurological Diseases. Dr. Feldman wanted to name the fund after Hiller, but he refused.

Harriet Hiller died on the morning of October 10, finally succumbing to the disease that slowly robs its victims of their ability to function.

For Jimmy Hiller, the race to find a cure for ALS doesn't end with his mother's death but is fueled by the drive to find a cure so that others do not have to suffer like his mother.



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Hot for the holidays



Alcoholic beverage representatives give their picks for this holiday season

Continued from front page

Distilling Company thinks that their cream liqueurs, Tequila Rose



Strawberry Cream and Keke Key Lime Liqueurs will do well.

Chocolatière is another popular liqueur. From Schilke of Berlin, it has a rich, creamy German chocolate taste. Saint Brendan's is an Irish Cream Liqueur that at

\$27.79 for a 1/2 gallon, will make a big hit at holiday parties.

Laird & Co., America's first distiller, says their 12-year-old Apple Brandy will sell well. Each bottle is numbered and retails for \$49.95. Gallo has introduced a premium brandy as well, called Patriarch, it is aged 20 years in charred oak barrels and retails for \$64.95.

Paul Masson is also featuring a

special brandy. Introduced only three months ago, their V.S.O.P. Grande Amber Brandy is 30 percent Cognac and 70 percent five-year-old brandy.

Cognac is still showing growth and one that is doing well is Meukow. Beautifully packaged with a panther on its bottle, it's V.S.O.P. comes gift-boxed with two brandy snifters for the holidays. The X.O. gift set includes two glasses and a wooden display case.

Smirnoff has packaged their popular vodka in a handsome



Kim VanHeusden and Faiez Asmary with Smirnoff nutcracker bottle.

nutcracker bottle. Attractive for holiday giving, its bright colors make it an eye-catcher in the store. Also from Smirnoff, debuting January 1, 2001, is their new Twisted mixed beverage in orange, citrus, and raspberry twist flavors.

"Tequila!" says Mike Cavin of UDV North America. José Cuervo Reserva Antigua 1800 Añejo is a premium tequila and he believes it will sell well.

Brian Pizzuti of Canadian Club says their Reserve, packaged with a beautiful, high-quality flask, will be a hot item for gift-giving. Tia Maria also comes gift packed this year - with coffee cups and saucers.

For the special vodka lover, Belvedere and Chopin are both Polish luxury vodkas that are available this season in beautiful gift boxes. Only



400 are available in Michigan, but retailing at \$150, they're intended for a very select market. Another premium vodka that comes packaged uniquely is Boru, an Irish vodka imported by Shaw-Ross International. The bottle splits into three stackable sections: orange, lemon and original flavor.

Grey Goose vodka is doing some fancy packaging for the holidays as well. The elegant, 1.75 liter bottle comes with its own cradle - perfect for displaying on top of a bar or counter. And Zodiac Vodka has introduced four new bottle labels containing zodiac signs: Virgo, Gemini, Leo and Taurus. The potato vodka from Idaho is targeted to



See Hot for the holidays, page 23



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The following is a letter to photocopy and post. It provides an explanation to your customers about problems that retail stores may be experiencing with EBT card purchases.

Dear Valued Customer:

We appreciate your business and value the trust you place in us. Unfortunately, there are computer systems outside of this store and outside of our control that must be operating correctly for you to be able to use your EBT card to purchase groceries.

Since May of this year, those computer systems have been experiencing what we believe are an unacceptable number of breakdowns. Again, these breakdowns are outside of our control and are the responsibility of the contractors providing this service for our State Department of Social Services.

We have tried to communicate our frustration over these breakdowns and the tremendous inconveniences they cause our customers, but the problems persist and the breakdowns continue.

You should feel free to also register your frustration with the president of the company contracted to ensure that our customers can use their EBT cards every time they try them and also with the U.S. Department of Agriculture, the federal agency responsible for this program. Their phone numbers and contact information are listed below.

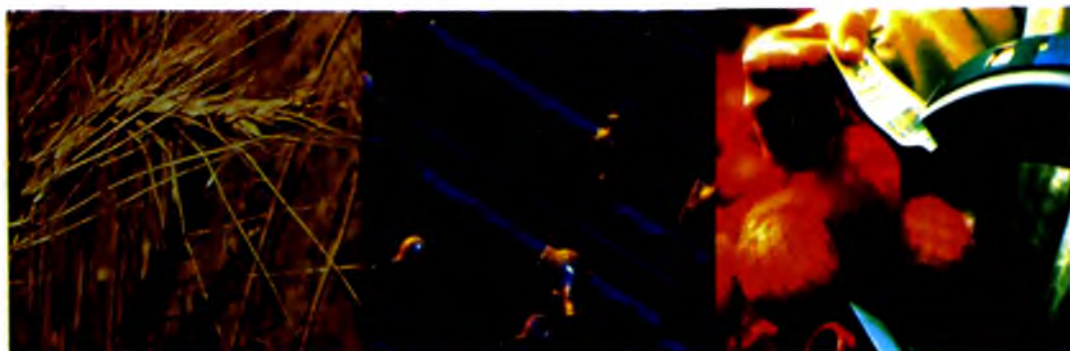
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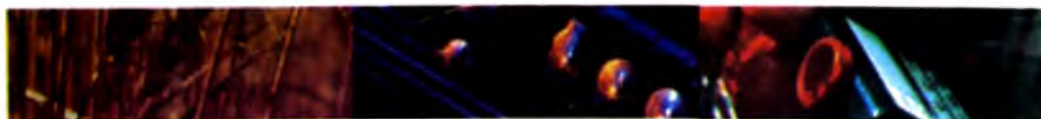
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Hot for the holidays
continued from page 20



people who may purchase the bottle that displays their own sign or the sign of a friend, as a unique, personalized gift. Zodiac creates a label with a new sign every two months.

Putting a new twist on vodkas is Khor's Hammer, a Swedish, wheat-based spirit. Instead of the usual screw top, this premium vodka is finished with a cork. (See story on page 33 regarding the move away from corks, to twist tops, in premium wine.)

Skyy has introduced Citrus Vodka, a line extension of their popular fruit-infused flavors. And KeKe Beach Importing thinks it's the right time for lime. It is introducing KeKe Lime Vodka.

Even the Italians are jumping on the vodka bandwagon. Mezzaluna (half moon) is triple distilled and received a 90 rating from *Wine Enthusiast*.

One of the sneak previews of the



show was a new Canadian spiced whiskey called Revelstoke (intended to be used in a mixed drink they are calling Stoke and Coke). It is available this month and at \$12 a bottle, should sell well.

Seagrams is introducing VO Gold, a special edition, eight-year old deluxe special blended whiskey. It hit the market in September and Greg Washington of Seagrams says that it is doing very well already.

For beer drinkers, Jim Trischett, Michigan Sales Director for Budweiser was introducing a new magnum bottle at the show.

Illustrated with the Budweiser Clydesdales, it will be popular for long, winter nights!

Scotch lovers will want to try Dewar's Special Reserve. Aged 12 years, Rick Pifer of Bacardi says the item is brand new and, will be very popular with the Scotch and cigar set. It is a blend of over 40 single-malt Scotches that have been barrel-aged in oak casks. A Scottish bagpiper introduced the product at the show.

Chambord, the classic French black raspberry liqueur,



Elias Francis of General Wine Company with Motif, the new California sparkling wine.

comes packaged in a gift set with glasses and retails for \$16.98.

Motif is a California sparkling wine that is geared to customers that may prefer a sweeter beverage, like

Asti Spumante. Motif extends the line of fruit-flavored wines to Champagne-style, sparkling wines. Flavors include Peach, Raspberry, and Classico.

Finally, truly the "hottest" (literally!) item I saw at the AFD/Beverage Journal holiday show was called Lava. It's a cinnamon Schnapps with a taste similar to cinnamon Red Hots candy with an unusual, slurry-like thick texture. Kevin Paschke of Allied Domecq says it is meant to slide down easy, by the shot.

Truly, this holiday season offers beverages to fit all tastes and budgets. So, whatever your preference, I propose a toast: to a successful, profitable, safe and happy holiday selling season!



Kevin Paschke with Hiram Walker's Lava.

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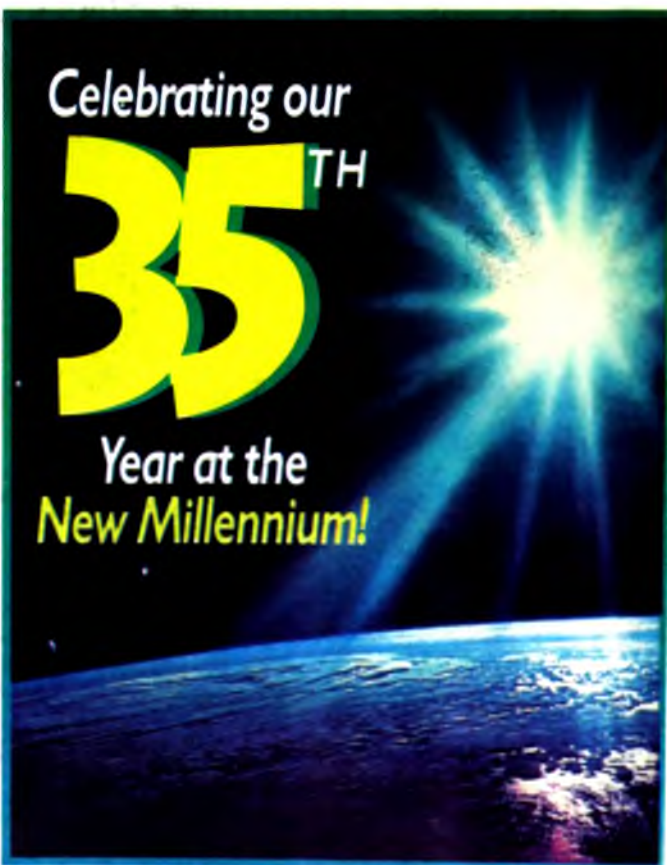
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Wage Increase	Effective Date	New Min. Wage
50 cents	January 1, 2001	\$5.65
50 cents	January 1, 2002	\$6.15

IFDA unveils Foodservice 2010

In the next ten years, changes in consumer behavior will result in foodservice capturing \$76 billion of an expected \$123 billion in new food spending in the United States, earning for the first time a larger share of the food dollar than the retail grocery industry, according to the new Foodservice 2010 study released here today by the International Food Distributors Association (IFDA) during the Midyear/ID Update Executive Conference.

The report indicates that foodservice will capture 62 percent of new growth and 51 percent of the \$822 billion expected to be spent on food products overall by 2010. In addition to this prediction and others targeted to have a significant impact on the foodservice and retail segments, Foodservice 2010 uncovers challenges for operators, distributors and manufacturers, and suggests moves companies can take to ensure future success.

The research, unveiled during an IFDA/D general assembly, was conducted by McKinsey & Co. and supported by IFDA and the International Foodservice Manufacturers Association. It serves as a follow-up to Foodservice 2005, a study published five years ago that helped spark "home meal replacement" efforts in the supermarket industry.

According to John Gray, IFDA president and FDI executive vice president, this study is a vital resource for both foodservice and retail executives who want to set their sights on future growth and see beyond the challenges of day-to-day business.

"The information contained in this report is invaluable and unique. It's the result of intense research across all industry segments and offers decision makers the tools necessary to make critical decisions today that could have a significant impact on their businesses tomorrow—or in this case, in the next decade," Gray said.

He noted that the study shows significant changes in consumer preferences influenced by an aging population and other factors including technology.

But while continued shifts in consumer demographics will spur the predicted growth for foodservice, the study says a number of important factors will determine the industry's future—and the success of individual companies within the industry. Some key predictions include:

- Full service restaurants (FSR) will outpace quick serve restaurants (QSR) in the decade ahead, a development heavily influenced by changing consumer demand.

- Although supermarket foodservice failed to meet growth rates predicted in the original study, there is still substantial opportunity and potential for growth in that channel

- convenience stores will become increasingly important venues for food service offerings

- consolidation and e-commerce will play critical roles as companies



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Continued on next page

Study shows how to attract the teenage worker

Pride in their job and respect for what they do are more important to today's working teenagers than money, according to a new survey of teen employees' attitudes published by Teenaged Workforce Solutions and now available exclusively from the National Grocers Association (N.G.A.). The study's authors conclude that encouraging these teens to care about their jobs must be a main concern for employers who want to retain good workers in today's tight labor market and provide better customer service.

"Today's teenaged workers represent the first generation raised entirely in a world where the Internet and e-business dominate the workplace," says Fred Martels, president of People Solution Strategies and co-author of the study. "We wanted to learn what matters most to this next generation of employees, because these are the workers who will run our high-tech world. Just as importantly, we wanted to examine the link between what motivates teens to go the extra mile and the bottom line for every company: more highly-satisfied customers. In fact, we learned that such a link not only exists but that there are significant steps company executives can take to retain those teen workers who help customers want to come back for more."

Martels conducted the study with his associate, Kathy Pennell of Kathy Pennell & Associates, a management consulting firm in Illinois. Together, Martels and Pennell have formed a separate consulting firm called Teenaged Workforce Solutions that provides companies with performance improvement services.

"One of the most important conclusions from our study is that the greater a company's investment in its young workers, the greater the long-term return in the lifetime value of its customers," Pennell said. "It simply makes sense that when teen workers have high levels of pride in their work, the better they'll perform on the job and the better the service they'll give their customers."

IFDA, continued from page 24

seek efficiencies and the ability to increase market share.

- The establishment of product codes on foodservice products and cases is critical to future competitive success.

- A tight labor market and food safety concerns will increasingly influence industry operations.

To obtain a copy of the Foodservice 2010 study, contact IFDA's Bernadette Mimna at bernadet@fdi.org or (703)532-9400.

The study sample consisted of 352 teenaged workers from high schools in St. Louis, Missouri, and Rochester, New York. The survey targeted teens who are employed in the grocery/convenience store, restaurant and retail industries.

Martels and Pennell found these primary factors that affect teen workers' retention with a company:

- Being treated with respect (92.9%)
- Being treated fairly (92.3%)
- Flexible scheduling (91.2%)
- Money/pay (88.1%)

- Fun place to work (87.2%)

"The fact that how teen workers are treated on the job and how much respect they're given is more important than money to them is significant," Pennell said. The study points to the need for management to ensure that supervisors create an environment where teens feel they are treated with respect. Specific steps that supervisors can take to provide this recognition are:

- Use employees' names.

- Talk to teens with respect.

- Ask them to work on a special project.

- Give recognition for something they did for a customer or co-worker.

- Listen to their ideas and concerns.

Copies of The Teenage Retention and Motivation Study are available from N.G.A. at \$29.99 for members and \$49.99 for nonmembers, plus \$5 for shipping and handling. To order, call Virginia Lowe in the N.G.A. Education Department at 703-437-5300.

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Scenes from the AFD/Beverage Journal Holiday Show

Retailers stuffed their holiday stockings with new products and show specials at Burton Manor in Livonia, Sept. 27 and 28.



"What'll it be?" So many choices!



Jerry Mansour of Harbortown Market in Detroit learns about Calina wines.



Santa stopped by to greet our second place exhibitors, Tara Swanson of Swanson Commercial Food Equipment, Inc., and Ocean Breezes representative Lisa Ingraham.



Rub-a-dub-dub, what's in the tub?



Special thanks to Party Time Ice Co. of Port Huron for providing all the ice for the entire show. Also a big thanks to The Coffee Connection of Madison Heights for providing coffee during the show.



The aisles were crowded as the evening progressed



How about a bite to eat? Integrated Food Systems Corp. kept the hot stuff coming.



Ralph Dallo's Art One Sign Company lit up the night.



The David Sherman Corp. took first place in booth design. AFD's Dan Reeves (left) presented the ribbon to Jennifer Schmidt, David Martin and Kim Hall.



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GOLD SPONSOR—\$6,000

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- Corporate signage at the dinner
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- \$600 each additional table

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

Representative Andy Neumann: A Lansing leader for the 21st century

by Kathy Blake

State Representative Andy Neumann, (D-Alpena), is poised for leadership in Lansing this January. He is currently finishing his freshman term representing the 106th district which includes the counties of Charlevoix, Cheboygan, Presque Isle and Alpena in the northern lower peninsula.

He is the first Democratic state representative for his district in 66 years and he says he believes it is because he is pretty conservative. He was voted the most conservative Democrat in Lansing in a 1999 survey by *Inside Michigan Politics*.

Rep. Neumann is the Minority Caucus Vice Chair, Vice Chair of the Great Lakes and Tourism committee and serves on the Energy and Technology committee and the Health Policy committee.

The representative was named outstanding legislator by the Michigan Alliance for Competitive Communications (MIACT) for his work on the Michigan Telecommunication Act of 2000 which was signed into law by Governor Engler in July.

Neumann and Rep. Marc Shulman (R-West Bloomfield) co-sponsored the amendment which ends the automatic billing by local phone companies of the end user carrier line (EUCL) charge. This showed up on customers' monthly phone bills as the "state access charge." This saves customers \$3.28 per line per month.

The Neumann-Shulman amendment gave the Michigan Public

Service Commission the authority to judge the validity of attempts by local phone companies such as Ameritech and GTE to impose such charges. The companies must demonstrate that their costs require such a fee to be charged to customers.

The act also freezes all rates as of May 1, 2000. Rates will remain capped until December 31, 2003, or until the Michigan Public Service Commission rules that a given phone service is competitive.

Michigan phone customers already pay a federal access charge on their monthly phone bill to have access to long distance services. The "state access charge" is double-dipping for the same service.



Rep. Neumann was a firefighter and paramedic in Alpena for 16 years. He taught a public safety course pilot program that became state certified and counted as college credit for high school students.

Neumann owned a business for six years called Northern Health Care Management. The firm managed health benefits for individuals with catastrophic worker's compensation injuries on behalf of employers. He sold out to his partner in the business when he became elected in 1996 to the Alpena County Board of Commissioners.

Rep. Neumann's picturesque district is made up of farmland, small towns and Great Lakes coastlines and harbors. His district has had a large influx of retirees moving to northern Michigan. Economically, there are many small businesses and small manufacturers which rely on tourism. Boyne Mountain is experiencing growth and development, the resort recently broke ground for a \$150 million condominium/hotel, spa and town center with shops that will be located at the base of their ski slopes.

Concerns in Neumann's district include problems with bovine tuberculosis in cattle. "For the past two years, northern Michigan has been feeling the economic effects of bovine TB," Neumann said. "It is very unfortunate that the state let this get so out of control. Over the years it has the potential to have a devastating impact on farmers statewide," says Neumann.

Neumann said the Michigan Department of Agriculture (MDA) modified its requirement that when one cow tests positive for bovine TB that the whole herd be destroyed. Since 1997, 14 cows on five farms have tested positive.

"MDA is now saying that farmers may be given a choice between sacrificing their entire herd or accepting a rigorous program of testing and other measures to prevent the spread of the disease," Neumann said. "This is a positive move for northern Michigan farmers, who have been under the threat of having their entire livelihood wiped out by the state."

Another major problem in his district has been providing healthcare for rural communities. Being a former paramedic, access to health care is a major concern Neumann has for his district. "Rural health care often is a special challenge in northern Michigan because of the distances people live from hospitals and health care clinics," Neumann said. Several northern communities were awarded grants totaling \$411,726 this summer for rural health care initiatives. Beaver Island Rural Health Center will receive \$96,546 to develop a network of health care providers for Beaver Island residents to access. The island's EMS will receive \$5,836 for training programs.

Neumann has been active in several community organizations, including the Northeast Medical Control Board, the Muscular Dystrophy Association, the Child and Family Services of Northeast Michigan Board and the Michigan Center for Rural Health Board of Directors. He taught CPR classes for the American Heart Association during his years as a paramedic.

Rep. Neumann graduated from Alpena High School and attended Alpena Community College. In his spare time, Neumann enjoys bike riding and lake recreation with his wife and two children.

To reach Rep. Neumann, call (517) 373-0833, email: aneumann@house.state.mi.us or write: The Honorable Andy Neumann, State Representative, P.O. Box 30014, Lansing, MI 48909-7514.



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C-store moving to urban renewal

Retailers are discovering that inner-city neighborhoods, once crucial to the industry's growth, have again become vital centers of attention. Two key factors are re-establishing the nation's urban centers as important retail centers for the 21st century:

1. Untapped financial power.
2. Willingness of politicians and community organizations to work with retailers to bring companies back to the inner city.

Urban renewal scenarios with supermarkets in prominent roles are being played out in New York, Philadelphia, Miami, Boston, St. Louis, Milwaukee, New Orleans, Oakland, Sacramento, and Los Angeles.

"U.S., European and Japanese retailers are searching for new channels, says Carl Steidtmann, chief retail economist, PricewaterhouseCoopers, New York. "They've exhausted the opportunities in the suburbs, so they are looking for opportunities for expansion, such as the Internet and newly developed markets. Seen in that light, the U.S. inner city has many aspects of an emerging market, and it has to be approached in that fashion."

Inner-city residents have retail purchasing power of more than \$331 billion. And though these communities often have lower per-capita income than other areas, the density of the population generally offers concentrated spending power that is comparative or higher, according to "The State of the Cities 1999" from Housing and Urban Development (HUD), Washington, D.C.

The report presented three summations regarding America's cities and suburbs that relate directly to the decision by a growing number of supermarket operators to establish and in many cases, re-establish their presence within inner-city regions.

The HUD report's findings are as follows:

Finding No. 1: Thanks to a booming national economy, most cities are experiencing a strong fiscal and economic recovery. However, too many central cities are still left behind and continue to face the challenges of population decline, loss of middle-class families, slow job growth, income inequality and poverty.

Finding No. 2: Some older suburbs are experiencing problems once associated with urban areas: job loss, population decline, crime and disinvestment. Simultaneously, many suburbs, including newer ones are

straining under sprawling growth that creates traffic congestion, overcrowded schools, loss of open spaces and other sprawl-related problems, and a lack of affordable housing.

Finding No. 3: There is a strong consensus on the need for joint city/suburb strategies to address sprawl and the structural decline of cities and older suburbs. We now have a historic opportunity for cooperation

between cities and counties, urban as well as suburban, to address the challenges facing our metropolitan areas.

America's economic and demographic portrait is undergoing significant changes. In the next 10 years, 54% of the nation's work force growth will come from minority communities which are heavily concentrated in urban areas and inner cities. With that will come increased

buying power, more than 25% of which currently is not being met by neighborhood retailers.

In effect, the return of supermarkets within the inner city can become a win-win situation for all parties concerned. Not the least of which would be the retailers themselves, who have the potential to tap into a consumer and workforce base of substantial size and economic impact.

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Lottery Looks Back On One Exciting Year



By Commissioner Don Gilmer

The Michigan Lottery recently wrapped up fiscal year 2000, and what an exciting year it was! The excitement started in February when the Lottery kicked off the millennium with its new Michigan Rolldown game. Michigan Rolldown replaced the Lottery's Cash 5 game, which debuted in March 1992. Thanks to the in-store promotion efforts of Lottery retailers all across the state, the game has really taken off and become a huge hit with players, pushing sales for fiscal year

2000 to over \$44 million! That's a 57 percent increase over Cash 5 sales in the previous year.

Just three short months later, Big Game fever took hold of the state when the jackpot soared to new heights. The \$363 million jackpot for the May 9 drawing went down in the record books as the largest Lottery jackpot in North American history. Ticket sales for the entire jackpot run — from March 7 to May 9 — totaled

\$83,294,843 in Michigan alone! As you all know, a lucky Michigan family — the Rosses — won half of that whopping jackpot, collecting a one-time, lump-sum payment of \$90,302,950 (before taxes). The ticket sales from that jackpot run helped raise Big Game ticket sales in Michigan by 4.2 percent in fiscal 2000.

In addition to Michigan Rolldown and The Big Game, instant games continue to be wildly popular with Lottery players all across the state. With 58 instant tickets introduced this past year, Lottery players have seen the resurgence of some old favorites, as well as the introduction of some extremely popular new games. The wide variety of games offered, combined with the in-store promotion of the games by retailers, has led to a 2.1 percent increase in instant ticket sales this past year.

Your reward for helping increase sales for these games is the more than \$120 million in commissions that Lottery retailers collected in fiscal year 2000. As we begin a new fiscal year, I want to remind you that Lottery retailers will continue to receive a 7-percent sales commission for all new \$2 instant games introduced in fiscal year 2001 (October 2, 2000 to September 30, 2001).

I strongly encourage you to take advantage of this commission extension by prominently featuring the \$2 instant tickets in your stores. You will have more opportunities this month to promote these tickets, as the Lottery is introducing two new \$2 tickets in November.

On November 20, "Treasure Tree," a new \$2 holiday-themed ticket, hits counters offering a top prize of \$25,000 — a gift I am sure any of your customers would love to receive! The other \$2 offering this month brings back an old favorite — "Wild Wild Time" — which will go on sale November 27 offering a top prize of \$30,000.

As we close the books on fiscal 2000, I want to thank each of you for your continued hard work and support of the Michigan Lottery.

'Tis The Season!

Those ever-popular holiday instant games are back! As you already know, instant tickets make great stocking stuffers, but this year the Lottery is offering an entirely new line of instants — some of which double as gift tags and greeting cards!

In addition to the two instant games mentioned above, this year's holiday lineup includes three other exciting games to choose from. "Holiday Gift

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See Lottery, next page

Screw tops popping up on pricey wines

Wine traditionalists may pop their corks over this, but screw top wine bottles are beginning to show up on pricey wines.

PlumpJack, a Napa Valley winery, recently released 150 cases of its 1997 Cabernet Sauvignon Reserve, \$135 a bottle, in screw tops.

"It would be good if consumers could move past the whole mystique of corks," says Thomas Matthews, executive editor of Wine Spectator. "We have this idea that only cheap wines can have screw tops, and that isn't correct."

Since the 17th century, it has been

accepted that corks allow air to transfer to the wine and preserve its natural flavor, but when cork farms faced several years of droughts, reducing tree supplies in the late 1980s and early '90s, several wineries looked into capping alternatives.

Russell Klausing of Decanter Imports thinks that screwtops are a wave of the future. "Only about five percent of all wine is meant to be aged," he says, noting that corks have been used successfully for centuries to age wine. "Cork allows a very tiny bit of air into the bottle, which aids the aging process," he adds. For the 95

percent of the wine that doesn't require aging, Klausing feels screw tops work just fine.

"We couldn't find any definitive research on whether a screw cap is effective in preserving the wine or not," says PlumpJack's, Jon Conover, in U.S.A. Today. "So, we decided to be the first ones to test the waters."

Conover says cork taint, which is blamed for spoiling 5% to 7% of wines when pieces crumble and sour the taste, was a major factor in the company's decision to choose screw tops as an alternative.

Cork taint concerns already are

prompting change in Australia. Currently, 14 Rieslings produced from South Australia's Clare Valley are choosing screw tops. Well-known Knapstein's Mount Horrocks, Leasingham and Mitchell and Taylors wineries also have plans to cap instead.

PlumpJack is confidently looking ahead and is in the process of bottling 300 cases of their 1998 Cabernet Sauvignon Reserve as screw top releases next year. "We are making a whole new luxury category here, and people are going to appreciate it," Conover says.

Lottery.

continued from page 30

Pack" features 10 instant tickets bundled together in one packet (not for individual sale). The packet — which sells for \$10 — will hit ticket counters on November 6 offering a top prize of \$5,000. The "Holiday Gift Pack" not only makes a great gift, but the tickets can also be used as gift tags! On November 13, the new \$5 "Happy Holidays" instant game will go on sale with a top prize of \$250,000 that is sure to make any customer's holiday a happy one! The "Happy Holidays" ticket is unique because it offers three games on one ticket, three different playstyles and it doubles as a greeting card. Also on November 13, the \$1 "Season's Greetings" game will be available at ticket counters. These tickets feature six different holiday scenes and offer a top prize of \$3,000. I encourage you to keep an ample supply of these holiday tickets on hand, as they are likely to be very popular with your customers.

Top Remaining Instant Game Prizes.

The Lottery's Web site (www.state.mi.us/milottery) recently added a new feature — a listing of top remaining prizes for every instant game that is currently on sale. This list will be updated weekly, so be sure to check it out and encourage your customers to take a look at it as well.




Standing Order Sweepstakes.

The Lottery's Standing Order Sweepstakes, which began the week of October 9, is well underway and hundreds of Lottery retailers have already won prizes. I would like to remind retailers to confirm their standing book orders by Wednesday of each week through December 15 for a chance at winning a \$100 prize. Fifty winners are selected at random each week to win \$100 each. The winners will see a \$100 credit on their invoice in the instant adjustment column. All winners will also be notified by mail and their Telsell Representative.

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FDI Urges Congress to Support Compromise Death Tax Proposal

Food Distributor International (FDI) President John R. Block urged Congress to act quickly to pass a compromise estate tax reform bill developed by a group of conservative Democrats with the help of FDI and other industry groups.

The bill, offered by the "Blue Dog Democrats," led by Rep. John Tanner (D-TN), would provide rate relief and includes other provisions that would ease the death tax burden on individuals and family-owned businesses.

"This is an opportunity for Republicans and Democrats to join together and provide help where it is badly needed," declared Block. "It is a constructive first step toward real death tax relief."

Ever since President Clinton vetoed the estate tax repeal bill in September, FDI government relations staffers have been working with the Blue Dog Democrats to develop a compromise that would be helpful to small business people and family farmers and be acceptable to both parties, including the president.

"I think we've done that," said Kevin Burke, FDI vice president for government relations. "Hopefully, both parties can put politics aside and do what's right."

The proposal, announced at a Capitol Hill news conference September 26 by Tanner and sponsor

Chris John (D-LA) and Bud Cramer (D-AL), includes these key provisions:

- A 10-year phase-in of a \$2-million-per-person, \$4 million-per-couple, unified credit
- Elimination of the qualified family-owned business exclusion
- Immediate increase of the unified credit to \$1.3 million per person
- Immediate across-the-board 20 percent tax rate reductions taking the top estate tax rate from 55 percent to 44 percent, with further reductions to 39.6 percent by 2010

"There isn't much time left before Congress adjourns for the election campaigns, so fast action is needed," said Burke, who added that FDI will continue to work with its strong partner, the Food Marketing Institute (FMI), to generate support.

Development of the compromise comes on the heels of a new survey that shows 68.9 percent of Americans want Congress and the White House to reach a compromise reducing estate tax rates this year. The survey was commissioned by Americans Against Unfair Family Taxation, of which FDI is a founding member.

"There is ample common ground to support this compromise approach," Block said. "The time for talk is over. It is clear that the American people want this reform. Election day is not far away."

Health Care Reform Likely

Movement on Patients' Bill of Rights legislation is becoming a real possibility in the waning days of the 106th Congress. As the fall elections approach, and health care becomes a potent campaign issue, pressure on House and Senate leaders to pass a reform bill intensifies.

Last year, the House and Senate passed differing versions of the legislation. The House bill would allow patients to sue not only HMO's, but also employers who sponsor health plans. In addition, it would allow patients to receive punitive and compensatory damages. That bill, which was strongly opposed by FMI and most employer groups, passed with sound bipartisan support when 68 Republicans, led by Rep. Charlie Norwood (R-GA), joined nearly all Democrats. However, the legislation passed by the Senate does not expand liability against employers.

Over the past several months, House and Senate conferees and leaders from both chambers have met almost on a daily basis in an attempt to reach agreement. Senate conferees have been steadfast in their opposition to proposals that would expand liability against businesses. House leaders have unsuccessfully sought to reach agreement. With only a few weeks remaining in the session, it appeared that time would run out on a Patients' Bill of Rights.

Unfortunately, Vice President Gore, President Clinton and Democrat leaders continue to attack the Republican Congress for failing to pass a bill. President Clinton could demand passage of some form of a Patients' Bill of Rights before he will agree to final budget legislation, which would allow congress to adjourn for the fall elections.

Trend-spotting: Hard Lemonade is on fire

Mark Anthony Brands, the seller of Mike's Hard Lemonade shipped 20,288 barrels of product into Michigan from late March through June (approximately 3 1/2 months). This made the "all other" category of beer shipments in Michigan jump 87.4 percent, securing Mark Anthony Brands as the 10th largest outstate seller in Michigan for the first six months of the year. Imagine what the next six months will be like, when they ship for the entire half-year!

Classifieds

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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.

CLARE—Profitable second generation Convenience store including real estate, business opportunity, equipment and fixtures. The inventory, which is valued at approximately \$40,000, can be purchased separately. The store features groceries, fresh meat, tobacco, liquor, lotto, hunting and fishing licenses, ATM, LP fill, general supplies, party & specialty items and homemade pizza. The store has provided a good income for many years with remaining growth potential. Living quarters on site for owner or rental income. Seller will consider offers of cash, conventional financing or possible seller financing terms. \$239,000; qualified buyers contact Wayne Terpening, Re/Max brookside, 415 N. McEwan St., P.O. Box 415, Clare, MI 48619-0415. Toll free (888) 473-5442.

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

www.lottery-watchdog—take control of your instant lottery sales.

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KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS—Low discount pricing to all AFD members. New installs, remodel, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Anaul, Pyrochem, Range Guard. Servicing Southeastern Michigan 24/7. Call alan Ross at GALLAGHER FIRE EQUIPMENT—800-452-1540.

FOR SALE: MEAT & GROCERY STORE—4,500 sq. ft. building with 2 parking lots. Good condition. Excellent equipment. Good volume/money maker. Well known and established. Saginaw area. CALL FLOYD AT (517) 799-3045.

FOR SALE—5,000 sq. ft. store with Liquor, Beer, Wine and Lottery. Serious buyers only please. Call (313) 331-0777.

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

MEAT & DELI BUSINESS IN SANDUSKY, MI—Well established business opportunity includes equipment, inventory and real estate. Cute, 2-bedroom home w/ full basement adjacent to business. \$129,000 for business and \$188,000 for business & house. Call Shirley, (810) 387-2502, Century 21 First Choice.

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.

MID-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 bar room, beer & wine license, liquor license, fish and game agent, lottery agent. All fixtures and equipment included with sale. Contact Harmon Realty at 517-539-2261.

Electronic Benefit Transfer (EBT) for food stamps

Here is an update of the roll-out schedule

Now that the Food and Nutrition Service (FNS) and the State of Michigan have begun implementing the Food Stamp Electronic Benefits Transfer (EBT), here is a listing of scheduled dates to implement the program throughout the state.

Benefit start date by county

November 1, 2000

Allegan, Berrien, Cass, Kalamazoo, St. Joseph and Van Buren

February 1, 2001

Clare, Clinton, Gladwin, Gratiot, Ionia, Isabella, Kent, Lake, Mason, Mecosta, Midland, Montcalm, Muskegon, Newaygo, Oceana, Osceola, Ottawa and Shiawassee

March 1, 2001

Arenac, Bay, Genesee, Huron, Lapeer, Saginaw, St. Clair, Sanilac and Tuscola

April 1, 2001

Livingston, Macomb, Monroe, Oakland and Washtenaw

May 1, 2001

Wayne

June 1, 2001

Alcona, Alpena, Antrim, Benzie, Charlevoix, Cheboygan, Crawford, Emmet, Grand Traverse, Iosco, Kalkaska, Leelanau, Mackinac, Manistee, Missaukee, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle, Roscommon and Wexford

July 1, 2001

Alger, Baraga, Chippewa, Delta, Dickinson, Gogebic, Houghton, Iron, Keweenaw, Luce, Marquette, Menominee, Ontonagon, Schoolcraft

Proposal 2 Continued from page 1

taxes is scheduled to expire. If the MML plan is approved later this year, local government officials could aggressively pursue new Internet taxes under the guise of franchise fees or user fees. The MML proposal's requirement for a two-thirds vote could also apply to any bill that would reduce property taxes, making it far more difficult for the Legislature to provide homeowners and job providers with tax relief.

3. It is highly partisan. At the MML news conference, Detroit Democratic Mayor Dennis Archer said, "I believe this ballot proposal will cause a large turnout in November." At the same news conference, Lansing Democratic Mayor David Hollister went out of his way to attack the Republican controlled Legislature when he said, "There have been more raids on local control in the last two years, than the last twenty." Three days after the MML news conference, in a column in the Lansing State Journal, the President of the Michigan AFL-CIO confided that this is a "Democratic" issue that will help in critical local House races.

4. It could stall road repairs. The MML proposal would make it very difficult, if not impossible, for the Legislature to adopt transportation funding and reform legislation to fix our roads because the requirement for a two-thirds vote would apply to Act 51, the State law governing distribution of highway and transit funds to local units of government that sunsets this year. The last time the Legislature addressed this key issue it took years of concerted effort to persuade a simple majority of the House and Senate to approve additional transportation funding.

5. It is redundant. The question of home rule is already adequately addressed in the current State Constitution. For almost 100 years, Michigan's Constitution has clearly stated that city officials should have a fair amount of discretion on local matters, as provided by law.

6. It is unnecessary. Local government officials who are unhappy with the Legislature have the same opportunity as other Michigan residents to express that sentiment at the polls in August and November by supporting candidates that share their point of view.

7. There is a more appropriate alternative. It is obvious from comments made by some city officials that recent approval of a bill to ban overly restrictive municipal residency requirements is the straw that broke the camel's back and triggered this effort to drastically alter the State Constitution. Under the current State Constitution, Michigan residents (including local government officials) have the right of

referendum. In brief, voters who disagree with a bill approved by the Legislature may circulate a petition to suspend that law. If enough voters agree, the law is suspended and put on the ballot for an up or down vote at the next general election.

8. It provides more opportunities for costly litigation. Key words and phrases in the MML proposal such as "intervenes" and "municipal concerns" are either not defined or so broadly defined that the exact meaning of the proposal is unclear and certain to result in litigation.

9. It would help some cities and hurt others. The MML proposal would apply the super majority vote requirement to the law governing the


distribution of revenue sharing from the state to cities, villages and townships. Some city officials are satisfied with the current revenue sharing formula. Other local government officials would like to see changes in the formula. Future changes to the revenue sharing formula would be very difficult, if not impossible, to achieve with a two-thirds vote.

10. It is a waste of time and money. Last, but not least, the MML petition drive and ballot proposal is a waste of time and money. The Municipal League has decided to abandon the legislative process to pursue a drastic change in the State Constitution that is unlikely to be successful. City

officials would be better served if the League continued to work through the legislative process to accomplish its goals.




Jim Barrett is the president and CEO of the Michigan Chamber.




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Industry Council (517) 373-1104
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