A great day for golf

Golfers had a great day at the AFD Golf Outing held at Wolverine Golf Course. The skies were blue, the greens were green and the sun was shining brighter for all the 32 AFD Scholarship award winners. Look for more pictures of the July 20, 2000 event in next month’s Food & Beverage Report.

Made in Michigan
Help us celebrate the bounty of Michigan products during our October Made in Michigan special edition. Please call Tom Amyot at (248) 557-9600 or 1-800-66-66-AFD to be a part of this exciting publication.

Illegal temporary signs once again a problem
by Marsha S. Bruhn, Director
Detroit City Planning Commission

Many of us remember in 1994 the clutter that surrounded many party stores and gas stations because of product banners that were strung up and around a business’s building, fences, poles, and walkways. For customers they were confusing and unholy and for merchants they were often an unwanted hassle. The image created along the commercial strip was a negative one.

As a result, Detroit City Council, with the support of the Associated Food Dealers, enacted Ordinance No. 28-94 to generally prohibit outdoor temporary signs and banners throughout Detroit. The effect was noticeable. By the time the ordinance went into effect on July 8, 1995, most of the illegal banners had come down – the reason for the improvement: cooperation. Since most of the illegal, temporary signage came from beverage and food distributors, as well as the Michigan Lottery, once the decision makers in those agencies got the word, the flow of illegal banners to merchants stopped. The ordinance didn’t prohibit temporary signs altogether, though. Merchants who want to See Illegal signs, page 5

Get ready for the holidays!

Keck leads liquor board
The acting chairman of the Michigan Liquor Control Commission has been announced. Walter Keck will replace Chairwoman Jacqueline Stewart after her untimely death on June 19. A commissioner since October 1997, Keck has had several roles at the commission including COO, deputy director of enforcement, and supervisor of hearings and appeals.

Seniors to picnic on Belle Isle
Once again, AFD is sponsoring the popular Senior Picnic on Belle Isle. The theme for the 10th annual event is Business and Community Together. AFD is expected to feed approximately 3,000 seniors and always welcomes the help of its members. For more information, call Tom Amyot at (248) 557-9600.

Guest Editorial
They have brains. They have ambition. But the future comes from you.

Join in the AFD/Pepsi Scholarship Challenge Drive.

Please call Liz Arbus at AFD to make a donation: 1-800-66-66-AFD.

POTENTIAL MADE POSSIBLE.
Success in our industry means knowing what your customers want

By Joe Sarafa

AFD President

I seem to read a lot of doom and gloom stories about the food industry, as we begin this new millennium. For those wholesalers, retailers and manufacturers who don’t look for new solutions and operate under a "business as usual" motto, doom and gloom may be around the corner.

However, I feel strongly about the opportunities that lie ahead for the independent retailers who embrace change and shape their futures by being entrepreneurial, understanding consumer needs, finding a niche to fill and providing great customer service.

With every challenge comes opportunity. Those independent retailers who take advantage of the opportunities will be successful. I recently read about two Baltimore-area businesses that are good examples: Eddie’s of Roland Park and Woodburn’s of Solomons. Eddie’s found their niche in gourmet and prepared foods. Their baggers carry packages to cars and employees will shop for and deliver groceries. Woodburn’s was competing with Food Lion. When Food Lion first opened, Woodburn’s lost half its business. They decided to undertake a complete makeover rather than compete on Food Lion’s terms. Today Woodburn’s has expanded their store and operates an upscale gourmet and natural foods store. They offer prepared foods, have full-service seafood and deli departments and operate a gourmet coffee bar. Their business is now ahead of where it was before Food Lion opened.

Locally, an opportunity exists for a new form of grocery sales – off the Internet. Still in its infancy, some savvy retailers are looking at Internet sales as a new way to provide extended customer service and increase sales.

A former Internet executive with a California biotech company, Francie Black, plans to launch a Web site designed to allow local grocery stores to offer online sales. Her new venture, GroceryStreet.com offers grocery stores an outsourcing alternative to online sales.

Scheduled to go live on August 22, retailers including Value Center Markets located in Livonia and Warren, Shopper’s Market in Center Line, Vegas Market in Warren and Hollywood Market in Troy have signed on.

Perhaps Internet shopping isn’t your store’s niche. Maybe prepared foods and gourmet coffees aren’t right for you either. There are just a few examples of how some stores have evolved to survive in our competitive marketplace; but there are many ways retailers can change today to be successful in the future. Finding a need and filling that niche can help retailers stay on the road to success.

The crazy days of summer

When you read this, our annual golf outing will be just another good summer memory. Hopefully everyone had a great time meeting with old friends and making new ones. We were very impressed with the deserving scholarship winners that AFD supports through this event.

Perhaps internet shopping isn’t your store’s niche. Maybe prepared foods and gourmet coffees aren’t right for you either. There are just a few examples of how some stores have evolved to survive in our competitive marketplace; but there are many ways retailers can change today to be successful in the future. Finding a need and filling that niche can help retailers stay on the road to success.

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We all look forward to summer but it always goes too fast. Maybe we can still get in a golf game or a trip to the beach and a family picnic before summer ends.

Unlike the grasshopper who played all summer and had no food stored for winter, here at AFD we are mindful that winter is coming and are preparing for all that fall and winter bring.

Our big AFD/ Beverage Journal Holiday Show is September 27 and 28 at Burton Manor and Toast Michigan, an October 27 Wine Tasting event at Excelsior in Southfield, will be coming up before we know it. Please see pages 5 and 15 for more information on these exciting events.

Lots of work has taken place throughout the summer to make these events a big success. Be sure and plan ahead to make these important AFD dates part of your upcoming schedule. Fall will be here before we know it.

The Grocery Zone

By David Ceverly

MAAM, I'M PRETTY SURE THIS ISN'T WHAT THE CEREAL CONTAINER MEANS BY "PROOF-OF-PURCHASE."
Preventing cross contamination key to keeping foods safe

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

Clean, well-organized food preparation areas not only give customers a favorable impression of your facility, but also play an important role in controlling cross contamination — the unintended transfer of harmful substances to food. There are three categories of food contaminants that can be transferred to food: physical agents such as glass or metal fragments; chemicals; microbiological organisms like viruses, bacteria, and parasites.

Because microbiological organisms are the root of most foodborne illnesses, this article will focus on ways food retailers can prevent this type of contamination.

Raw foods of animal origin (meat, poultry, shell eggs, and seafood or fish) naturally contain large numbers of potentially disease-causing microorganisms. A common way microorganisms are transferred is from raw meats to ready-to-eat foods or other meats that will not be cooked to sufficient temperatures to kill the microorganisms (cooking temperatures are outlined in Chapter 3 of the 1999 Food Code). However, there are other sources of contamination such as unclean employee hands or clothing and unclean food contact surfaces (equipment/utensils). Because cross contamination can occur from multiple sources, there is no single, easy step food retailers can use to control it. Therefore it’s up to store operators to ensure preventative practices are used routinely.

Food safety information and training programs

Several excellent food safety training programs are available that identify practical steps for preventing cross contamination in retail food facilities. The Michigan Department of Agriculture (MDA) has a list of training programs that is currently available via MDA’s Web site at www.mda.state.mi.us/food/mbf/foodservice.html.

The Food and Drug Administration’s (FDA) 1999 Food Code is also an excellent food safety resource, and it identifies the legal regulatory standards for retail food establishments. The Code’s Annexes contain valuable information including: references to scientific studies that relate to Code requirements (Annex 2) as well as explanations for the public health reasons behind many of the requirements (Annex 3). *See below for information on how to obtain a copy of the Food Code.

As a reminder, Michigan’s new food law classifies Food Code requirements regarding bare-hand contact with ready-to-eat foods, consumer advisories, plan review for grocery and convenience stores, and demonstration of knowledge. (MDA will soon be sending each licensed food establishment a newsletter highlighting these changes.)

1999 FDA Food Code requirements

The 1999 Food Code is adopted as part of Michigan’s new food law and takes effect on November 8, 2000. It identifies key steps retailers can use to prevent cross contamination. Important sections include:

Section 2-103.11 of Chapter 2 (Management and Personnel) identifies the food safety responsibilities of food management.

Section 3-301.12 of Chapter 3 (Food) identifies how to prevent contamination of foods and food ingredients.

The following is a short checklist of some of the requirements that relate to controlling cross contamination:

**General requirements:** Operators must ensure that the facility is adequate in terms of size and design for the food operations present. This may include:
- Plan review (voluntary for some grocery and convenience stores) is strongly recommended before starting a business or adding new types of food operations;
- Sufficient cold holding and food preparation spaces must be present to segregate raw foods from ready-to-eat foods; food storage areas must minimize potential exposure to environmental sources of contamination (example: no foods stored in toilet facilities).

Operators must provide training for employees on the following procedures: proper handling of foods; cleaning and sanitizing; meeting requirements for personal health and hygiene.

Operators must establish clear procedures that employees understand and follow. These include: hand washing (the Code specifies when and how to wash hands); minimizing bare hand contact with ready-to-eat foods; Exercising good personal hygiene. A work smock can easily become contaminated if worn to the toilet room or while emptying the trash; cleaning and sanitizing procedures (preferably written) for all food preparation areas and contact surfaces; separating raw foods and ready-to-eat foods during storage, preparation, holding, and display; monitoring employees to ensure that established procedures are being followed.

Specific requirements:
- Store equipment and utensils in ways that prevent contamination (between uses, and while food preparation is taking place); use packaging, covered containers, or wrappings to protect exposed foods; clean food containers that are visibly soiled before opening; thoroughly wash raw fruits and vegetables before use; separate unwashed fruits and vegetables from ready-to-eat foods; store products that are being held for credit, redemption or return to a distributor (damaged, spoiled, or recalled foods) in designated areas that are separated from foods and food contact surfaces; prevent "case cuts" in food containers that are soft packed.

MDA encourages you and your food establishment to do a self inspection using these check lists today! It will help you assess how your food operation stacks up against Michigan Food Law 2000 and FDA 1999 Food Code requirements and may help you to identify potential weak links in this important area of your food safety program. As always, please feel free to contact us toll-free by calling (800) 292-3939 or visiting our Web site at www.mda.state.mi.us.

Guest Editorial

Calendar

August 10 - 15
American Cheese Society National Conference
Sonoma County, CA
(262) 728-4458

August 16
AFD Senior Picnic
Belle Isle, Detroit
(248) 557-9600

September 27 - 28
AFD/Beverage Holiday Show "Stocking Stuffers"
Burton Manor, Livonia
(248) 557-9600

October 20-24
NACS Show 2000
New Orleans, LA
1-877-684-3600

October 27
AFD’s Toast Michigan: Savor the Flavor of Michigan Wines
Excalibur, Southfield
(248) 557-9600

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

Statement of Ownership

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AFD works closely with the following associations:

- NACS
- NCA
- IFDA
- FMFIA
- FMI

Food Industry Association Executive Director

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illegal signs, from front page

advertise a “Grand Opening” or special seasonal sale can still obtain a permit for temporary signs or banners from the Buildings and Safety Engineering Department. However, the permit for such signage is only valid for fifteen (15) days and not more than two (2) times a year. The size of the temporary sign or banner can’t be more than ten percent (10%) of the area of the building façade next to a public street.

On the fifth anniversary of this ordinance, Detroit is again awash in illegal temporary signage—not the banners that were the problem in 1994, but bottle-shaped signs strapped on to poles, cigarette signs on sidewalks, and outdoor beer ads. The concerns over the illegal signage is much the same as in 1994, but the consequences are now even greater.

Since the 1995 ordinance, City Council enacted a “Protection of Minors” ordinance that has generally made it illegal to advertise alcohol or tobacco products within one thousand (1,000) feet of schools, parks and playgrounds, child care centers, libraries and similar places where children congregate (Ordinance No. 18-99).

Although it may be distributors that push the signage, it will be the retailer who is ticketed and taken to court for violations. If inspectors had been present at one east side gas station they could have written one violation for displaying a sign without a permit, a second violation for placing the sign on a Public Lighting Department light pole, and a third because the sign was advertising cigarettes less than one thousand (1,000) feet from a school. And that was just one of several illegal temporary signs on the premises that could have been ticketed.

It’s time to take stock again in the appearance of our commercial strips and to make some quick changes to improve the look of the City.

Retailers should take down any sign for which they did not get a permit before they are ticketed and should decline to accept any more of the signs from distributors.

City inspectors should enforce the temporary sign laws vigorously and fairly.

Customers should applaud and patronize businesses that comply with the signage laws and report those that do not.

If you are interested in more information about the ins and outs of Detroit’s signage laws, feel free to call the City Planning Commission, (313) 224-6225. If you would like to report illegal signage, call the Buildings and Safety Engineering Department, (313) 224-1212.

“toast michigan”
at AFD’s wine tasting

Mark your calendars! Friday, October 27 is AFD’s new wine-tasting event, Toast Michigan: Savor the Flavor of Michigan Wines.

The night of wine, specialty hors d’oeuvres and music by Trinidad Tripoli Steel Band will be hosted at the Excalibur Banquet Hall in Southfield from 5:30 to 9:30 p.m. Over 50 Michigan wines will be available for tasting. In addition, every guest will receive a souvenir wine glass as a remembrance of the evening, and a special offer from Excalibur Restaurant.

Winery participating in the event include: Bowers Harbor Vineyard, Chateau Chantal, Fenn Valley Vineyards, L. Mawby Vineyards and Zafarana Vineyards.

“Michigan has some wonderful wineries. Many people don’t know about the great wines that our state produces. This event is designed to showcase our best,” says Joe Sarafa, AFD president. He adds that a portion of the proceeds will benefit Forgotten Harvest.

Tickets are just $25 per person and are available by calling AFD at (248) 557-9600 or 1-800-66-66-AFD.

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<thead>
<tr>
<th>Wine's To Name Margarita</th>
<th>Where is Margaritaville?</th>
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<tbody>
<tr>
<td>Search for your lost shaker of salt. Find rim of glass with lime wedge and dip into salt. Fill shaker with ice. Add 1 oz. Margaritaville Oro Tequila. 1/2 oz. triple sec and pour from two lime wedges. Shake. Strain into glass over ice or strain straight up. You call. One sip and you’ll know.</td>
<td>There’s no passport required. And you don’t have to be a navigator to get there. There’s a seat with your name on it at a thatched-roof bar perched on the edge of a turquoise sea. Where is Margaritaville? It’s in your mind. It’s in this tequila.</td>
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Margaritaville Imported Tequila

How Available in Michigan!

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<tr>
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<th>Off-Premise Price</th>
<th>Shelf Price</th>
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TO ORDER CALL: 1-888-MY-WINE OR 1-888-MICH-WINS

AFD Food & Beverage Report, August 2000.....5
Assistance from the Office of Financial and Insurance Services

by Frank M. Fitzgerald, Commissioner, Office of Financial and Insurance Services

Insurance is an intangible but indispensable product. Whether you purchase health, homeowners, auto, or business liability coverage, it is purchased with the hope it will never be used.

When you need insurance to cover a claim, you want to receive the coverage you purchased. Statutorily, the Office of Financial and Insurance Services is charged with providing the most fundamental consumer protection: making sure that companies have financially sound practices and will be there to pay your claim.

Perhaps as important, the Michigan Office of Financial and Insurance Services can assist retailers in a claims situation. While it is not possible to determine or dictate what retailers should accept for settlements, we can serve as a resource if an insurance claim is denied or if you have problems settling a claim.

If you disagree with a settlement offer, the most important thing that you can do is to read your policy. This will provide you with an understanding of your coverage and could also give you direction on where to take your grievance. For instance, some commercial policies have arbitration clauses written into them.

Next, remember the Office of Financial and Insurance Services—our consumer services staff is available to review contract language, assist in understanding coverage and determine if a claim is being handled reasonably. The Office of Financial and Insurance Services Consumer staff can be reached at 1-877-999-6442 or via the complaint form on the web at www.cis.state.mi.us/ins.

Two food industry associations form Internet Trading Exchange

Food Distributors International (FDI) and the Food Marketing Institute (FMI) have agreed to form a business-to-business online exchange for non-consumer goods and services.

This service is designed for FMI’s and FDI’s foodservice and wholesaler members, along with the retailers they serve, including independent operators. Together the two trade associations and their retail, wholesale and foodservice members represent the approximately $800 billion North American food industry. As part of the strategic business plan, broader applications within the industry will be developed after discussions with the global retail exchanges now being formed.

The two associations plan to launch the site later this summer. FMI and FDI have selected IBM as their solutions coordinator. IBM will manage the activities of the alliance partners, including i2 Technologies, Inc. (ITWO), and Ariba, Inc. (ARBA), as well as viaLink Co. (VLNK), and the Ernst & Young consulting company. Collectively, this group currently operates in excess of 150 Internet exchanges across multiple industries.

"E-markets are exploding. This alliance between FMI and FDI gives its members the opportunity to use Internet technologies to create new cost structures, to open new distribution channels, to transform competitiveness and change the industry," said Christian Nivoix, general manager. IBM’s distribution sector, the part of IBM focused on the retail and consumer goods industries.

"That's the real impact of the Internet," Nivoix said.

"We see this as a dynamic electronic marketplace for our industry," said FDI President John R.
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We're also working with large- and medium-sized businesses and educating business owners about electric utility industry deregulation, so that they understand their options in the future.

But our involvement stretches beyond the bottom line. We're supporting cultural diversity by dedicating resources to educational and civic groups and organizations. It's all part of our efforts to provide personalized service to a very valued group of customers.

At Detroit Edison, we're excited about becoming more involved in multicultural business communities. We're waiting to hear from you. If you have an energy-related issue or concern that you'd like to discuss with a representative, contact our Ethnic Marketing group today. Call 1.888.777.6896.

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Convenience store merchandise sales weaken slightly for 1st quarter

Despite another strong increase in merchandise sales — 9.2 percent for the first quarter of 2000 compared to the same quarter in 1999 — the convenience store industry’s overall merchandise sales may be slowing down, according to the National Association of Convenience Stores’ (NACS) 1st Quarter State of the Industry (QSOI) report.

The report, released July 7, found that for the first time in more than a year the increase in convenience stores’ merchandise sales was not in double digits. “These double-digit sales gains of 1999 were due, in part, to higher cigarette prices as a result of the 1998 tobacco settlement,” said Bob Swanson, NACS’ director of research and statistics.

NACS’ quarterly State of the Industry reports are based on retailer responses to questions about sales, profits, and trends in the industry.

The 1st Quarter 2000 QSOI reported that gasoline margins dipped 2.6 percent for the quarter, in spite of a 42.6 percent increase in motor fuel prices, the largest increase since the QSOI was instituted in 1992. “As is usually the case, higher prices at the pump meant lower margins for retailers as consumers resist the higher prices and retailers aggressively try to hold on to their customers by accepting lower margins,” said Swanson.

In addition, merchandise margins also dropped 0.5 percent, the fifth straight quarter of decline. “Much of this decline is due to lower cigarette margins, as prices have surged in that category,” noted Swanson. He added, however, that this quarter’s margin decline is the lowest of the last five quarters.

In spite of the lower margins, gross profits increased by 6.6 percent for the quarter, the best since the second quarter of 1999. Merchandise profits rose a strong 8.7 percent, the eighth consecutive quarter of at least 6.2 percent growth in merchandise profits. Meanwhile, motor fuel profits rose a minuscule 0.1 percent, solely on the strength of a 3.0 percent increase in motor fuel sales.

In addition to sales and profit figures, the QSOI also found that labor is an overriding concern of retailers. “Low unemployment has meant a small labor pool to draw from and higher costs to retain employees. Retailers expect wage rates to be a problem, and hiring, keeping, and training new employees to be difficult for the foreseeable future,” said Swanson. Other retailer concerns included tight motor fuels margins, rising interest rates, credit card fees, and competition from hypermarkets.

Perhaps because of these concerns, overall, retailers are less confident about the next 12 months. Survey respondents reported that they are less optimistic about the industry’s future, as well as their own company’s, compared to the responses from the previous quarter. On a seven-point rating scale, retailers rated their company’s business prospects a 5.1, compared to 5.39 last quarter. Meanwhile, the overall industry’s prospects were rated at 4.69, a drop from the 4.88 measured last quarter.


Bogus FedEx checks circulated

Federal Express has informed AFD that approximately 50 convenience stores have fallen victim to bogus Federal Express payroll checks. Women dressed in Federal Express shirts have asked to cash what appears to be their payroll check. Counterfeit checks have been drawn to Tina Ballard, check number 03258467; Angie McIntosh, check number 03256428; and Carol Martin, check number 03253457.

If someone tries to cash one of these checks, Federal Express asks you to detain the subject, and call 911 to have the person arrested. If you have any questions, you may also call Kevin Talley in FedEx Security at 1-888-751-5172.

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Senate votes to block
OSHA Ergonomics regulation

The U.S. Senate voted 57-41 to join the House and block funding for the proposed OSHA ergonomics regulation. Retail and wholesale grocers were front and center in fighting for passage of Senator Michael Enzi’s (R-WY) amendment while attending the Public Affairs Assembly, sponsored by National Grocers Association (NGA), Food Distributors International (FDI) and Food Marketing Institute (FMI).

Three Democrats, Breaux (LA), Lincoln (AR), and Hollings (SC) joined 54 Republicans in passing the amendment. Senator Specter (PA) was the sole Republican to vote against the amendment.

In spite of President Clinton’s threatened veto, the food industry will continue to encourage members of Congress to ultimately pass into law the prohibition of OSHA from promulgating the ergonomics standard.

Estate tax, from front page

said he would veto the tax cut that he said would benefit about 3,000 families annually.

“While I am willing to support targeted and fiscally responsible legislation that provides estate tax relief for small businesses, family farms and principal residences, the estate tax repeal passed by the Senate is a budget-busting bill that provides a huge tax cut for the most well off Americans at the expense of working families,” Clinton said.

After voting to phase out gift and estate taxes over 10 years, the Senate took up a Republican-backed proposal also opposed by Clinton that would eliminate the so-called marriage penalty by raising the standard deduction and expanding the 15 percent and 28 percent tax brackets. (See related story below.)

The Senate action on the two tax cuts, which together would cost the federal treasury more than $350 billion over 10 years, lays the groundwork for a political skirmish over taxes as the two parties prepare to hold their August conventions to nominate their presidential candidates.

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Could Democratic Plan For Estate Tax Reduction Be Better For Small Business?

A report in the New York Times states that while small business owners overwhelmingly support the estate tax repeal plan backed by Congressional Republicans, they are ignoring the legislation backed by President Clinton and Congressional Democrats. The irony, according to the Times, is that the democratic plan would exempt almost all of them from the tax starting in 2002 - as opposed to the GOP plan, which phases in relief slowly between now and 2009.

The difference, apparently, is that the GOP supports repealing the tax completely, albeit slowly; the Democrats don't want to repeal the tax, but rather adjust its parameters. However, the Times notes, "had the Democratic plan been law in 1997, the last year for which estate tax return data is available from the Internal Revenue Service, the estates of fewer than 1,300 closely held businesses and 300 farmers would have owed the tax." The Times says that 95 percent of the farmers who paid estate taxes that year would have been exempt under the democratic plan; 88 percent of the small business owners who paid estate taxes would have been exempt.

Republicans say that the estate tax is so complicated that complete repeal is the only legitimate option.

Minimum wage issue is on Kennedy’s agenda

Senator Edward Kennedy (D-MA) has stated his intention to use every effort possible to amend Senate legislation with a minimum wage increase of $1.00 per hour over two years.

This means that the Senate leadership will be forced to contend with the senator’s efforts to amend future legislation.

Earlier this year the Senate passed a $1.00 increase over 3 years. A vote on a minimum wage increase could come at any time that the Senator deems it to his political advantage.

WIC letter circulated

During the Public Affairs Assembly, retail and wholesale grocers petitioned their representatives to sign onto a letter by Representatives Howard P. McKeon (R-CA) and Matthew Martinez (D-CA) that opposed USDA issuing a final rule to limit the number of retailers eligible for the Women, Infants and Children (WIC) program.

The letter states, “This proposed rule will limit the number of retailers eligible for the WIC program, thereby limiting competition and restricting access to program benefits by those most in need. The proposal will needlessly burden the WIC program, harm recipients, punish innocent vendors, and limit access to this much needed program.”

The National Grocers Association strongly opposed the vendor limit proposal in comments it filed with USDA and supports the efforts of Representatives McKeon and Martinez to stop the vendor restriction language that was not passed by Congress.

Get ready for the holidays!

It’s only August, but the holiday season will be here before we know it. Plan to attend the AFD/Beverage Journal Holiday Show, “Stocking Stuffers” and you’ll be ready for holiday profits!

The Show runs September 27 and 28 at Burton Manor in Livonia. See page 15 for more details.
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Philip Morris agrees to acquire Nabisco

Philip Morris Cos., in a deal that will significantly bolster its food business and have far-reaching consequences for the broader industry, has agreed to acquire Nabisco Holdings Corp. for $55 a share, or $14.91 billion, plus the assumption of $4 billion in debt, the Wall Street Journal reported.

In a related move, Philip Morris, owner of Kraft Foods, is considering an initial public offering of less than 20% of its food business. Such a decision would be of huge significance, since it could pave the way for an eventual split of Philip Morris’s food and tobacco businesses. An IPO of less than 20% allows companies to eventually spin off the remaining stake to shareholders.

General Mills to buy Pillsbury

General Mills Inc. said it plans to buy Pillsbury from British food and beverage group Diageo Plc in a $5.35 billion all-stock deal that further consolidates the food industry and bolsters the cereal giant’s leverage with supermarkets.

General Mills reached a definitive agreement to buy Pillsbury from Diageo in a deal that also includes Pillsbury’s debt of $5.1 billion. Under the deal, Diageo will retain an initial 33 percent stake in the merged business, which will have annual sales of $12.8 billion.

General Mills said it plans to sell Pillsbury’s North American dessert business and Green Giant canned vegetable line by the end of fiscal 2002.


Combining forces will enable General Mills and Pillsbury to achieve faster growth than either could accomplish separately. General Mills Chairman and Chief Executive Steve Sanger said.

The merger could give General Mills more leverage with increasingly bigger food retailers and bolster its competitive position in the rapidly consolidating sector, analysts said.

The deal could also spawn more mergers in an industry that has already seen Unilever announce its intent to buy Bestfoods for $20.3 billion and Philip Morris make plans to buy Nabisco Group Holdings, the largest U.S. cracker and cookie maker, for $14.9 billion.

Analysts said companies such as General Mills’ closest rival, Kellogg Co., H.J. Heinz Co., Campbell Soup Co., and Quaker Oats Co. could all be looking for partners.

Potok to buy Gann Bros.

An acquisition by Potok Packing Co. and Detroit based Gann Bros. Farm Style Brand Sausage Co. is in the works. Max Fynke, president of Potok, reports that until the completion of the deal the two companies will operate as a joint venture, and there will be no layoffs.

Gann Bros’ Michigan Avenue plant will be included in the deal. Potok already owns Alcamo’s, Meat King, Kennedy’s and Virginia sausage brands. Fynke became interested in Gann Bros. because it was the only sausage maker in the Detroit area to use fresh-cut pork in fresh sausage, a type known as hot-boned, a whole pork sausage.

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AFD/Beverage Journal Holiday Show
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Wednesday, September 27, 2000
5pm - 10pm
Thursday, September 28, 2000
from 3pm - 8pm
Burton Manor, Livonia, MI

- Exhibitors will be introducing new products.
- Be first to see the new promotional products and ideas.
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- Special trade show only pricing will be available.
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Ketchup goes green

The Year 2000 has brought with it many changes, but few of us expected this one. H.J. Heinz Co. has reintroduced ketchup, green ketchup that is. “Green is going to be a shocker for a lot of adults. But kids don’t have those hang-ups,” said Casey Keller, the point man on a world wide push to reintroduce the condiment as a hip part of everyday meals.

Kids eat more than half of all ketchup in the United States and it is Heinz’s hope that this consumer segment will enjoy decorating their hot dogs and burgers with its unexpected color and plastic bottle, which squirts a stream so thin kids can draw with it. Have no fear the flavor stays the same even if it is the color of spinach.

The 131-year old food company last year embarked on a new ketchup campaign after its share of the US ketchup market dropped to about 43 percent in the late 1990s. Heinz targeted teens, advertising in shows such as “Dawson’s Creek” and “Party of Five.”

Steven Wrathell taught a stubborn gas station manager an expensive lesson about consumers’ rights. In June a Madison Heights judge awarded him $273 for being overcharged 10 cents for a burrito for the Quik Stop Total at 12 Mile and John R.

Wrathell was refunded the dime, but not the $1 he was entitled to under state consumer law. He sued in 43rd District Court.

Class action lawsuit begins against Visa-MasterCard

The Department of Justice trial began against Visa and MasterCard last month. The government contends that Visa and MasterCard’s governing agreement, which allow banks that sit on their boards to issue a large number of cards on one another’s networks, has reduced competition, and stifled the rollout of products that would benefit consumers. The outcome of this trial could have implications for the way Visa and MasterCard conduct their respective businesses and for the class-action lawsuit filed by retailers against Visa and MasterCard.

The class action lawsuit could entitle convenience store retailers to sizeable damages. Since convenience stores have low average ticket prices and high volumes of business, this industry is likely to pay a greater portion of revenues. If Visa and MasterCard are found to be anti-competitive, convenience store retailers may be in a position to gain a greater portion of the damages.—NACS

USDA to require labeling of fresh meat

The 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’s 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.

A proposed regulation has been submitted to the Office of Management and Budget for approval before publication. The 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.
Gentle man breaks, and kills

Two U.S. Department of Agriculture and one state inspector were killed last month by the owner of a San Leandro, California sausage factory. Stuart Alexander, 39, had complained that he was being harassed by the government over health violations. The plant had just recently reopened after being cited for not properly heating sausage that was labeled as fully cooked and for not using expiration dates on meat products. The plant had been in the family for three generations and Alexander felt that he was being unduly harassed by inspectors. A sign left outside the plant reflected his feelings of frustration. “To all our great customers: The USDA is coming into our plant harassing my employees and me, making it impossible to make our great product,” wrote Alexander. “Gee, if all meat plants could be in business for 79 years without one complaint, the meat inspectors would not have jobs. Therefore, we are taking legal action against them.”

Police report that Alexander shot and killed three health inspectors while a fourth fled. He turned himself into the authorities a short time later.

Farmer Jack grows

Farmer Jack Supermarkets has acquired three Felice Food Markets in the metro Detroit area. The stores in Waterford Township, Sterling Heights and Macomb Township opened as Farmer Jack Supermarkets in July.

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Thanks to AFD’s efforts, members could save 20% on their Electric Bill!

AFD has established an electric-buying partnership with Nordic Electric/IQ Solutions to improve your bottom line. To see if you qualify, fill out the form below. Attach a copy of your current utility bill, then mail or fax to:

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Address: ________________________________
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Electric Utility: __________________

IQ Solutions will require a 12-month usage history of all your electric accounts to complete a saving analysis.

Wal-Mart’s problems could someday be yours

It’s always fun to see the big kid on the block get some lumps, and many community-focused independents have probably gotten a wry smile out of Wal-Mart’s recent sparring sessions with the United Food and Commercial Workers. But, welcome as may have been the site of Wal-Mart under assault by the UFCW, those smiles might best be accompanied by some thoughts about the union’s strategy, as it was outlined recently in a report for N.G.A. by Seyfarth, Shaw, Fairweather & Geraldson, N.G.A.’s labor counsel which has offices in 10 cities and has represented management in labor and employment law since 1945.

Earlier this year, meat cutters at a Wal-Mart superstore in Jacksonville, Texas became the first US. Wal-Mart employees to vote in favor of union representation by the United Food and Commercial Workers. That “first” was the union’s first victory in what it has acknowledged is a nationwide organizing campaign focused on the meat departments in 23 Wal-Mart stores.

Why the meat department? It seems evident that the UFCW targeted the meat department for this major campaign against Wal-Mart for two reasons:

1. Defining the bargaining unit: The greater the similarities in hours of work; job duties; compensation; tools, equipment, and skills; overall supervision; production methods; and transfer policy between departments, the more likely a department is to be targeted as a bargaining unit.

2. Predisposition of meat employees: Even in non-union work environments, most skilled employees have previously worked in a union environment. If an employer does not have an effective employee relations program, those who have worked in a union environment are apt to be more pro-union and proactive for the union.

Wal-Mart’s counterattack in the Battle of Jacksonville was, just two weeks after the vote for union representation, to announce that it was switching to pre-packaged, case-ready meat. The UFCW, of course, filed an unfair labor charge with the NLRB over this maneuver by Wal-Mart, and that filing awaits a ruling by the Board.

Whatever the outcome, nonunion retailers should watch this situation carefully and assess their current associate relations program and dedicated management, to ensure that they have a positive work environment. For all retailers, with the Wal-Mart and Kroger forays into case-ready beef, is it time to start reviewing case-ready beef’s potential?” -N.G.A
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MICHIGAN LOTTERY DAILY 3 & 4

$25,000 GRAND PRIZE

BIG HIT $25,000

780 WINNERS $500 EACH

The Big Hit is the latest second chance sweepstakes from the Michigan Lottery Daily 3 & 4 Games. One hundred thirty players will win $500 every week for six weeks. The 780 players who win $500 will then be entered into the grand prize drawing for $25,000 which will be televised on the "Road To Riches" on September 9, 2000. Check your local listings. Two non-winning Mid-Day and two non-winning Evening tickets are required to enter. Entries can be mailed in, or dropped off at any of the convenient drop boxes. See the official entry forms for locations. Players can enter as many times as they want through September 1, 2000. Encourage your customers to play the Daily 3 & 4 Games often for a chance to hit big for $25,000.

JULY 17-AUGUST 26, 2000

If You Bet More Than You Can Afford To Lose, You've Got A Problem. Call 1-800-270-7117 For Confidential Help. Daily 3 Odds: Straight: 1 In 1,000; 3-Way Box: 1 In 333; 6-Way Box: 1 In 167. Daily 4 Odds: Straight: 1 In 10,000; 4-Way Box: 1 In 2,500; 6-Way Box: 1 In 1,666; 12-Way Box: 1 In 833; 24-Way Box: 1 In 416.
Kraft initiatives are aimed at center store growth

By Michele MacWilliams
Headquartered in Northfield, Illinois, Kraft Foods is the North American food business of Philip Morris Companies Inc. It traces its history to three of the most successful food entrepreneurs of the late 19th and early 20th centuries: J.L. Kraft, Oscar Mayer and C.W. Post. Today, Kraft is the largest packaged food company in the U.S. and Canada.

I spoke to Bob Cole, Detroit regional manager (he actually covers all of Michigan) about the new initiatives that Kraft is taking and how these can aid the retailer. Over the past 10 years, Cole has seen a great deal of competition working to move market share away from traditional grocery stores. His challenge is to arm the retailer with the ability to survive and thrive in the competitive retail food business.


Kraft offers more than 70 major brands including: Kraft cheeses and dressings, Oscar Mayer meats, Maxwell House and Nabob coffees, Post ready-to-eat cereals, Jell-O desserts, Kool-Aid beverages, Philadelphia cream cheeses, Tombstone pizza, Stove Top stuffing mixes and Miracle Whip salad dressing.

Cole says that Kraft’s strategy to aid retailers is multi-faceted and includes a combination of center store marketing, category management and supply chain assistance. Through the use of studies generated from Kraft’s data collection, the company is able to offer retailers up-to-date information on consumer behavior. The Kraft Kitchens expertise in developing recipes that are relevant and meet consumer needs also help to “move product.” Bringing it all together, Kraft is introducing new concepts that make shopping easier for the customer and increase sales for the retailer.

“Our Meal Solution Center is an innovative concept which combines integrated merchandising and quick recipes to deliver convenience and one-stop shopping for busy consumers,” says Cole.

Kraft is now testing a display unit, that combines a dry grocery rack and a door cooler. This small, 24” x 48” unit operates on 110V and can hold a variety of merchandise, making it a one-stop shopping display for quick and easy meals.

I saw one of these units at the FMI Show in Chicago. It was filled with products that, when purchased together, made an entire meal, including dessert. As an example, taco sauce and kits were displayed on the lit shelves, while the taco cheese was stored in the mini cooler unit. Cheesecake mix was on the shelf and cream cheese in the cooler.

“We’re center store focused,” said Cole, meaning that Kraft concentrates on building sales volume in the center of the store, where packaged goods and groceries are traditionally displayed.

To drive center-store movement, Kraft has set up a channel of strategies with meal solutions as an emphasis. “Only a grocery store can bring it all together for the consumer. Grouping items is one way that we can help the grocery store maintain market share,” Cole adds.

A strategy that Cole says can help increase market share for the grocery retailer is to increase the number of featured items, so that the store “shouts to the consumer that there is value at the traditional grocery store.”

Leveraging the information obtained from Kraft’s successful consumer Internet site, the company is now implementing a new business-to-business site to help retailers increase center store sales. The new website (www.kraftplus.com) helps retailers easily obtain displays, picks and shippers. Point-of-sale and module information along with the Kraft Plus merchandising solutions that appear in Kraft’s trade advertising are also online. Available to customers this summer, it helps retailers learn about the latest tools to help build their business.

Coming soon, www.kraftpluseszerv.com is another Internet-based tool that will allow retailers to access a secure, proprietary website to quickly answer customer questions and communicate supply-chain opportunities and customer-service updates. KraftPlus ez-Serv™ will give retailers immediate, electronic access to information and services customized for their specific business needs.

“KraftPlus ez-Serv™ is the on-line evolution of our commitment to meeting retailer needs,” said Mark Pettie, vice president, Category Sales Management & Strategy at Kraft. “The Internet will build the value of our Kraft Plus tools by offering merchandising, purchasing, supply chain, accounting and store operations data with one click of the mouse.”

Kraft will be gathering input from a few retailers through the end of 2000 to enhance the site’s effectiveness. When KraftPlus ez-Serv™ rolls out nationally in 2001, all retailers will be able to obtain quick and timely sales updates, review proprietary data to help make decisions regarding products and services, and tap into a wealth of general business information.

A tremendous asset for the day-to-day management of center store business, the site is password-secured and can be personalized for an individual retailer’s or chain’s information needs.

Always something new
Bob Cole believes that a very important way for traditional grocery retailers to remain competitive is with new product introductions. “It’s the lifeblood of our business,” he adds. “Consumers know they can find new products at their local grocery store before they hit the shelves of warehouse clubs.” He points to the 30 new products that Kraft is introducing this year, as well as new shippers and other merchandising vehicles that draw attention to products.

“Food choices will always be about taste, but our consumer research shows that new products today must meet one of four very diverse consumer needs in order to succeed,” says Pettie. Kraft’s research shows that Americans are

Kraft Facts:
• 99 percent of North Americans are Kraft foods consumers.
• Each day, more than 100 million consumers across North America eat at least one Kraft product.
• Kraft Foods is the leading marketplace innovator in the food industry, with nearly 500 new patents granted since 1990.

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see Kraft, page 24
Old No. 7

Now Serves 8

Stock up on our new 1.75L bottles of Country Cocktails, featuring Lynchburg Lemonade, Doyenhouse Punch, and new Wildberry Jack. With five consecutive years of strong growth, new advertising support, and the selling power of Jack Daniel’s name, you’ve got sizeable reasons to give your distributor a call.

The Others Don’t Have Jack.

Your friends at Jack Daniel’s remind you to drink responsibly.

Kraft
continued from page 22
looking for food products that are
convenient, offer a health/wellness
benefit, provide a positive experience
and are personalized or customized to
individual tastes.
“Today’s busy consumers simply
don’t have the time for extensive food
preparation, thus making quick meals
a necessity. And, grab-and-go
snacking options are equally as
important,” continued Petrie. “Finally,
consumers are taking health messages
to heart and searching for foods that
offer an additional nutritional or
functional boost. Kraft is focused on
delivering new products that meet
these criteria to help families connect
over food.”
Kraft has launched or is launching
an array of new products in 2000 that
fall into these categories. Bob Cole is
particularly excited about three
products geared to breakfast
consumption: Oscar Mayer
Cinnamon Roll Lunchables, Post
Cinna-Cluster Raisin Bran and
Starbucks coffee.
“Oscar Mayer continues to
innovate within the meal-
combinations category with
Cinnamon Rolls Lunchables for
breakfast,” says Cole. Four cinnamon
rolls are paired with do-it-yourself
icing and applesauce. “It’s a great go-
anywhere breakfast.”
Another cinnamon flavored
product that Cole believes will
become a favorite is Post Cinna-
Cluster Raisin Bran. The newest
addition to the growing branded raisin
bran category, it extends the Post
Raisin Bran trademark. “When
shown the concept, nearly 70 percent
of consumers indicated they would
probably buy Post Cinna-Cluster
Raisin Bran,” Cole enthuses.
Other new products for 2000
include:
• Athenos Travelers – an
innovative hummus snacking kit.
• Balance Gold Bar – a triple layer
energy bar with chocolate, caramel
and nuts that provides 15 grams of
protein and 23 essential vitamins and
minerals;
• DiGiorno Half & Half Rising
Crust Pizza – a rising crust pizza
offering two great toppings side-by-
side;
• Kool-Aid Blast-Offs Soft Drink
Mix – two new flavors, Solar
Strawberry Starfruit and Blue Moon
Berry
• Kraft Blue’s Clues and Kraft
Pokemon Macaroni & Cheese
Dinners – adding sizzle to the Mac &
Cheese shapes line are two of the
hottest children’s cartoon characters;
• Kraft Cheez Whiz - the new
wide mouth jar and ready-to-dip
formula makes it more convenient for
dipping and pouring;
• Kraft Dips – six varieties of dips
with fresh flavor personalities.
• Kraft Light Done Right salad
dressing – with half the fat and 33
percent fewer calories than regular
dressing;
• Louis Rich Beef Steak Strips –
convenient, fully cooked beef strips
are ready for immediate use for meals
in minutes;
• Oscar Mayer Lunchables Mega
Pack – new larger variety is geared to
kids with growing appetites and
active lifestyles;
• Philadelphia Snack Bars –
cheesecake bars for indulgence on the
go;
• Post The Wild Thornberrys
Crunch Cereal - limited edition
cereal brings this popular children’s
show to the breakfast table;
• Stove Top Oven Classics – two
new potato varieties expand this
Meal-in-a-box line;
• Taco Bell Home Originals Pour
‘N Simmer Taco Seasoning - this
easy-pour jar of sauce makes
seasoning tacos easy;
• Taco Bell Home Originals
Enchrito Kit - a cross between an
enchilada and a burrito, this hot
Mexican food sensation can now
be made at home in minutes;
• Tang Ready-to-Drink Juice
Drinks – extreme, offbeat and very
cool refreshment in five, portable
pouch flavors;
• Taste of Life™ Salad Dressing –
the first national salad dressing line
to provide 50 percent of the daily
value for vitamin E in every serving;
• Tombstone Dipping Ring –
ready in 20 minutes, this donut-
shaped pizza crust is loaded with
pizza fillings and comes with a side of
tomato dipping sauce.
Mark your calendar for these
important AFD events!
August 16 - AFD Senior Picnic
September 27 & 28 - AFD
Beverage Journal Holiday
Show “Stocking Stuffers”
October 27
AFD’s Toast Michigan:
Savor the Flavor of Michigan
Wines

Congratulations to all
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The Only Authentic London Gin
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101 proof, real Kentucky

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Smirnoff.
Kahlúa
Jose Cuervo

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Lottery Lowdown

Lottery’s “Road to Riches” television game show set to end on September 9

By Commissioner Don Gilmer

For the last ten years, the Michigan Lottery has given Lottery players the opportunity to win thousands of dollars while appearing on its weekly television game show. That game show has been called several different names over the years, including “Fame & Fortune,” “Megabucks Giveaway,” and most recently, “Road to Riches.”

As the popular saying goes, one day all good things must come to an end, and that is soon to be the case with the Lottery’s “Road to Riches” television show. The last “Road to Riches” show will air on Saturday, September 9, 2000. The last “Road to Riches” contestant drawing will be held on August 23, 2000. Players interested in appearing on the show should send their entries in to the Lottery prior to that date.

The weekly shows have always stemmed from the Lottery’s instant games. Players entered the drawings to become a contestant on the show by sending in three non-winning tickets, one from each of three different instant games. From those entries, six lucky winners were chosen to appear on the show.

What was once the most popular television show in its time slot has now dropped dramatically in popularity with viewers all across the state. Contestant interest in the show has dropped off significantly as well, causing repeat contestants to become more common.

As retailers, I am sure you understand the importance of advertising. The “Road to Riches” show was initially created to help the Lottery advertise the Lottery’s instant games. We have gone from offering between ten and 20 new instant games per year to offering 60 games per year, making the “Road to Riches” show a lot less effective vehicle for instant ticket promotion.

Because many retailers allow Lottery players to drop off their “Road to Riches” entries in their stores, please be sure that all entries arrive in Lansing before the final drawing on August 23.

Additionally, because of the show’s cancellation, beginning on September 16, 2000, Saturday evening drawings will be televised at 7:28 p.m. as they are for the Monday through Friday drawings.

Second-Chance Sweepstakes.

The Michigan Lottery’s latest second-chance sweepstakes offering — the “Big Hit” — is clearly a big hit with Lottery players all over Michigan! Hundreds of cash prizes have already been awarded to winners all across the state.

The “Big Hit” sweepstakes will not only award 780 qualifying cash prizes of $500 each over the six-week period, but will also qualify those 780 winners for a final $25,000 grand-prize drawing! Players enter by sending in two non-winning Daily 3 or 4 mid-day tickets and two non-winning Daily 3 or 4 evening tickets for drawings conducted between July 17 and August 26, 2000.

I urge you to continue to display your “Big Hit” point-of-sale promotional items throughout the course of the sweepstakes. Your help in promoting the Lottery’s second-chance sweepstakes offerings makes them the great successes they are!

New Instants. Retailers all over Michigan.

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State Representative Stephen R. Ehardt (R-83) is a pharmacist and business owner as well as a politician. He opened his first pharmacy in 1981 and now he co-owns three drug stores and one hardware store. He employs 44 people and wisely shares responsibilities for day-to-day operations with his partners and employees. Ehardt works as a pharmacist at one of the stores on a daily basis although he spends most of his time making policy in Lansing.

“Professional trust is high for pharmacists,” says Ehardt. “Pharmacists are doing more good today than ever in the health care arena. They are the most accessible health care professionals,” says Ehardt.

His business specializes in patient care services and has grown into a successful multi-store group. In 1994, Ehardt’s Pharmacy, Inc. was listed on Drug Topics “Outstanding Community Pharmacy” honor roll. Ehardt has instructed nursing pharmacology for University of Michigan-Flint and pharmacy technology at St. Claire County Community College. In May 1997 Ehardt was chosen by the American Pharmaceutical Association for its single annual Distinguished Achievement Award in Community Pharmacy Practice. In 1997, he was elected by his peers as president of the Michigan Pharmacist Association.

Representative Ehardt graduated from Croswell Lexington High School and in 1978 he graduated from Ferris State University with a Pharmacy degree.

Ehardt represents the 83rd district which covers all of Sanilac county and the northern half of Lapeer county. He serves on the following House committees: Agriculture and Resource Management, Health Policy, Insurance & Financial Services and he’s the vice-chair of Veteran’s Affairs.

“I went to Lansing with a working knowledge of small business, health care, agriculture and local government and focused on these areas. I feel I need to be an expert on the subject of the committees on which I serve,” explains Ehardt. “I believe in the committee process. It enables us to be good stewards.”

As a businessman, Representative Ehardt saw needs in his Thumb area community. His philosophy on government is, “You can either throw up your hands in disgust or roll up your shirt sleeves, get involved and make it better.” He had the desire to be involved and make sure the community develops in the right direction. He started by becoming a member of the Chamber of Commerce and during the past 17 years, he held the positions of treasurer and president. He was a member and past chairman of the Lexington Planning Commission for four years and 10 years as Lexington Village Trustee.

The city, which is located mid-thumb on Michigan’s eastern coast, became a vibrant port. With the current low lake levels, there is legislation to help marina owners receive low-interest loans for dredging.

The largest industry in his district is farming with tourism in second place. He says there are Renaissance zones in four communities. “In agricultural zones, there are tax incentives to help bring in processing plants in the vicinity of farms,” says the representative. “This brings more jobs and additional tax base to the area.”

Ehardt supports the Thumb Oil Producers Cooperative, a group of oil producers and farmers who are using vegetable oil to make automotive lubricants. Ehardt said that he uses the products in his car. “We have asked the state to be more involved in using...
Rep. Ehardt, from page 26

agriculture-based fuels and lubricants."

With 44 employees, Ehardt took an interest in workforce development. In 1996, he was appointed by the Sanilac County Commissioners to the Thumb Michigan Works Community Advisory Board. This board manages unemployment training and job placement, welfare work, and summer work programs.

He was appointed by Governor Engler to serve as the house liaison on the Michigan Welfare Development Board (MIWORKS).

He is chairman of the house subcommittee dealing with watershed management. On this committee, he helped rewrite the drain code which had not been updated since 1946. After 60 hours in committee, the bill emerged in a 25-chapter legislation. "The bill passed the house with a broad spectrum of support, 103-5," he said.

On the Insurance and Financial Services committee, Ehardt and his peers have been working on the banking code. "We're trying to keep in line with federal mandates in regard to multi-state bank groups, without taking away control that the state should have. We are trying to provide the best working environment possible for the banking industry," he said.

Ehardt lives in Lexington with his wife and two children. In his spare time, he enjoys tennis, racquetball, golf and downhill skiing, but his passion is sailing. He also has an airplane pilot license and flies regularly. He is active with the United Methodist Church of Lexington.

To reach Representative Ehardt, call (517) 373-0835, email sehardt@house.state.mi.us, or write State Representative, The Honorable Stephen R. Ehardt, P.O. Box 30014, Lansing, Michigan, 48909-7514.

MLCC implements automated phone line

The Michigan Liquor Control Commission recently launched a new Automated Product Ordering Information Line and Fax Back Service (1-800-473-1497), which allows licensees to access automated information 24-hours a day about products, prices, and Authorized Distribution Agents. The commission has also begun distributing the MLCC Bulletin via an automated electronic subscription service for those who prefer to receive the bulletin by e-mail rather than the U.S. mail.
Meet the AFD Scholars

The Associated Food Dealers of Michigan, in support of higher education, is proud to award these 32 students with AFD Scholarships. They were presented with their scholarships at the AFD Annual Scholarship Golf Outing on July 20.

Kenya M. Alexander
Submitted by NAACP
Sponsor: Verizon Wireless
Kenya is attending Wayne State University School of Medicine in Detroit. Her focus is pediatric care. She is a WSU Emerging Scholar and a National Honor Society member. Kenya has volunteered for numerous community services and projects including the Salvation Army Lighthouse soup kitchen. Go Into The Streets and Rouge River Rescue. She participated in the Opportunities in Research (NIMH-COR) fellowship program. Kenya graduated from Renaissance High School in Detroit.

Braden M. Boji
Submitted by Orchard Market Place
Sponsor: Quality Inventory Specialists
Braden will be a freshman attending Kettering University in Flint, majoring in engineering. He graduated 12th in his class with honors from Brother Rice High School in Bloomfield Hills and had received an academic letter as well as a varsity letter for basketball. He received a Michigan Merit Scholarship and a Lawrence Technological University Academic Scholarship.

Clifton Clarke III
Submitted by NAACP
Sponsor: Alex Bell Memorial Scholarship
Clifton is attending Wayne State University in Detroit majoring in business information systems. He was president of WSU’s Chapter of the NAACP, has served on the Board of Governor’s student committee and is vice-president of the Association of Black Business Students. He received the David Adamany Scholarship.

Daniel D. Bennett
Submitted by Frankenmuth IGA
Sponsor: CROSSMARK
Food Trade
Daniel is a sophomore attending the University of Michigan in Flint majoring in chemistry. Daniel received the University of Michigan Chancellor’s Scholarship award and the William J. Branstrom award. He graduated from Birch Run High School in Birch Run. He was a National Merit Semi-finalist and a member of the National Honor Society. He received the U.S. Students Math competition award.

Tiombe Z. Briggs
Submitted by Jays Foods, LLC
Sponsor: Detroit Edison
Tiombe is a sophomore at Florida Agricultural and Mechanical University in Tallahassee, Florida. She is majoring in criminal justice. Tiombe graduated from Cass Technical High School in Detroit where she was a member of the National Honor Society. She played on the high school softball team. Tiombe is involved in various activities and responsibilities with her church.

Marcy K. Dix
Submitted by Hilltop Shopping Center
Sponsor: Anheuser-Busch
Marcy will be a freshman at Michigan State University in East Lansing. She plans to major in history. She graduated from Newaygo High School in Newaygo, Michigan. Marcy was a national merit finalist and National Honor Society president. She participated in the Newaygo County Youth Initiative, Girl Scouts and Band. Marcy received English awards and was Quiz Bowl captain.

Roland D. Gardner
Submitted by The North Pole
Sponsor: National Wine & Spirits
Roland will be a sophomore at the University of Michigan, Ann Arbor this fall. His major study is mathematics/business. Roland graduated from Plainwell High School in Plainwell where he was a DAR recipient, on the honor roll for four years and received an academic letter. He was a National Honor Society member and played football and basketball.

Dru N. Berthnal
Submitted by Berthnal Packing
Sponsor: AAA Michigan
Dru will be attending Michigan State University in East Lansing this fall as a sophomore, majoring in horticulture. She is a member of the MSU Horticulture Club, the Honors College Service Corps and Bailey Scholars program. She graduated from Frankenmuth High School, in Frankenmuth. She was the student council secretary, a member of the National Honor Society and Students Against Drunk Driving. She received the National Merit Science Award and was the captain of the varsity soccer team where she received All-State Honorable Mention.

Ryan R. Brentz
Submitted by Nash-Fleisch Super Food Services
Sponsor: Philip Morris U.S.A.
Ryan is a senior at the University of California in Berkeley where he is majoring in chemical engineering/material science engineering. He graduated valedictorian from Heritage High School in Saginaw. Ryan was on the honor roll all four years of high school, was a quiz team member, and played tennis. He now fences, tutors high school chemistry and is a member of Delta Tau Delta fraternity.

Reta Elias
Submitted by Chaldean Federation of America
Sponsor: Associated Food Dealers of Michigan
Reta will attend University of Detroit Mercy as a freshman. She graduated from Southfield Lathrup High School in Lathrup Village. She was on the honor roll all through high school. She was president of the Chaldean club and co-editor for the yearbook. She is an active member of the National Honor Society, the Senior board and Scholars Plus.

Tara N. George
Submitted by Melody Farms Dairy
Sponsor: Melody Farms Dairy
Tara will attend the University of Michigan in Ann Arbor as a sophomore majoring in graphic design. She graduated Magna Cum Laude from Mercy High School in Farmington Hills. Tara was a National Honor Society member, a French honor society member, a competitive scholar, and a member of the human relations council. She also received the President’s Educational award.
Dawn M. Hechinger
Submitted by Riverside Market
Sponsor: Miller Brewing Company
Dawn will be a freshman at Eastern Michigan University in Ypsilanti majoring in journalism. She graduated from Chie High School in Chie where she was a member of the National Honor Society and she received the Michigan Merit award.

Erika M. Klemm
Submitted by Northside Market Inc.
Sponsor: Brown Forman Beverages
Erika will attend Illinois Institute of Technology in Chicago. She will be a freshman majoring in architecture. Erika graduated from Ludington High School in Ludington. She was named the 1999-2000 Outstanding Visual Artist and was an Alpha graduate. Erika was a member of the varsity girls swim team and the National Honor Society.

Sonia L. Lousia
Submitted by Round Haus
Sponsor: General Wine & Liquor Co.
Sonia will be a freshman at Wayne State University majoring in psychology. She graduated from Bad Axe High School in Bad Axe. She was a member of the National Honor Society, all school board vice president, and a member of the Spanish Honor Society. Priscilla also participated in Students Against Drunk Driving.

Serene T. Najor
Submitted by Mini Super Market
Sponsor: Arbor Mist/Canadagiana Wine Co.
Serene will be a freshman at Wayne State University in Detroit majoring in psychology. She graduated from Marian High School. Serene was the recipient of the Cum Laude Award for Latin. She was involved in Students Against Drunk Driving and volunteers at Prince of Peace church during their bible camp.

Priscilla A. Moseley-Atchoo
Submitted by McK's Wine Shop
Sponsor: Central Distributors of Beer
Priscilla is majoring in engineering at the University of Michigan in Ann Arbor. She is a member of the ski club and is working on an undergraduate research program. She graduated from Marian High School in Bloomfield Hills. There she was the president of the National Honor Society, all school board vice president, and a member of the Spanish Honor Society. Priscilla also participated in Students Against Drunk Driving.

Tiffany L. Newton
Submitted by Coca-Cola Bottling Co.
Sponsor: Coca-Cola Bottling Co.
Tiffany plans to attend Michigan State University in East Lansing. She is a freshman majoring in human biology/pre-med. Tiffany graduated from Creston High School in Grand Rapids where she was a President’s Education Awards Scholar, a National Achievement Scholar and a National Science Merit Scholar. She was a cheerleader all through high school and did volunteer work with her church youth group. Tiffany was a member of the National Honor Society and secretary of the Rotary Club.

Chan G. Park
Submitted by Lakeside Party Store
Sponsor: American Bottling/7-Up Detroit
Chan will be a freshman attending University of Rochester in Rochester, New York. He is majoring in computer science/computer engineering. Chan graduated from Pioneer High School in Ann Arbor where he was an honor student and student council representative. He was a member of the Key Club, Science Olympiad and layout editor of the school newspaper. Chan received a Michigan Merit Award and the National Merit Scholarship Letter of Recommendation. He is involved with his church youth group.

Jennifer Seba
Submitted by Chaldean Federation of America
Sponsor: Associated Food Dealers of Michigan
Jennifer will be a freshman attending Oakland University. She graduated from Sterling Heights High School in Sterling Heights. Jennifer was on the student council, the junior Senate, the French club, the American club, the marketing club and the Michigan Math League. She played volleyball and soccer and was in the National Honor Society her senior year. She received achievement awards in accounting, algebra and chemistry. She also received an Excellence in Scholastics award.

Katharine E. Sophiea
Submitted by Rumors
Sponsor: Seagram Americas
Katharine will attend Michigan State University in Lansing as a sophomore majoring in social relations and English. She was on the Dean’s list her freshman year. Katharine is a member of the National Society of Collegiate Scholars and received a Scholar Athlete 4.0 Club Award. She graduated valedictorian of Ferndale High School in Ferndale, where she was accepted in the National Honor Society for three years. She was treasurer of her class in 9th grade and for her next three years, she was the president. Katharine was in the Northeastern Suburban Swim League and varsity track and field all through high school.

Stephanie M. Sulaka
Submitted by Nikkis Distributors
Sponsor: Peoples State Bank
Stephanie will be a freshman at Central Michigan University in Mt. Pleasant, majoring in business. She graduated from Shrine High School in Royal Oak. Stephanie was secretary for her high school’s student government and National Honor Society. She was captain of the basketball and track team and played volleyball as well. She is a volunteer for Focus Hope, St. Mary’s Nursing Home and charitable fund raisers. She is an assistant basketball coach for 7th grade girls.
Way to go, Scholars!

Best wishes for continued success to all of AFD’s Scholarship recipients.

From your friends at 7UP

Keep up the good work!

Paul A. Yatooma
Submitted by Pelzers
Sponsor: Eastern Distributors
Paul plans to attend Oakland Community College in Royal Oak. He will be a freshman majoring in electrical engineering. He graduated from Royal Oak Shrine High School in Royal Oak.

Bryan H. Zair
Submitted by Valley Farm Market
Sponsor: Pettigrew, Inc.
Bryan is a senior at Wayne State University in Detroit, majoring in corporate finance/credit. He was vice-president of the WSU Business School Student Senate and a member of Beta Gamma Sigma fraternity. Bryan graduated from Southfield Lathrup High School in Lathrup Village where he is a member of the National Honor Society and a member of the Gold Key Society.

Kelly Zeiler
Submitted by Western Michigan University Food Marketing Program
Sponsor: Associated Food Dealers
Kelly is a junior in the Food Marketing program at Western Michigan University in Kalamazoo. She is a member of Sigma Phi Epsilon and works at the Parkview D&W in Kalamazoo. She has also worked at Bush’s Market Place as an intern, and was awarded the Mary MacG Scholarship from the Women Grocers of America.
HomeGrocer.com proceeding with proposed webvan group merger

On June 25, HomeGrocer.com and Webvan Group, Inc. signed a definitive merger agreement under which Webvan will acquire HomeGrocer.com in a stock-for-stock transaction. Upon closing, HomeGrocer shareholders will receive 1.07605 shares of Webvan common stock for each share of HomeGrocer.com common stock. The transaction is subject to customary regulatory and shareholder approvals, and is expected to close late in the third quarter or early in the fourth quarter of 2000. The combined company is expected to have operations in 13 metropolitan areas by year-end.

HomeGrocer.com, based in Kirkland, Wash., integrates its Internet web site, www.homegrocer.com, with its customer fulfillment centers and fleet of tri-temperature trucks to deliver products directly to consumers' homes or offices. HomeGrocer.com offers groceries and household goods, produce, meats, seafood and dairy products, fresh flowers, health and beauty aids, and top-selling books, videos and movies. HomeGrocer.com's shares are quoted on the Nasdaq under the symbol "HOMG."

D&W makes top-level personnel changes

Rumors of D&W Food Centers Inc. sale were put to rest last month after the company announced that it was "looking at new strategies—instead of new partners—to hold its niche as a home-grown, independent grocer." Company officials point out that recent attempts to sell never materialized because they could not reach an agreement with anyone that would be best for D&W management, employees and customers.

Changes in the executive team in the Grand Rapids-based company's newest strategy, Doug Blease has been named as President and Chief Operating Officer. Rob Woodrick remains D&W's chairman while Jeff Gietzen becomes the company's CEO and vice-chairman. Also joining the executive team is Wayne Boatwright, who is the company's new senior vice president of operations and human resources. Jerry Matthews will continue in his role as company senior vice president and chief financial officer.

Starbucks chairman is Executive of the Year

For having pursued his goal of elevating coffee from a commodity to a specialty product while providing a culture where employees are recognized and respected as the company's most valuable asset, Howard Schultz, chairman and chief global strategist of Seattle-based Starbucks Coffee Company (Nasdaq:SBUX), has been named Executive of the Year in the July 1, 2000, issue of Restaurants and Institutions (http://www.rimag.com) magazine.

Starbucks was one of the first U.S. companies to offer employee ownership to full and part-time employees through annual stock options. The company also offers comprehensive health-care benefits to all employees.

Internet trade, Continued from page 6

Block. "It will enable us to deliver at Internet speeds the B2B e-commerce, education and communications services that our members need." FMI's President and CEO, Tim Hammonds, added: "We believe this set of technology partners will enable us to deliver state-of-the-art Internet buying fully integrated with logistics services, coordinated backhaul, and cooperative planning, forecasting, and replenishment."

Both FDI and FMI believe that all those who are developing Internet services for the grocery industry should make every attempt to develop common standards for the underlying technologies whenever possible. The two associations intend to coordinate their efforts with the Uniform Code Council (UCC) to adopt any applicable standards developed by UCC. FDI and FMI are establishing a joint association working group of their retail, wholesale and foodservice members to steer this effort. FMI and FDI also said they are inviting other associations that are developing network services for their members to explore a coordinated trading exchange.
Two Jackson retailers give ‘thumbs up’ to EBT roll out

by Ginny Bennett

It has now been two months since the roll out of the Electronic Benefits Transfer (EBT) System in Jackson County. This program allows public assistance customers to use a plastic card, which is similar in appearance to a debit card, instead of food stamp coupons. The state chose Jackson County as the first Michigan location to implement the system.

By the end of 2001, the Family Independence Agency (FIA) plans to extend the program statewide. “EBT has succeeded at cutting costs and modernizing services in 30 states,” says Stephanie Comai, director of e-Michigan, the state agency responsible for organizing all online state services.

Governor John Engler announced the EBT system when it went online in Jackson County on June 1. Through EBT, customers access cash and food benefits using a debit card called the Michigan Bridge Card. Cash benefits can be obtained from enrolled retailers and automated teller machines, and food benefits can be redeemed at federally authorized food stamp retailers.

I visited two AFM-member stores, Lakeside Party Store and Kuhl’s Meat Market that are enrolled in the program to see how the system works.

AFM member John Park of Lakeside Party Store, 5509 Ann Arbor Road in Jackson, says the card speeds up the line for both cashier and customer. Kuhl’s Meat Market owner and AFM member John Kuhl says, “We are both learning—retailer and customer.” The market is one concession in the Bell Tower Mall which is the family business at 117 W. Louis Glick Highway.

In this downtown Jackson location, Kuhl initially was hesitant to implement the new procedure. He had heard rumors about the card that have since been proven false.

Downtown Jackson has a high rate of card users. Kuhl says his experience has been very positive, although he is not as technologically savvy as his teenage sons who work in the store. He hasn’t had too much difficulty with the technical aspects of the changeover, although minor glitches happened in the first days when some customers tried to use the card without activating it. Others who are unfamiliar with a personal identification number (PIN) have needed the most help. The major problem is forgetting the number. Now Kuhl recommends that after two tries, if the customer hasn’t succeeded in using the number, they contact their caseworker. Initially the problem was that the card wasn’t activated and then customers forgot their number and after three tries they were shut out of the system for the day.

Kuhl says he tries to remind his clients to save their receipt which includes the remaining balance. Without remembering the available balance, customers have tried to purchase more than they have left in credit.

Some cards have a cash component. Not only is the card used for food but also may be used to receive cash.

Privacy is also an issue. Kuhl instructs customers to keep their PIN private. The FIA doesn’t allow them to choose their own number since they may pick a number that is too obvious. Some mistakes customers have made include writing their PIN number on their card. Others say the numbers out loud as they punch the buttons. One customer with arthritic fingers wanted an employee to push the buttons for him but Kuhl says he has asked the man to bring a family member so an employee will never know the man’s PIN.

Card holders are not required to provide I.D. Kuhl reports few problems. Extensive training took place during the roll out and a toll-free computerized help line is available to customers and retailers. He is happy with the program and thinks 75 percent of the users are.

too. Kuhl has heard the card referred to as “the bridge card,” EBT, Quest card and the food stamp card. One name for the card might help it be less confusing: “Whenever there is a problem,” says Kuhl, “we just say, ‘it isn’t your fault and it isn’t our fault.’ We act as a cushion between the program and the client and try to help out.”

Through the Michigan Bridge Card, retailers are allowed to give eligible customers cash with the card, as if it was a debit card. Given the choice, Kuhl said he didn’t want to become a “bank.” He puts a $20 limit on the amount of cash he will hand over. John Park of Lakeside Party Store, decided he was happy to give out cash, as much as requested, up to the card’s limit. He thinks it is a way of competing with other stores that set their limit. Says Park, “I am like a bank anyway, selling Western Union, etc.” Always competing with the “big” stores, Park looks for ways to make it convenient for his customers.

Just 15 years ago, Park came to America from Seoul, Korea. He lives in Ann Arbor with his wife and two children. In Korea, Park was a degree architect/engineer of six years. He has owned Lakeside Party Store for 11 years. His wife is a biologist in Korea and is now a vice president of the family business and takes responsibility for the bookkeeping. His son Chan works in the store and is a recipient of a 2000/2001 AFM Scholarship. He will attend the University of Rochester to study computer science/engineering.

Park knows many of his customers and they know him. He offers free candy to their children and free lighters to buyers of cigarette cartons. He sings to them on their birthdays. They are generous to him, too, and bring him all sorts of interesting gifts including venison meat, vegetables from their gardens and invitations to fish fries. They have made him feel welcome in the community. He has a half hour drive each day since the family relocated to Ann Arbor but John Park doesn’t mind. He sings and prays as he goes down the road.

See EBT problems, Page 37
Congratulations to all of AFD's Year 2000 Scholarship Winners from

ACOSTA SALES/
GOODMARK FOODS, INC.
(248) 865-1062
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GOODMARK FOODS, INC.

AFD Food & Beverage Report, August 2000
Seminars offered on new food law

The Michigan Food Law of 2000 will go into effect on November 8th. This is a “unicode” affecting all food and food service establishments, including restaurants, grocery and convenience stores, institutional food service operations and caterers.

The new code contains many significant changes in rules and regulations for the operation of all food establishments and food service operations. In addition, there will be major changes in the inspection procedures utilized by health departments and the Department of Agriculture. These seminars are designed to assure that key personnel of all food and food service establishments are fully aware of the requirements of the new code and that all food operations will be in compliance when the new standards go into effect.

| Name ___________________ | Check Seminar Attending: ____________________________ |
| Name ___________________ | Ann Arbor - 9/25 |
| Name ___________________ | Washentaw Comm. College |
| Company ___________________ | Cadillac - 9/18 |
| Address ___________________ | Best Western Bill Oliver’s |
| City ___________________ | Flint - 9/20 |
| Phone ( ) | Ramada Inn, Pierson Rd. |
| State ___________________ | Gaylord 9/19 |
| Zip _______ | Otsego Club |
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Total Enclosed: $ ______________ for _____ people at $49 per person

Make check payable to Food Service Associates. Send payment to Food Seminar, 18470 West 10 Mile Rd. Southfield, MI 48075

Certified Managers should also consider attending this seminar to learn about the new food code standards.

The new code and inspection procedures are based on the Food & Drug Administration’s model food code and the Hazard Analysis Critical Control Point (HACCP) food safety system.

In this seminar, you will learn how to identify critical control points (CCPs) in your own operation, the new code requirements for each CCP, and how to conduct HACCP self-inspections (like the actual inspections that will be conducted by your own local health department for the Michigan Department of Agriculture).

All owners, managers, supervisors and other key employees of all food and food service establishments will benefit from this seminar. They will learn the new requirements for receiving, storing, refrigerating, preparing, handling, cooking, cooling, displaying, reheating and serving food; the new standards for health and hygiene of personnel; and the new rules for cleaning and sanitizing equipment.

Under the new code, a “person in charge” must be present at all times when the establishment is open and/or working with food. “Persons in charge” must demonstrate knowledge of food safety, HACCP and the requirements of the food code. Taking the free, optional, end-of-course exam and earning this special certificate is an excellent way to demonstrate that you have this knowledge.

Seminars begin at 9:00 a.m. and end at 4:00 p.m. Lunch is on your own and not included in the fee.

For larger group registrations or to register for multiple locations, please photocopy this form or attach a separate sheet.

Congratulations and Best Wishes to all of the “Class of 2000” AFD Scholarship Winners

from NORQUICK DISTRIBUTING COMPANY
Help WIN the fight against Muscular Dystrophy!

Please join CROSSMARK for our 11th annual "Aisles Of Smiles" promotion

Each participating manufacturer will contribute to the Muscular Dystrophy Association a "CENTS PER CASE" amount on total shipments, for Michigan & the Toledo, Ohio marketing area, during the program:

July 31, 2000 through September 8, 2000

Please support Muscular Dystrophy & "Jerry's Kids" by participating with ads & displays and identifying the following promoted products with "Aisles of Smiles" point-of-sale materials.

PLEASE FEATURE & DISPLAY THESE PRODUCTS ...

... HELP JERRY'S KIDS

- Bush's Baked Beans - 28 oz.
- Florida's Natural Refrigerated Premium Juices 64 oz. & 96 oz.
- Gerber Graduates Baby Food Full Line
- Carpet Fresh No Vacuum Carpet Refresher (Foam) 10.5 oz.
- Ice Mountain Spring Water 8 pk/8 oz.
- Turkey Store Deli Meats Premium Seasoned Oven Roasted Smoked Cured
- Turkey Store Meats Turkey Breast Items

Contact your CROSSMARK sales representative for program details & appropriate point-of-sale materials.

CROSSMARK FOOD TRADE
Michigan Division

Your Full Service Broker
Thumbs up to EBT
Continued from page 32

Churchgoer, John is a deacon, sings in
the choir, leads the youth group and is
director of the Sunday school. At the
beginning of the new millennium, John
started closing his store on Sundays to
honor a day of rest, as his religion
teaches. He wishes he could do more in
his church to show appreciation for his
good life.

John Park is very positive about the
EBT roll out because it allows
customers to quickly make their
purchase with a card that is similar to a
credit card, and be on their way without
embarrassment. He feels that it will
save labor for the state and he already
sees it saving time in his store. Now he
doesn’t have to stamp any coupon or
wait as customers tear them out of a
coupon book.

John Kuhl sees the savings, too. He
says he likes to see his tax dollars
coming into the store as customers use
the card to buy their meat. “My tax
dollars are coming back to me.”

John’s three children work in the
mall. Son’s Jason and Jordan work in
the meat market and the youngest,
Korey, works in his grandmother
Mary’s deli. Mary Kuhl’s Deli is a great
lunchen spot which attracts a big
cross-section of downtown workers
who come in for homemade soups,
sandwiches, salads and daily specials.
John’s sister, Katie helps run the deli
and his sister, Susie runs a yogurt,
coffee and donut shop. Other nieces
and nephews help out in various ways
in the family businesses.

John’s father Arthur (John) Kuhl
was the first owner of Kuhl’s Meat
Market. John bought it from his Dad
three years ago. The building was
formerly a bus garage, that had sat
empty for two or three years. Besides
the family business, there is also a
Secretary of State office, a jeweler and
a hairdresser inside the mall.

AFD members Park and Kuhl both
give their stamp of approval to the
new “Michigan Bridge Card” and
predict the rollout will proceed
throughout other counties with the same
ease encountered in Jackson County.
In this case something new has
proven to be better than expected for
store owners and customers alike.
The Associated Food Dealers of Michigan welcomes these new Retail Members who have joined in April through June, 2000

7 Star Party Shop
A & A II
Adair Market
Agent & Sons Market
Amzi's Beer & Wine
Bee's Farm Market
Better Party Store
Better Health Foods
Brighton Supermarket
Brothers Pizza
Caravan Food Center
City Market
C-Mart Inc.
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Dallas Super Market
Dominick Deli Pizza & Liquor
Family Unit Market
Fast Stop Party Shop
Fedex Enterprises, Inc.
Frank's Quick Stop
Get & Go
Hall Street Party Store
Hell Country Store & Spirits
Jacks Fruit Market
Kim's Convenience Store
LaFrontera Mexican Products
Lakeport Market
 Larson's Foods
Little Sack Grocery
Livonia Beer & Wine Shoppe
M & K Food
Mario's Party Store
Mathew's Liquor Shoppe
Mel's Food & Beverage
Mike's All World Market
Morenci Super Valu
Nixon Grocery
Northland Party Shoppe
Park Lane Cork & Bottle
Pic Pac Market
Prime Time Meats
Quality Choice Foods
Ranglers Grocery
Red Wagon Shoppe of Rochester
Scotland Shop
Shorga Imported Foods
Simon & Leeman Produce Market
Sullivan's Mirror Lake Market
Super Star Liquor
Team One Food Stores
The Store
Todds Snack Pack
Universal Party Shoppe
Village Market
Waler's Beverage
Wegers Meat market
West Side Grocery
Wide A Wake Market II

77% of traceable foodborne illnesses are the result of improper food handling!

Introducing AFDs NEW and INNOVATIVE approach to food safety training.

Major benefits include:
• While in training your employees never leave the store
• All training is conducted in 6 blocks of 15 minutes each

This program will:
• Train hourly employees on the basic steps to food safety
• Introduce your managers to the seven HACCP principles

The kit includes:
7 Video Presentations • Management Training Manual
Handouts and Quizzes • Program Certificates
Consumer Handouts • Store Posters
Food Safety Materials

Implement a full food safety program with complete training materials for only $249 plus tax, shipping and handling.

Yes! Send me ___ employee training program kits

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

Payment is as follows:
[ ] Bill me [ ] Enclosed
[ ] Charge to my credit card

Bankcard Number

[ ] MC  [ ] VISA

Exp. Date

Authorized Signature

Complete and detach this order form and return it to:

Associated Food Dealers of Michigan
18470 W. Ten Mile Rd. Southfield, MI 48075
Phone: 248 557-9600 Fax: 248 557-9610

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- ProCue: (734) 554-7092

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- Bevill & Associates: (484) 646-0538

CANDY & TOBACCO:
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CATERING/HALLS:
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- Pepsi-Cola: (248) 365-9820

MEAT PRODUCERS/PACKERS:
- Alexander & Hammond: (313) 932-8034
- Burdick Packing Co: (248) 961-5121

OFFICE SUPPLIES:
- Accent Products: (313) 399-4843
- Office Depot: (734) 429-5555

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ASSOCIATES:
- American Synergists: (313) 427-4444
- LawnCare Services: (313) 933-7000
- LiveZing: (248) 262-5800

CATERING/HALLS:
- Emerald Food Service: (248) 546-2700
- Fentons Market: (313) 219-4500

DAIRY PRODUCTS:
- Aunt Mid Produce Co: (313) 843-0840
- Tri-County Pest Control: (810) 296-7590

EGGS & POULTRY:
- Laid Egg Company: (248) 524-9560
- Jimmy's Chicken: (313) 355-5610

FISHER & SEAFOOD:
- Seafood International: (313) 568-2500

FRESH PRODUCE:
- Our Farm: (810) 555-5555
- Fresh Express: (248) 292-3200

MANUFACTURERS:
- Anheuser-Busch: (248) 366-9100
- Pepsi-Cola: (248) 365-9820

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