



FOOD & BEVERAGE REPORT

Associated Food Dealers
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August 2001

Working hard for our members.

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needs our attention**
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to own Petoskey
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Meet AFD Scholars
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What's New

We're "Toasting" Michigan two ways

Help us celebrate the bounty of Michigan products during our annual October, Made in Michigan special edition. Call Ray Amyot at (248) 557-9600 to be a part of this exciting publication.

Then, mark your calendar for the second "Toast Michigan," all-Michigan wine tasting. AFD sponsored this sell-out event last year at Excalibur Banquet Center in Southfield. We'll do it again on October 26!

The grills will fire up for the AFD Senior Picnic!

Each year AFD, with a host of volunteers, provides a free picnic for 3,000 of Detroit's senior citizens on Belle Isle. This year the event takes place on August 15. Food and beverage donations are always welcome, and we always need more volunteers to help turn hot dogs and pass out lunches! For more information, call Michele MacWilliams at (248) 557-9600.

Sara Lee recalls 13,600 pounds of beef, ham Agrees to purchase Earthgrains

Sara Lee Corp., the biggest seller of packaged meats, recalled about 13,600 pounds of beef and ham that may be contaminated with the potentially life-threatening salmonella bacteria, according to *Bloomberg News*.

The recall is the result of a single reported illness made to the U.S. Department of Agriculture. Consumers are asked to return Sara Lee Cajun Style Beef, Sara Lee Roast Beef, Sara Lee Brown Sugar Ham and two private-label products manufactured by Sara Lee, Quality Packing Co. Cajun Style Beef Fully Cooked and Quality Packing Co. Sliced USDA Choice Roast Beef.

The announcement, made on Thursday, July 19, comes a month after the Chicago-based maker of Jimmy Dean sausages and Ball Park hot dogs pleaded guilty in a separate case to criminal charges for its role in selling contaminated meat linked to 15 deaths.

Part of the settlement calls for the company to pay the maximum fine of \$200,000 and contribute \$3 million for food-safety research at Michigan State University.

The Chicago-based firm also has agreed to settle a \$1.2 million lawsuit with the U.S. government for distributing tainted meat to the Department of Defense.

Unrelated to the recall, Sara Lee Corp., has agreed to purchase breadmaker **Earthgrains** for \$2.8 billion in cash and debt assumption, more than quadrupling its annual bakery sales and fortifying its distribution system.

The deal will establish Sara Lee as the second-largest fresh bread company in the nation, with annual sales of about \$3.4 billion, including the company's existing baked sales. Sara Lee plans to use its branding power to boost Earthgrains while taking advantage of Earthgrains' direct store distribution to deliver its fresh, refrigerated and frozen baked goods. The company said it expects to realize synergies of more than \$45 million annually by fiscal year 2004.

The news comes just as Earthgrains announced its first quarter earnings would be about 34 cents per share, six cents higher than analysts expected.

Any way you slice it, AFD's Scholarship Golf Outing was fun for all!



Sun, fun and a lot of mulligans!

The skies were blue and the sun shone bright on the AFD Scholarship Golf Outing and then even brighter on our scholars. See photos of our July 18 event on pages 32 and 33 and more next month. Meet our scholars beginning on page 34.

Webvan declares bankruptcy

Online grocer Webvan Group Inc. has shut down operations and declared bankruptcy after a long struggle to stay in business during which it reportedly burned through \$1 billion.

The shutdown came on the heels of a variety of bad news reports: scaling back service in some markets, abandoning others, the bailing out of its CEO, cautionary statements by its accountants, and the auctioning off of barely used goods to raise money for ongoing operations in its remaining markets. In July, Webvan announced it would auction some 200 vans that were part of its Atlanta operation, which closed in April to save money. Webvan auctioned off goods three months ago from its

expensive, elaborate and never-used kitchen in Kent, Wash., where the company had planned to prepare restaurant-quality meals for its customers.

As a last ditch effort, shareholders had approved a reverse stock split, paring down the number of outstanding shares from 480 million to 19 million. The company was hoping to raise its stock price above one dollar per share to avoid being delisted by NASDAQ. Webvan's stock crashed last June when the company announced it was acquiring HomeGrocer. The reverse stock split was expected to raise Webvan's price to around two dollars, but it was too little, too late.

Get ready for the holidays!

Get holiday "spirits" at Michigan's premier holiday trade show! Taste new products and buy them in a convenient, time-saving, one-stop shopping spree. Start your holiday season with the AFD/Beverage Journal Holiday Show on September 25 and 26 at Burton Manor in Livonia. See ad on page 27 for details or call Ginny Bennett at (248) 557-9600.

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President's Message

Our industry must keep an eye on national energy policy



By Joe Sarafa
AFD President

It's important for us all to heed the warning signs flashing in California's electricity crisis and the emerging problem with natural gas prices and energy supplies.

President Bush's administration has proposed a comprehensive plan to help guide and manage our energy resources in an environmentally responsible manner.

The Administration's proposal is being promoted as an effective strategy for dealing with our nation's energy supply problems with a good balance between increasing supplies and

reducing consumption. We should study the plan closely, considering our industry's needs, because the stakes are high.

Without expanded and reliable energy supplies, TV images of people and businesses struggling with blackouts will become familiar far beyond California.

In the retail food industry, our livelihood depends on whether the lights, cash registers and refrigeration are powered. This is a critical issue in need of our attention. We must also be concerned with food safety when the power goes out. Shelf life of milk, meat, produce and other perishables diminishes rapidly.

Significant changes have occurred in Michigan as a result of deregulation which will enable us to "shop for power." The Michigan Public Service Commission is holding consumer forums this fall to provide an opportunity to discuss utility issues and concerns. (See page 28 for dates and locations of forums.)

What's going on?

There have been many warning signs.

1. U.S. oil production has steadily declined, and imports of foreign oil have steadily increased. The nation imports 11 million barrels a day,

nearly 40 percent more than 10 years ago. Oil imports are 57 percent of our total oil consumption, and prices have risen significantly. All of us see that reflected in higher prices at the gas pump.

2. The use of electricity has grown much faster than new supplies. The amount of reserve power available for high-demand periods of use has declined sharply, to only 10 percent today compared with 21 percent 10 years ago. That threatens the reliability of electricity supplies.

3. U.S. natural gas prices reached all-time highs in December. That's a direct result of an imbalance in supply and demand; the use of natural gas has increased by more than one-third in the last 15 years, and supplies have not kept pace. Unlike oil, 85 percent of the natural gas used in the United States is produced in this country (most of the rest comes from Canada). The demand for natural gas will continue to increase, driven in large part by the fact that it is used increasingly to power new electric generating plants.

Why is this happening?

Governmental policies and overly restrictive regulations have discouraged development of new energy supplies.

Many state and federal lands with potentially large oil and gas reserves have been off limits from development.

It has been almost impossible to build any new generating plants other than plants fueled by natural gas. And these are becoming more expensive to operate because of rising natural gas prices.

As the crisis in California illustrates, America needs to construct new electricity generation utilizing all of the nation's diverse energy resources, including coal-based electric plants.

What could a national energy policy do for us?

With so much of our country's economic future and jobs at stake, the United States needs a clear national energy policy that encourages and allows the necessary investments in both supply and infrastructure.

We have entered into a time of tighter energy supplies, significantly higher prices and increased price volatility. As a nation, we must act quickly and responsibly to meet the energy demand that is coming. And

See National energy policy
Page 14.

The Grocery Zone

By David Coverly



AFD On The Scene

Michigan Food & Wine Festival celebrates Michigan's harvest and best wines

June 22-24 at Meadow Brook



Calendar

August 15

AFD Senior Picnic

Belle Isle

Michele MacWilliams

(248) 557-9600

September 25-26

**AFD Beverage Journal
Holiday Show**

Burton Manor, Livonia

Ginny Bennett

(248) 557-9600

October 22-24

Discover Food Safety Solutions
2001 International Food

Safety Congress

(312) 715-1010, ext. 368

October 26

**"Toast Michigan," all-Michigan
wine tasting**

Excalibur Banquet Center

Southfield

(248) 557-9600

October 28-30

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- Distillerie Stock
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&
Cigars**

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- Royal Wine
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- Sebastiani Vineyards
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BY		BY		BY
DON DIEGO		H. UPMANN		DAVIDOFF
MACANUDO	MAKERS MARK	LAS CABRILLAS	CHAIRMAN'S RESERVE	LA GLORIA CUBANA
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AFD works closely with the following associations:



FOOD INDUSTRY ASSOCIATION EXECUTIVES

AAA hosts tax seminars

When Congress and President Bush enacted the new tax law this year, they may have done a few favors for you, depending upon your personal financial situation.

What they definitely did not do was simplify the challenge of planning your tax-avoidance strategy.

Bush-administration policymakers say the Economic Growth and Tax Relief Reconciliation Act of 2001 promises to deliver tax savings to nearly every American.

That may or may not be accurate, but what the law almost certainly will deliver is an acute headache to anyone who tries to determine on their own how the law will affect them. More than ever, taxpayers will need expert advice to minimize the amount of personal wealth they will ultimately turn over to the government.

The complexity and confusion of the new law is illustrated by the so-called "repeal" of the estate tax. There is a gradual reduction of

estate tax rates over the nine years leading to the "repeal" in 2010. Also repealed in 2010 is the old "stepped basis" rule for death-time transfers, which means that Congress has given us a new income tax. In 2010 if Congress has not taken further action, all of the tax changes will expire and put us back to where we started.

If you have been putting off planning, now is the time to take action. AAA Trust & Investment Services has programs that may be of benefit to AFD members. You might want to begin by attending one of their free seminars. The schedule for August and September is listed to the right. Call 877-238-2488 to register for a seminar or call 888-447-4730 to speak with a representative of AAA Trust & Investment Services for more information.

Taxes are a financial minefield. The mines haven't gone away under the new law; they've just been repositioned. AAA Trust & Investment Services experts can help you navigate a path through the new trouble spots.

Location	Date	Time	Subject
Birmingham	8/21/01	7:00 PM	Long Term Care
Royal Oak	8/21/01	7:00 PM	Long Term Care
Bad Axe	8/21/01	7:00 PM	Wills & Trust
Farmington Hills	8/22/01	7:00 PM	Long Term Care
Ten Mile/Kelly	8/22/01	7:00 PM	Long Term Care
Warren	8/22/01	7:00 PM	Long Term Care
Dearborn	8/23/01	7:00 PM	Long Term Care
Downtown	8/28/01	5:45 PM	Long Term Care
Birmingham	9/4/01	7:00 PM	Retirement Planning
Royal Oak	9/4/01	7:00 PM	Retirement Planning
Canton	9/4/01	7:00 PM	Long Term Care
Jackson	9/5/01	7:00 PM	Wills & Trust
Dearborn	9/5/01	7:00 PM	Wills & Trust
Traverse City/ Petoskey	9/5/01	7:00 PM	Wills & Trust
Detroit Northeast	9/6/01	7:00 PM	Wills & Trust
Grosse Pointe	9/6/01	7:00 PM	Wills & Trust
Monroe	9/11/01	7:00 PM	Long Term Care
Farmington Hills	9/12/01	7:00 PM	Wills & Trust
Grand Rapids SE	9/12/01	7:00 PM	Wills & Trust
Downtown	9/13/01	5:45 PM	Wills & Trust
Downriver	9/13/01	7:00 PM	Retirement Planning
Lincoln /Allen	9/13/01	7:00 PM	Retirement Planning
Utica	9/13/01	7:00 PM	Wills & Trust
Bay City	9/18/01	6:00 PM	Long Term Care
Grand Rapids N	9/19/01	7:00 PM	Retirement Planning
Livonia	9/19/01	7:00 PM	Retirement Planning
Macomb Twp.	9/20/01	7:00 PM	Long Term Care
Troy/Rochester	9/25/01	7:00 PM	Long Term Care
Washtenaw	9/26/01	7:00 PM	Wills & Trust
Pontiac	9/26/01	7:00 PM	Wills & Trust
Washtenaw	9/26/01	3:00 PM	Wills & Trust
Detroit West	9/27/01	7:00 PM	Long Term Care
Niles/Benton Harbor	9/27/01	7:00 PM	Long Term Care
Ten Mile/Kelly	9/27/01	7:00 PM	Wills & Trust
Warren	9/27/01	7:00 PM	Wills & Trust



Look for These and Many More New Items from Frito Lay in 2001!



News Notes

Soup to nuts

New Campbell Soup Co. CEO Douglas R. Conant will soon address analysts to unveil his plan for "kick-starting" growth, says commentary in *Business Week*. What he won't say, according to the article, is that his predecessor's plan—a combination of new products, packaging and a massive marketing campaign—didn't work.

On a roll: toilet paper core eliminated

Kimberly-Clark is launching new "coreless" toilet paper, which packs up to 1,000 sheets by removing the

cardboard core in hopes of doing away with the bane of public bathrooms: running out of toilet paper. The new coreless roll uses an adapter to push indents into the roll, allowing it to turn in the same manner as a traditional roll.

Associated Press

PepsiCo-Quaker Oats merger threatened

The \$14 billion merger of PepsiCo and Quaker Oats is under pressure from lawyers for the U.S. Federal Trade Commission, who are

preparing a memo outlining their concerns. The move is a sign that the commission is laying the groundwork for a possible lawsuit against the two companies. *Financial Times*

Danisco plans to double sales through acquisitions

The world's largest supplier of food ingredients, Danisco, is planning to expand through acquisitions to double its sales over the next few years, amid a bullish forecast for next

year. Chief Executive Alf Duch-Pedersen said the company has not determined the target number of purchases, saying it could be anywhere from one to 20. *Financial Times*

Meat substitute gaining popularity in Europe

Quorn, a meat substitute derived from mushrooms, has gained popularity across the Atlantic following the BSE and foot-and-mouth disease scare in several European countries. The meat substitute, which is low in saturated fat and has no cholesterol, is expected to make its way to the U.S. soon, where it has been awaiting approval from the FDA for the past 15 years. Quorn is manufactured by Marlow Foods Limited, a subsidiary of AstraZeneca. *The Washington Post*

Vegetables, eggs may protect against heart disease

Lutein, a nutrient found in kale, spinach and egg yolks, might protect people from developing clogged arteries, according to researchers at the University of Southern California in Los Angeles. If confirmed by other studies, lutein may help prevent heart disease, the No. 1 killer in the U.S. *USA Today*

Army should enlist biotech research

A report from the National Research Council (NRC) says that military leaders should fund biotechnology research, as it will improve soldier performance in the future. A possible biotech advance is functional foods that ward off illness or provide energy. *USA Today*

AFD's wireless service offers guarantee

Verizon Wireless, AFD's wireless program provider, has a five point worry free guarantee:

1. Verizon boasts the largest, most advanced, nationwide wireless network.
2. You have the option to change to any qualifying price plan or airtime promotion at any time (promotional offers will require an extension of your service agreement).
3. Verizon assumes caller's problems the first time they call.
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News Notes

Target plans to issue "Smart" credit cards

Target has said it will be the first major U.S. retailer to issue "smart" credit cards: cards with an embedded computer chip that holds more information than a standard magnetic strip. Smart cards are popular in Europe and Asia but have not caught on in the U.S. because retailers must install special chip readers. The cards also can store information about consumer purchasing habits. *The Wall Street Journal*

Private-label products' market share growing

Private-label products quickly are snaring market share from established brands because they usually are priced well below their branded brethren, and because exclusive deals with big retailers and heavy investment in product innovation have made private-label brands more attractive. June was the strongest month for private labels in the past four years. *Financial Times*

Cola war transforms into water battle

The race is on for the best water in a marketing battle between Coca-Cola and PepsiCo. Both beverage companies are spending roughly \$20 million each to promote Pepsi's Aquafina and Coke's Dasani. *MSNBC/The Wall Street Journal*

PMAA, NACS renew show alliance

PEI will join alliance in 2002

The Petroleum Marketers Association of America and the National Association of Convenience Stores have renewed their strategic alliance around The NACS Show. Under the alliance, formed in 1995, PMAA endorses The NACS Show as the premier tradeshow for the petroleum marketing and c-store industry and hosts its own fall convention, board meeting and brands meetings in conjunction with The NACS Show. The 2001 PMAA Fall Convention takes place October 19-20, and the NACS Show takes places October 20-23, in Las Vegas.

Folic acid addition reduces birth defects

The number of newborns with certain birth defects has fallen 19% since the government began requiring the addition of folic acid to enriched grain products such as cereal, pasta and bread in 1998, says a report in the *Journal of the American Medical Association*. *The Seattle Times*

MLCC issues new warning signs to minors

The Michigan Liquor Control Commission has issued new signs for all licensees to post. These signs have new language specifically written to discourage minors from buying alcohol. The MLCC also wants to encourage retailers to keep the license of any minor that attempts to purchase alcoholic beverages and to call the police. Please post these new signs!

UN food panel agrees on GMO safety guidelines

The U.N.'s 165-nation Codex Alimentarius Commission hopes by 2003 to have guidelines in place to test and track food products made with genetically modified organisms (GMOs).

The food standards body agreed that GMOs should be tested for potential allergic reactions and labeled if they are found to prompt them. Some members also favor

creating a system that would allow GMOs to be tracked from the seed to the supermarket shelf.

Some countries, such as the United States, believe such a program may be unworkable and cost prohibitive.

Mars to launch new M&M variety

Mars Inc. plans to launch a dulce de leche caramel variety of its M&M's candy brand in five markets, aimed at tapping into the U.S. Latino market. *Los Angeles Times*



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USDA responds to Burger King allegations

The USDA has received a letter from John Dasburg, Burger King Corp.'s chief executive, regarding the agency's enforcement of the Humane Slaughter Act. The fast-food chain contends meatpackers are allowed to butcher cattle and hogs while the animals are still conscious and points to inspectors who fail to enforce humane-handling standards in slaughterhouses. The agency says it is "fully enforcing the law."

Associated Press

Top retailers reinvent themselves

The nation's top retailers endeavored in 2000 to reinvent themselves in the face of heightened competition and a slowing U.S. economy, according to a report by the National Retail Federation. The Triversity Top 100 Retailers, based on an annual survey and published in the July issue of *NRF's STORES* magazine, reveals a terrain transformed by the growth of hybrid store formats and newcomers poised to make an impact. Among several

newcomers to the list is convenience store chain Casey's General, Arkeny, IA, coming in at No. 98. Other convenience store and petroleum industry-related companies on the list include 7-Eleven (No. 33), Fleming (No. 59) and The Pantry (No. 70). Several major drugstore and grocery chains also made the list.

Wawa celebrates decade of hoagie days

Record-breaking 10,000-foot sandwich part of July 4 festivities

Wawa Inc. celebrated a decade of Hoagie Days earlier this month with a record-breaking 10,000-ft. hoagie sandwich at City Hall in Philadelphia. More than 300 Wawa associates from more than 500 stores in Pennsylvania, New Jersey, Delaware, Maryland and Virginia gathered to construct and serve the hoagie.

Founder of health-food movement leaves healthy legacy

Aveline Kushi, who helped establish one of the country's first natural-food stores, died July 3 following a nine-year battle with cervical cancer. Kushi proliferated the benefits of alternative medicine and a vegetarian diet composed of organic grains. *CNN/Associated Press*

Congress, FDA urged to regulate antibiotics use on livestock

A group of members of the San Francisco Medical Society and American Medical Association is calling on Congress and the FDA to regulate nontherapeutic antibiotics given to animals. The group's position is backed by the growing trend of over-using antibiotics to fatten farm animals instead of to prevent disease, according to a *San Francisco Chronicle* editorial.

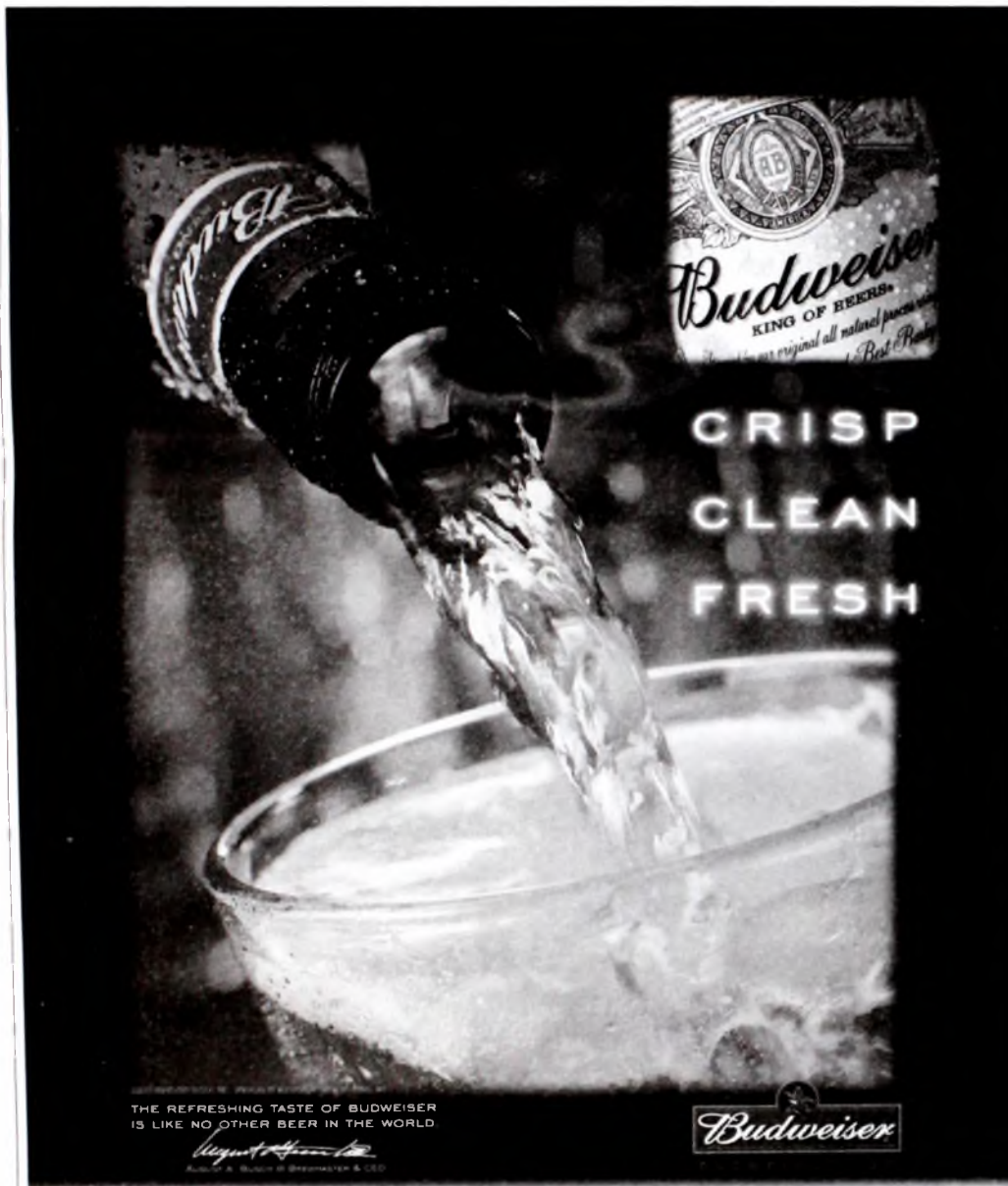
Delhaize seeks probe into StarLink discovery

Delhaize America chains Kash n' Karry and Food Lion have asked Wise Foods, supplier of its private label corn chips, to investigate if and how unapproved StarLink transgenic corn made its way into the products.

The chains recalled 11-ounce bags of the white corn chips last month after the Food and Drug Administration found traces of StarLink corn — currently only approved for animal consumption — in its private label chips.

Many chip and taco shell manufacturers moved to white corn last year upon finding that supplies of yellow corn had been contaminated early in the supply chain by StarLink. This discovery by the FDA marked the first finding of StarLink in white corn products.

Leading snack manufacturer Frito-Lay has already made an announcement that its products are free of any StarLink traces.



GREAT LAKES BEVERAGE
DETROIT, MI

Everything you wanted to know about WIC

By Marshal Garmo

What is WIC?

WIC is a national, federally funded supplemental food and nutrition services program. In Michigan, the program is administered by the Michigan Department of Community Health. The purpose of the WIC program is to provide qualifying women, infants and children, up to age 5, nutrition education, referrals and WIC specific nutritious.

Why is knowledge of the WIC rules important?

Certain violations by the store of the WIC program rules such as a pattern of overcharges, results in a three (3) year disqualification from the WIC program and could also result in a disqualification from the Food Stamp Program. Therefore, it is very important that you and all your staff become very familiar with the WIC rules and regulations, and train all your employees to consistently observe them. Please read your contract, WIC Vendor Sanction Policy, WIC Administrative Hearing Procedures for Vendors, Vendor Guidebook and other documents very thoroughly.

What is the difference between WIC and Food Stamps?

Food stamps allow the customer to purchase any food items from an authorized food store whether it is a supermarket a convenience store or a gas station. On the other hand, WIC coupons allow the customer to purchase only certain specific brands/ type of eligible food items such as infant formula, eggs, milk, cereal, juices and cheese, as noted on the coupon and WIC Food Card. Many food stores that are authorized to accept WIC coupons are also authorized for Food Stamps.

Which stores are allowed to participate in the WIC program?

Not every food store is approved to participate in the WIC program. WIC participation is limited to food stores based on the number of WIC clients in a zip code area. These stores must carry a specific amount of WIC authorized food items. The prices of these items must be competitive. Other factors considered in approving the store for WIC is the number of other WIC authorized food stores in the immediate area.

How can I get a WIC contract for my store?

Any food store may request an application for WIC. The Department has an application, which must be filled out by the applicant. If there are

more vendor applicants in a certain geographical area than there are vendor openings, the WIC contract will be awarded based on a number of factors. These factors include the availability and variety of WIC food items in the applicant's store, the prices of these items and the location of the store. If there is not an opening for another WIC vendor in your area, you will be placed on a waiting list until an opening becomes available or until the next open application period.

What if I am buying a store from a vendor that is already authorized on the WIC program?

It is important to note that if you are buying a store that already participates in the WIC program, and you want WIC authorization to continue after you become the new owner, your request for an application must be received by the department

See WIC
page 19



Marshal Garmo

THERE ARE 336 DIMPLES ON A REGULATION GOLF BALL.

(Bet you didn't know about our group discounts, either.)

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California's Buena Vista Winery purchased by Allied Domecq

Allied Domecq PLC, the British-based global spirits and wine company announced an agreement to purchase Buena Vista Winery, Inc. from Racke + Co GmbH for \$85.5 million.

Founded by Hungarian wine pioneer Count Agoston Haraszthy in 1857, and situated in the Sonoma Valley, Buena Vista Winery is California's oldest commercial winery.

"This is a unique opportunity for

our wine company," said Mike Jellison, President of Allied Domecq Wines USA. "Buena Vista Winery, with its surrounding vineyard property, is a jewel in the Carneros appellation crown. We are proud to welcome this historically significant brand to the Allied Domecq family of quality wines."

Included in the purchase of Buena Vista Winery is 718 acres of prime, planted Carneros vineyard

property, straddling both Napa and Sonoma counties. Also included is the historical winery and tasting room, the main production facility and hospitality center. Buena Vista Winery hosts more than 100,000 visitors each year and currently employs 102 people.

The Buena Vista portfolio is comprised of three tiers: Buena Vista Classics, Buena Vista Carneros Estate and Buena Vista Carneros Grand Reserve wines. Also included in the acquisition is the Haywood brand,

which consists of Haywood Estate and Haywood Vintner's Select. Last year, Buena Vista and Haywood sold more than 415,000 cases of premium, super- and ultra-premium wines.

Of the purchase, Allied Domecq's Chief Executive Philip Bowman said "The acquisition of Buena Vista is an important step in our strategy to build a global wine business and is a significant addition to our existing wine operations in the United States."

Based in Healdsburg, California, Allied Domecq Wines USA is the wine division of Allied Domecq PLC, acting as the sales, marketing, public relations and administrative umbrella for its brands sold in the United States.

Buena Vista Winery joins Clos du Bois in solidifying Allied Domecq's Sonoma County wine presence. Allied Domecq's other wineries include: Atlas Peak Vineyards and William Hill Winery in Napa Valley; Callaway Coastal Winery based in Southern California; Champagne Mumm and Perrier-Jouet from France; Cockburn's Port from Portugal; the Domecq Sherries and Harveys Bristol Cream from Jerez, Spain; Marques de Arienzo from Rioja, Spain; and Bodegas Balvi from Mendoza, Argentina.

Coca-Cola joins fight against AIDS

The largest corporate employer in Africa, Coca-Cola Co. is joining the fight against HIV/AIDS on the continent, offering to use Coke trucks to deliver items including condoms. The Coca-Cola Africa Foundation has also agreed to provide testing kits and care for infected people.

Iced coffee wars Success of Frappuccino driving competition

Iced coffees are heating up, reports the Dow Jones News Service. Beverage makers, witnessing the success of PepsiCo Inc.'s Frappuccino, the take-home bottled version of Starbucks cold coffee that dominates the relatively young sector, are looking to capture some of that same market.

Atlanta-based Coke bought the privately held Planet Java earlier this year and is in the process of rolling out three flavors of the coffee in New York City. Planet Java plans to expand into major cities in the Northeast and West. Whether the brand will go completely national has yet to be determined, but Coke spokesperson Susan McDermott said Planet Java is slated to be in most key markets by the end of this year.

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Member Profile

DOG n SUDS introduces Express program for convenience stores

By Michele MacWilliams

In 1953, two Illinois teachers built a simple plywood root beer stand sporting the image of "Rover" behind a picket fence. Less than a year later, a franchisee opened the first DOG n SUDS Root Beer stand in Lafayette, Indiana. By 1968, "Rover" was presiding over 700 DOG n SUDS drive-in restaurants. The classic carhop, curb service concept sold Coney dogs, charcoburgers and frosted mugs of root beer.

The founders sold the company to others, and in a series of subsequent sales DOG n SUDS lost considerable market share. Only a few operators remained faithful to the original concept.

Don Van Dame was just a boy when his father, one of DOG n SUDS original partners, opened the first Lafayette franchise. Still operating today, the Lafayette store exceeds a million dollars in net sales

annually.

"I grew up with the DOG n SUDS concept and knew how successful it could be if done correctly," says Van Dame. In 1995, along with partner Harold Bateman, Van Dame reintroduced DOG n SUDS as a franchise format. The pair took the original concept, updated it for today's market and reintroduced DOG n SUDS as a new fast food franchise option. They hired Richard Morath to



head up the new company, as its president and CEO.

"With Dick's experience as franchisee/operator of Arby's and Cici's concepts; an extensive corporate background with the Kroger Co. in procurement, product development, and food and beverage manufacturing; and years of professional management education, he was our first choice," Van Dame adds.

Since opening the first "New" curb unit in 1995, DOG n SUDS has developed more than 20 others. The company is projecting that it will double in size over the next 24 months and exceed 100 units by 2004.

The downsized dog

Seeing a niche that their company could fill, DOG n SUDS recently introduced a smaller, in-store concept that they call "DOG n SUDS Express."

It is a DOG n SUDS restaurant that fits into a convenience store, travel center, strip center or food court. "It can be as small as an 8-foot counter program or be a complete sit-down restaurant that we call a DOG n SUDS Café," Morath says. "We also have mobile carts and kiosks available for all types of applications."

Morath adds that the DOG n SUDS Express is unique in that it adds a branded approach and additional sales to convenience store operators, along with a proven menu.

Depending upon the location and space given, the 8-foot counter program costs as low as \$50,000. This includes 2 exterior signs, a menu board and front counter, and all restaurant equipment.

After ordering the equipment, Morath says that it takes about four to six weeks to get the equipment and signage, install it, go through training, order and receive the food, beverage and paper supplies and be open for business.

Although this concept is very new, and the company doesn't have a lot of

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history to date; Morath believes that, with experience, a good operator can exceed \$500 of net sales per day serving from 10:00 a.m. Break even is about \$250/day in net sales. He says pay back on equipment should be about 20 months.

"We have over 20 commitments for Express units to date and three additional stores in Michigan that we are working with right now," Morath adds.

The unit requires one employee all day and one or two more people during peak demand times (lunch and dinner) and serves all the DOG n SUDS core menu items: Coney dogs, charcoburgers, root beer, and the snack/dessert line of old-fashioned frozen custard. DOG n SUDS serves lunch and dinner and has an optional breakfast program. The total cost of goods based on menu pricing is about 36%.

For more information on the new DOG n SUDS Express concept, call Dick Morath at (317) 272-1000.

Miller launches new category management initiative

If you're a retailer looking for better ways to make profits from your beer sales, Miller Brewing Company has three words for you—Miller Advantage Point™. Jeff Schouten, director of category development says the new program provides the foundation for retailers to get more than ever out of their beer shelf space.

"The point of this new initiative is that beer is a powerful tool for supermarkets, c-stores, and other off-premise retailers—and every retailer should be able to take advantage of that power, and of the beer consumer's tastes and preferences, to increase beer sales and profits," states Schouten.

It is designed to suit retailer goals, and is not focused on Miller products only. "Our primary goal is to help our retail partners build their business. We will investigate our partners' potential for volume, profit and traffic, and consider how that fits into their overall business plans," he adds.

So what makes this new program different from the whole host of category management programs already in the field? Miller puts a team of analytical experts on the case when the company begins a category management plan. According to their research, this enables them to understand not only what the beer customer purchases, but why.

For more information about the program or a copy of the Miller Advantage Point brochure, contact 1-800-MBC-BEER, or log on to www.MillerAdvantage.com

Butch Smith receives top honors

Butch Smith of CROSSMARK was the winner of the much coveted Ernst & Young Entrepreneur of the Year Award, Southwest Region. He is now eligible for the national award, to be announced in November.

The Ernst & Young Entrepreneur of the Year Institute celebrates the accomplishments of the world's greatest business leaders in terms of entrepreneurial achievements and highlights individuals and companies whose integrity, hard work and perseverance have created and sustained successful, growing business ventures. Specific measurements include continual growth with accelerated revenues and

earnings.

Butch's acceptance speech honored the hard working, dedicated professionals, collectively known as CROSSMARK. His modest speech clearly depicted a unified organization driven by excellence, innovation, leadership and financial performance.

This esteemed appointment mirrors the press announcement recapping another year of record revenues and earnings. Ernst & Young's designation further validates CROSSMARK's strategic alignment in the marketplace and highlights the company's rock-solid financial position.

Scientists can detect Mad Cow in urine

Israeli scientists have developed a test that can detect proteins related to mad cow disease (BSE) and its human variant, Creutzfeldt-Jakob disease (CJD), in urine.

The researchers showed that they could identify the protein in the cow/patient's urine before symptoms develop, according to just-food.com. Most importantly, the test does not require destruction of the animal for a diagnosis.

Millions of cattle have been slaughtered in Europe on suspicion of BSE infection.

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Edy's Ice Cream party celebrates a perfect game

In honor of Robert Knight's perfect Little League game, Edy's Ice Cream threw an ice cream party on June 23, for him and his team and all their families. On June 4th, Knight not only pitched a perfect game but also struck out all 18 batters. Knight, a twelve-year-old Sterling Heights resident, also had three hits in the Tigers' 7-0 victory over another Harper Woods' team, the Giants.

Knight's accomplishment was reported over the AP Newswire and ran in some local papers where Dan Horton from Edy's read about it.

When he found out that Robert's reward had been ice cream with his family he came up with the idea of throwing an ice cream party in honor of the pitcher.

Edy's Ice Cream has a local reputation for supporting the community through the generous donation of ice cream to local schools and organizations. Edy's also contributes to the community by sponsoring many local events such as the Ann Arbor Art Fairs, Plymouth Art in the Park, the Downtown Hoedown and Michigan Tastefest.

Bell-Carter reinvigorates olive industry

Mediterranean-style olive spreads are now available to America's grocery stores with the introduction of Lindsay Olivada by Bell-Carter Foods.

While quality tapenade was once confined to upscale gourmet shops and specialty stores, Bell-Carter Foods, the nation's largest olive producer and parent of Lindsay® Olives, is bringing three new varieties to consumers across the nation.

The Lindsay® Olivada line includes Taste of Tuscany, Taste of

Sicily and Taste of Greece. Taste of Tuscany is a blend of black and green olives, tomatoes, peppers and herbs. Taste of Sicily is a blend of black and green olives, carrots, garlic and spices. Taste of Greece is a robust blend of Kalamata and black olives, tomatoes, onion and spices.

Supporting the Lindsay® Olivada introduction, in Fall of 2001, Lindsay® will launch 13 additional olive and related products, including: Sliced Pimientos; Diced Pimientos; Pearl Onions; Capers; Queen Olives stuffed with garlic, onion, jalapeño, almonds, or anchovy; Pitted Kalamata Olives; Whole Kalamata Olives; Oil-Cured Black Olives and Sicilian Pitted Olives.

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Western Michigan University and FMI offer store operations conference

Western Michigan University is hosting "Managing the Total Store: Operations Course" October 14-18, 2001 in Kalamazoo. The five-day conference will feature speakers such as Harold Lloyd, of Lloyd & Associates; Norine Larson, Larson Enterprises; and Dr. Ed Mayo and Dr. Frank Gambino of Western Michigan University.

It will be a very informative conference; one we all could benefit from. For more information, contact Kim Roberts (202) 220-0720 or email kroberts@fmi.org.

National Energy Policy Continued from page 3

we don't have much time. To secure our energy needs, we need a national energy policy that puts adequate and reliable supplies of gas, oil and electricity back as our nation's top priority.

Here's how YOU can help

Congress must make some difficult decisions to arrive at an energy policy that protects our environment, economic growth and the lifestyle Americans have chosen. The hard truth is that we cannot just conserve our way out of the current shortage, and we cannot just produce our way out. We need a balanced solution.

We urge you to study the issues closely. When the time comes for Congress to vote, you can help America make the best choices by letting your U.S. Representative and Senators know that you support a sound energy policy.

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Detroit retailer sells first Michigan Millions Jackpot winning ticket



By Commissioner Don Gilmer

June 16, 2001 was a big day for both the Michigan Lottery and Devonshire Drug in Detroit, as that was the day the first ever Michigan Millions jackpot was won! A Detroit woman, who requested anonymity, was the sole winner of the \$40 million Michigan Millions jackpot. The owner of Devonshire Drug was a winner too, earning a \$2,000 commission on the winning Michigan

Millions jackpot ticket he sold.

The \$40 million jackpot set a new record for the largest in-state Michigan Lottery jackpot won by a single ticket holder. The only in-state Michigan Lottery jackpot that was larger was the \$45 million Michigan Lotto jackpot on February 25, 1995. That jackpot was split between three different winning ticket holders, who each received about \$15 million

before taxes.

I had the honor of presenting Michigan's newest multi-millionaire with her winnings. The winner chose to take her winnings in a one-time, lump-sum payment of \$19,851,592 (before taxes).

Congratulations to all of our retailers who helped increase Michigan Millions ticket sales by promoting the new game in your stores. Your patience and courtesy with customers is a big reason Lottery players keep coming back. Thank you for a job well done!

Michigan Rolldown "Bonus Play!"

Because of its great success earlier this year, the lottery chose to bring back the very popular Michigan Rolldown "Bonus Play" promotion. From June 4 through June 30, 2001 Michigan Rolldown players took advantage of a second opportunity to purchase a five-panel Michigan Rolldown wager, earning them a sixth "easy pick" for free, or a ten-panel wager with two free extra "easy picks."

Over the course of the promotion, over 387,000 free wagers were given away which helped increase the average daily Michigan Rolldown sales by over 12 percent. This special promotion was yet again successful for both players and retailers. Every five-panel ticket sold earned Lottery retailers 20 percent more in sales commission!

The success of both "Bonus Play" promotions can be attributed to the great support shown by all of our retailers.

Two friends of AFD leave Lottery

Don Gilmer, commissioner of the Bureau of State Lottery, has been appointed by Governor Engler to become the Director for the Department of Management and Budget, effective August 3.

Mark Hoffman, personnel director for the Lottery will also leave the Lottery when Gilmer departs. Hoffman has been appointed deputy director of the newly formed Department of History, Arts and Library.

AFD congratulates the two on their new positions and wishes them well. They are both friends of the retail food industry and we thank them for working as partners with us.

We will keep you posted as we learn of replacements at the Lottery.

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New studies linking moderate alcohol consumption with healthier hearts



The April 18 issue of the Journal of the American Medical Association (JAMA) included reports of two new studies linking moderate alcohol consumption with healthier hearts. The first study examined the relationship between drinking patterns and an individual's ability to survive a heart attack. Dr. Kenneth Mukamal and colleagues interviewed 1,913 heart attack patients nationwide and found that light drinkers (under seven drinks a week) were 20% less likely to die from a heart attack and

moderate drinkers (seven or more drinks a week) were 30% less likely to die than abstainers. The study was entitled Prior Alcohol Consumption and Mortality Following Acute Myocardial Infarction, by Authors Kenneth Mukamal, et al.

The second study reported in this issue of JAMA focused on alcohol consumption and heart failure risk. The study followed 2235 non institutionalized elderly persons in New Haven, Connecticut and concluded that increasing levels of

moderate alcohol consumption are associated with decreasing levels of heart failure among older persons. This study was entitled Moderate Alcohol Consumption and the Risk of Heart Failure among Older Persons, by Dr. Jerome L. Anderson, et al.

Both studies are available in abstract form or in full text by accessing the JAMA web site at www.jama.ama.org, go to back issues and click on the April 18 issue.

Recipes from St. Julian's Wineries

Eva Braganini and Joe Borrello have compiled 100 family recipes with wine as an ingredient, to produce "In the Kitchen with St. Julian". The Braganini family owns St. Julian Wine Co. in Paw Paw. The cookbook which features the entire line of St. Julian wines and sparkling juices, includes recipes for beverages, appetizers, entrees and desserts. The book can be purchased at each of the winery's tasting rooms in Frankenmuth, Paw Paw, Dundee, Union Pier and Parma. Or phone (616) 657-5568, Monday-Saturday, 9a.m.-5p.m., and Sunday noon-5:00 p.m.

Four Reasons Why Excellent Customer Service Pays Off

The hallmark of doing business in America is customer service. It seems that every company in America advertises their unbeatable customer service. Companies know that when their customers are happy, they will keep returning. However, there are four other reasons that are often overlooked including:

1. It costs ten times more to acquire a new customer than to keep an old one.
2. Satisfied, existing customers take less time, effort, and money to serve.
3. Existing customers tend to spend more money over time.
4. Happy customers bring in referrals.

To ensure that you hire someone with customer service skills, be sure to test applicants on their attitude. You can also ask questions, such as "Tell me about a time you had great customer service. What made it so great?" Tell me about a time you had poor customer service. What made it so bad?" How a candidate answers these questions, will tell you a lot about the candidate's attitude and their ability to deliver a high level of customer service.

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WIC

Continued from page 9

no later than 30 calendar days from the date the ownership changed. If a contract is granted to the new owner, it will expire on the same date as the contract, which had been granted to the previously authorized vendor.

What does the contract contain?

The contract contains a number of provisions including the following.

1. The contract is for up to two years.
2. The storeowner can cancel it at any time.
3. Disqualification in the WIC program is warranted when, "a pattern of charging participants more than the current shelf or contract price" occurs. A pattern of overcharging is defined as 3 overcharges. It does not matter if the overcharges were done by the owner or the employees. This is why its very important to train your staff and assure they are properly redeeming WIC coupons.

What are the WIC Violations?

The WIC Vendor Sanction Policy lists vendor violations and the corresponding sanction.

Overcharging is a serious violation which occurs when the storeowners submit WIC coupons to the Michigan Department of Community Health which contain an amount greater than the actual purchase.

A sanction point system is utilized by the Department which assesses 10 points for providing false information during an onsite monitoring visit and 3 points for failure to show the price of WIC foods on the package, shelf or sign. If a vendor accumulates 35 points during a contract period, it can result in a one year disqualification.

Are there any warning letters?

The Department sends notices of sanction point violations to the vendor. The Department is not required to send notice for serious violations such as overcharges. Please also note the current regulations.

"Effective January 1, 2000, warning letters will no longer be sent for those violations listed under "violation requiring a mandatory sanction."

The department sends its representatives to stores to purchase food with WIC coupons. If the store overcharges on three occasions, the

Department follows this procedure.

1. The Department sends a notice of termination and disqualification or a notice of Civil Money Penalty to the store.

2. The store has twenty-one days to appeal. An administrative law judge will hear the appeal. Normally the hearing is within sixty (60) days from the date of the appeal. The store will be able to accept WIC coupons until a decision is rendered. The store owner or his attorney can make the appeal.

3. The administrative law judge recommends a decision for the Department. The director may reverse the order or issue a final decision terminating the contract and disqualifying the store from participating in the WIC program for 3 years. The rules allow for a civil money penalty in lieu of disqualification only if the disqualification would result in inadequate participant access as defined by USDA and the WIC program.

4. The USDA, Food and Nutrition Service can disqualify a vendor from the Food Stamp program based on the vendor's disqualification from the WIC program. This is true even if the store has not violated any Food

Stamps rules or regulations.

5. The store can appeal the final order of the Department to Circuit court where the store is located.

WIC Vendor training sessions

All WIC vendors in the Southern contract cycle must attend a WIC group vendor training session. Authorized WIC vendors will be notified by certified mail of the scheduled training session in their area. At least one representative from each store must attend the training session.

For chain stores, attendance by representatives of the individual outlets is not required. However, each chain headquarters' office must have a representative attend a training session. It will be the responsibility of the chain headquarters' office to provide training for all the WIC authorized outlets in the chain.

If you are unable to attend your scheduled training session, you must immediately contact the WIC Vendor Relations Unit at (517) 335-8937.

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Former state representative heads Liquor Control Commission

by Kathy Blake

Daniel J. Gustafson, former Republican state representative for the 67th district in Livingston and Ingham counties, was appointed chairman of the Michigan Liquor Control Commission (MLCC) beginning in January for a four-year term. Gustafson replaces Walter

Keck, who was interim chairman after former chairperson Jacqueline Stewart died in June, 2000 after two and a half years in office. Keck remains as one of the five commissioners.

The MLCC employs 167 staff members in a multitude of positions including commissioners, directors

and office support staff as well as employees of hearings and appeals, attorney general's offices and licensing, enforcement and finance divisions. "It's a large agency but it's not too big of a job, given my education and experience in the legislature. It still provides a challenge," says Gustafson. He has



set to work easing the liquor licensing renewal process. "I would like to develop a strong sense of customer service. We are decreasing the length of time it takes to get a liquor license," Gustafson says.

One of the ways is by using the Internet. MLCC is developing a state-of-the-art web site which not only enables customers to renew their licenses quickly and painlessly, but will also provide a searchable database for liquor pricing. Additionally, a database of current liquor licensees is searchable by area or name.

"Our goal, which we're fast approaching, is that as long as customers have Internet access, they need never come to our office except when they have violations," says Gustafson.

"When we receive calls or emails, we have a goal of returning that inquiry within 24 hours. We are now at 96 percent," he adds.

"We are streamlining the application process and plan to have new licenses or transfers of licenses completed within 90 days. One of the problems in the past has been when customers call in and ask for an application, we have to send someone to their site to see what kind of license they need. We're looking at a new system to make sure they apply for the right license."

Gustafson says the commission is also working on ways to improve compliance and enforcement of liquor sales to minors. "We want to increase punishment to minors who try to buy alcohol and increase awareness for staff who sell alcohol." Gustafson notes that new, on-premise restaurant licensees are required to have their servers trained.

The Associated Food Dealers of Michigan (AFD) offers an alcohol awareness training program for members. For more information,

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MLCC from previous page

call Dan Reeves, AFD vice president, at (248) 557-9600 or visit AFD's website: afdom.org.

Gustafson advises retailers to post signs that read, "WE DON'T SELL TO MINORS," and train their employees who sell alcohol. New employees should be told to card everybody under 40. Employees should not accept an out-of-state license or military I.D. because it could be fake.

Prior to taking the MLCC chairman position, Gustafson served as chief of staff to lieutenant governor Dick Posthumus from 1998 until assuming his current position. Gustafson helped establish Posthumus as a state leader on educational issues and a leading candidate for governor in 2002. He was Posthumus's appointment to the state administrative board and Governor Engler's appointment to the Michigan Capital Committee.

Gustafson holds a Master's of Business degree from George Washington University and a Bachelor's of Science degree in Public Administration from Oakland University in Rochester, Michigan. Gustafson went to work as a systems administrator for General Motors, Cadillac division.

He started his career in politics in 1985 as a legislative aide to then-state representative Mat Dunaskiss. He was campaign manager during Dunaskiss's successful run for state senator and then filled the position of director of legislation and policy for the new senator in 1991. During that time, the commissioner also held the part-time position of Ingham County Commissioner.

In 1992, Gustafson was elected to the Michigan House of Representatives. He is the author of numerous public acts including a bill that instituted property tax equity in Proposal A, which the Michigan Farm Bureau called the "best thing to happen to agriculture in 70 years" and has subsequently saved hundreds of family farms.

He became a nationally recognized leader in traffic safety, working to save the lives of teenage drivers by making Graduated Driver's Licensing in Michigan a reality.

He was recognized in 1997 by the National Advocates for Highway and Auto Safety, receiving their Safety Leader Award.

Gustafson and his wife have four children and they reside in Haslett. The family enjoys baseball, soccer, swimming and biking.

To reach the MLCC or Chairman Gustafson, call (517) 322-1353, or visit the web site:

www.cis.state.mi.us/lcc or email: lccinfo@cis.state.mi.us or write to: MLCC, 7150 Harris Drive, P.O. Box 30005, Lansing, MI 48909.

Cigar extravaganza comes to Detroit

MGM Grand and Detroit Cigar Lifestyles are sponsoring The Detroit Cigar Extravaganza. Cigar lovers will receive more than 25 free premium cigars and gifts, accessories and coupons valued at more than \$250. Detroit's finest restaurants will feature free tastings. There will also be an array of cognacs, wines and liqueurs. Continuous live entertainment will be provided by local Detroit musicians, who will fill the air with jazz and blues favorites.

The event will be held Monday, August 20 and Tuesday, August 21, 6:30 p.m.-9 p.m. each evening at the Special Events Tent at MGM Grand Detroit Casino, off the Lodge Freeway at Bagley Avenue and Third Street.

Tickets for the event are on sale through August 17 at a cost of \$125 each by calling 1-888-23-CIGAR (1-888-232-4427), 7:30 a.m. - 7:30 p.m. Admission for 21 and older only. For questions call Yvette Monet at (313) 394-8884.

Baby formula recalled due to incorrect instructions in Spanish

Mead Johnson Nutritionals is recalling 4.6 million cans of Nutramigen, a ready-to-use infant formula, due to incorrect preparation instructions printed in Spanish. According to the FDA's food safety center, adding an incorrect amount of water changes the formula's mixture and could cause seizures, irregular heartbeat and even death. The products were distributed in the Dominican Republic, Puerto Rico, Guam and the U.S. *CNN/Associated Press*

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Chef comes from the other side of the world to own a Petoskey restaurant

by Ginny Bennett

It is heartening to hear of someone who follows their dream to come to America to build a successful life for themselves and their family.

Fang Feng is a happy man who made his dream come true, even though he had to work very hard and come from far away (Taiwan) to do it.

Fang and his wife Chui-Mei (Amy) Feng found their way to Petoskey, Michigan and in 1991, opened



HuNan, a Chinese restaurant. The name HuNan refers to a Chinese province and also to a regional style of cooking—spicy and hot—that is typical in the area.

Petoskey has become well known for its Chinese restaurant, dependable for a good meal anytime, except breakfast and Thanksgiving Day. The Fongs are open every other day of the year, even on Christmas Day. Fang and Amy are grateful that business is so good and customers are always saying how much they appreciate that the restaurant is always open, even on holidays. The Fongs are happiest when they are working, although they emphasize the work is very hard.

Fang arrives daily at 7:00 a.m. to clean and mop the entire kitchen. The tile kitchen floor is spotless and the stainless steel shines. By 10:00 a.m., he and his crew have been cleaning chicken and prepping for the diverse menu. When I arrived for a recent morning visit, everything smelled so good. Amy smiled and gave me a "thumbs up," a sign that their health department appraisals have gone very well.

The Fongs lease their building from the owner of the Big Boy next door.

Since the January 14, 1991 opening, business has grown. A restaurateur would be hard pressed to find a better location – the corner of US 31 and US 131. It is the road from Boyne Falls to Petoskey, the way from Petoskey to Charlevoix and the road to Harbor Springs from the south. HuNan is a fixture in upper Michigan.

Fang Feng is from a family of chef owners. An older Feng brother is a chef-owner of a Tokyo restaurant, a younger brother is a chef-owner in Germany and a sister owns a HuNan in Houghton, Michigan.



Executive chef and owner Fang Feng



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Fang left Taiwan when he was a teenager working as a chef on a ship bound for the United States. He liked the U.S. and applied for immigration and was sponsored by family members that lived here already. He settled in North Carolina and then returned to Taiwan for Amy. Amy and Fang found their way to Petoskey on the recommendation of others in the family. They settled there and have no regrets. They both enjoy the harsh winter and the beautiful scenery and they say that Petoskey has also been a good place to raise a family.

Fang and Amy have two children who work in the restaurant sometimes, but they are both students currently enrolled at Michigan State University.

A total of six employees work at the restaurant most of the time. The Associated Food Dealers provided their Worker's Compensation Insurance for many years. Amy is the hostess/cashier and tends to the restaurant business, ordering and working with the accountant. Fang cleans, manages the kitchen and prepares the meals.

Gordon Food Service has a new location right across the street and SYSCO, who delivers from its big semi truck, supplies HuNan. All menu



Fang and Amy Feng

items are prepared in house from fresh ingredients. Amy says it is more difficult to prepare everything from scratch, but well worth it.

They receive frequent praise for their egg rolls and secret recipe sauces. The menu features General Tso's chicken, Crispy shrimp and a special dish prepared in a clay pot. Some dishes are hot & spicy but the chef turns the heat up and down as requested.

Amy's constant contact with the public has helped her English proficiency and she happily translates



Just before the lunchtime rush, the employees all take a doughnut break

for Fang, if necessary. He is not as comfortable speaking English as Amy is but the two were laughing out loud as they tried to translate my questions and their answers to each other. It was a pleasure talking to these two very pleasant people.

Actually, everyone in the restaurant was pretty happy. As I was leaving, just before lunch, everyone had stopped his or her tasks at the same time to take a doughnut break.

The Feng family is living in a vital area surrounded by recreational opportunities; do they enjoy sports,

skiing or boating? "Not really," says Amy. Content with the work they have chosen, Amy emphasized that the restaurant business is the only thing that occupies their time and that her employees are "her family."

They do travel when the couple visits their Taiwanese family yearly and then their family also comes to Petoskey to visit the Fengs. Living "up North" and in the beautiful Petoskey area is a dream for many but a reality for the Feng family.

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FMI launches America's New Product Awards to recognize the food industry's most innovative food and beverage products

Seeking to recognize the food industry's best new food and beverage products, the Food Marketing Institute (FMI) announces the launch of a new initiative: America's New Product Awards (ANPA). It is the first product awards competition held by FMI, which will be celebrating its 25th anniversary in 2002.

"The exceptionally high profile of The FMI Show in Chicago provides

an ideal opportunity to showcase the outstanding food and beverage innovations that drive our business," said FMI President and CEO Tim Hammonds. "America's New Product Awards will provide well-deserved recognition to those companies that bring exceptional value and quality to the nation's consumers."

Awards will be presented for products in nine food and beverage categories. In addition, there will be a

Best of Show winner selected by the FMI Board of Directors. To qualify for the competition, products must be introduced between January 1, 2001 and February 1, 2002. They must be completely new or a category or line extension, or in exceptional cases, relaunched or repackaged.

A formal independent jury comprised of consumer, retailer, trade media and consumer media representatives will judge the entries

over a two-day period in early Spring 2002. Winners will be announced at the 2002 FMI Show next May in Chicago.

All entered products will be showcased in a special exhibit at the show. In addition, entrants, finalists, and winners will be showcased on the ANPA website throughout the year.

To be an award winner, a company must demonstrate a product's outstanding value and quality compared to other products within the category. It must offer definable consumer benefits in terms of packaging, quality/price ratio and originality. Products should excel in taste, value and overall appeal. The award categories include:

Beverages — carbonated soft drinks, RTD juices/juice drinks, water, concentrates/mixes, energy/sports drinks, RTD tea/coffee, hot beverages, wine, beer, cider and flavored alcoholic beverages.

Dairy and Dairy Substitutes — milk, cheese, yogurt, butter/yellow fat, ice cream/frozen yogurt and soy/dairy alternatives.

Snacks and Confectionery Items — sweet and savory/salty snacks, nuts, meat snacks, snack bars, snack mixes, energy bars, candies, chocolate confectionery, sugar confectionery and gum.

Entrées and Prepared Foods — frozen and chilled dinner mixes, frozen entrees, prepared entrees, ready-to-serve entrees and side dishes.

Processed and Fresh Meats, Seafood, Eggs, and Meat Substitutes — fish products, meat products, poultry products, meat substitutes and eggs/egg products.

Shelf-Stable Grocery Foods — baby foods, cereals, pasta/rice products, soups, fruits and vegetables, meats and fish and meal kits.

Bakery Items — bread/bread products, sweet and savory biscuits, cookies, crackers, cakes, pastries, mixes, toaster pastries, tortilla shells, pancakes and waffles.

Fresh Produce — includes value-added and pre-cut offerings.

Condiments, Spreads, Seasonings and Sauces — sauces, dressings, spices and seasonings, pickled condiments, oils, vinegars, salsa, jams/jellies and sugars/sweeteners.

Founding sponsors of the initiative include CHEP and Cap Gemini Ernst & Young.

To register a product for the 2002 America's New Product Awards, or for more information, contact Rita Bureika (202-220-0821 or rbureika@fmi.org), or visit the website (www.americasnewproductawards.com).

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Unemployment claim process is simplified for Michigan

by Bellanca, Beattie & DeLisle
AFD legal council

Michigan's process for handling unemployment benefit claims is expected to improve because of the State's recent conversion from a wage request system to a wage record system.

Under the old system, the quarterly wage information that employers were required to file (whether or not a claim for benefits had been filed) was not used to make benefit decisions.

Instead, whenever a claim for benefits was filed, the employer had to submit the same wage information again. The change simply allows the existing quarterly wage information to be used to determine the amount and duration of benefits that the unemployed worker will receive. By eliminating the former "second filing," the new system will save time and money.

Employers will no longer be required to provide weekly wage

information for former employees filing for unemployment benefit claims. Over 1,000,000 of these "separation forms" were completed by Michigan employers annually, according to Unemployment Agency estimates.

Immediately upon filing their claim, workers will now know if they qualify for benefits and how much they will receive. Previously, workers waited up to 14 days for this information.

Under a wage record system, problems are identified and resolved more quickly, thereby reducing errors and fraud in the system. The Unemployment Agency estimates that this will result in millions of dollars in annual savings to the State's unemployment insurance trust fund. The majority of the funding to cover the conversion costs will be paid by the Federal Government.

The new system does not change the right of the employer or employee to challenge a decision of the Unemployment Agency regarding benefits. The employer and employee still have the right to a formal hearing, which could address the issue of a good cause termination of employment.

Utility forums to be held throughout the state

The Michigan Public Service Commission (MPSC) is presenting five forums this fall to inform consumers about changes due to legislation signed into law last year by Governor John Engler. Significant changes have occurred in the natural gas, electric and telephone industries. Public Act 141 of 2000 reduced the electric rates for many Michigan customers and opened the door for customers to choose their electric generation supplier. Customer choice is also available to natural gas customers. The telephone industry is changing as well—continually

introducing new services and features.

You can learn more about these and other changes in the telephone, electric and natural gas industries and how they may affect you by attending one of the following forums and listening to a presentation from one of the MPSC Commissioners. The forums will also provide customers with an opportunity to discuss utility issues and concerns.

Schedule of forums

Marquette Tuesday, September 11, 2001 at 6 p.m., Marquette Senior Center, 300 West Spring St.

Warren Tuesday, September 18, 2001 at 6 p.m., Courtroom No. 1, 37th District Court, 8300 Common Road

Redford Township Thursday, September 20, 2001 at 6 p.m., Redford Community Center Gym, 12121 Hemingway

Gaylord Tuesday, September 25, 2001, at 6 p.m., Gaylord Holiday Inn, Alpine Room, 833 West Main St., (M-32)

Battle Creek, Thursday, September 27, 2001 at 6 p.m., City Hall—Commission Chambers (3rd floor), 10 North Division St.

Coffee prices drop

A warm start to the Brazilian winter is bad news for an ailing coffee market, as futures prices fell to their lowest level in more than eight years July 9. Even lower prices are expected unless a frost hits fields to kill some coffee trees.

Chicago Tribune/Bridge News

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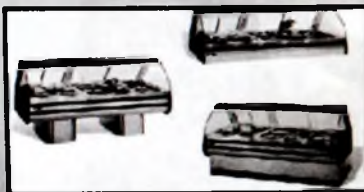
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5- through 10-panel tickets only. Free plays are Easy Picks only. Odds of winning: Match 6 + 0: 1 in 18,009,460; Match 5 + 1: 1 in 3,001,577; Match 5 + 0: 1 in 68,218; Match 4 + 1: 1 in 27,287; Match 4 + 0: 1 in 1,269; Match 3 + 1: 1 in 952. Overall odds: 1 in 529. If you bet more than you can afford to lose, you've got a problem. Call 1-800-276-7117 for confidential help. (7-01)



Welcome new members!

The Associated Food Dealers of Michigan welcomes these new members who joined between April and June, 2001

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American Airlines offers miles for cereal

American Airlines and Kellogg's have teamed up to offer double AAdvantage miles and help support breast cancer research at the same time. More than 15 million packages of Special K and Smart Start cereals will be specially marked with a pink ribbon and a 100-mile award.

When the customer collects five certificates and mails in a \$10 donation to the Komen Race for the Cure Series of 5K runs they will earn 500 miles plus another 500 miles for the donation. Cereal boxes with the promotion will be on store shelves through November.

Miles must be turned in by November 2002. Those who would like to take advantage of this offer will first have to enroll in American Airlines AAdvantage program.

For more information, visit www.kelloggs.com.

A great day for golf

Over 300 golfers took to the links at Wolverine Golf Club in Macomb on July 18 for AFD's Annual Scholarship Golf Outing. We'll have more photos next month from this popular event!



Tom Perkins, Ike Kuczer, Jim Kaye and Mark Karmo



Michelle and Joe Sadler of SaTech Logistics (left) purchase mulligans from Michele MacWilliams.



The 7-UP/American Bottling Company team: (l to r) Larry Pump, Chris Schons, Mark Gibson and Joe O'Bryan



AAA's Gayle Colvard, Anette Rosati and Verna Hines enjoy the morning.



The General Wine Teams included (l to r) Elias Francis, Rick Brown, Mike Rosch, Sam Scarletta, John Oxner, Terry Fleming of Canandaigua, John Nowak and seated, Southcorp's Bob Visconti.



(l to r) Larry Pierce, Pat Weslow, Terry Farida and Curtis Gropman enjoy a beverage from Wolverine's cart.



Seagram's Jill Rosch and Bill McMillen



(l to r) Rick Holland, Kathy Cole, Nick Lionas and Alex Steinhilber

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

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

PARTY STORE—Choice location. Liquor, Beer, Wine, Deli, Lotto. Lapeer area. Interested buyers inquire to P.O. Box 622, Lapeer, MI 48226.

SOFT SERVE ICE CREAM MACHINE—Triple head, free standing machine for sale. Best offer. Call Art at (734) 675-7006.

PORT HURON LOCATION—2 blocks from Blue Water Bridge. Beer, Wine and Lotto. 8,000 sq. ft. grocery equipped with deli, bakery and meat department with smoke house. Includes real estate and equipment. Always shown profit. Owner retiring—no reasonable offer refused. More information call (810) 329-4198.

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

Classifieds

FOR SALE: LIQUOR STORE—Good location in Detroit on main thoroughfare. Also has deli and groceries. Beer, wine, lottery. Size: 4,000 sq. ft., business and property. For more information, call (313) 561-5390 evenings. Leave name, telephone number on answering machine.

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

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

ESTABLISHED PARTY STORE—Port Huron, MI. High traffic area. SDD, SDM and Lotto. Owner retiring. Leave message: (810) 985-5702.

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

WELL ESTABLISHED PARTY STORE—160 miles north of Detroit in area of seven inland lakes. Ten miles from Lake Huron. Beer, wine, grocery, pizza, ice cream. 85% remodeled. Includes two-family home next door. \$299,000. Ask for Martha: 989-469-9341.

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

MID-MICHIGAN—Convenience store with gasoline. 3,350 sq. ft. of space and 1,070+ sq. ft. three bedroom ranch home. Centrally located between three separate lakes in year-round resort area. Steel building, dura seal roof, new 24-ft. nine-door walk-in cooler, new 12 x 8 walk-in freezer, kitchen, live bait room, beer & wine license, liquor license, fish and game agent, lottery agent. All fixtures and equipment included with sale. Call Harrison Realty at 517-539-2261. Price \$395,000.00 plus inventory.

FOR SALE: CONVENIENCE STORE—6 Mile & Beech Daly. 2,425 sq. ft. Asking \$200,000 building, \$100,000 business, \$35,000 approx inventory. Call Chandler, (248) 231-2661 for more information.

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

28,000 SQ. FT. SUPERMARKET FOR SALE—Open house August 7, 8, 9, 9 a.m.-2 p.m. 2 Miles north of I-75 on Baldwin Road in Orion Twp. North of Great Lakes Crossing Mall. Call 248-391-2212.

More golf outing pix!



One of Pepsi's fab foursomes, Tina VanDyke, Dave Dempsey, Todd Shaya and Chris Zehari



Larry Stamos, formerly of Kar Nut, came out of retirement to emcee our dinner. Thanks, Larry!



Don Parks (right) of Wonder Bread! Hostess presented most accurate drive winner _____ with a Wonder Bread golf bag and a year's supply of bread!

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Meet the Scholars!

These talented, young students each received an AFD scholarship for the 2001/2002 academic year. They were presented their checks at the AFD Scholarship Golf Outing dinner reception on July 18. Congratulations to all!

Michael N. Atisha

Submitted by
Old Redford Food Center
Sponsored by Kar Nut Products
Michael will be a sophomore attending Michigan State University



in East Lansing, studying business finance. He graduated from West Bloomfield High School in West Bloomfield. He received the Michigan Merit

Award, the Chaldean Federation of America Certificate of Excellence and the Michigan Competitive Award.

Brian S. Campbell

Submitted by
CROSSMARK
Food Trade
Sponsored by
CROSSMARK
Food Trade

Brian plans to attend Central Michigan University in Mt. Pleasant as a freshman studying liberal arts. Brian graduated 10th in his class from Livonia Stevenson High School in Livonia.



Jessica K. Cotton

Submitted by K & G Food Mart
Sponsored by Philip Morris USA

Jessica will be a freshman at Ferris State University in Big Rapids majoring in pre-physical therapy. She is a graduate of Detroit Central High School where she was senior class president and a member of student council, band, DECA and the National Honor Society. She was on the honor roll as well.



Heather M. Crouchman

Submitted by Holdens Party Store
Sponsored by National Wine & Spirits Corp.
Heather will be a senior at Wayne State University in Detroit majoring in Physical Therapy. She graduated



from Milford High School where she participated in three varsity sports and was senior class officer. Heather has been on the Deans List in college and received a presidential scholarship.

Heather L. Drake

Submitted by
Fosters Supermarket
Sponsored by
Absopure Water Company
Heather will be a freshman attending Michigan State



University in East Lansing studying pre-law or education. She graduated from Manton High School in Manton. She was senior class treasurer, and a member of band and

color guard. Heather was awarded an academic letter and received a MEAP scholarship.

Luke F. Florek

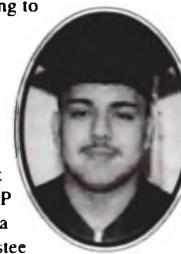
Submitted by Econo Foods
Sponsored by Interstate Brands-Wonder Bread/Hostess

Luke will be a freshman attending Grand Valley State University in Allendale. He plans to major in secondary education and English. Luke graduated from Norway High School in Norway, Michigan. He received an academic letter, and an English IV and drama award. He participated in basketball, track, cross-country and golf. He won first place in a regional welding competition.



Patrick W. Habib

Submitted by Leon's Party Store
Sponsored by Central Distributors of Beer
Patrick will attend Schoolcraft Community College in Livonia as a freshman studying to be a computer technician. He graduated Cum Laude from Franklin High School in Livonia. Patrick received a MEAP scholarship and a Schoolcraft Trustee scholarship award.



Matthew J. Hakim

Submitted by
Emily's Delicatessen
Sponsored by DTE Energy



Matthew plans to begin his first year of college at the University of Michigan in Ann Arbor. He graduated Summa Cum Laude from De LaSalle Collegiate High School in Warren. Matthew was

captain of the forensics team, the debate team and founder of the drama club. He performed in seven high school musicals and performed in two Shakespearean plays at the U of M. Matthew received numerous academic awards including National Merit Commended Student.

Brian D. Hesano

Submitted by
Pilgrim Party
Shoppe, Inc.
Sponsored by
Verizon
Wireless

Brian will be a freshman at Purdue University in West LaFayette, Indiana where he plans to major in astronautical engineering. He graduated from Detroit Catholic Central High School in Redford. Brian was a National Merit Commended Scholar, a member of the Gabriel Richard club and received honors in biology, church history, American history, Spanish and English.



Stephanie A. Hreha

Submitted by Petitpren, Inc.
Sponsored by Petitpren, Inc.

Stephanie plans to attend Michigan State University in East Lansing as a freshman studying pre-med and biology. She graduated from Immaculate Conception High School in Warren. Stephanie received numerous academic awards and contributed many volunteer hours to her church for fundraisers and community aid. She received the National English Merit Award and was class president



her sophomore year. In her senior year, she was editor of her high school newspaper and assistant editor of the yearbook. Throughout high school, she participated in varsity basketball, volleyball and softball and the Warren Jaguar Swim Club.

Vincent E. Jonna

Submitted by
Merchants Fine Wines
Sponsored by General Wine & Liquor Company

Vincent will be a junior at Western Michigan University in Kalamazoo majoring in accounting. He graduated from Catholic Central High School in Redford in 1998. He was on the Dean's list at WMU and was voted Most Active Student in Keystone Leadership. He was president of the Intercollegiate Forensics Speech team and he was a Martin Luther King Speech contest winner.

Justin B. Kimpson

Submitted by Lafayette Park Market

Sponsored by Eastown Distributors
Justin graduated Cum Laude from Cass Technical High School in Detroit. He will be a junior at Morehouse College in Atlanta, Georgia majoring in political science and pre-law. He is a member of the Morehouse-Spellman Pre-Law Society, AUC Michigan Club, and the Student Government Association.



Kandice S. King

Submitted by
Coca-Cola Bottling Co.
Sponsored by
Coca-Cola
Bottling Co.

Kandice is presently a sophomore at Tennessee State University in Nashville where she majors in psychology. She is a class of 2000 graduate of Northwestern High School in Detroit where she was active in the National Honor Society and Vocational National Honor Society. She has completed certification in cosmetology.



Ryan E. Ladley

Submitted by SoBe Beverages
Sponsored by North Pointe Insurance Company

Ryan is a recent graduate of Traverse City Central where he was active in the Student Senate, Class Council, Varsity Baseball and National Honors Society. He graduated with high honors and was chosen as Rotary Student of the Month. Ryan

is also an active member of his community volunteering at Father Fred Foundation, Boys and Girls Club and he participated in a physical therapy internship at Munson Community Health Center. He will be attending the University of Michigan in Ann Arbor this fall with an undeclared major, interested in both business and science.

Vino V. Lousia

Submitted by Round Haus Pizza and Party Shoppe
Sponsored by Miller Brewing Company

Vino graduated 6th in the Class of 2001 from St. Agatha High School in Redford where he was active in the student council, peer mediation, football and hockey. He also received the Principal's Award. Vino plans to begin his studies in business this fall at Wayne State University in Detroit.

Matthew P. Michlitsch

Submitted by Fortino's
Sponsored by Guinness UDV

Matthew is presently a junior at Purdue University in West Lafayette, Indiana studying mechanical engineering. He made the Dean's list in both his freshman and sophomore year and was inducted into three honor societies in the Purdue National Association of Collegiate Scholars. Matthew was also very active at Grand Haven High School as a member of the National Honor Society, Excellence in Education Honoree, Rugby, Football and the German Club. Matthew has also received an internship with Rocketdyne, a division of Boeing Co., working on a part of the Space Shuttle.

Sandra N. Montgomery

Submitted by Pepsi Bottling Group
Sponsored by Pepsi Cola, Detroit

Sandra will be attending Wayne State University as a freshman this fall. She will major in computer engineering. She graduated from Crockett Technical High School in Detroit and was on the honor roll throughout with a 3.5 or higher grade point average. She was a member of YES Club and student council and received awards for academic excellence. She was also a member of the National Honor Society.

Kent R. Nardin

Submitted by Spartan Stores, Inc.
Sponsored by Spartan Stores, Inc.

Kent will be a freshman at Ohio State University in Columbus, Ohio this fall, majoring in psychology. He was Co-Valedictorian of Wyoming Park High School in Wyoming, Michigan where he was a member of the National Honor Society and the student council. He was also an altar server at St. Pius X Church from the 7th through 12th grades.

Renee R. Orow

Submitted by Warren Market
Sponsored by Seagram Americas

Renee graduated this year from the Notre Dame Preparatory School in Pontiac this year. She received the Michigan Merit Award, Honorary State of Michigan Competitive Scholarship and was a United States National Minority Leadership Award nominee. She also received the Pontiac Youth Assistance Award, Certificate for Excellence in Art, English, and Religious Studies. She plans to continue her studies at Oakland University in Rochester Hills majoring in education this fall.

Mary R. Rozga

Submitted by Kroger
Sponsored by Kowalski Companies

Mary will begin the upcoming school year as a pre-med major at Point Loma Nazarene University in San Diego, California. She is a graduate of Mt. Pleasant High School in Mt. Pleasant where she was active in Students Against Dangerous Decisions (SADD), cross country, Pep Club, Scholar Athlete, wrestling mat maid, as well as Most Improved and Most Valuable Player.

Anthony E. Shamoun

Submitted by Ellsworth Party Shoppe
Sponsored by Kobrand

Anthony graduated from Brother Rice High School of Bloomfield Hills in 1998. He received the Theology I and Theology II Award, participated in the Big Brother Program and graduated with honors. He is presently attending the University of Michigan-Dearborn where he majors in computer science. He is a member of CASA (Chaldean American Student Association).

Bryan Smiley

Submitted by NAACP
Sponsored by Brown-Forman Beverage Co.

Bryan plans to attend Columbia College in Chicago, Illinois as a freshman. He will be majoring in film and video production/directing. Bryan is a graduate of Renaissance High School in Detroit. He has received two 1st place awards from the Detroit Institute of Arts and he has been awarded honors for his video productions at the Michigan Youth Film Festival. He has produced and directed eight documentaries and films. In high school, Bryan was a weekly P.A. announcer and staff photographer for the yearbook and newspaper.

Jennifer C. Stanis

Submitted by Stephen's Nu-Ad
Sponsored by People's State Bank

Jennifer graduated Valedictorian in the Class of 2001 from Utica High School in Utica. She earned honors such as the Presidential Academic Award, MAC All Academic Athletic Award, and US Marine Corp. Scholastic Excellence Award. She was active as a drum major in the marching band and MVP in Girls Golf. She plans on attending Oakland University in Rochester with a major in nursing.

Allison A. Talsma

Submitted by Steve DeYoung's Big Top Market
Sponsored by Anheuser-Busch, Inc.

Allison is a graduate of Martin High School in Martin. She was active in basketball, volleyball, track, Senior Band and Jazz Band. She was Secretary of the Student Senate, Class secretary as well as an honor student registered in the "Who's Who Among American High School Students. Allison will be a freshman attending Western Michigan University in Kalamazoo as a pre-architecture student this fall.

Adam V. Taylor

Submitted by American Bottling Company/7Up Detroit
Sponsored by American Bottling Company/7Up Detroit

Adam will be a freshman attending Lawrence Technological University as a computer science major. He ranked first in his high school graduating class.

See Scholars
page 36



2001 AFD Scholars

Scholars

Continued from page 35



Julia R. Weiss

Submitted by Frankenmuth IGA

Sponsored by Faygo Beverages

Julia graduated from Frankenmuth High School in Frankenmuth this spring. She was a member of the National Honor Society, Academic All State, student council, Spirit Club and a MEAP Merit Scholarship



recipient. She also played basketball and softball, receiving a Lake Superior State University Scholarship where she will be playing basketball this year. She plans on majoring in education.

Raena J. White

Submitted by NAACP

Sponsored by SaTech Logistics

Raena is a graduate of Detroit High School for the Fine & Performing Arts where she carried an overall 3.5 GPA and was a two time 1st place State Champion Forensics Team member in the category of Dramatic Interpretation. She also toured Europe with the Mosaic Youth

Theatre of Detroit in June of 2000. Raena plans to continue her studies in musical theatre and performing arts management at Columbia College in Chicago, Illinois.

Cydne K. Wines

Submitted by AAA of Michigan
Sponsored by AAA of Michigan

Cydne graduated from Oak Park High School in Oak Park last year where she was a Wade McCree Scholar, MEAP Scholar and Oak Park Business Alliance Scholar. She received High School Academic Awards in the 9th through 12th grades. Cydne also tutored elementary and high school students in math while in high school as well as being a member of SADD and participating in basketball and softball. Cydne is presently a sophomore communications student at Oakland University in Rochester where she is a Trustee's Scholar and a member of the Association of Black Students.



Nicole M. Zoma

Submitted by

Walter's Shopping Place

Sponsored by Melody Farms

Nicole is a 1999 Magna Cum Laude graduate of West Bloomfield High School in West Bloomfield. She is listed in "Who's Who of American High School Students" and received the Certificate of Merit in Honor Roll from 1995-1999. Nicole was the recipient of a four year Presidential Scholarship to Wayne State University where she studies business and continues with academic honors on the Dean's List.



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Magazine sales, worst year ever!

Revenue from newsstand sales of magazines declined in 2000, possibly for the first time ever, according to consultancy Harrington Associates LLC, exacerbating the problems of publishers already struggling with an

advertising downturn.

Magazine sales on newsstands—which encompass supermarkets, bookstores and airport kiosks, for example—fell 4% to \$4.43 billion in 2000 from \$4.61 billion a year earlier.

Moreover, only 35% of magazines shipped by publishers actually were sold, the lowest percentage ever, down from 38% in 1999, according to Herrington. Unit sales have fallen every year since 1996, but publishers until recently have been able to offset the drop with higher cover prices.

This is another reminder of the magazine industry's perilous state: An advertising slowdown and the postal-rate increase, combined with problems selling titles via either subscriptions or the newsstand, are pressuring the bottom line at publishing houses. Newsstand sales, which account for about 23% of magazine unit sales, are a crucial industry measure of a title's vitality.

In a bid for profitability, magazine wholesalers are consolidating within the industry, and are now pressuring

publishers for better terms. Small or weak magazines are receiving reduced distribution and are sometimes charged additional fees. Wholesalers also have started to cut back on deliveries of some poor-selling magazines to reduce the cost of shipping and returns. Another major cause of concern is the saturation of magazines in the marketplace. Reform is in the air and being discussed at all levels in this industry.

Labor shortage may alter stocking systems

As the labor market continues to tighten, employers seek opportunities to apply technology to perform tasks traditionally performed by humans. Robotics are commonplace in manufacturing, administrative processing has been automated by computers, and supermarkets employ technology to streamline customer check-outs.

Years ago, before retailers moved into self-service, almost all merchandise was behind the counter. Customers would tell clerks what they wanted, and the clerks would go to the shelves to gather the desired items. Retailing changed when customers were invited to wander through the aisles and select their own purchases. Clerks still stocked the shelves, but shopping efficiency (and impulse buying) improved as customers filled their carts themselves. This system works well today with customers taking their choices to check-out counters for clerks to tabulate and package. Every item sold is marked with a bar code that indicates the price. The check-out process is changing with technology.

Stocking all those shelves is labor-intensive, sometimes annoying to shoppers who have to weave around shipping cartons in the aisles. Web-retailers don't worry about stocking display shelves. Their focus is on well-organized automated warehousing. This could be translated to the brick-and-mortar retailers by displaying one package of each item on "shelves" for shoppers to see, but keep the inventory in a warehouse area. Shoppers will carry bar-code wands instead of pushing baskets. As they scan items they want, the automated warehousing system will pick them from inventory and send them to the check-out area. Costs will be tabulated automatically, eliminating the need for check-out clerks.

This design may be the next generation of shopping.

Aquafina Top Seller

PepsiCo's Aquafina has become the leading seller in the non-jug bottled still water category.

—Advertising Age

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Encore Group/Trans-Con, Co.	(888) 440-0200

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Awey Bakeries, Inc.	(313) 522-1100
Dolly Madison Bakery	(517) 796-0843
Earthtrains	(734) 946-4865
Interstate Brands Corp.	(313) 591-4132
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S & M Biscuit Dist. (Stella D'Oro)	(810) 757-4457
Taystee Bakeries	(248) 476-0201

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Michigan National Bank	1-800-225-5662
North American Interstate	(248) 543-1666
Peoples State Bank	(248) 548-2900
United ATM's, Inc.	(248) 358-2547

BEVERAGES:

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Eastown Distributors	(313) 867-6900
Faygo Beverages, Inc.	(313) 925-1600
Garden Foods	(313) 584-2800
Global Interactive Technology	(517) 681-2729
General Wine & Liquor Corp.	(313) 867-0521
Gourmet International, Inc.	(800) 875-5557
Great Lakes Beverage	(313) 665-3900
Hubert Distributors, Inc.	(248) 858-2340
Intrastate Distributing	(313) 892-3000
J. Lewis Cooper Co.	(313) 278-5400
Jim Beam Brands	(248) 471-2280
Josulete Wines, Inc.	(313) 538-3600
L & L Wine World	(248) 588-9200
Leelanau Wine Dist.	(231) 386-5201
Michigan Grape & Wine Industry Council	(517) 373-1104
Miller Brewing Company	(414) 259-9444
National Wine & Spirits	(888) 697-6424
	(888) 642-4697

SABA, USA	(248) 788-3253
O.J. Distributing, Inc.	(313) 533-9991
Oak Distributing Company	(810) 239-8696
Pabst Brewing Co.	1-800-935-6533
Pepsi-Cola Bottling Group	
- Detroit	1-800-368-9945
- Howell	1-800-878-8239
- Pontiac	(248) 334-3512
Peitipren, Inc.	(810) 468-1402
Red Bull North America	(248) 229-3460
Scragram Americas	(248) 553-9933
Seven-Up of Detroit	(313) 937-3500
South Beach Beverage Co.	(234) 223-9451
Southcorp Wines North America	(248) 795-8938
Tri-County Beverage	(248) 584-7100
UDV North America	1-800-467-6504
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Vineyards Fine Wines	(734) 284-5800
Viviani Wine Importers, Inc.	(313) 883-1600

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Golden Valley Dairy	(248) 399-3120
Melody Farms Dairy Company	(734) 525-4000
Pointe Dairy Services, Inc.	(248) 589-7700
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Superior Dairy Inc.	(248) 656-1523
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Meadowbrook Insurance	(248) 358-1100
North Pointe Insurance	(248) 358-1171
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Fden Foods	(517) 456-7424
Home Style Foods, Inc.	(313) 874-3250
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Nabisco, Inc.	(248) 478-1350
Old Orchard Brands	(616) 887-1745
Pack 'Em Enterprises	(313) 931-7000
Philip Morris USA	(616) 554-0220
Red Pelican Food Products	(313) 921-2500
Singer Extract Laboratory	(313) 345-5880
Strauss Brothers Co.	(313) 832-1600

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Haring Meats	(313) 832-2080
Hygrade Food Products	(248) 355-1100
Kowalski Sausage Company	(313) 873-8200
Metro Packing	(313) 894-4369
Nagel Meat Processing Co.	(517) 568-5035
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Detroit News	(313) 222-2000
Detroit Newspaper Agency	(313) 222-2325
The Employment Guide	(800) 752-8926, x230
Michigan Front Page	(313) 870-1940
Michigan Chronicle	(313) 963-5522
WDFN-AM 1130	(313) 259-4323
WDIV-TV4	(313) 222-0643
WWW.AM/FM	(313) 259-4323

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Toffler Marketing	(810) 263-9110

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Detroit Popcorn Company	1-800-642-2676
Frito-Lay, Inc.	1-800-359-5914
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Grandma Sheeters Potato Chips	(313) 522-3580
Jay's Foods	(800) 752-5369
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Niklas Distributors (Cabanat)	(313) 571-2447
Pioneer Snacks	(248) 862-1990
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The Golden Mushroom	(248) 559-4230
Palace Gardens	(810) 743-6420

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AAA Michigan	(313) 336-0536
A & R Delivery	(810) 638-5395
Abbott, Nicholson, Quilter, Eschaki & Youngblood	(313) 566-2500
Action Inventory Services	(810) 573-2550
ADT Security Services, Inc.	(248) 583-2400
AirPage Prepay & Talk Cellular	(248) 547-7777
American Mailers	(313) 842-4000
Ameritech Pay Phone Services	1-800-809-0878
AMT Telecom Group	(248) 862-2000
Andrews Brothers, Inc.	

Detroit Produce Terminal	(313) 841-7400
Ann Klempner Red Carpet Keim	(734) 741-1262
AON Risk Services	(248) 359-6080
Automated Collection Systems	(248) 354-5012
Bellanca, Beattie, DeLisle	(313) 882-1100
Birno & Birno Investment Co.	(248) 540-7350
C. Roy & Sons	(810) 387-3975
Canteen Services	(616) 785-2180
Cateraid, Inc.	(517) 546-8217
Cellular One - Traverse City	(231) 922-9400
Central Alarm Signal	(313) 864-8900
Check Alert	(231) 775-3473
Checkcare Systems	(313) 263-3556
Cherry Marketing Institute	(517) 669-4264
Consolidated Vendors Corp.	(231) 739-2202
Container Recovery System	(517) 229-2929
Cornelius Systems	(248) 545-5558
CPS/IT Solutions	(313) 259-0000
Credit Card Center	(248) 476-2221
Dean Nadeem Ankoumy, JD	

Attorney At Law	(810) 296-3967
Deford Distributing	(517) 872-4018
Detroit Edison Company	(313) 237-9225
Economy Wholesale	(313) 922-0001
The Employment Guide	(800) 752-8926, x230
Eskeye Corp., Inc.	(317) 632-3870
Financial & Marketing Ent.	(248) 541-6744
Follmer, Rudzewicz & Co., CPA	(248) 355-1040
Frank Smith Re/Max in the Hills	(248) 646-5000
Gadaleto, Ramsey & Assoc.	(800) 746-0166
Garmo & Co., CPA	(248) 737-9933
Goh's Inventory Service	(248) 353-5033
Great Lakes Data Systems	(248) 356-4100
Great Lakes News	(313) 359-1001
Grocery Street/Com	(248) 901-1530
Guardian Alarm	(248) 423-1000
J & B Financial Products LLC	(734) 420-5077
Jerome Urcheck, CPA	(248) 357-2400, x257
Karoub Associates	(517) 482-5000
L. Bourdeau Insurance Services, Inc.	(248) 855-6690
Law Offices-Garmo & Garmo	(248) 552-0500
Market Pros	(248) 349-6438
Meter Mate	(800) 843-6283
Metro Media Associates	(248) 625-0707
Michigan Bankard Services	(517) 323-6017
Nationwide Communications	(248) 208-3200
NexTel Communications	(248) 213-3100
Nordic Electric, L.L.C.	(734) 973-7700
North American Interstate	(248) 543-1666
O'Riley Realty & Investments	(248) 689-8844
Paul Meyer Real Estate	(248) 398-7285
PaineWebber	(248) 737-5422
Payment Authority, The	(248) 879-2222
Prudential Securities, Inc.	(248) 932-4480
Quality Inventory Services	(810) 771-9526
Retail Accounting Service	(313) 368-8235
REA Marketing	(517) 386-9666
Safe & Secure Investigations, Inc.	(248) 425-4775
Sagemark Consulting, Inc.	(248) 948-5124
Sai S. Shimon, CPA	(248) 593-5100
Salim Abraham, Broker	(248) 349-1474
Security Express	(248) 304-1900
Serv-Tech Cash Registers	(800) 866-3368
Smokeless Tobacco Council, Inc.	(202) 452-1252
Southfield Funeral Home	(248) 569-8080
Staver & Souve, PC	(734) 374-1900
Harold T. Stulberg, R.E., Broker	

24 Hours	(248) 351-4368
T.D. Rowe Corp.	(248) 280-4400
Telecheck Michigan, Inc.	(248) 354-5000
Travelers Express/Money Gram	(248) 584-0644
Verizon Wireless	(248) 763-1563 or (517) 896-7000

Western Union	(248) 887-1702
Western Union Financial Services	(248) 888-7423
Westside Cold Storage	(313) 961-4783
Whitely's Concessions	(313) 278-5207

STORE SUPPLIES/EQUIPMENT:

Belmont Paper & Bag Supply	(313) 491-6550
Brehm Broaster Sales	(517) 427-5858
Cost Savings & Reduction Specialists	(561) 398-9396
Culinary Products	(517) 754-2457
DCI Food Equipment	(313) 369-1666
Envipco	(248) 471-4770
Ernie's Refrigeration	(517) 847-3961
Hobart Corporation	(734) 697-3070
Kanvacker	(517) 374-8807
Lauver's Cash Register	(313) 294-2600
Martin Snyder Product Sales	(313) 272-4900
MS/BOCAR Store Fixtures	(248) 399-2050
National Food Equipment & Supplies	(248) 960-7292
North American Interstate	(248) 543-1666
Olender Equipment	(734) 458-8850
Oreck Floor Care Centers	(810) 415-5600
Sarkozi-Hollymatic Equipment	(313) 381-5773
Serv-Tech Cash Registers	(800) 866-3368
Swanson Commercial Food Equipment Services	(800) 762-8277
Taylor Freezer	(313) 525-2535
TOMRA Michigan	1-800-610-4866
United Marketing Assoc.	(734) 261-5380
Wadie Makhia Produce Specialist	(248) 706-9572

WHOLESALE/FOOD DISTRIBUTORS:

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