We will see Sunday Lottery sales • See page 3
AFD hosts Detroit Mayor • See page 4
NACS Chairman-Elect pleads guilty • See page 8
Coney is top dog at Shap’s • See page 18
Meet Rep. Buzz Thomas • See page 22

 Legislative Update

Budget – The final version

The Senate returned to the State Capitol on July 9 to review the budget package hammered out in the House.

In a brief two hours of debate, the Senate passed the legislation intact and sent it on to the governor. The most difficult amendment in the package was the 50 cents per pack increase in the cigarette tax. It took two votes for it to pass. The Governor signed the package into law, July 19th.

The specifics of the budget legislation are as follows:

1. The cigarette tax is increased 50 cents per pack effective August 1, 2002. (See related story, page 4.) Other tobacco products are increased from 16 percent to 20 percent. The amendment to discontinue “shelf-space promotions” was withdrawn.
2. Twenty cents of the cigarette tax is earmarked for indigent health care in Wayne County.
3. One cent of the cigarette tax is earmarked for indigent health care in Wayne County.
4. The previously scheduled SBT phase-out is scheduled SBT phase-out is guaranteed 10% on your monthly Detroit Edison electric bills! Open enrollment begins now. Sign up as soon as possible so that you can start service and savings in September. There is no cost to enter this AFD members only program! This offer is for a limited time. Detroit Edison continues to provide your company electricity and service.

Contact Naide’s marketing representative, EnerCom, Inc, at (248) 203-0270. They will explain the program and fax you a short information package. Enrollment is a simple procedure, once you have faxed them your last 12 months of electricity bills.

This program is just another way AFD is keeping members informed about special savings programs that will benefit their bottom line.

Farmer Jack replaces top management

In an unexpected move, Farmer Jack Supermarkets replaced its president Dennis Eidson on July 9.

In addition, sources have indicated that top executives at the Detroit-based grocery store chain were dismissed, amid reports of accounting irregularities.

The Great Atlantic & Pacific Tea Company subsidiary confirmed to the Detroit Free Press that Farmer Jack is top dog at Shap’s • See page 18

See Farmer Jack, page 21

See how well you know our nation’s appetite.

(All answers are approximate.)

The average American:
1. Chews ___ sticks of gum a year.
   A. 100    B. 200    C. 300    D. 400
2. Eats ___ pounds of bread a year.
   A. 14    B. 34    C. 54    D. 74
3. Downs ___ pounds of cereal a year.
   A. 2    B. 12    C. 22    D. 32
4. Consumes ___ pounds of chocolate a year.
   A. 12    B. 20    C. 28    D. 36
5. Drinks ___ gallons of soda a year.
   A. 24    B. 44    C. 64    D. 104

Some facts about supermarket shoppers:

Each week the average shopper makes 2.2 trips to the supermarket and spends $81 in total. The amount spent for a week ranges from $55 for one person to $137 for households of five or more people. About a third of all purchases are impulse purchases.

The number of food stores that shoppers visited per week climbed from 1.4 stores in 1995 to 2.7 stores in 2000.

Source: Being the Shopper: Understanding the Buyer’s Choices by Phil Lempert

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Lakeland: 589-319-7964  
Lansing: 517-221-4031  
Milan: 734-209-7811  
Mt. Pleasant: 989-772-3158  
Pontiac: 248-334-3512  
Saginaw: 989-755-1020  
Petoskey: 231-347-6663  
St. Joseph: 616-927-7984  
Port Huron: 810-987-2181  
Traverse City: 231-946-9342  
West Branch: 989-345-2595
President's Message

Despite efforts, Sunday Lottery Drawings become reality

By Mike Sarafa
AFD President

Even though the Michigan House and Senate are out of session for the summer, that doesn’t stop AFD from working for our members. There are a number of issues that we have been intensely working on over the summer. One is Sunday Lottery sales.

Unfortunately, despite our efforts, Sunday Lottery drawings will become a reality. Here is a copy of a letter that I sent to all Michigan legislators, urging them to consider the views of retailers.

Dear Legislator:

We are writing to express our concern about the imposition of Sunday lottery drawings as a method for the State of Michigan to raise additional revenue.

This budget action occurred in the legislature without any consultation with the state lottery’s best salespeople – the retail members of the Associated Food Dealers of Michigan. Consider the following facts:

- The average retailer does approximately $2,500.00 worth of lottery business per week.
- The 6% retailer commission on this $2,500.00 is $150.00 per week.
- The 6% retailer commission on this $2,500.00 is $150.00 per week.
- Other costs to be taken into consideration include mandated workers compensation insurance, matching social security, unemployment insurance, and fringe benefits. Indirect costs including utility bills, interest payments and rent to name a few, drive the costs substantially higher.
- The average retail business will need to make an additional $14.00 per week from Sunday drawings and incur by AFD’s estimates, at least $65.00 in direct and indirect costs.

The above facts should be taken into consideration before this policy decision is implemented. It is not fair or prudent to attempt to balance the state’s budget on the backs of small businesses. AFD members currently subsidize the state lottery six days a week. We do not need to make it seven.

This policy was implemented through the state’s arcane budget process and was not subjected to open and democratic debate. While it certainly can be considered a revenue matter it also impacts the lives and livelihood of AFD members.

We stand opposed to the imposition of Sunday lottery drawings unless we receive fair compensation.

Sincerely,
Michael G. Sarafa
President

AFD Members:
We want to hear from you!

The AFD Food & Beverage Report will print new product releases as space permits. The service is free to AFD members. Each month we also write feature stories about our members’ businesses. If you would like to see your name on the pages of the AFD Food & Beverage Report, call Ray Amyot at (313) 557-9600.
AFD co-hosts forum for Detroit mayor

On July 9, AFD and the Chaldean Americans Reaching & Encouraging (C.A.R.E.) hosted a civic and business forum featuring the Honorable Kwame Kilpatrick, Mayor of the City of Detroit. Held at the Southfield Manor, the event was sponsored by DTE Energy, Comerica Bank and Fifth Third Bank.

FMI urges changes in FTC merger policies to help independents

In June the Food Marketing Institute (FMI) urged the Federal Trade Commission (FTC) to reevaluate its divestiture policies — especially those that limit the ability of independents and small family companies to buy divested stores.

In particular, FMI asked the FTC not to require divestitures of an entire package of stores to a single buyer. “This policy makes it almost impossible for smaller companies to purchase divested stores,” said FMI President and CEO Tim Hammonds. “Independents or small chains are often interested in buying a portion of such stores, but a single-buyer policy prevents them from doing so.”

FMI told the agency that its traditional approach has resulted in a widely held perception of bias against smaller operators.

In addition, FMI encouraged the commission to be more open to allowing companies to buy divested stores in the markets where they operate. Such smaller food retailers often know more about local market conditions, increasing the likelihood that the stores they purchase will succeed.

Michigan increases tobacco tax

On August 1, the tax rate on cigarettes increased from 75 cents to $1.25 per pack, making it the third highest in the nation. (New York has a cigarette tax of $1.50 and the state of Washington taxes cigarettes at $1.42 per pack.)

Michigan’s tax rate on other tobacco products (OTP) also increased from 16% to 20% of the wholesale price.

The compensation rate for cigarettes increased as well, from 1.25% to 1.5%. There is no change in the 1% compensation rate for OTP.

Beginning August 1, any tobacco product that is purchased within the state must be taxed at the new rates. Consequently, any retailer that had tax-paid tobacco products on hand for sale at the close of business on July 31 must take a physical inventory of all those cigarettes and OTP.

Retailers must file a tobacco products floor tax return postmarked by September 3, 2002, and pay the additional tax of 50 cents per pack and the additional tax of 4% of the wholesale price of OTP for all physical inventory that was on hand as of the close of business on July 31, 2002.

The physical inventory includes cigarettes and OTP offered for sale, kept on site and kept or stored at other locations in Michigan.

The increased tax has been designed by the House to resolve the state’s budget deficit and prevent cuts to state funding for arts programs and local governments.

If you have questions about the increased taxes, contact the Michigan Tobacco Tax Unit at (517) 241-8180.

Budget continued from front page

delayed for two years.

5. The SBT phase-out is accelerated from the previously scheduled date of 2022 to January 1, 2010.

6. The SBT filing threshold is raised from $250,000 gross receipts to $350,000. This will eliminate the tax for approximately 13,000 small businesses.

7. Restrictions on utilizing the Budget Stabilization Fund (the state’s “rainy day” fund) were removed. Since the Governor was involved in the negotiations, it can be assumed the package will receive his approval. Both the House and the Senate have adjourned until August 13.

Calendar

August 11-15
FMI Operations Course
Western Michigan University
Kalamazoo
(202) 220-0710

September 22-24
Human Resources/Training and Development Conference
Scottsdale, Arizona
(202) 220-0715

September 25-26
AFD/Beverage Journal Holiday Show
Burton Manor, Livonia
Contact: Ginny Bennett
(248) 557-9600

November 26
AFD Annual Turkey Drive
Metro Detroit
Contact: Michele MacWilliams
(248) 557-9600

February 14, 2003
AFD Annual Trade Dinner
Penna’s of Sterling
Contact: Michele MacWilliams
(248) 557-9600

Statement of Ownership

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AFD works closely with the following associations:
Welcome new members!

AFD welcomes these members, who joined in April and May, 2002:

- 7 Eleven Store #121
- 7-Eleven #143
- 9 & Hilton Market
- A & W Party Store
- Always Open
- Ann Arbor Party Center
- Baldwin Market
- Bianca's II
- BMC-Grocery System Specialists
- Bootlegger Party Store
- Bowen's East Hart Market
- Bunzl USA
- Chateau DeVin
- Chicken Shack
- Clear Rate
- Cola's Cooler
- Country Farm Market
- Country General Store
- D & B Grocers
- Deli Style Jerky
- Digital Security Technologies
- Famous Taco
- Frank's Foods
- German's Food Market
- Ilax Liquor Shoppe
- Jerry's Food Market
- Jimmy's Market
- Jolly Food Mart
- Krown Market
- Leppinks
- Liquor Island Brothers
- Lytle Pharmacy
- Market Basket of Franklin
- Marks Quality Meats
- Martin's Supermarket of Niles
- Mayes IGA
- McCormick Distilling Co.
- Mike's Food Fair
- Mr. B's Foodland
- Northside Market
- Old Mill Party Store
- Orion Market
- Paradise Liquor
- Party Center
- Patte Drug of Baldwin
- PaulMark Insurance
- Pointe Dairy
- POS-Systems Mgt.
- Princing's Pharmacy
- Public Market
- Quincy Ice Co.
- Rainbow Lodge Two Heart
- Ridleys Bakery Café
- Save Time #3
- Shenandoah Country Club
- State Corner Bar & Grill
- T & L Acquisition
- The Corner Store
- The Fast Lane
- The Little Store
- The Party Store SW
- Trader Publishing
- VIP Liquor Store
- Waltham Food & Drugs
- Wixom Express Party Store
- Wolverine Market
- Yorkshire Food Market
- Ypsi In 'N' Out

Michigan to conduct tobacco stings

According to the Detroit News, Michigan is preparing for federally ordered tobacco-selling “stings” which could determine whether it receives funding cuts for the state’s substance abuse program. Retailers should stress the importance of adhering to Michigan’s laws regarding tobacco sales to minors. The state is required to perform annual surprise inspections by undercover agents to test compliance with the age limit.

There is an 80 percent compliance mandate that states must maintain or else federal aid for substance abuse and prevention programs could be reduced for four years. Because Michigan failed to meet the compliance rate in 2000, the state agreed to spend $2.74 million this year on youth tobacco prevention, including stings run by local police departments with underage decoys attempting to purchase tobacco at retail locations. The fine for selling to a minor is a $50 misdemeanor. However, if police cite a retailer for selling tobacco to a minor, the retailer could also be cited for violation against their liquor license, according to Liquor Code Administrative Rules.

White House pushes for ethanol mandate

The Bush administration has urged U.S. Senate and House lawmakers negotiating an energy bill to include language that would triple the amount of ethanol-blended gasoline and biodiesel used each year in American cars, trucks and sport-utility vehicles, says a Reuters report.
**Alpine Farm introduces drive-in retail concept**

A new retail venture offering "store-to-door convenience" opened in late June in Bensalem, Pa. — a drive-through convenience store that 'picks, packs and places' merchandise orders for consumers, who remain in their vehicles.

The first Alpine Farm Store will provide two canopy-covered drive-through lanes on each side of a Swiss chalet-style, 1,200-Sq. Ft. retail space. The facility is open from 6:00 a.m. to 11:00 p.m. The store also offers coffee, tobacco, newspapers and Krispy Kreme doughnuts. Other items include eggs, butter, packaged meats, Tastykake snack foods, Stroehmann bread, Herr's snack foods and Swiss Premium milk and juice products.

---

**McDonald's aims for healthier kid's menu**

McDonald's Corp., under fire for its fattening children's meals, is adding fruit and yogurt snacks as part of a Kid Treat menu that began July 12.

With depressed Happy Meals sales and competitors beefing up their own kid programs, McDonald's has joined forces with General Mills and Dannon Co. to co-brand three popular children-oriented packaged foods for sale in McDonald's restaurants.

The Dannon Danimals low-fat yogurt drinks and General Mills' Go-gurt yogurt and Fruit Roll-ups fruit snacks will be sold for 69 cents, 59 cents and 39 cents, respectively.

Supporting the launch, McDonald's is offering a plush-toy premium tied to the upcoming Walt Disney film *The Country Bears* through Aug. 1, with an additional free prize attached to meal bags.

---

**Pepsi Bottlers drop 7UP**

The Pepsi Bottling Group said it would cease producing and distributing 7 Up in favor of PepsiCo's Sierra Mist at the end of the year, a move likely to temporarily hinder the country's No. 8 soft drink brand.

Pepsi Bottling Group, based in Somers, N.Y., distributes about 15 percent of 7 UP volume, which accounts for two percent of total volume for its parent, Dr Pepper/Seven Up, a division of Cadbury Schweppes.

The brand now will be almost solely distributed by independent bottlers, or those unaffiliated with Pepsi or Coca-Cola Co., up from about 60% now.

---

**Snickers contest looks for next Harry Caray**

Kid's can win the chance to broadcast Little League World Series game.

Snickers is offering one kid the chance to follow in the footsteps of legendary sportscasters like Harry Caray and Mel Allen with its nationwide search for "The Junior Voice of Little League Baseball."

The contest calls for kids, ages 8 to 12 to send in a videotape or audio tape of themselves announcing five minutes of a local Little League game.

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**Company makes 70 percent biodegradable diaper**

Nature Boy & Girl brand diapers are a hit in the U.K. and the company's founder says she hopes to expand into other European countries soon. The small company reportedly is eyeing the U.S. market. Founder Marlene Sandberg managed to boost sales in the U.K. and the company's founder says she hopes to expand into other European countries soon. The small company reportedly is eyeing the U.S. market. Founder Marlene Sandberg managed to boost sales in the U.K.

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**News Notes**

A spokesman for Dr Pepper/Seven Up said the company plans to keep 7 UP in its current markets and that advertising, through WPP Group’s Y&R Advertising, New York, would not be affected.

"Though the shift will cost sales in the near term as distribution is being worked out, Beverage Digest editor John Sicher said 7 UP ultimately would benefit from increased focus from the independent bottlers. He also said the Pepsi system's emphasis on Sierra Mist, launched in October 2000, would boost the brand in the next year or two."

---

**Introducing GO SNACKS**

The innovative new product line from Frito-Lay that will drive enormous growth in the salty snack category.

- Designed for busy, on-the-go consumers
- Supported by a $25 million marketing campaign
- 5 SKUs proven in test markets to be big winners
- Containers come with a convenient, recloseable cap

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6.....AFD Food & Beverage Report, August 2002
Visocan pleads guilty in $1 million check-kiting scheme

Former NACS Chairman-Elect faces up to 30 years in prison, AP reports.

Steve Visocan, who resigned as Chairman-Elect of the National Association of Convenience Stores (NACS) in June, has pleaded guilty to running a nearly $1 million check-kiting scheme between banks in Helena and Great Falls, Mont., the Associated Press reported.

According to the report, Visocan, 54, faces up to 30 years in prison, a $1 million fine and five years of supervised release when he is sentenced Oct. 17 after admitting in a federal court that he kited checks for nearly a year, until June 13, 2000, on business bank accounts for Visocan Petroleum and Big Sky Fuel Supply, Inc. His Big Sky account was with First Interstate in Great Falls, and the Visocan Petroleum account was with Mountain West Bank in Helena, the report stated.

According to AP, Visocan started the scheme with about $10,000, depositing checks from one account to the other with insufficient funds in both accounts to cover the amounts. Before one bank was able to detect the lack of funds, he’d write a check from the other bank to cover the amount from an account that also had insufficient funds.

First Interstate officials were alerted after they received a returned check for $584,000 from Mountain West Bank on June 12, 2000. Mountain West had also returned a check for $577,000 on June 13, said Bernie Hubley, assistant U.S. attorney.

Hubley said First Interstate lost $988,148, but bank president and CEO Lyle R. Knight said some of the funds were recovered. He would not say how much. Visocan has already repaid $400,000, and was continuing to repay $10,000 per month, Sherwood told Judge Sam E. Haddon. He also said Visocan was attempting to liquidate his assets, but he would not explain which of Visocan’s businesses might be affected.

Visocan abruptly resigned his post as Chairman-Elect of NACS, citing difficult business issues on which he needed to focus attention. In an interview with CSP Daily News on June 18, Visocan indicated his businesses were struggling in the face of competition selling gasoline below cost and a loss of casino traffic following the passage of a local ordinance banning smoking in Helena’s public buildings. “I need to take care of business right now,” he told CSP Daily News at the time.

Visocan has been a long-time leader in the petroleum marketing and convenience store industry, holding numerous posts in the Montana Petroleum Marketers Association, the Petroleum Marketers Association of America and NACS.

In addition to his fuel and petroleum companies, he owns the Pop Inn chain of gas and convenience stores in Great Falls, Helena and Townsend. The Great Falls and Helena stores also have restaurants, bars and casinos.

Some say Froot Loop, others say Fruit Dot

Two major cereal makers in Canada may have ended a trademark dispute after the Federal Court of Canada overruled officials who say Kellogg’s Froot Loops were too similar to Weetabix’s Fruit Dots.

According to the court, both brands only described the flavor and shape of the products, and are not confusing to consumers.

Consumers’ enthusiasm for online ads fizzles

The latest online marketing data show consumer response to e-mail ads and promos has dropped, according to e-marketing research firms. The average click-through rate on e-mail ads is 1.8%, signaling a major challenge to advertisers who depend on electronic messages as an affordable way to reach consumers.
More ways than ever for your business to profit.

With a market that's more competitive than ever, you need a banking partner that's more capable than ever. One that offers global strength, financial stability, and industry expertise, whether you're competing locally or globally. Standard Federal Bank gives you all this and more. As part of the ABN AMRO global banking network — one of the world's largest banks — we provide a complete range of financial solutions, including commercial lending services, treasury management, international and foreign exchange products, e-Commerce capabilities, cash letter services, and more. So put a world of experience to work for you — the commercial banking experts of Standard Federal Bank.

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What's happening at the Michigan Lottery

By Acting Commissioner Jim Kipp

Daily 3 Red Ball Double Draw. Beginning September 2, the Lottery will be giving Daily 3 game players a second opportunity to win on the same Daily 3 ticket! The Daily 3 Red Ball Double Draw promotion will run from September 2 through September 21, 2002.

After each regular Daily 3 evening drawing (Monday through Saturday) during the promotion, the Lottery will conduct another drawing using a separate machine that contains five white balls and one Red Ball. When the Red Ball is drawn, the Lottery will then draw a second set of Daily 3 numbers, giving players a second chance to win on the same ticket. Prize amounts for the Red Ball Double Draws are the same as for the regular drawings.

When a white ball is drawn, it will be taken out of the machine and set aside—resulting in one less white ball to draw from the next night and increasing the chance of drawing the Red Ball. Double Draws will not occur on nights when a white ball is drawn.

It is guaranteed that at least three Red Ball Double Draws will occur during the promotion, and players can watch the drawings live every evening at 7:28 p.m. on their local Lottery network television stations.

With all of the additional winners that will be generated, your sales will be sure to rise as players wait for the Red Ball to fall!

“Lucky Days at McDonald’s” Promotion. The Michigan Lottery has teamed up with McDonald’s restaurants to offer customers a coupon for a free $1 Michigan Lottery instant ticket or $1 off any high-priced instant ticket with the purchase of a Bacon Ranch Crispy Chicken Sandwich Extra Value Meal. The “Lucky Days at McDonald’s” promotion will be available at approximately 350 Michigan McDonald’s restaurants throughout the state, starting August 2 and ending August 22.

I encourage you to be on the lookout for these coupons, as Lottery retailers will receive the standard six percent sales commission on the free $1 ticket (or the sale of the higher-priced ticket), plus a two percent cashing commission.

McDonald’s will support this promotion with television, radio and in-restaurant point-of-sale materials. Please be aware that McDonald’s will control the issuance of all coupons. Surplus coupons will not be made available by the Lottery.

Buy One $5 Instant Ticket, Get A $2 Instant Ticket Free. In the past, coupons for free instant-tickets have been a huge success with both retailers and customers, so the Lottery will again be offering a “Buy One $5 Instant Ticket, Get a $2 Instant Ticket Free” coupon in home delivery newspapers across the state beginning on September 15.

The standard six percent sales commission on both the $5 and $2 instant tickets is in effect, as well as the two percent cashing commission on the $2 game, for this promotion.

New Instant Games. I am pleased to announce that the Lottery will be introducing seven new instant games in August! On August 1, bingo buffs will rejoice when the $2 “Bingo Nut” goes on sale, offering a $30,000 top prize. Also on August 22, as summer really heats up, the $1 “Hot Diggity Dollars” will be available, giving players a chance to win a $4,000 top prize. Players’ wallets will be bulging with cash after playing “Big Fat Wallet,” a $2 ticket with a $250,000 top prize. Also on August 22, as summer really heats up, the $1 “Hot Diggity Dollars” will be available, giving players a chance to win a $4,000 top prize. Players’ wallets will be bulging with cash after playing “Big Fat Wallet,” a $2 ticket with a $250,000 top prize, available August 8th. A new version of “Cashword” will launch when the inventory of the current “Cashword” game is sold out (at press time, date is set at August 13th). The new $2 “Cashword” game will offer a $35,000 top prize.

August 15th welcomes “Doubling Red 7’s,” a $2 instant game with a $27,000 top prize.

Finally, customers will want a piece of the “Pinball Action,” a $2 ticket with a $35,000 top prize, available August 29th.

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10... AFD Food & Beverage Report, August 2002
WIN THREE
GOLD MEDALS
AND SOME OF IT'S
BOUND TO GO TO
YOUR HEAD

2002 marks Miller Lite's third gold award-winning year
as best American Light Lager at the World Beer Cup.

GREAT TASTE. LESS FILLING.
Country-of-origin labeling: an initial look

One of the most controversial provisions in the recently enacted farm bill is a requirement that specific "covered commodities" bear country-of-origin labeling at the point of final sale to consumers. This requirement will not go into effect until Sept. 30, 2004. On that date, retailers must inform customers of the country of origin of such commodities through a label, stamp, placard or "other clear and visible sign on the covered commodity or on the package, display, holding unit, or bin containing the commodity." If, however, the "covered commodity" is already individually labeled for retail sale regarding the country of origin, the retailer shall not be required to provide any additional information. The Secretary of Agriculture must issue guidelines for voluntary country-of-origin labeling by Sept. 30 of this year and final regulations for mandatory labeling by Sept. 30, 2004.

What is a "covered commodity"?
A "covered commodity" is defined as (1) muscle cuts of beef, lamb, and pork; (2) ground beef, ground lamb, and ground pork; (3) farm-raised fish; (4) wild fish; (5) peanuts, and (6) perishable agricultural commodities, including fresh fruits and fresh vegetables of every kind and character, whether frozen or packed in ice, and cherries in brine. Food that would otherwise meet the "covered commodity" definition is exempt if it is either used as an ingredient in processed food, served in a food service establishment, or prepared in such an establishment and offered for sale or sold in "normal retail quantities."

What is a U.S. product?
A covered commodity may be designated as having a U.S. origin only if certain stringent requirements are met. Beef, lamb and pork must come from an animal that is "exclusively born, raised and slaughtered in the United States" to meet the standard for U.S. country of origin. In the case of beef, a small exception is made for an animal exclusively born and raised in Alaska or Hawaii and transported for a period up to 60 days through Canada. Despite the trip through Canada, beef from such an animal would qualify as "of U.S. origin."

Farm-raised fish" must be hatched, raised, harvested and processed in the U.S., and "wild fish must be harvested and processed in the U.S., a territory of the U.S., or a state, including the waters thereof," in order to be designated as having a U.S. country of origin.

Record keeping
USDA may require that a person who "prepares, stores, handles or distributes a covered commodity for retail sale maintain a verifiable record keeping audit trail" to verify compliance. The law prohibits USDA from using a mandatory identification system to verify country of origin, but permits it to use current model certification programs to certify country of origin. It enumerates several such existing programs, including the carcass grading system and voluntary beef country-of-origin labeling system carried out under the Agricultural Marketing Act (AMA). The record keeping requirements are sure to be a crucial issue in the rulemaking leading to the final regulations.

Enforcement
Retailers determined by USDA to have violated the country-of-origin labeling requirement will be notified and given 30 days to come into compliance. If, after 30 days, USDA determines that the retailer has "willfully violated" the requirements, USDA may fine the retailer up to $10,000 per violation after the retailer has been given notice and an opportunity for a hearing. Except for these specific provisions, the general enforcement provision of the AMA, which gives USDA authority to levy civil penalties, issue cease and desist orders, and seek injunctions and restraining orders through the Attorney General, will apply to violations of the labeling requirement. The law directs USDA to enter into partnerships with states to assist in administering the country-of-origin requirements "to the maximum extent possible."

AFD Electric Choice
AFD has partnered with Nordic Marketing to offer our member retailers 10% off Edison's electrical charges. Do not miss the opportunity to start saving as soon as September. Call Nordic's marketing arm, EnerCom, to apply today!

Save a Guaranteed 10% on Electricity!

Nordic Marketing, LLC
EnerCom
Associated Food Dealers

Another AFD members-only benefit!
To qualify, you will need to send your last 12 months' electric bills to EnerCom

Call: 248-203-0270

12......AFD Food Beverage Report. August 2002
Thanks sponsors! AFD awards 30 scholarships at golf outing

AFD sincerely thanks all the sponsoring companies that made the 2002 AFD Scholarship Golf Outing a success. With your support, we were able to provide scholarships for 30 deserving students!

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Anheuser-Busch, Inc.
Brown-Forman Beverage Co.
Canandaigua
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Coca-Cola Bottling Co.
CROSSMARK Sales Agency
Diageo
DTE Energy/Detroit Edison
Eastown Distributors Co.
Faygo Beverages
Frito-Lay
General Wine & Liquor Co.
Interval Brands – Wonder Bread/Hostess
Kar Nut Products
Kowalski Companies
Miller Brewing Company
National Wine & Spirits Corp.
Nestle Waters
North Pennie Insurance Company
Peoples State Bank
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Pernod Ricard USA
Petipera, Inc.
Philip Morris U.S.A.
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Batson & Associates
Meadowbrook Insurance Agency
National Wine & Spirits Corp.
Standard Federal Bank

Par Sponsors
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Sherwood Foods
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Henry Elkhoury of Canandaigua with Julia Hawkins.
Bill Turner of Philip Morris U.S.A. presents to Emily Heiler.
American Bottling’s Joe O’Bryan with Tanya Kako.
Dean Petitpren of Petitpren, Inc. with Sonia Leousta.
Bob Wanacha of Diageo with the proud parents of Matthew Michlitsch.
Don Parks (r) of Interstate Brands with La’Mont Muhammad.
Jim Holycross of North Pointe Insurance presents to Roxanne Najor.
Elías Francis with Muiderin Ogunmola and his mother.
Jim Quasarano (right) of Eastown Distributors with scholar Matthew Pisching and father Dennis Pisching.
John Zebari of Kar Nut Products with Lauren Ramsey.
Don Phillips of Peoples State Bank with Mary Shelly.
Jennifer Stans with Mark Bodke of General Wine & Liquor Co.
Tom Waller of CROSSMARK, the AFD Golf Outing Chairman, with Rebecca Brooks.
Don Parks of Central Distributors of Beer presents to Cassidy Volek.
Stan Sheridan of Faygo Beverages with Julia Weiss.
Donya Fields (r) of AAA of Michigan presents to Cyline Wines.

14.....AFD Food & Beverage Report, August 2002
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The Coca-Cola Bottling Company of Michigan
Thanks the City of Detroit for 100 Great Years
Flint-style coney is top dog at Shap’s Family Restaurant

By Ginny Bennett

It is an ongoing controversy in Southeastern Michigan. Which coney dogs are best—the Detroit style wet chili type or the Flint style coney with the dry meat that holds together?

In this lighthearted rivalry, Anastasia and Nick Pirkovic stand on a family legacy. The Pirkovic’s serve “Flint’s original coney sauce recipe” at Shap’s, their restaurant at Hill and Torrey Road in Flint’s Mundy Township.

It is a matter of personal taste and Flint-area folks are very choosy. Flint coneyes, worth their sauce, are made with Koegel’s Viennas. The old family recipe for the sauce came from Anastasia’s grandfather. His restaurant was called Flint Coney Island. Seventy years ago it was Flint’s first coney island restaurant. The sauce recipe remains the same. Only the price has changed. The original restaurant sold a five-cent coney dog and beer.

In 1955, Flint’s heyday, Anastasia recalls that Flint Coney Island had 50 waitresses at a time around the clock, serving the 37,000 factory workers in adjacent factory buildings. The family also once operated a restaurant called the Ritz Drive-Thru. Currently Anastasia’s father, Kosta Todorovsky, owns the Atlas Coney Island on Corunna Road.

Shap’s Family Restaurant has been in the same suburban location since 1984. Back then they cooked ribs in a special oven in the front window. The restaurant specialized in ribs and chicken. A salad bar, a dessert bar and a hot food bar occupied a good portion of the room. The Pirkovics bought the building and the business from a relative in 1994.

Changes were made right away. Anastasia phased out the buffet style service. It freed up space, cut back on employee time spent cleaning and refreshing the bars and eliminated waste. Today, one small salad bar remains.

The rooms are decorated with plush, green booth seats and tables throughout. Floral wallpaper adds a home-like appeal. Anastasia likes decorating for every holiday, too. “Customers feel so at home that some regulars typically come for breakfast and dinner,” says Nick Pirkovic. Service is friendly and casual and Nick feels comfortable sharing a customer’s booth for a cup of coffee and a friendly chat.

During our interview Genesee County Sheriff Pickett greeted the Pirkovics and complimented them on lunch. He says he comes nearly every day.

Business continues to grow and the future is bright. Nick and Anastasia have three sons growing into the business. The boys, 13, 12 and 11, attend school and help their parents in the summer.

Looking to the future, Nick is confident the area’s growth will continue. Highway signs direct customers from US 23, and Nick says, “It seems like Hill Road adds a lane every year.” The area’s burgeoning subdivisions provide a loyal clientele. The 5,000 square-foot restaurant will soon undergo another renovation and an additional 6,000 square-foot banquet facility will more than double their space. The restaurant received a liquor license and the Pirkovics plan to hold large functions in the evening along with breakfast and luncheon meetings.

In addition to their famous coney dogs, Shap’s menu features “faster food” but every meal is made-to-order. Breakfast is served anytime and Shap’s is also known for their omelets. Twenty-five unique combinations are available. Shap’s Family Restaurant specializes in home-style cooking with a full menu. They take pride in their brand name products, serving only the finest.

Koegels makes a longer hot dog, to order. Mr. Bread provides a special longer bun to fit. Gordon’s Food Service and Meisel/Sysco are their distributors. Evans is a local Flint supplier. Nick and his vendors plan the menu together. Shap’s customers recognize quality and Anastasia serves Heinz, Smuckers, Coca-Cola, Angus Certified Beef, Broasted Chicken, Superior Coffee and Melody Farms Ice Cream.

An impressive montage of trophies and recognition plaques cover an entire wall. More hang in the office. Shap’s sponsors numerous teams and have received awards from Flint Community Schools, Michigan Congress, Genesee County Department of Social Services, and schools and community groups all across Genesee County from Gaines to Davison.

Nick is one of 16 children; a native of the former Yugoslavia—now called Macedonia. When he arrived in the United States 15 years ago he was an auto technician but he always harbored a joy for cooking. He liked to feed 100 people at a time and especially to feed hungry people. He has cooked for many community charities and often uses his talent to raise funds for people with special needs.

Nick and Anastasia have become friends to the community while making their living doing what they like best. They have shown generosity in many ways and, certainly, they have helped to keep the spirited rivalry going between the Detroit-style coney fans and the Flint-style coney fans.

Would they make a Detroit-style coney dog? “Why would we?” exclaims Anastasia laughing. It’s safe to say her customers are clearly proponents of the Flint specialty.

Nick and Anastasia Pirkovic in front of Shap’s Family Restaurant

Inside, where the decor is comfortable and awards line the walls.
A warm weather weekend of fine wine, exceptional food and live music was enjoyed by a large crowd of wine enthusiasts June 28-30, at Meadow Brook Music Festival in Rochester Hills. Visitors tasted samples of more than 100 Michigan wines, and paired their favorites with the taste-tempting menu selections from area restaurants – while enjoying the beautiful rolling hills and intimate setting of this popular concert and festival site.

"Many of the wines served are only available at the wineries," said Linda Jones, executive director of the Michigan Wine and Grape Industry Council. Festival guests were able to try award-winning wines and purchase their favorites to take home.

Fleming names top C-store executive

Fleming Cos. Inc. said that Rob Allen has joined the company as executive vice president and president of convenience distribution. In this new position, Allen leads Fleming's national piece-pick distribution network serving c-store customers nationwide.

Allen was previously president and CEO of Core-Mark International Inc. Fleming's acquisition of Core-Mark was finalized June 18, 2002. With the addition of Fleming's other piece-pick distribution centers, the acquisition completes a national distribution footprint supplying consumer package goods to convenience-oriented retailers across the country.

Fleming serves nearly 50,000 retail locations, including supermarkets, c-stores, supercenters, discount stores, concessions, limited assortment retailers, drugstores, specialty retailers, casinos, gift shops, military commissaries and exchanges and others. – CSP

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Board member Ronnie Jamil with U.S. Senators Carl Levin and Debbie Stabenow at the Chaldean Armed Services Tribute on June 14 at Southfield Manor.

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Board member Ronnie Jamil with U.S. Senators Carl Levin and Debbie Stabenow at the Chaldean Armed Services Tribute on June 14 at Southfield Manor.
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Farmer Jack
Continued from front page

Eidson left Farmer Jack and was replaced by Michael Carter, former president of A&P’s 120-store Super Fresh chain based in Philadelphia. "The Associated Food Dealers of Michigan has always had a good relationship with Farmer Jack. We look forward to working with Mr. Carter in the future," says Michael Sarafa, AFD President.

The midwest A&P division includes 110 Farmer Jack stores in Michigan and Ohio and 33 Kohl’s food stores in Wisconsin. A&P has more than 700 grocery stores in the United States and Canada.

From May through July 11, A&P’s stock had fallen more than 30 percent. The decline began when A&P requested its first of two extensions to file its annual report with the U.S. Securities and Exchange Commission.

According to the Free Press, A&P requested the deadline extensions in May and June because it said it had uncovered accounting irregularities involving vendor allowances and accumulating inventories. The grocery chain said it needed time to restate its earnings for the past three years.

Hearing news that A&P needed time to sort out accounting problems sent its investors panicking.

However, when the report was finally released July 5, A&P said it had erred low instead of high, resulting in improved results for 1999, 2000 and 2001. (See related story below.)

A&P restatement of results turns loss to profit

As part of the Great Atlantic & Pacific Tea Company (A&P) restatement of results for 1999 and 2000 and adjustments to 2001 results following an accounting review, the company will record a 2001 net profit of $12.5 million instead of a loss of $71.9 million.

This review by A&P revealed recording of some vendor allowances, in violation of company policy, prior to the accounting period in which they were actually earned, which will result in an aggregate after-tax charge to net income of $9.3 million for the years 2001, 2000 and 1999.

There also were adjustments made related to the overstatement of perishable inventory.

Miller Brewing sold for $5.6 billion

South African Breweries PLC will buy Miller Brewing Co. in a $5.6 billion deal that will make it the world’s second-largest brewer, the London-based company announced.

The new company will be called SABMiller PLC and will compete in the U.S. market with Anheuser-Busch Cos., the world’s largest brewer.

Miller spokesman Michael Brophy said the acquisition would not lead to any job cuts at Miller’s seven U.S. breweries.

SAB has agreed to buy a 64 percent stake in Miller for $3.6 billion in stock and assume $2 billion in Miller debt. Miller’s parent company, Philip Morris Cos. of New York, would initially keep a 36 percent stake in Miller.

The Miller deal marks a major step in SAB’s strategy of expanding largely through acquisitions to become a top player in the consolidating global beer business.

OSHA to develop ergonomics guidelines for retail grocery stores

Occupational Safety and Health (OSHA) will begin work on developing voluntary ergonomics guidelines in collaboration with the retail food industry, according to Administrator John Henshaw. This reflects Secretary of Labor Elaine Chao’s commitment to develop industry and task-specific guidelines to reduce and prevent ergonomic injuries that occur in the workplace.

The National Grocers Association (NGA), shares Secretary Chao’s goal to help workers by reducing ergonomic injuries and to pursue ergonomic guidelines rather than the course of mandatory standards that were rejected and rescinded by Congress last year. NGA President and CEO Tom Zaucha applauded the cooperative effort announced by Henshaw, and pledged to work with OSHA to develop guidelines that assist retailers in developing ergonomic solutions.

“The retail grocery industry is dedicated to providing a safe and healthy workplace. Employees are a company’s most important assets,” said Zaucha.

Draft guidelines for the retail grocery industry are expected to be ready for public comment later this year.
Rep. Buzz Thomas uses his youthful energy to change Michigan

by Kathy Blake

State Rep. Samuel (Buzz) Thomas III, D-Detroit) has potential for a promising and lengthy career. That's partly because he began it at such a remarkably young age. He was elected to the House of Representatives at 28 years of age, making him the second youngest African American and the youngest Democratic Leader. "I am the only member of the U.S. House that I can change the world," explained Thomas.

He is in his third term as state representative for the 10th district, located on the north side of Detroit. The representative received 97 percent of the votes in the 2000 election. Since this is his third and final term, Thomas is running for state senator of the 4th district this fall. He is a front runner for that position.

Rep. Thomas spoke at a civic and business forum hosted by the AFD and Chaldean Americans "Reaching and Encouraging," (CARE), July 9th at Southfield Manor, where he pledged his support to small business in Detroit.

The representative has a family history of civic duty. His great-great-grand uncle, William Web Ferguson, was the first African American elected to the Michigan legislature back in 1892. Thomas's grandfather, Willis Ward, is a Wayne County probate judge and his uncle, Edward Thomas is a Wayne County Circuit Court judge. Another uncle, Elvin Davenport, is the first African American elected to the Detroit Recorder's Court.

His family background certainly contributes to Thomas's political involvement. "I believe that public service is a very valuable profession," Thomas continued. "I'm one of those people that still thinks that I can change the world."

One way he has helped is by introducing legislation that would enable local municipalities to convert abandoned buildings and vacant properties into usable property.

The bill would create the Michigan Municipal Land Bank Act, under which a municipality could establish a land bank with the power to acquire, hold and dispose of real and personal property and interest in real and personal property. "Numerous city leaders from throughout the state expressed to me their frustration with abandoned property littering their landscape," Thomas said.

The bill, which passed the house, is part of a package of bills designed to create two land authorities that would speed up demolition of abandoned homes. It would grant local authorities the power to clear titles and sell off tracts of tax delinquent land held by the state and put these properties back on the tax roll.

The time limit for destruction of abandoned houses was 18 months but with the bill enacted, the limit would be 180 days. "We need a centralized agency for the development of abandoned properties," Thomas said.

There needs to be follow-through from tear down to reconstruction and clearing of titles. In 1989, Cleveland, Ohio had 35,000 abandoned homes. With the creation of Cleveland's municipal land bank authority, that number was drastically reduced to 4,000.

Detroit has over 40,000 abandoned houses. Thomas believes the legislation will be approved by the Senate and passed to the Governor in September.

Rep. Thomas said the legislature resolved the state budget crisis in July by increasing the cigarette tax 50 cents per pack and pausing the single business tax phase-out.

"This was accomplished without cutting health and education," Thomas added.

Before taking the assignment of House Minority Leader, Thomas served on the Commerce and the Energy and Technology committees. He is still very much concerned with electric restructuring, and takes proactive steps to ensure Michigan's needs are met. He doesn't want to see our state in an energy crisis similar to California's.

The state is currently building new electric generating plants, like the one in Paw Paw that uses coal and natural gas.

"I've been a big proponent of using a balanced energy mix that does include coal, which is clean and we have a 400 year supply of, as well as natural gas and nuclear energy," said Thomas.

Prior to becoming a representative, Thomas was senior legislative assistant to U.S. Representative Barbara Rose-Collins. He worked as a home builder in metro Detroit and as the construction manager for Parkside Building Company and Avis Tech Park Partners. He is the owner of an oil change service company.

The representative continues his activism at the local level by donating his state salary increases to community civic and cultural organizations. He is on the board of directors for the Matthew McNeely Neighborhood Foundation which provides scholarships to young people who might not be winning academic awards. "Is it for the most improved students overall," explained Thomas.

He is a founding member of the Independent Policy Group, an Afro-centric discussion round table devoted to social and economic equality. "We certainly live in the greatest society in the world. However, there are still people who live on the fringes and they need to know they have a seat at the table," said Thomas.

Thomas graduated from the University of Pennsylvania. He is an avid music fan, particularly electronic music and enjoys playing golf.

To reach Representative Thomas call him at (517) 373-1782, email: stthomas@house.state.mi.us, or write: The Honorable Samuel Buzz Thomas III, State Representative, State Capitol, P.O. Box 30014, Lansing, MI 48909-7514.

Legislator Profile

Samuel (Buzz) Thomas III
State Representative
• Democrat
• District 10-Detroit
• House Minority Leader

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Standard Federal Bank, N.A. (member ABN AMRO Group) has recently promoted Wendy A. Acho to vice president and business development officer of the newly formed Targeted Business Development division.

As a result of this recent promotion, Wendy will continue to provide wealth-management strategies with a focus on women and minority business owners. As a 15-year veteran banker of Chaldean heritage, she possesses the cultural sensitivity to understand the financial needs of an ethnic community, enabling her to manage and coordinate the commercial lending, international trade services, retail, and investment planning activities in conjunction with a cadre of specialists.

"Essentially, we coordinate a range of products, services and expertise in banking, commercial lending, international trade, investments, insurance, and trust services for the commercial and retail client," Acho said. "Internally, I work collaboratively with an array of resources, such as commercial lenders, international trade officers, private bankers, trust officers, bank managers, and Realtors to build vital networks and deliver personalized service."

“Our business segment, Targeted Business Development, focuses on servicing the specific needs of a definable cultural, economic, gender or social group," said Walter C. Elliott, Jr., First Vice President and Divisional Manager, Targeted Business Development. "Our primary focus is to target groups that are gender and ethnic based in Eastern and Western Michigan. Michigan is ethnically diverse and each culture has distinct business needs." Targeted Business Development works to make Standard Federal the "bank of choice" for members of women and ethnic associations and organizations," Elliott continued. Wendy’s success stems from her ability to actively serve and collaboratively work with various women and minority boards and committees. "Essentially, she acts as an advocate for women and minorities, both internally and externally. Her deep understanding of the issues that plague women and minorities has been her passion for many years."

Standard Federal Bank will continue to sponsor, co-sponsor and underwrite a series of business and professional seminars. The bank has created seminar programs that concentrate on various aspects of business, such as starting a business, selecting a CPA, and using the Internet to promote business. As stated by Wendy Acho, "Women-owned businesses are the fastest growing segment in the country. They are becoming better educated about their financing options while developing exceptional managerial, sales, and marketing skills. Women have voiced their concerns about the corporate structure that has inhibited them from advancing effectively in the marketplace."

The long-term vision of the team is to begin securing solid partnerships with Small Business Administration (SBA), National Association of Women Business Owners (NAWBO), the Women’s Business Initiative, and local minority Chambers of Commerce in joint seminars and speaking engagements.

Wendy possesses strong negotiating and relationship-building skills that have ensured her success thus far," Elliott continued. "Banking has evolved into a fast-paced and ever-changing environment, but she is progressive and forward-thinking. She has the ability to influence and build awareness among the inner circles of business and government."

See Standard Federal, page 25
leaders, acting as an advocate for women and minorities while expanding her networking opportunities.

Acho strives to be a visionary, who is known for her integrity, honesty and reliability. She is disciplined, highly motivated, extremely organized and able to work independently yet collectively with her peers. This year will definitely be a challenging year for Acho, but she says, "I enjoy taking on new challenges, especially on this start-up initiative."

ABN AMRO is a prominent international bank with origins going back to 1824. It ranks eighth in Europe and thirteenth in the world based on tier 1 capital, with over 3,400 branches in more than 60 countries, a staff of 110,000 full-time equivalents and total assets of EUR 597.4 billion (as of December 31, 2001). ABN AMRO is listed on several exchanges, including the Amsterdam, London and New York Stock Exchanges.

In North America, ABN AMRO is headquartered in Chicago and has $171 billion in assets and more than 20,000 employees with wholesale banking offices in 13 cities in the U.S., Canada and Mexico. Major North American subsidiaries include ABN AMRO Incorporated, an investment banking, advisory and brokerage firm; ABN AMRO Asset Management (USA) LLC; LaSalle Bank in Chicago and Standard Federal Bank in Michigan and Indiana.

View the company web sites at www.standardfederalbank.com and www.abnamro.com

Country-of-origin
Continued from page 12

What you should expect from suppliers.
Retailers should immediately begin a review of store procedures and receiving policies to prepare for this requirement. In addition, retailers should communicate with their suppliers to review with them the information that will be needed to ensure compliance. While the law will be enforced at retail, it does provide that any person engaged in the business of supplying a covered product to a retailer shall provide information to the retailer indicating its country of origin. If the product is already individually labeled regarding country of origin, the retailer shall not be required to provide any additional information. Therefore, it would be reasonable and prudent to advise your suppliers that:

• Any “covered commodity” in a package or bag should have a country-of-origin label on it.
• Any bulk item with a PLU label should have the country of origin on the label. Any item that is not in a package or that does not have a PLU label should be shipped with a sign indicating the country of origin.
• The signs should meet the specifications of the USDA regulations (and any specifications of your own).

In the case of fish, the label, PLU sticker or sign should also indicate whether the fish is “farm-raised” or “wild.”

In order to avoid penalties, you may wish to reject any shipment that does not meet these requirements. If that is your intention, you should communicate that to your suppliers and add these requirements to your supplier’s specifications.


AFD Food & Beverage Report, August 2002...25
Coca-Cola Bottling Company of Michigan commemorated 100 years of doing business in Detroit with a Centennial Celebration on Monday, July 15, at Hart Plaza.

Detroit Mayor Kwame Kilpatrick joined several community and political leaders, as well as representatives from Coca-Cola to kick-off the summer-long celebration.

Vanilla Coke, Coca-Cola’s new flavor, and cake were served at the event.

Other Centennial festivities scheduled for the summer included a concert by Motown’s legendary R&B group. The Temptations; a Wednesday concert by Motown’s legendary R&B group. The Temptations; a Wednesday evening event.

Coca-Cola can point with pride and accomplishment to its 100 years of involvement with it. The Temptations; a Wednesday evening event.

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FOR SALE—12,000 sq. ft. supermarket located in pleasant town. Remodeled in 1996. SDD/SDM license. Possible easy terms—MUST SELL (313) 879-7055 after 5:00 p.m.

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PARTY STORE—Choice location. Liquor, Beer, Wine, Deli, Limo, Lapper area. Interested buyers inquire to P.O. Box 657, Lapeer, MI 48446.


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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.

KITCHEN HOOD FIRE SYSTEMS AND EXTINGUISHERS—Low discount pricing to all AFD members. New installs, remodels, inspections, recharging and testing. Also servicing auto paint booths and gas stations. All brands: Ansul, Prochem, Range Guard. Serving Southeastern Michigan 24/7. Call Alan Ross at (517) 879-7055.

PARTY STORE FOR SALE—Beer, wine, Lottery, deli and grocery. Located on Dequindre Road in Warren. Call Sam at (586) 756-4010.

FOR SALE—Party Store in Warren. Excellent location! Good business with GREAT income. Call Sam or Mike at (586) 751-6440.

ESTABLISHED PARTY STORE—Port Huron, MI. High traffic area, SDD, SDM and Liquor. Owner retiring. Leave message. (810) 685-7239.

FOR SALE—Liquor, deli, pizza, Broadway area. High volume corner business & property available. Contact George at (313) 480-9106.

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MID-MICHIGAN—Convenience store with gasoline, 2,126 sq. ft. space and 1,070 sq. ft. three bedroom ranch home. Central location 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 18 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 989-636-2261. Price $350,000.00 plus inventory.

FOR SALE: CONVENIENCE STORE—5 mile & beach daily. 2,425 sq. ft. Asking $300,000 building, $100,000 business. 35,000 approx. inventory. Call Chandler, (248) 321-2061 for more information.

FOR SALE—Majority specialty food market located in Arm Arbor, MI. 9,000 sq. ft. building can be purchased or leased (734) 975-8863.

28,000 SQ. FT. SUPERMARKET FOR SALE—Open house August 7-8, 9 a.m. to 5 p.m. 2 miles north of I-75 on Baldwin Rd in Orion Twp. North of Great Lakes Crossing Mall. Call 248-391-2212.
I want to update you on some very important developments in our antitrust case against Visa U.S.A. and MasterCard International. The U.S. Supreme Court refused to hear an appeal of lower-court decisions certifying the case as a class action in June. The Supreme Court’s unanimous decision has cleared the way for notice to be given to the class and for the case to proceed to trial. The trial judge has now scheduled the trial to begin on April 28, 2003 in U.S. District Court in Brooklyn, N.Y. All FMI members that have processed VISA or MasterCard charges since 1992 are in the class. Official notice will be sent to class members in September and unless you choose to opt out of the class at that point, you will be included and will be eligible to participate in any judgment or settlement.

This lawsuit has enormous potential benefits for you, our entire industry and American consumers. That is why FMI took the unusual step of becoming a plaintiff in this lawsuit. Because this is pending litigation and the trial has yet to be held, we can’t provide much additional commentary now. However, this really is a simple, straightforward case. We allege that VISA and MasterCard have used their market power to force retailers to accept fraud phone, expensive offline signature based debit cards at high and fixed prices to the detriment of retailers and consumers. We are looking forward to presenting our evidence at trial.

Sincerely,
Tim Hammonds
President and CEO
Food Marketing Institute (FMI)

As fellow executives in the hospitality industry, we would like to take this opportunity to extend our thanks to Joe Sarafa for his many contributions over the past 16 years to the industry. We have had the privilege of working with Joe and the Associated Food Dealers on several projects. Each project was carried out with the utmost professionalism. From our organization to yours, we wish Joe the very best and look forward to working with AFD and your new president in the years to come.

Best Regards,
Catherine A. Pavick
Executive Director
MI Licensed Beverage Association

Louis H. Adado
CEO
MLBA Mutual Insurance Company

On behalf of Western Michigan University (WMU), I wish to thank Associated Food Dealers for its recent gift to the Food Marketing Program Scholarship. Support such as this is critical to continuing the great strides Western is making, and I appreciate your commitment.

We are experiencing great excitement at WMU as we continue to make significant progress on many fronts. Again last fall, we welcomed our largest student body, which is testimony to the quality of education our students receive. Also, U.S. News and World Report again ranked our University among the top public institutions in the country. And, WMU continues to be listed in “America’s 100 Best College Buys,” a national student guide to schools with a high academic ranking but a low annual cost. Your gift will help ensure that the stature of Western continues at the highest level, and we are grateful for the role you play in our ongoing efforts.

Once again, thank you for your investment in Western Michigan University. Your generosity is truly appreciated.

Sincerely,
Bud Bender, Executive Director Western Michigan University

The 2002 Shoplifters Survey revealed that 51% of current adult shoplifters started shoplifting in their teens. Thirty percent of all shoplifters surveyed admitted to stealing from their recent employer.

According to the survey, shoplifters steal an average of 16 times per week, and each shoplifter steals an average of $4,600 in product per year. For additional survey information, please call Karen Voorhees of the National Grocers Association at 703-516-0700.
AFD Scholarship Golf Outing was a big hit with the players and scholars!

We were back at Wolverine Golf Course on July 17 for the Annual AFD Scholarship Golf Outing. With clear skies and a welcome breeze, it was an exciting day out of the office and on the links for over 300 golfers, scholars and guests. A sincere thanks to all our sponsors, Golf Committee members, prize and food donors and volunteers. You all contributed so much to a wonderful day! A special thanks to Party Time Ice. We really needed your product out there this year!

The General Wine and Liquor team makes a point with Elias Francis!

(l to r) Kelly Flynn, Jill Rosch, Gregory Washington and Kuri Allison were the Pernod Ricard USA team.

A special thanks to Tom Waller of CROSSMARK, our Scholarship Golf Outing Chairman. Tom, you were super!

Tom Rubel of Spartan Stores, Inc. awards a scholarship to Megan Zimmer.

Scholar Sandra Montgomery’s mother accepts scholarship from Dave Simons of Pepsi Bottling Group.

Christine Arcuino (r) with Charlene Reid, scholar Bryan Reid’s mother.

Look for scholar profiles and the long list of volunteers and donors next month!

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28......AFD Food & Beverage Report, August 2002
A break for Omar Amnori of Fuddrucker's and Jim Trischelt of Anheuser-Busch.

John Zebarski of Kar Nut and Alaa Naimi of Thrifty Scot relax at the turn.

A happy General Wine team!

April Helmsin does the chicken dance 'cause her team got a birdie! Also playing from Eastown, Jim Quasarano, Sam Kuley and Dennis Pisching.

This Standard Federal team received the Joe Sarafa Integrity Award for the most honest scorekeeping. Joe (center) presented the award.

A great big group from Pepsi!

Pabst players Spencer Moore and Mike Vito.

Kevin Paschke of Allied Domecq with Bob Berg, representing Louie Barbat of Kit Kat Market, who won the chance to try his luck at the $1 Million Hole In One.

Detroit Lion Earl Fisher puts for the chance to hit for $1 million.

Top honors went to the 7th place Kowalski team!

This great group of AFD Golf Committee volunteers stuffed hundreds of goodie bags in the AFD parking lot. Thanks to all!

AFD's new president, Mike Sarafa, performs his first official Scholarship Golf Outing duty by awarding the Grand Prize in the raffle drawing, a trip to the Grand Traverse Resort.

AFD's new president, Mike Sarafa, performs his first official Scholarship Golf Outing duty by awarding the Grand Prize in the raffle drawing, a trip to the Grand Traverse Resort.

Mark Sarafa (left) received the Wonder Bread award for Closest to the Pin. Don Parks presents him with a year's supply of Wonder Bread!
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